



Department of State and Regional Development



> About Sydney and New South Wales

March 2009

> EXPAND ALL ARTICLES

IN THIS ISSUE:

Helping Business Start and Grow

Making E-Biz Work For You

Wollongong Small Business Club

Shellharbour City Small Business Network

Shoalhaven Small Business Club

Ulladulla Small Business Club

Ulladulla Small Business Lunch Network

Small Business Basics

Invitation to International Women's Day 2009 Breakfast

WorkCover's Free Safety Workshop and Workers Compensation for Small Business

Fashion Industry Business Workshops

Kiama & District Chamber of Commerce

Office of Industrial Relations and Human Resources

Helping Business Start and Grow

Keep up to date with what is happening across the region with this free monthly newsletter. It provides useful information on upcoming business seminars and activities. Learn about key business issues and network with other business people at one of the events listed below.

The Department of State and Regional Development is a major sponsor of the following small business networks:

- Wollongong Small Business Club
- Shellharbour Small Business Network
- Kiama Small Business Forum
- Shoalhaven Small Business Club, and
- Southern Highlands Small Business Club

→ FORWARD THIS ARTICLE

→ PRINT THIS ARTICLE

BACK TO TOP | ↑

Making E-Biz Work For You

Date: Thursday, March 26

Time: 8.45am to 4.30pm

Venue: Theatrette, Civic Centre, Wingecarribee Shire Council, Elizabeth St, Moss Vale (access via Donkin St)

Cost: Free, morning/afternoon tea & light lunch provided

RSVP: Places are limited, please call Rory McAlester on 4421 1000 to reserve your place or email: rory.mcalester@business.nsw.gov.au

The NSW Department of State and Regional Development (DSRD) invites you to attend the 'Making E-Biz Work for You' workshop. It is a full day package presented by David Turner from Austrade as part of an Australia-wide program to update exporters on the use of electronic selling when exporting, including website development.

→ READ MORE

BACK TO TOP | ↑

Wollongong Small Business Club

This month's topic: Innovation in Small Business

Date: Tuesday, March 3

Time: from 5.15pm

Venue: City Diggers, 82 Church Street, Wollongong (Venue change for March only)

Cost: Free, finger food provided

RSVP: For catering purposes, **please RSVP by Friday, 27 February.**

Call Lee on 4227 4500 or

lee@rdaiillawarra.com.au

Guest Speaker: Craig Doyle, Manager, Sutherland Shire Hub for Economic Development ("SSHED")



This will be a great opportunity to hear Craig Doyle speak about Sutherland Shire

Intro to
Business
Planning

Illawarra
Business
Chamber Events

AussieHost
Workshops

Helping you Start, Grow and Manage your business in the Illawarra.

Starting a Business

Call Illawarra
Business Advisory
Service
Tel: 1300 650 058

Growing a Business

Call Department of
State and Regional
Development
(DSRD)
Tel: 02 4225 9055
Tel: 02 4421 1000

Exporting

Call DSRD Export
Adviser
Tel: 02 4421 1000

Innovation

Call Illawarra
Innovation
Advisory Service
Tel: 1300 650 058

Council's successful strategy of stimulating economic growth and creating local jobs. The SSHED is an exciting concept that has followed successful overseas experience. As a business accelerator it is designed to nurture small businesses planning to develop and grow.

→ [READ MORE](#)

[BACK TO TOP | ↑](#)

Shellharbour City Small Business Network

This month's topic: Illawarra Economic Outlook 2009 - Challenging Times & New Opportunities

Date: Wednesday, March 18

Time: 5.30 - 7.30pm

Venue: Seaspray Function Centre, Junction Road (Adjacent to Shellharbour North Beach Surf Club at Shellharbour)

Cost: Free

RSVP: Corporate Planning, Shellharbour City Council, Fax: 4221 6097 or email: cps.support@shellharbour.nsw.gov.au by Friday, 13 March

Guest Speaker: Simon Pomfret, Executive Director of the Wollongong based Illawarra Regional Information Service ("IRIS")



With 20 years' experience in regional economic development & market/business research and well over a 100 business & consumer studies completed, Simon will offer a unique insight into Illawarra's Economic Outlook for 2009. Simon will identify the challenges for businesses in these tough economic times as well as new opportunities for businesses to consider.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP | ↑](#)

Shoalhaven Small Business Club

This month's topic: Branding

Date: Monday, March 23

Time: 5.15pm for 5.30pm to approx 8pm

Venue: Shoalhaven Ex-Serviceman's Club

Cost: Free, finger food provided

RSVP: Contact Bonnie on 02 4423 3417 or email

Bonnie.Shepherd@illawarratec.com.au to reserve your place at the next meeting.

This month's topic will be on Branding and presented by Michelle Spooner. Please come along and join us for an informative and entertaining evening.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP | ↑](#)

Ulladulla Small Business Club

This month's topic: Weathering the Financial Storm: A Business Survival Guide

Date : Tuesday, March 31

Time : 5.15 for 5.30pm to approx 8pm

Venue: Mollymook Golf Club, Golf Avenue, Mollymook

Cost : FREE - fingerfood provided

RSVP : Email bonnie@illawarratec.com.au or phone Bonnie on Ph: 4423 3417 by 26 March. **Registration is essential**

Guest Speaker: Perrie Croshaw (see "Read More" section below for Perrie's extensive credentials.)

You are cordially invited to attend the first Ulladulla Small Business Club meeting. Perrie Crowshaw will be the guest speaker for this inaugural meeting and will discuss a topic that is on the forefront of a lot of people's minds, Weathering the Financial Storm.

The Sub prime crisis, a possible recession, rate rises, declining profits, a slowing economy its enough to make a small business operator turn up their toes in despair! But Perrie has some essential survival advice to help small business adapt and not

perish during these stressful times.

→ [READ MORE](#)

[BACK TO TOP](#) | ↑

Ulladulla Small Business Lunch Network

Date: Friday, March 6

Time: from 12.30pm

Venue: Breakers On Ocean Cafe, Mollymook Beach

RSVP: Greg Fellows on 0419 970 394 or Greg.Fellows@dynamicsolutions.net.au

Please RSVP prior to COB Thursday 5th March for staffing and catering purposes.

The Ulladulla Small Business Lunch Network is set to meet from 12.30pm on Friday 6th March at Breakers On Ocean Cafe, Mollymook Beach .

All business proprietors or representatives are invited to attend. **Make sure you bring your business cards!**

→ [READ MORE](#)

[BACK TO TOP](#) | ↑

Small Business Basics

Date: Monday, March 9

Time: 12 noon to 1.30pm

Venue: Illawarra ITeC, Suite 1/336 Keira Street, Wollongong

Cost: Free

RSVP: Call ITeC on 1300 650 058

Are you thinking of starting a small business but confused about where to start? The Small Business Basics information session outlines the steps that you need to take to properly research your business idea and establish your business.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP](#) | ↑

Invitation to International Women's Day 2009 Breakfast

Date: Monday, March 9

Time: 8.30am to 10.30am

Venue: Scottish Arms, 69 Boardman Road, East Bowral (next to East Bowral Community Centre)

Cost: \$18 per person

RSVP: Booking and pre-payment is essential. Please contact Jennifer Bowe on 0418 600 068 or jenniferbowe42@gmail.com by Friday 26 February.

The theme for International Women's Day 2009 is **Women and Education**.

The Guest Speaker will be Suzanne Williams, Principal, Moss Vale High School & girls from the Bowral High School choir will perform.

Students from local high schools will be joining each table for breakfast. This is your opportunity to be part of a mentoring event with senior high school girls from local schools.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP](#) | ↑

WorkCover's Free Safety Workshop and Workers Compensation for Small Business

Date: Tuesday, March 10

Time: 2pm - 5pm

Venue: Ulladulla Ex Services Club, 212-222 Princes Highway, Ulladulla

Cost: FREE

RSVP: 1800 624 097 or visit www.workcover.nsw.gov.au/safebusiness Registration is

essential.

Are you a small business?

Do you want free safety advice?

Confused about your safety obligations and not sure if you comply?

Want to make your workplace safer, but not sure where to start?

Would you like \$500 rebate for making a safety improvement?

You are invited to the Workplace Safety and Workers Compensation workshop, where you will discover how to comply with your workplace safety responsibilities and meet your workers compensation obligations.

→ [READ MORE](#)

[BACK TO TOP](#) | ↑

Fashion Industry Business Workshops

Date: Tuesday March 10 (Nowra) & Wednesday, March 11 (Wollongong)

Venue: Nowra - Shoalhaven City Council, Bridge Road, Nowra

Wollongong - Illawarra ITeC Wollongong, Suite 1/336 Keira Street, Wollongong

Time: 9.00 am to 1.00 pm, then networking and lunch from 1pm to 2pm

Cost: \$40.00 – includes light lunch

RSVP: Please call 1300 650 058 to register your details

Would you like to know how to start, grow and expand your fashion business?

The Textile, Clothing and Footwear (TCF) Business Growth Project based in Western Australia will be running the following workshops in both Wollongong and Nowra. Topics include:

- **Growing Your Fashion Business** – Working in or on your business, developing a checklist
- **Pricing and Costing** – have you priced your products correctly?
- **Debt Collection and Credit Management** – Collecting debts, providing credit to retailers, getting the cash back into your business.
- **TCF Global – Sourcing off shore manufacturers** – TCF Global Sourcing raw materials and manufacturers, Hong Kong, China, Bali, Philippines, Sri Lanka, Fiji. Information on TECFWA Buying Missions to Hong Kong Fashion Week July 2009
- **TCF NSW and Designedge Online Shops and Networking Groups**

→ [READ MORE](#)

[BACK TO TOP](#) | ↑

Kiama & District Chamber of Commerce

Date: Tuesday, March 17

Time: 6.30pm for 7.00pm start

Venue: The Sebel Harbourside Hotel, Corner Minnamurra & Shoalhaven St, Kiama

Cost: \$25 includes fingerfood, glass of wine or beer

RSVP: by Monday, 16 March (by noon) on ph: 4232 3844 or email: executive@kiamachamber.com.au



The Kiama & District Chamber of Commerce is pleased to invite both Chamber members and non members to its next Networking Meeting. We hope to see you there.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP](#) | ↑

Office of Industrial Relations and Human Resources

Changes to Industrial Relations in NSW - How Does This Affect You?

Date: Thursday, March 19

Time: 9.00am - 12 noon

Venue: Training Masters, 1/44 Manning Street, Kiama

Cost: Free

RSVP: Enquiries & Registration ph: 131 628 and ask for extension 4612 or email win@oir.commerce.nsw.gov.au

It is important that you understand current industrial relations legislation and how this affects your business whether you are covered by state or federal law.

- Do you understand the changes proposed under Forward with Fairness?
- Do you have questions about legislated employee entitlements such as parental leave, long service leave, award entitlements?

This workshop will help you:

- understand the employment laws that apply to you
- understand the changes under federal industrial relations law
- provide you with details of obligations in relation to employment records, payslips and award entitlements
- understand various leave entitlements
- know where to go for further information and assistance.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP | ↑](#)

Intro to Business Planning

Date: Friday, March 20

Time: 12 noon to 1.30pm

Venue: Illawarra ITeC, 1/336 Keira Street, Wollongong

Cost: \$33.00 – light lunch included

RSVP: Call Illawarra ITeC on 1300 650 058 or email itec@illawarraitec.com.au



A good business plan will increase your chances of business success. It will help you identify customers, markets, pricing strategies & operational goals. It is also important for gaining finance from financial institutions.

The aim of this Workshop is to provide an overview of the business planning process and increase the skills of participants to enable them to complete a business plan for their business. Business Plan templates will be provided.

→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP | ↑](#)

Illawarra Business Chamber Events

Business After Hours

Date: Wednesday, March 25

Venue: Illawarra Toyota, Albion Park

Time: Commences 5:30pm

Cost: Free

RSVP: 4229 4722

Come and join our Co-Hosts - Illawarra Toyota - for this month's Business After Hours



→ [FORWARD THIS ARTICLE](#)

→ [PRINT THIS ARTICLE](#)

[BACK TO TOP | ↑](#)

AussieHost Workshops

Upcoming AussieHost workshops:

9 March 2009, Ulladulla / 30 March 2009, Nowra / 6 April 2009, Batemans Bay

AussieHost is a nationally recognised customer service training program that focuses on interpersonal communications, customer relations and service. It builds personal, professional and community pride and inspires a greater commitment to providing better service.

The content of the one day program covers the following topics:

- What is quality customer service?
- The importance of workplace and personal presentation
- Excelling in telephone communications

- Handling customer complaints and dissatisfaction
- Who are your customers and how to best serve them

For more information on AussieHost or to find out when the next AussieHost workshop will be held in your region, contact AussieHost@dynamicssolutions.net.au phone 1300 766 510 or visit the website at www.aussiehost.info

[→ READ MORE](#)

[BACK TO TOP | ↑](#)

Copyright NSW Department of State and Regional Development 2009. All rights reserved.

[WEBSITE](#) | PH: 4225 9055 | [EMAIL](#)
PO Box 5106, Wollongong NSW 2500 AUSTRALIA

Privacy: Any personal information provided to the Department is voluntary and protected by the Privacy and Personal Information Protection Act 1998 (NSW) and the Health Records and Information Privacy Act 2002 (NSW). The Department does not condone the sending of unsolicited commercial electronic messages as defined by the Spam Act 2003 (Cth.). Please refer to our [privacy and spam policy](#) for more information and your rights to access and correct the information held.

Disclaimer: This e-newsletter contains information including data, documents and images prepared by the New South Wales Department of State and Regional Development (DSRD). While the information has been formulated with all due care, DSRD does not warrant or represent that the information is complete, accurate or up to date. The information is subject to change without notice.

This e-newsletter is powered by [PeopleLogic](#)