

The ILLAWARRA
>> ITeC <<

Small Business News
30th March 2009
Covering Illawarra, Shoalhaven & Wingecarribee areas



SMALL BUSINESS NEWS AND EVENTS

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- FREE Small Business Advice and Training – Wollongong, Nowra & Bowral
- Serviced Offices Available – No Lease – Monthly Rental



NRMA is a corporate sponsor of Illawarra ITeC Small Business Services, providing small business owners with up to date insurance information.

2009 ILLAWARRA WOMEN IN BUSINESS AWARDS

The 2009 Illawarra Women in Business Awards were held on Friday at the Lagoon Seafood Restaurant with 160 Illawarra business women in attendance.

The winner of the Illawarra ITeC - 2009 Young Business Women was:

Angela Saville of Savvy Fitness

Finalist– Jessica Saad of University of Wollongong

Highly recommended – Jonni Nicolaou of Lagoon Seafood Restaurant and Jodi Pyke of Finance Control

The winner of the Illawarra Business Chamber – 2009 Woman of the Year was

Katrina Rowlands of Mortgage Success

Finalist– Miranda Bond of Inika Mineral Cosmetics

Highly Recommended – Liz Anderson of Club 46 and Angela Johnson of Evanscorp

I would like to personally congratulate each of the winners on their outstanding effort.

TEXTILE, CLOTHING AND FOOTWEAR BUSINESS GROWTH WORKSHOPS

We recently held two separate Textile, Clothing and Footwear (TCF) Business Growth Workshops in Wollongong and Nowra. The workshops were a resounding success and attracted over 40 small business owners/operators in the TCF industry.

The Workshops covered the following topics :

- **Growing Your Fashion Business**
- **Pricing and Costing**
- **Debt Collection and Credit**
- **TCF Global – Sourcing Off Shore Manufactures**
- **TCF NSW and Designedge Online Shops and Networking Groups**

From this half day workshop, it was agreed that we would start a TCF Industry Based Networking group which will meet on a bi-monthly basis. If you would like to be involved in this new networking group, please contact either Virginia in Wollongong or Lynnette in Nowra on 1300 065 058.

LOOKING FOR NEW MANUFACTURERS, RAW MATERIALS OR SUPPLIERS?

Are you are an designer, importer, retailer, wholesaler, agent, chain stores, department store or sourcing agent looking for new business opportunities - TCFWA / TCF Australia is leading a Buying Mission to Guangzhou, China May 3-7, 2009.

TCFWA is organising an exhibitor matching service for TCFWA / TCF Australia Buying Mission participants - if you are interested in attending reply ASAP to carol.hanlon@tcfwa.com with clear list of the type of items or services you are looking to source or contacts you are wishing to make whilst visiting Guangzhou.

Jinhan Fair, Poly World Trade Centre Expo, Guangzhou, China
(FYI - this event is being held concurrently as Canton Fair, one of the world's largest exhibitions)
Expected - 600 exhibition booths (also including exhibitors from HK, Thailand and India)
Expected - 15,000 visitors

Exhibition Showcases include:

Apparel: Fashion Wear, Casual Wear, Sports Wear, Children's Wear, Underwear, Swimwear, Functional Wear

Fashion Accessories: Jewellery, Belt and Accessory, Sunglasses, Handbag and Clutch Bag, Hat, Gloves, Socks, Scarf, Tie, Hair Accessory

Home Textiles: Bedroom Textiles, Bathroom Textiles, Kitchen Textiles, Dining Room, Textiles, Living Room Textiles

Fabrics: Knitting, Woven Fabrics, Mixture Fabrics, Linen, Cotton Fabrics, Bonded Fabrics

Accessories: Button, Zipper, Lace, Buckles

Also includes:

Fashion Shows: 6 rounds from May 4 to May 6

Buyers Party: Two parties on May 4 and May 6 with surprises

Buyers Lounge: Free coffee, beverage, snacks, bread and fruits

Free Internet: Easy and free internet connection

Free Shuttle Bus: Jinhan Fair to/from selected hotel and main Areas in Pazhou
Further Fair info: www.jinhanfair.com

Please advise me ASAP if you are planning to attend and/or your Sourcing requirements for TCFWA/ TCF Australia Exhibitor Matching.

TCFWA will also be providing a list of the various wholesale markets to our Buying Mission participants in Guangzhou and will organise a translator and/or guide available if you require (at your own cost)

FREE ADVICE ON PATENTS, TRADE MARKS, DESIGNS AND COPYRIGHT

Do you have a new invention? Do you need assistance with how to register a patent, trade mark, design or need information about copy right? Then make an appointment to see one of our business advisors to discuss the above through the Illawarra Innovation Advisory Service. The Innovation Advisory Service is a FREE Program and is supported through funding from the NSW Department of State and Regional Development.

We also have the services of an Intellectual Property Attorney who provides free advice at our offices once a month. Appointments are now being made for

Time : Half hour appointments

Date : Friday 1st May 2009 Illawarra ITeC Wollongong

Cost : FREE

RSVP : Call 1300 650 058 to make an appointment

IBC BUSINESS EXPO

"Illawarra On Show" 2009

The third IBC Business Expo – “Illawarra on Show” 2009 will be held on Wednesday 27th May 2009 at the WIN Entertainment Centre.

In just two short years, the Expo has become the largest “business to business” exhibition in regional NSW. This year’s programme will again feature a series of exciting and informative events which will bring together some of the region’s most innovative businesses and speakers.

The highly successful Expo Business Luncheon will again feature a leading business speaker and provide a great opportunity for local business people to gain insight into industry trends and directions.

The Illawarra Business Chamber will also take advantage of the event and host a “Super Business After Hours” on the night where 5 of our members in the small business category will be able to showcase their business.

Over a third of the booths have already been sold! Check out the IBC website www.illawarrabusiness.com or speak to Louise Dwyer on (02) 4229 4722 to enquire about attending and membership.

SMALL BUSINESS BASICS

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. These workshops are free to attend and run every fortnight.

Time : 12noon to 1.30pm

Date : Tuesday 28th April 09

Cost : FREE

RSVP : Illawarra ITeC on 1300 650 058

SMALL BUSINESS MARKETING WORKSHOP

It is not enough to just have a fantastic product or service; you also need to be able to understand how to market your product or service to potential customers and clients.

This is even more important in this current economic climate. How do you differentiate from your competitors? What is unique about your business?

This two hour workshop will help you understand the different aspects of marketing, help you understand how your product / service fits into the whole market and how you can market your business more effectively? We will discuss:

- Conducting Market Research
- Who is Your Target Market / Competitors
- The Four P's of Marketing
- SWOT Analysis
- Requirements of Developing a Marketing Plan

Time : 9.30am to 12noon

Date : Friday 1st May 09

Cost : \$40.00 – light Refreshments included

BASIC BOOKKEEPING WORKSHOP

It is very important for any small business owner to know how to keep sound financial records but more importantly understand how to use those financial reports to make informed decisions.

This workshop will provide an overview of record keeping responsibilities and provides practical exercises in the tasks required to manage a business through record keeping. You will develop an understanding of financial control and the importance of cash flow and how to complete petty cash, cash payments, cash receipts, daily bank balances & bank reconciliations.

Time : 9.00am to 12 noon

Date : Thursday 7th May

Cost : \$45.00 per person – light refreshments provided

FREE BUSINESS ADVISORY SERVICES

If this current economic situation is really getting you down and you find that you are struggling and really need some business advice – call Illawarra ITeC and make an appointment to see one of our Business Advisors.

Illawarra ITeC has five Small Business Programs to either :

- help you get started in your business venture; or
- further develop your business skills and improve your business.

All programs provide free and confidential business advice. We have offices based in Wollongong, Nowra and Mittagong - but we are also a mobile service and can come to you.:

- Illawarra Business Advisory Service (IBAS)
- Business Enterprise Centre (BEC)
- New Enterprise Development Scheme (NEIS)
- Illawarra Innovation Advisory Service (IIAS)
- Aboriginal Enterprise Development Officer (ADEO) Program

Call Illawarra ITeC today on 1300 065 058

SERVICED OFFICES - AVAILABLE

Are you looking for **serviced offices** in the CBD of Wollongong for a reasonable cost?

Illawarra ITeC has fully serviced office space available now
No LEASE – Monthly Rental Agreement only.

Run your business from establish offices in a prime location or utilise Illawarra ITeC's virtual office facility.

Benefits include:

- Short term / Long term availability
- FULLY services offices
- Reception/Mailing/Cleaning
- Your phone answered in your business name
- Business name signage

Additional services available:

- Broadband Internet Access
- Undercover Parking available
- Training/Casual Interview Rooms for hire

Premises located at:

1/336 Keira Street (Cnr Keira & West Streets) Wollongong NSW 2500.
Contact Sarah on (02) 4223 3100 to arrange an inspection and discuss rates.

This is only a brief outline of the types of small business advice and assistance that we can offer. Want to know more? Remember this is a FREE service and can assist you in developing your business in many ways. Call me today on (02) 4223 3100 or check out our website at www.illawarraitec.com.au

Regards,



Virginia Wren
Business Development Manager
The Illawarra ITeC Ltd

[Unsubscribe](#) from this list.

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