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Kwinana
Chamber of Commerce

CHAMBER CONNECTIONS

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NOVEMBER, 2018



Chamber ready to serve

REPORT PAGE 7



Big ideas

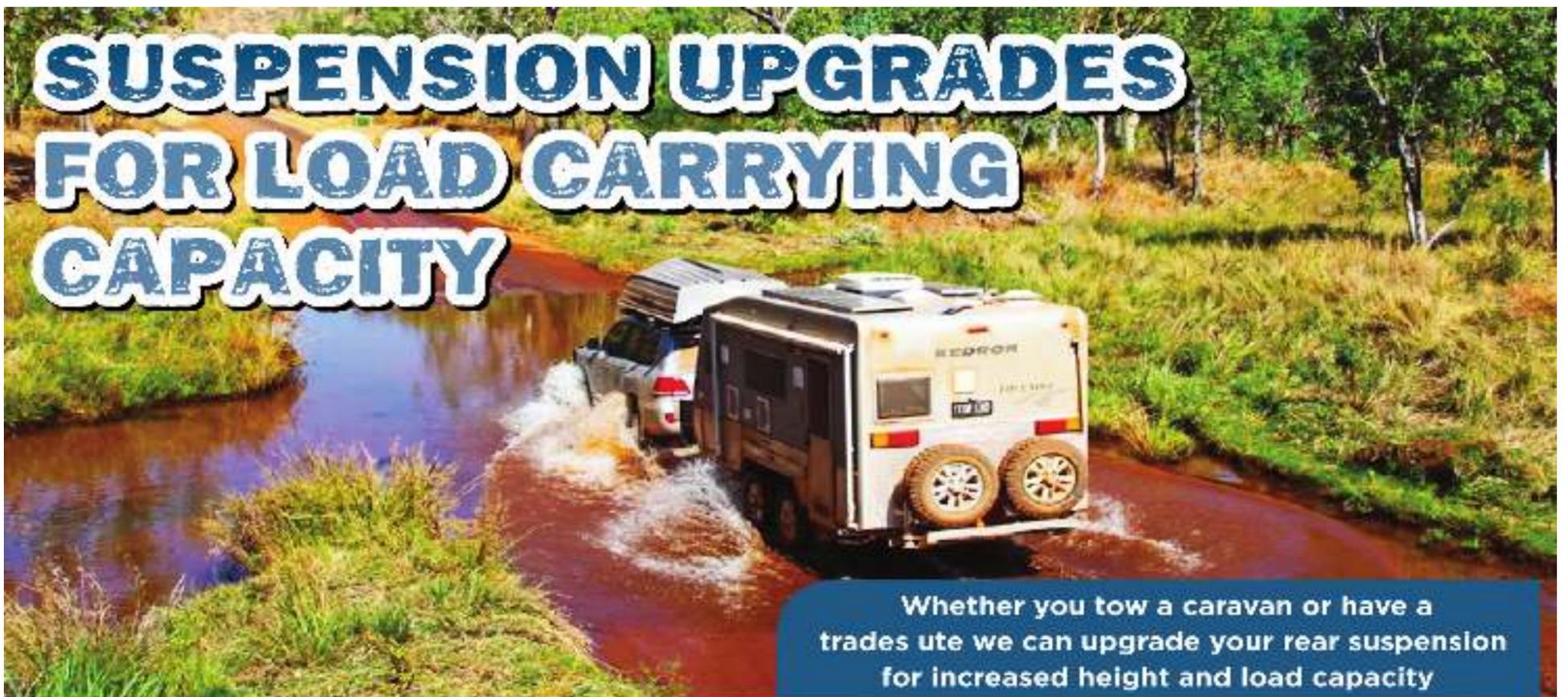
Manager wants to give back to community P4



Top shots

Players gather for corporate golf day P13

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Highlights to celebrate

Tony Solin

Our previous *Chamber Connections* update was in May this year and, since that time, we have enjoyed planning, organising and presenting many functions on behalf of our members. Notably, the 2018 Mineral Resources Regional Business Awards had a record number of entries, an extra recognition category (People's Choice Award) and a record sum of prizes for the finalists. Thanks once again to Gary Gray, who announced a further extension of sponsorship support on behalf of Mineral Resources. Alcock Homes chief executive and Fremantle FC chairman Dale Alcock was a stand-out at our Key Business Leader's breakfast series during the year. In a high-energy and humorous talk, Dale spoke of his experience in business and the work rate needed for a successful business; he was one of

the very best of many great speakers we have hosted in the past five years. Thanks to the City of Rockingham for assisting with the sponsorship of these fantastic, informative networking sessions. We also had business after-hours functions hosted by the following businesses: Hog's Breath Cafe; HBG Tax and Accounting; Rockingham Paints; Prestige Catering and Events Hire; Malibu Fresh Essentials; QVC Dental; City of Rockingham; Bendigo Bank; Maintenance and Construction Services Australia; Hotel Clipper; Leeuwin Foundation and RMD Industrial Services. Thanks to all hosts for showcasing their services, products and staff to our general membership and other guests. Chamber Chatter was a new format for networking the RKCC trialed this year that involved a small group of members (20) chatting among themselves over a breakfast or lunch. The format was embraced by our

members and four sessions were held at Charthouse Cafe, Hog's Breath Cafe and Lavoro Italiano. Many positive comments and, more importantly, many positive outcomes were achieved at these functions. We employed a part-time administration assistant in June this year, who has proved to be an amazing resource for our membership. Karen has revamped our online membership details and completely overhauled our website, adding important information and online video to complement the platform. Congratulations to Tim Couch and Amy James, the recent additions to the executive committee. They join the other members who volunteer their time and skills to ensure we have a vibrant and successful business representative in our region. Finally, I would like to thank our hardworking staff Diana White and Karen Lee for their support throughout the year.



Rockingham Kwinana Chamber of Commerce chief executive Tony Solin. Picture: Gareth McKnight

Potential for improved economy encouraging

Barry Sammels

As businesses and the WA economy begin to show green shoots of recovery after the State's economic downturn, it's encouraging to see the potential that lies ahead for the business community in the City of Rockingham. Significant infrastructure projects such as the \$15.7 million Rockingham Beach Foreshore Revitalisation Stage 1 and the continued development of the Rockingham Renaissance Technopole will play a vital role in attracting investment and visitors to the City in future. The City recognises the Rockingham Kwinana Chamber of Commerce has a very important role to play in supporting the growth of local business. As such, the City continued to work closely with the RKCC in 2018 to continue exploring new opportunities that will help business capitalise on the economic potential we have as a City. A crucial part of this is the development of the City's Tourist Destination Strategy. The RKCC has



City of Rockingham Mayor Barry Sammels.

played a key role in the development of this strategy, with chief executive Tony Solin sitting on the City's Tourism Strategy Development Advisory Group. The City has also continued to support the RKCC in its work through programs such as the Key Leaders in Business Breakfast Series and the

annual Regional Business Awards, providing local businesses with opportunities to network and learn about current trends in business. In 2019 we will continue working collaboratively with the RKCC and are excited to see local business go from strength to strength as the City continues to grow.

Future looks bright, with many businesses opening

Carol Adams

I welcome the opportunity to reflect on the relationship between the City of Kwinana and the Rockingham Kwinana Chamber of Commerce. In August, the City proudly sponsored the award for 2018 SME Business of the Year at the RKCC Mineral Resources Regional Business Awards. I was delighted to present this award to Stride Property Services on the night, which was enjoyed by many members of our local business community who were in attendance. The future is looking bright for business in Kwinana. Over the past year, we have seen 207 new businesses open and have received a lot of interest in residential and industrial development, all of which I believe will lead to a resurgence of the local economy. A renewed interest in the mining sector, particularly lithium, is also creating significant numbers of construction jobs and opportunities for local contractors. The City recently hosted the RKCC yearly business breakfast, with a focus on the Westport project. The breakfast provided a forum for conversations with local businesses about the economic benefits that a new port could realise for



City of Kwinana Mayor Carol Adams. Picture: John Koh

them, as well as the local community. Finally, the City is offering \$50,000 towards local business improvements as part of our Local Commercial Activity Centre Improvement Grant Funding. Funding is targeted at the City's more mature commercial centres that haven't received as much investment as newer areas. I'm looking forward to nurturing strong relationships with small businesses in Kwinana in 2019 and beyond.

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Challenges down long table lunch

An alternative event will be considered after Rockingham's renowned Long Table Lunch was cancelled.

After four highly successful lunches on Rockingham Beach the event will not go ahead in 2019 with organisers making the tough decision not to go ahead with the event because of increased costs and reduced support.

Rockingham Kwinana Chamber of Commerce chief executive Tony Solin said costs to stage the event would outweigh the benefits.

"The Malibu Fresh Essentials Rockingham Long Table Lunch on the

Beach has been an iconic event on the local social calendar over the last four years," Mr Solin said.

"The media attention from local print, radio and Channel 7 and Channel 9 was significant — over 400,000 viewers throughout Australia each year and their syndicated networks in Asia."

Award-winning local restaurants including Rustico Tapas and Wine Bar, Kent St Deli and Latitude 32, along with a further 40 local businesses, were involved with the event for each of its four sold-out events.

Among the guests helping to promote Rockingham's lifestyle and

investment potential through the event were Premier Mark McGowan, media identities and sporting heroes.

Mr McGowan was "disappointed" to hear the event had been cancelled indefinitely. "This was an exciting event on the local calendar, and one that many people looked forward to each year," he said.

"The organisers worked hard behind the scenes to bring together memorable culinary experiences to showcase local produce and businesses.

"I have no doubt there will be other exciting events to look forward to that

will offer local residents and visitors a chance to experience Rockingham's delights."

The event also donated more than \$40,000 to local charity and sporting groups, entertained more than 1850 patrons, engaged more than 160 local businesses, more than 700 employees and volunteers, and highlighted how business and the community could work together to produce positive outcomes for the region.

"I would like to thank all the local businesses that have supported the event over the years, Basil Paparone from Malibu Fresh Essentials in

particular, who has been our major sponsor every year," Mr Solin said.

City of Rockingham Mayor Barry Sammels said the City respected RKCC's decision to cancel the Long Table Lunch, which he called a "wonderful event for the community" that had played an "important role in positively promoting the City".

Big Brews Beach Party, which was set to be held on the following day, will be collateral damage from the announcement. However, Mr Solin said RKCC was in discussions with Big Brews and other local stakeholders to present an alternative event early next year.

New board at chamber

Rockingham Kwinana Chamber of Commerce has a new board following its recent annual general meeting. The chamber hosted its AGM on October 10 at the Hotel Clipper, where two new members - Tim Couch and Amy James - were elected.

Back (l-r): Paul Flannery, Robert McGavin, Caroline Hume, Tim Couch, Murray Martin and Brad Dean. Front (l-r): Vicki Mountain, Amy James, Basil Paparone and Jean Wootton. Picture: RKCC



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Service you can bank on

New Rockingham Community Bank Branch of Bendigo Bank manager Joe Griffiths has some big ideas for the business after taking over in the role on November 5.

Mr Griffiths has more than three years experience in the banking sector and arrived at the Rockingham branch straight from a role as a lending manager.

Further to his time in the banking sector, Mr Griffiths has prior experience as a multi-site manager and state training facilitator with a retail company.

He told *Chamber Connections* he sees his new role as the next step in his career and admitted Bendigo Bank's community banking model attracted him to the position.

"I am also a local, I live in Shoalwater, so I also like the idea of profits going back to the community and am keen to contribute in that area," he said.

Mr Griffiths arrived in time to celebrate the branch's 15th birthday, and said his main focus would be developing brand awareness and attracting new customers.

"In the wake of the Royal Commission (into Misconduct in the Banking, Superannuation and Financial Services Industry) people are moving away from the big four banks and I want people to see us as an option and to bank with us," he said.

"I don't think we've reached our full potential. That's where I want to go. I want to support events and initiatives that are local and close to the hearts of the people who bank with us, the people in our commun-



New Rockingham Community Bank Branch of Bendigo Bank manager Joe Griffiths and Bendigo Bank mascot Piggy.

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Madeleine King says Labor has listened to the needs of small business.

Policies designed to help businesses grow

The Labor Party has been listening to the needs of small businesses while developing policies for the sector.

Since the 2013 Federal Election, Labor has been actively listening to small businesses so we can understand what issues are important to them.

The policies we've created are designed to help small businesses grow and thrive in our modern, increasingly digitised economy.

During consultations, small businesses told Labor they wanted greater access to capital. As a result, Labor has developed an Australian Investment Guarantee, which will give

more than 7000 businesses in Rockingham and Kwinana a tax break when they invest in growing their business.

Under the AIG, businesses can immediately deduct 20 per cent of any new eligible asset worth more than \$20,000, with the balance depreciated in line with normal depreciation schedules from the first year.

And, unlike previous tax incentives, it's permanent, giving SME businesses the certainty they need to plan.

Small businesses also told Labor that connectivity is crucial in an increasingly digitised world, where consumers

purchase their goods and services online.

As a result, Labor is calling for fibre-to-the-curb internet, at a minimum, in the areas where it's feasible, to provide consumers with a faster and more reliable connection.

Labor will also establish an NBN Service Guarantee, setting regulated time frames and wholesale service standards to deliver better protections for small business and consumers.

Federal Member for Brand Madeleine King is the Shadow Minister Assisting for Small Business

Support for sector growth

There are more than 7000 small businesses operating across Rockingham and Kwinana, which not only provide employment and amenity in the region, but also help create an attractive liveable community.

Small business is big business in WA. We have 221,837 small businesses which contribute \$48.6 billion to the State's economy and employ almost half of all private sector workers.

The State Government recognises the important contribution small businesses make, and supports the sector through programs and initiatives run by the Small Business Development Corporation.

We have also launched the WA Jobs Act to make it easier for small business to be part of large government projects.

The \$3.2 billion infrastructure package announced in the 2018/19 Budget provides great opportunities for small businesses to help build the critical infrastructure the State needs to grow and prosper.

Beyond procurement, the Government is also committed to growing tourism, allocating Tourism Western Australia \$425 million over the next five years for destination marketing and events.

We have also amended the Liquor Control Act to free up liquor licensing, remove red tape for small business and encourage innovations and diversity in hospitality sector. This will open up business and tourism opportunities



Small Business Minister Paul Papalia.

in Rockingham and surrounds.

Another industry critical to the local economy is defence, with the Government committed to growing defence capability and local jobs in the Australian Marine Complex and Henderson precinct.

Through Defence West and the newly launched Western Australian Defence and Defence Industries Strategic Plan, the State Government is better positioning the industry to secure future defence contracts and build long-term business prosperity.

With the economy showing positive signs of growth, there has never been a better time to be involved in small business.

Warnbro MLA Paul Papalia is the WA Small Business Minister

\$2b to boost small business loans

The Federal Government will pump \$2 billion into a fund to help Australia's small banks free up lending to the country's three million small businesses and boost job creation across the country.

Treasurer Josh Frydenberg recently announced a new business funding package in response to concerns the big banks are freezing out small business in the wake of criticism of the sector at the royal commission into banking.

Interest rates for small and family companies are close to historic lows, according to the Reserve Bank, but its researchers have noted growing concerns about a slowdown in lending, potentially crimping a sector

Interest rates for small and family companies are close to historic lows, according to the Reserve Bank.

that employs up to seven million people. Small businesses, borrowing less than \$2 million, typically pay twice the interest rate of big companies, according to RBA figures.

Mr Frydenberg said the Federal Government would make up to \$2 billion in additional funding available to smaller banks and non-bank

lenders to on-lend to small businesses on more competitive terms.

Rather than lend directly to companies, the new fund aims to help smaller lenders through the securitisation market — in which loans are bundled up and sold on to investors, including groups such as superannuation funds — spreading the risk of loans to individual small business, traditionally considered high risk, across a bigger pool.

The Government hopes that pool will also encourage lenders to lend more money without requiring business owners to back smaller loans with property and equipment that can be seized.



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Rockingham Kwinana Chamber of Commerce's Community Cafe.

Sea Containers WA modifications manager Brett Ozanne, MPH's Mike Hoson, Shelford Constructions marketing manager Patricia Pejcinoski and Rockingham Kwinana Chamber of Commerce chief executive Tony Solin.

Cafe rolled out for events

A converted sea container will soon be making appearances at community events throughout the Rockingham and Kwinana area. The Community Cafe is a Rockingham Kwinana Chamber of Commerce initiative that has seen the chamber fit out a sea container as a functioning cafe, with support from local businesses, which will be lent for use at events such as

school and community fairs, and Lions and Rotary meets. The chamber worked with Sea Containers WA, Shelford Constructions, RV Rockingham and MPH Construction to equip the container with a kitchen including sinks and benches, fridges, storage, plumbing and electricity. RKCC chief executive Tony Solin said the idea materialised after

informal talks with City of Rockingham staff about the potential for a mobile kitchen for community use. "The chamber will hang on to (the Community Cafe) for a few years and make it available for Lions and Rotary to use at their events, and also for local schools or other events," Mr Solin said.

"The plan is to get it on to a trailer so it's mobile and can be driven to events." The container was provided by Sea Containers WA, which made the basic modifications and put in the shutter and door. Shelford helped RKCC with the fit-out and plans to make the trailer for it to travel on, while Rockingham RV helped with the plumbing.

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Lithium project to go ahead

The Kidman Resources joint venture with Chile's SQM, now named Covalent Lithium, expects to go ahead with its Kwinana refinery in the first half of next year.

Chief executive Martin Donohue said it marked an important milestone towards a long-life, vertically integrated lithium-mine-to-refinery operation in WA.

"Covalent Lithium will be a producer of premium refined battery-grade lithium, which will be a competitive advantage for Kidman's marketing activities both now and into the future," he said.

The project is predicted to produce more than 45,000 tonnes of lithium hydroxide for \$US4487 a tonne, excluding royalties and contingencies.

Businesses receive grants

City of Kwinana has awarded \$50,000 to local businesses in Medina, Parmelia, Calista and Orelia to help improve their business as part of the City's Local Commercial Activity Centre Improvement Grant Funding.

The aim of the grant funding is to support local business, particularly in the City's older commercial centres which, over

the past few years, haven't received as much investment as some of the City's newer areas.

Mayor Carol Adams said the City recognised that newer buildings, facilities and amenities had been invested in, so the Local Commercial Activity Centre Improvement Grants aimed to ensure the City's more established areas weren't forgotten and the

City was able to invest back into these commercial centres as well.

"The City will provide up to \$3000 per business, to enable business owners in more established areas to invest back into commercial centres through the Local Commercial Activity Centre Improvement Grants.

"We hope the Local Businesses in these areas will make the

most of this opportunity," she said.

"The grants are now in their second year and the City provided more than \$38,000 in support last year to a number of worthy recipients who used the grant money to undertake a range of activities that aimed to improve the aesthetics of the areas or support employment opportunities."

\$7 million premises opened

Shelford Constructions, a leading brand in the WA building industry for more than 27 years, has opened its new \$7 million state-of-the-art Rockingham premises.

Situated in the light industrial area on Dixon Road, the company's new home offers a mix of office spaces, a display area for clients and workshops and trade services.

A raft of industry figures turned out for the headquarters' September launch, with Premier and Rockingham MLA Mark McGowan in attendance to unveil a plaque alongside Shelford managing director John Mijacika.



Managing director John Mijacika and Premier Mark McGowan at the opening of Shelford Constructions' state-of-the-art premises at 131 Dixon Rd, East Rockingham. Picture: John Koh

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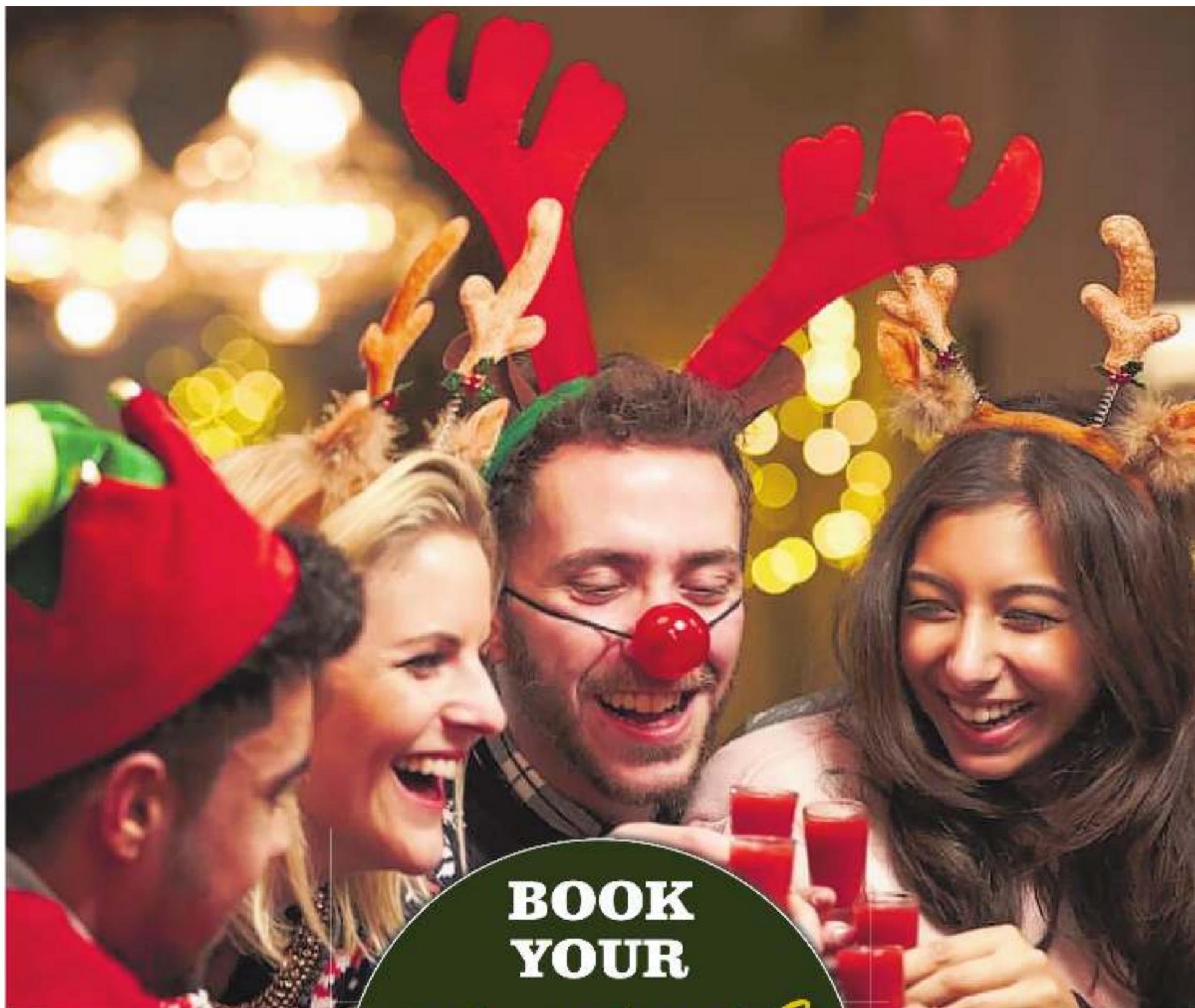
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Volunteers play key role

The quarterly Key Leaders in Business Breakfast was presented by the City of Rockingham and hosted by the Rockingham Kwinana Chamber of Commerce on October 23.

The aim of the breakfast, held at the Gary Holland Community Centre, was to share with about 100 local business owners how successful volunteer programs work and how they benefit the community and businesses.

In keeping with the theme of corporate volunteering, PEACH (People Employed at Alcoa Charity Help) president Trish Morris spoke

about Alcoa employees making a difference in their communities since 1979.

Kwinana refinery community relations officer Scott Hansen also spoke about the company's ACTION (Alcoans Coming Together in Our Neighbourhoods) program, and provided a general business overview.

Volunteering WA's Traci Gamblin spoke about her organisation's capacity to help with volunteering programs and Rockingham chief executive Michael Parker outlined the local government authority's approach to corporate volunteering.



City of Rockingham chief executive Michael Parker, Alcoa Kwinana Refinery community relations officer Scott Hansen, senior manager development volunteering WA Traci Gamblin, Rockingham Kwinana Chamber of Commerce and Industry chief executive Tony Solin, and PEACH president Trish Morris.

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Franchisee wins a prestigious award

Hog's Australia's Steakhouse Rockingham's Glenn Sell was named the overall national franchise of the year winner at the Hog's Breath Annual Conference awards held in Bali earlier this month.

The award is the biggest and most prestigious presented at the conference and not only does it recognise Mr Sell for an amazing year,

he also received an opportunity to further his skills by participating in the Disney Service Experience Training Course at the Disney Institute.

Mr Sell dedicated the win to his family and said "you cannot achieve great things without great people to help support and mentor you".

Rockingham Kwinana Chamber of Commerce president Basil Paporone

extended warm congratulations to Mr Sell and said it was inspiring to see his hard work and dedication put into his business paying off.

"Glenn's commitment to the Rockingham and Kwinana business networks is a positive indication of the growth and opportunities available," he said.

Providers welcome short-stay inquiry

Rockingham accommodation providers have joined a Statewide fight for reforms to WA's short-stay accommodation industry after the Government announced support for a parliamentary inquiry into the sector.

Operators from Fremantle to Mandurah attended a forum in Rockingham this month, hosted by Tourism Rockingham and advocacy group Registered Accommodation Providers of the Margaret River Region.

RAPMRR, which has for months been calling for legislative changes to regulate the short-stay accommodation industry in WA, welcomed the inquiry and is seeking recommendations to present to the Economic and Industry Standing Committee for investigation.

RAPMRR spokeswoman and founder Debbie Noonan said

unregistered operators using sites including Airbnb were "diseasing" the industry and killing businesses.

Tourism Rockingham president Stacey Graham labelled the situation "unfair and discriminatory".

Anchorage Guest House and Self-Contained Accommodation owner Emiliano Barzotto said unregistered accommodation providers also posed a health and safety threat to visitors.

There are about 220 short-stay accommodation providers in the Rockingham area with 180 active hosts. Of these, 63 per cent of listings are entire homes and 35 operators have multiple listings.

Mr Barzotto said the line between legal and illegal accommodation had been blurred and councils needed to introduce compliance measures to combat unlicensed short-stay operators.

Lunch party

Chamber members and their friends are invited to the Rockingham Kwinana Chamber of Commerce's annual Christmas lunch on Friday, December 7.

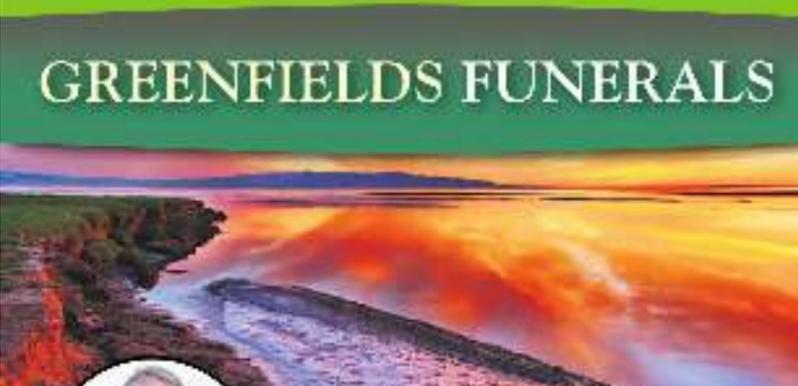
Executive assistant Diana White said meeting for lunch and sharing the positives of the year and talking about the plans for the business community moving forward was the best way for the chamber to wrap up such a successful networking year.

"As so many of our members are sole traders, or small businesses, it is really hard for them to be able to experience that big Christmas party . . . at the end of the year, so this is our way of providing that for our members and their staff," she said.

The chamber's award-winning platinum partners Hog's Breath Rockingham will provide a three-course lunch, including beer, wine and soft drinks for members for \$60, or \$75 for non-members.

A special Santa has also been arranged for the annual Kris Kringle.

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Business dines out on good news

Local businesses were treated to lunch and free networking, courtesy of the City of Kwinana and the office of Roger Cook, with small business commissioner David Eaton the special guest presenter.

Attendees heard about Kwinana's continuing residential and business growth and how it is not expected to

slow down anytime soon, especially with the city's population forecast to double over the next 20 years.

"Our rapidly growing population presents enormous potential to current and prospective business owners, which is evident through our business growth figures," Kwinana Mayor Carol Adams said.

"Last financial year, a staggering 988 businesses were created in the City of Kwinana. Many of these are pursued in people's spare time and the majority were sole traders, mostly starting from home." Mr Eaton imparted some valuable advice and tips for current small business owners and those who are conducting their due diligence

before starting their own business.

Mrs Adams also advised the many business owners in attendance that the City continues to support local businesses through grants, workshops in conjunction with the Small Business Development Corporation, support programs for home-based businesses, assistance to understand the local

market, business planning support and initiatives aimed at supporting Kwinana's youth to get a head start in business.

"The City is serious about supporting local businesses and is working to reduce red tape, provide better services and build partnerships with local business owners," she said.



Kwinana MLA Roger Cook and Mayor Carol Adams speak about Kwinana's continuing residential and business growth at the small business networking lunch.



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Crime down, but vigilance urged

Reported crime in the Rockingham sub-district has continued to drop, but police say vigilance is still essential.

Rockingham police officer-in-charge Senior Sergeant Brett Reyne said the Rockingham police sub-district was travelling well in terms of the reduction of reported crimes, but stressed the importance of ongoing vigilance by residents and business owners.

Sen. Sgt Reyne said when compared to this time last year, the sub-district had seen a decrease in the number of thefts.

"Stealing offences, from both properties and businesses, is nearly 10 per cent down from this time last year," he said.

Sen. Sgt Reyne stressed the importance of ongoing collaboration between police, the public, business and the City of Rockingham to help tackle crime in the area.

"All of these groups are currently working together really well and helping to provide police with assistance and good information, which does make our job a lot easier," he said.

He also urged businesses to make their properties and goods harder to target for criminals by undertaking work such as installing CCTV and not having valuable goods on show outside stores.



VAT 116's Mark Kenly and Rockingham Kwinana Chamber of Commerce chief executive Tony Solin.

Buy local to help stores

Rockingham Kwinana Chamber of Commerce chief executive officer Tony Solin has urged residents to support businesses doing it tough during the Rockingham Beach Foreshore Revitalisation project.

Mr Solin said business owners on Railway Terrace had been hardest hit, with some struggling to keep staff employed and doors open during the construction phase of the project.

He said many had experienced slow trading since works began in August and had more tough weeks ahead prior to the fences being removed in December.

"They are all open for business and it would be great if the general community could get down there and support them," Mr Solin said.

"Business can be tough at the best of times, so these guys are really doing it hard. We want

people to buy local and show their support for these local businesses.

"They are still here to provide a service, so if you want a Subway, or fish 'n' chips, or a beer at VAT116 consider using these guys. They would really appreciate it."

One business bucking the trend and making the best of the situation is Jaffelato on Railway Terrace.

Owner Ali Bale said her store was an "interesting case" for the area, as it had opened only in February and was on the up before the works started.

"We were growing by doing things a bit differently, having a good social media presence and loyal customers," she said.

"We noticed early on we were going upwards but once construction started, things slowed down but it hasn't affected us in the way we anticipated; it

hasn't been too bad. We've still had to turn people away."

Ms Bale said putting a positive slant on the works on social media posts had also contributed to the positive customer numbers.

"We've put up video updates and said stuff like 'come down with the kids and watch the diggers'. That has worked.

"The plans are up on the walls and we talk through them with customers, explain what is going on, address the rumours and change people's perceptions."

Mr Solin said the warmer weather enabled easy pedestrian access to businesses and encouraged residents to look beyond the fencing and construction sites to enjoy a "park and walk" experience.

"Park behind Dome, there's plenty of parking there, and wander down, have a look at

what's going on and support them," he said.

Construction will take a break from December to mid-February, when works will recommence to complete the landscaping, lighting, paving and installation of furniture.

Mr Solin said the revitalisation would create a wonderful vista which, when complete, would benefit the neighbouring businesses.

"The business owners all understand that and, like most people, they are taking it on the chin. There's not much they can do about it during the construction," he said.

"Eventually it will be a real showcase and people will come to have a look at it, so they will have some benefit then, but at the moment it is tough to keep the doors open, so they really need the community's support."

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Cheers to opening of tavern in Wellard

The eagerly awaited first drinking establishment in Wellard, the Well Tavern, has opened.

Councillor Matt Rowse and licensee and proprietor Kevin Hughes, representing the owners, cut a ribbon on November 20 to mark the opening.

Cr Rowse, who is also the president of the Wellard Residents Association, said the community had waited a long time for the venue.

"Thanks so much to the owners for taking the initiative and building the tavern. It will certainly become a social hub and add some life into the

community," he said. Mr Hughes said the enthusiasm that the community had shown for the project was overwhelming.

The tavern is open daily from 11am, serving a large range of drinks and up-market pub-style meals.

Visit www.thewelltavern.com.au.

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On course for challenge and for fun

More than 100 local business people donned a polo shirt, hat and sunscreen the clubs for Rockingham Kwinana Chamber of Commerce's corporate golf day on Thursday, November 15. Held in partnership with Reliance Partners Insurance Brokers, the day at

Secret Harbour Golf Links is one of the most anticipated events on the RKCC calendar. GTech NDT finished in front, followed by Venrock Finance's Team 2 and Shelford Construction & Boya Group in third place.



Shelford Construction & Boya Group's Adam Calginari, George Strnadica, Jon Griffin with Fremantle Docker Michael Walters (third from left).



Winners GTech NDT's Gert Venter, Ryno Lategan, Faan Muller and Emiel Van Nispen.



More than 100 players from local businesses gather for the event briefing.

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Grants and tenders tips

Accessing finance and business opportunities are important parts of running a successful business.

Thankfully, help is available from Federal, State and local governments, which all offer forms of grant funding for business, or tender opportunities.

Business grants: Most government assistance for small business is in the form of free or low-cost advisory services, information or guidance.

However some businesses are eligible for a grant in certain circumstances, such as business expansion, research and development, innovation or exporting.

Each grant will have eligibility criteria that businesses need to meet to apply.

Search the full database of Federal, State and local government grants using the free grant finder at business.gov.au.

Tip: Businesses are sometimes approached by organisations claiming to offer exclusive access to government grant information in exchange for a fee. Avoid these because information about government grants is a free service and available to all businesses.

Tenders: These are written offers to

supply a specified good or service used by government departments and agencies, and private sector businesses.

Tender processes and documentation can vary depending on the level of complexity or risk.

All WA State Government departments and agencies must advertise tenders over a certain threshold on the Tenders WA web portal. You can register there and receive notifications of advertised tenders relevant to your business or industry. Information can be found at the Department of Finance Government procurement website.

Local government tenders are usually advertised in *The West Australian* every Wednesday and Saturday. The Western Australian Local Government Association has a preferred supplier program for businesses that want to supply to local governments. Visit walga.asn.au/Preferred-Supplier-Program.aspx.

You can also register to receive notifications of WALGA calls for tender within nominated category areas at tenderlink.com/walga.



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Capture the spotlight and boost business

Starting a new business can be a daunting experience, especially when it comes to cutting through the noise and making your presence known.

With countless businesses competing for the spotlight, having a brand that stands out and captures that spotlight is important.

Here are some tips from Rockingham's Parklife group:

■ **Research is important.** Research how your competitors' products and services stack up. Make sure you know how your products work and the kind of services you want to offer to customers so you don't fall behind and blend in with the crowd.

■ **Know how colours work to make your brand stand out.** Neon yellow doesn't go with brown. Colours affect us mentally and emotionally, and play an important role in marketing. Understand the right combination of colours to make your brand stand out.

■ **Employ a professional to develop your branding.** Having a professional and polished brand is vital to surviving in the market.



Stand-out tips about research, colour and branding are invaluable.

Custom logos and branding that is yours alone are important.

■ **Branding is more than a logo and a business card.** Branding also extends to print and digital, vehicle

signage, brochures, letterheads and social media. Creating and designing a website and ensuring fresh content is regularly uploaded is just as important.

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Cities lead the way with waste facility

Kwinana and Rockingham will be at the forefront of the changing face of Australia's energy industry, with construction of the country's first thermal waste-to-energy facility under way in Kwinana and a facility to be built in East Rockingham.

Construction of the \$675 million Kwinana facility, co-developed by Macquarie Capital and Phoenix Energy Australia, started in October and is scheduled to open by the end of 2021, while the proposed East Rockingham project received conditional Environmental Protection Agency approval for a change of technology.

City of Kwinana Mayor Carol Adams said her city was proud to lead the way after being the first WA local government to sign a waste-to-energy supply agreement in Australia in 2013, which was a catalyst for the project and paved the way for other WA local governments to investigate the technology.

The facility will divert almost a quarter of Perth's post-recycling rubbish, with 400,000 tonnes of household, commercial, and industrial waste being prevented from going to landfill every year and a reduction of 400,000 tonnes of carbon emissions per year, which equates to

85,000 cars being taken off the road.

More than 800 jobs will be created, including apprenticeships and a range of subcontracting and supply opportunities during construction, with about 60 full-time positions to be created once the facility is operational.

The WA Local Government Association has appointed the Kwinana waste-to-energy facility as a preferred supplier of base load renewable energy.

The East Rockingham project proponent New Energy Corporation Pty Ltd sought approval to change the technology of its plant from a gasification process to a combustion process widely used around the world.

New Energy Corporation proposes to use the Hitachi Zosen Inova Grate Combustion technology, which has been tried and tested in more than 500 plants around the world.

This technology allows for a greater waste throughput at the East Rockingham facility, from 225,000 tonnes a year to 300,000 and will generate more electricity.

The EPA also recommended strict new conditions for the proposal, which will ensure only residual waste is accepted and processed, consistent with the State's waste hierarchy.



Popular People's Choice Award winner Christabel Samy from Samy Medical Practice and Brand MHR Madeleine King. Picture: Kingsley Klau

Best businesses win votes and praise

Rockingham Kwinana Chamber of Commerce celebrated another successful annual awards gala night this year.

The region's best businesses were recognised in September at the Gary Holland Community Centre, where popular local food business

Impressions Catering was crowned Business of the Year.

Another popular winner on the night was Dr Christabel Samy from Samy Medical Practice, who was named the inaugural People's Choice Award winner after receiving more than half of the 3500 votes cast.

Guest speaker Deputy Premier Roger Cook spoke of the strong business culture and community spirit in Rockingham and Kwinana.

Other major winners included Businessperson of the Year Jason Kell and Young Businessperson of the Year Ashton Boaden.

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