

# BELMONT SMALL BUSINESS AWARDS 2012

## HOW WE JUDGE BELMONT SMALL BUSINESS AWARDS

The Judging Panel consists of business people selected for their specialist small business knowledge. Judges have the right to place entrants in an alternative category, if they deem necessary. Finalists will be notified and asked to provide additional information if required by the Judging Panel. The Judges' decision is final and no correspondence will be entered into. *Confidentiality - The information contained in your entry will remain confidential and will only be accessible to the Judging Panel.*

**ASSISTANCE IS AVAILABLE WITH YOUR AWARD ENTRY** Businesses wishing to enter the awards can access complimentary 'ONLINE' Information Sessions on 'How to Prepare Award Submissions'; Free Award Entry Kits and submission guidance are also available.

Please contact Belmont BEC on 9479 3777 or email [awards@belmontbec.com](mailto:awards@belmontbec.com) to arrange assistance with your entry

**A 'NIGHT OF STARS' AWARD PRESENTATION EVENING**  
Grand Ballroom, Burswood Entertainment Complex  
Thursday, November 15th, 6pm-8pm  
Tickets \$89 including drinks, canapés and entertainment  
Tables of 8: \$680  
Dress Code: Black Tie / Formal / Cocktail / Lounge Suit

**BOOKINGS ESSENTIAL - RSVP FINAL DEADLINE Wed, Oct 3 1st**  
Book online [www.belmontbec.com/awards](http://www.belmontbec.com/awards)  
Email: [awards@belmontbec.com](mailto:awards@belmontbec.com)  
Phone: 9479 3777

Front cover features 2011 Award Winners  
Visit [www.belmontbec.com/awards](http://www.belmontbec.com/awards)  
[www.twitter.com/belmontbec](http://www.twitter.com/belmontbec)  
[www.facebook.com/belmontbec](http://www.facebook.com/belmontbec)

## Belmont BEC

Belmont BEC is a non-profit community-based association established in 1994. The Committee of Management consists of local business leaders who offer their services in an honorary capacity. Chair John Knox, Vice-Chair Jasmyn Mumme, Treasurer Shirley Lancaster, Secretary Joe Iovine. Committee: Louis Geneste, Anne Griffiths, Bill Johnston, Raj Selvendra, Bill Sidebottom, Theo Pabst, Co-Patrons: Louise Percy, Ben Wyatt MLA. CEO and Founding Manager Carol Hanlon assisted by Geoffrey Hawke, Marg Dennis, Carol Wallbank, Dennis Chiron and volunteers.

 **Belmont Business Enterprise Centre Inc. (BEC)** 'One-Stop Shop, Low-Cost Advisory Services' providing small business support with helpline, mentoring, networking, legal and accounting services, preparation of marketing and business plans, guidance on loan and banking products, extensive series of workshop topics and national referrals. The services provided by Belmont BEC are partially funded by the Australian Government, sponsors, supporters and volunteers. Belmont BEC is a member of BEC Australia and the Australian Institute of Enterprise Facilitators (AIEF) [www.belmontbec.com](http://www.belmontbec.com)

 **MY business Incubator ONLINE Natural Disaster Assistance Project** - Provides national training webinars & mentoring to small businesses directly or indirectly affected by natural disasters since October 2010. [www.mybusinessincubator.com.au](http://www.mybusinessincubator.com.au)

 **Belmont Small Business Awards** - Twenty three award categories provide recognition and encouragement for the professionalism of small business in Belmont and Western Australia. [www.belmontbec.com/awards](http://www.belmontbec.com/awards)

 **Designedge Innovation Festival** - coordinating events, workshops, guest speakers, networking and displays to celebrate, creativity, inventors, innovation and technology. [www.belmontbec.com/2012innovation](http://www.belmontbec.com/2012innovation)

 **BPW Business Incubator** - providing ONLINE training and mentoring to develop the business skills and business growth potential of women in new or existing homebased, micro small businesses. [www.bpwbusinessincubator.com](http://www.bpwbusinessincubator.com)

 **Multicultural Business Support Services** - providing support, business skills workshops, mentoring and networking opportunities in the areas of cross-cultural communication and understanding cultural diversity. [www.belmontbec.com/multicultural](http://www.belmontbec.com/multicultural)

 **MY green Incubator** - providing access to energy efficiency information, green business and sustainable best practice [www.mygreenincubator.com](http://www.mygreenincubator.com)

 **Belmont Clothes Library** - virtual Clothes Library assisting the community with resources and information on Dressing for Success for the unemployed and disadvantaged locally, nationally and internationally. [www.belmontbec.com/clothes](http://www.belmontbec.com/clothes)

 **Indigenous Textile, Clothing Fashion Industry** - providing business skills and promotional opportunities to Indigenous designers and support in the textile, print and fashion industry to develop new business opportunities. [www.designedge.net.au/itcf](http://www.designedge.net.au/itcf)

## TCFWA

TCFWA is a non-profit community organisation established in 1998. The Committee of Management are business leaders who offer their services in an honorary capacity. Chair Theo Pabst, Vice Chair Bill Sidebottom, Treasurer Shirley Lancaster, Secretary Carol Wallbank. Committee: Kelly Bannister, Jasmyn Mumme, Margaret Sylvester, Margaret Rushe, Kay Gerard, Caroline Johnston. TCFWA Founder and Manager Carol Hanlon assisted by Clarisse Reynoso, Alexandria Miller, Denice Foo and Volunteers.

 **Textile, Clothing, Footwear Resource Centre of Western Australia Inc. (TCFWA)** providing support and assistance to the fashion and TCFL industry of WA in the areas of information services, business skills, mentoring and development of projects to assist with fashion and TCFL small business growth and development. TCFWA is a member of the Business Innovation Incubation Australia (BIIA) Asia Pacific Incubator Network (APIN) Info Dev World Bank Incubator Network. Supported by TCFWA memberships, sponsors, supporters and volunteers. [www.tcfwa.com](http://www.tcfwa.com) [www.myfashionincubator.com](http://www.myfashionincubator.com)

 **Designedge Fashion Incubator** - a community-based fashion incubator showcasing the talent and skills of fashion designers to the public, retailers and agents through major events and through the development of online shopping sites. [www.designedge.net.au](http://www.designedge.net.au)

 **Australian Designer Showcase and Trade Buying Missions** - Coordinating trade missions and promotional opportunities for WA, national fashion designers at state, national and international Exhibitions and trade events in Hong Kong, India and Korea. [www.tcfglobal.com/buyingmissions](http://www.tcfglobal.com/buyingmissions)

 **Multicultural Women's Sewing Project** - providing information sessions, workshops and support to Muslim and culturally and linguistically diverse (CaLD) women wishing to establish their own fashion design or sewing business. [www.tcfwa.com/multicultural](http://www.tcfwa.com/multicultural)

 **TCF Australia** - provides support and assistance to the fashion and TCFL industry of Australia through development and delivery of services and national projects to assist with fashion and TCFL small business growth and development. Supported by TCF Australia, memberships, sponsors, supporters and volunteers. [www.tcfaustralia.com](http://www.tcfaustralia.com)

 **TCF Global** - assisting designers with sourcing and linkages to global networks of supportive fashion organisations. Providing networks for TCF Global Village Community projects for micro-economic development projects for women starting small sewing related businesses globally. Supported by TCF Global membership, sponsors, supporters and volunteers. [www.tcfglobal.com](http://www.tcfglobal.com) [www.tcfmocc.com](http://www.tcfmocc.com) [www.tcfafghanistan.com](http://www.tcfafghanistan.com)

 **International Fashion Incubator Network** - linking fashion incubators around the globe and facilitating Incubator best practice and development. [www.fashionincubators.com/network](http://www.fashionincubators.com/network)

## 2012 Belmont Small Business Awards Presented by

Belmont Business Enterprise Centre Inc  
[www.belmontbec.com/awards](http://www.belmontbec.com/awards)  
[awards@belmontbec.com](mailto:awards@belmontbec.com)

Ph: 9479 3777



# BELMONT SMALL BUSINESS AWARDS 2012

### Major Sponsors



### Supporting Sponsors



LET YOUR  
BUSINESS SHINE  
BRIGHTLY



**AUSTRALIAN NETWORK MANAGEMENT MOST INNOVATIVE ENTERPRISE**  
 CAN BE LOCATED ANYWHERE IN PERTH METRO AREA  
 \* highlight your use of new technologies, innovations and inventions



**BELMONT FORUM BEST RETAIL BUSINESS**  
 MUST BE LOCATED WITHIN THE CITY OF BELMONT  
 \* highlighting your retailing achievements



**MY FASHION INCUBATOR FASHION INDUSTRY AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* showcase your talents and achievements in fashion design

Please attach your entry consisting of a minimum of four pages (A4) to a maximum of 10 describing your business and why you believe your business deserves an award. This should include answers to the following questions 1-11.  
 Please include either a CD/DVD/USB digital copy of your logo, images of your business, you, your staff and any pictures showcasing your products and/or services. Also include supporting material in your appendix, e.g. Customer testimonials, media articles, awards received, marketing and product brochures.

Complete this section and include it with your completed entry to:  
**Belmont BEC, 7 Fairbrother Street, Belmont WA 6104**  
**PO Box 370, Cloverdale WA 6985**  
 Ph: 9479 3777 Fax: 9479 3888 Email: awards@belmontbec.com  
**CLOSING DATE FOR ENTRIES**  
**5pm Monday, 15th October, 2012**

The Belmont Small Business Awards provide recognition and encouragement for the professionalism of small business achievements.  
 By entering the Awards you have the opportunity of gaining publicity for your business as well as increased business opportunities at local, state and national levels.

**BUSINESS NAME:** \_\_\_\_\_  
**TRADING AS:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_  
 \_\_\_\_\_ P/CODE: \_\_\_\_\_  
**POSTAL ADDRESS:** \_\_\_\_\_  
 \_\_\_\_\_ P/CODE: \_\_\_\_\_  
**PHONE No:** \_\_\_\_\_ **FAX No:** \_\_\_\_\_  
**MOBILE No:** \_\_\_\_\_  
**EMAIL:** \_\_\_\_\_  
**WEB:** \_\_\_\_\_

**CONTACT NAME:** \_\_\_\_\_  
**POSITION:** \_\_\_\_\_

**TYPE OF BUSINESS:**  Manufacturing  Trades  
 Professional Services  Retail or Wholesale  Home-based  
 Other (Please specify) \_\_\_\_\_

**No. of STAFF:** (including owners - equivalent to full-time) \_\_\_\_\_  
**How long has your business been operating?** Years \_\_\_\_\_ Months \_\_\_\_\_  
**ABN:** \_\_\_\_\_

**PREFERRED AWARD CATEGORY OF ENTRY**  
 1. \_\_\_\_\_  
 2. \_\_\_\_\_

I have complied with the entry requirements, read and understood the Guidelines relating to the Belmont Small Business Awards and I accept the judges' decision as final.

**Signature:** \_\_\_\_\_  
**Position/Title:** \_\_\_\_\_  
**Date:** (DD/MM/YYYY) \_\_\_\_\_

**How did you become aware of the Belmont Small Business Awards?**  
 (please specify) \_\_\_\_\_



**DESIGNEDGE FASHION INCUBATOR KARL FARRELL INSPIRATION AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognise the challenges you have overcome in your business life



**MY BUSINESS INCUBATOR ECOMMERCE - WEB SITE AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* showcase your online business through your b2b, b2c



**RACEBREED AUSTRALIA WA RACING INDUSTRY AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognising your achievements within the Racing Industry

1. What products and/or services do you provide? Briefly describe the types of customers that purchase your products and/or services.
2. Does your business have a current business plan?  Yes  No
3. Does your business hold current licenses/registrations for its operation  Yes  No
4. Has your business had financial growth?  Yes  No - If Yes, what percentage?
5. What other measures does your business use to measure its performance, and how often do you collect or review these results?
6. How do you determine customer satisfaction? For example, do you use observation, customer surveys and/or repeat sales data?
7. Has your business introduced any major technological, production, service or marketing ideas during the past year?  Yes  No - If Yes, please provide a brief description and the benefits achieved from their implementation.
8. How do you involve your staff in improving the business? For example, operating procedures, marketing activities and/or occupational safety and health.
9. Describe any environmental, energy-saving and/or sustainability program operating in your business?
10. What are the three key strengths that make your business successful?

11. Focusing on your nominated categories, provide further details as outlined below:
- **Inspiration Award** – detail challenges you have faced in your life and business.
  - **eCommerce Web Site Award** – include details of your web site statistics, SEO.
  - **Marketing Award** – strategies used to market your business and outcomes.
  - **Volunteer of the Year nominees** – include details of volunteer activities - contact Belmont BEC for your specific Volunteer Award Entry Kit.
  - **Community Spirit nominees** – detail your community activities.
  - **Most Creative Award** – detail creativity in your business project, products or services, explaining what makes your business so creative compare to your competitors. Include achievements such as visuals, media campaigns, sales success
  - **Indigenous Business Award** – include your indigenous family background.
  - **Spirit of Australia Award** – outline your achievements that highlight the Aussie spirit in business.
  - **Young Entrepreneur Award (under-35)** – include age and your achievements.
  - **Fashion Industry Award** – achievements in textile, clothing, footwear, leather and/or fashion industry such as new designs, media campaigns, sales success.
  - **WA Racing Industry Award** – include your background and past achievements in the Racing Industry
  - **Migrant Business Award** – include your country of origin and background.
  - **Export Award** – type and volume of product and/or services sold, and the relevant countries.

**ARE YOU ELIGIBLE?**  
 Award categories specify if Belmont, metropolitan or statewide entries are accepted. Entry is free. It is a condition of entry that entrants agree to their business and images being profiled in the media and on the Belmont BEC website.



**FRIENDS OF BELMONT BEC QUALITY CUSTOMER SERVICE**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* acknowledging your customer satisfaction and loyalty



**PERTH AIRPORT INDIGENOUS BUSINESS OF THE YEAR AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognising you as an Indigenous role model in small business



**BUSINESS & PROFESSIONAL WOMEN WA BUSINESS WOMAN OF THE YEAR AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* showcase your talents & skills as a woman in business



**TCFWA MOST CREATIVE AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* highlighting the creativity of your business strategy



**HANSEN PROJECT MANAGEMENT SPIRIT OF AUSTRALIA AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* highlighting your 'Aussie' spirit through business challenges



**THE AUSTRALIAN ASIAN ASSOCIATION OF WA BUSINESS MIGRANT OF THE YEAR**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognising your achievements to business in Australia



**PERTH AIRPORT VOLUNTEER OF THE YEAR**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* acknowledge your efforts in volunteering your skills and talents



**CITY OF BELMONT BEST NEW BUSINESS**  
 MUST BE LOCATED WITHIN THE CITY OF BELMONT  
 \* recognising your new business in operation under 2yrs



**BELMONT BEC EXPORT AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* acknowledging your contribution to Australia's exports



**SOUTHERN GAZETTE COMMUNITY SPIRIT AWARD**  
 MUST BE LOCATED WITHIN THE CITY OF BELMONT  
 \* recognising your community contribution to benefit others



**SMALL BUSINESS DEVELOPMENT CORPORATION HOME-BASED BUSINESS AWARD**  
 CAN BE LOCATED ANYWHERE IN PERTH METRO AREA  
 \* highlighting your success as a homebased micro business



**CROWN EVENTS AND CONFERENCES PERTH BEST TOURISM AWARD**  
 CAN BE LOCATED ANYWHERE IN PERTH METRO AREA  
 \* recognising your services and support to WA's tourists



**WESTWAYS COLORGRAFIX DANIELS PRINTING CRAFTSMEN BEST MARKETING AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* highlight your successful marketing campaign, theme and graphics



**NATIONAL AUSTRALIA BANK YOUNG ENTREPRENEUR AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* showcase your talents as young business owner under 35



**THE SUNDAY TIMES ENTERPRISE OF THE YEAR**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognising your business excellence



**WATERING CONCEPTS ENVIRONMENT AWARD**  
 CAN BE LOCATED ANYWHERE IN WA  
 \* recognising business energy saving and sustainability

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