

**23RD** BELMONT &  
WESTERN AUSTRALIAN  
SMALL BUSINESS  
AWARDS **2016**



let your  
business  
shine  
brightly



Entries close 27th September 2016

[www.belmontbec.com/awards](http://www.belmontbec.com/awards)

# 2016 Award Categories...



**WESTWAYS VISUAL COMMUNICATION & WORLDWIDE PRINTING SOLUTIONS**  
**BEST MARKETING AWARD** (Can be located anywhere in WA)  
 \* highlight your successful marketing campaign, theme and graphics



**MUSTERA PROPERTY GROUP**  
**MOST INNOVATIVE ENTERPRISE** (Can be located anywhere in Perth Metro Area)  
 \* recognition for your business innovation, invention and/or commercialisation of your Intellectual Property



**BELMONT BEC**  
**MOST CREATIVE AWARD** (Can be located anywhere in WA)  
 \* highlight the creativity in your business, its products or services



**INFINITE IT**  
**TECHNOLOGY AWARD** (Can be located anywhere in WA)  
 \* highlighting your use of technology and/or innovative IT utilised in your business operations



**AARAGON CONSTRUCTION MANAGEMENT**  
**ACHIEVEMENT AWARD** (Can be located anywhere in WA)  
 \* recognising your achievements and efforts to achieve your business goals



**TCFWA**  
**KARL FARRELL INSPIRATION AWARD** (Can be located anywhere in WA)  
 \* recognise the challenges you have overcome in your business life



**PERTH AIRPORT**  
**VOLUNTEER OF THE YEAR** (Can be located anywhere in WA)  
 \* acknowledge your efforts in volunteering your skills and talents



**SOUTHERN GAZETTE**  
**COMMUNITY SPIRIT AWARD** (Must be located within the City of Belmont)  
 \* recognising your community contribution to benefit others



**WA TREEWORKS**  
**ENVIRONMENT AWARD** (Can be located anywhere in WA)  
 \* recognising your business environmental & sustainability practices



**BELMONT FORUM**  
**BEST RETAIL BUSINESS** (Must be located within the City of Belmont)  
 \* highlighting your retailing achievements



**BUSINESS & PROFESSIONAL WOMEN WA**  
**BUSINESS WOMAN OF THE YEAR AWARD** (Can be located anywhere in WA)  
 \* showcase your talents and skills as a woman in business



## Assistance with your award entry...

Businesses wishing to enter the awards can access FREE Information Sessions on 'How to Prepare Award Submissions', FREE Award Entry Kits and Submission Mentors are available.  
 Email Belmont BEC at [awards@belmontbec.com](mailto:awards@belmontbec.com) or phone 9479 3777 to arrange assistance with your entry.



**CITY OF BELMONT**  
**BEST NEW BUSINESS** (Must be located within the City of Belmont)  
 \* recognising your new business in operation under 2 years



**HANSSEN PROJECT MANAGEMENT**  
**SPIRIT OF AUSTRALIA AWARD** (Can be located anywhere in WA)  
 \* highlighting your 'Aussie' spirit and your 'can-do' attitude whilst building your business success



**NAB**  
**HOME-BASED BUSINESS AWARD** (Can be located anywhere in WA)  
 \* highlighting your success as a home-based micro business



**BUSINESS NEWS**  
**YOUNG ENTREPRENEUR AWARD** (Can be located anywhere in WA)  
 \* showcase your talents as a young business owner under 35



**PERTH AIRPORT**  
**INDIGENOUS BUSINESS OF THE YEAR AWARD** (Can be located anywhere in WA)  
 \* recognising you as an Indigenous role model in small business



**TCF GLOBAL**  
**FASHION INDUSTRY AWARD** (Can be located anywhere in WA)  
 \* recognising your talents and achievements within the Fashion & TCF Industries



**RACEBREED AUSTRALIA**  
**WA RACING INDUSTRY AWARD** (Can be located anywhere in WA)  
 \* recognising your achievements within the Racing Industry



**TELSTRA BUSINESS CENTRE BELMONT**  
**CUSTOMER SERVICE AWARD** (Can be located anywhere in WA)  
 \* acknowledging your customer satisfaction and loyalty



**THE AUSTRALIAN ASIAN ASSOCIATION OF WA**  
**BUSINESS MIGRANT OF THE YEAR** (Can be located anywhere in WA)  
 \* recognising your achievements to business in Australia



**BEC GLOBAL**  
**INTERNATIONAL TRADE AWARD** (Can be located anywhere in WA)  
 \* recognising your achievements in international business



**WATERING CONCEPTS**  
**ENTERPRISE OF THE YEAR** (Can be located anywhere in WA)  
 \* recognising your business excellence



**BELMONT ROTARY**  
**BUSINESS PERSON OF THE YEAR** (Can be located anywhere in WA)  
 \* showcase your talents and skills as a business person



# Who's behind the Awards?

Belmont BEC is a not for profit (NFP) community-based association established in 1994. The Committee of Management consists of local business leaders who offer their services in an honorary capacity. Chair Jules Lewin, Vice-Chair Jasmyn Mumme, Treasurer Shirley Lancaster, Secretary Irving Lane Committee: Robert Francis, Lisa Garside, Anne Griffiths, Cassie Rowe, Raj Selvendra Patrons: Louise Percy, Ben Wyatt MLA. Belmont BEC CEO and Founding Manager Carol Hanlon assisted by Robert Francis, Jeya Ramanathan, Frances Cartledge, Ehsan Shahsavandharati, Geoffrey Hawke, Carol Wallbank and volunteers.



**Belmont Business Enterprise Centre Inc. (BEC)** provides 'Low-Cost Advisory Services' to new and existing small businesses through helpline, mentoring, networking, legal and accounting services, preparation of marketing and business plans, guidance on loan and banking products, extensive series of online business training topics and supply chain linkages. Belmont BEC is a member of BEC Australia and Australasian Institute of Business and Enterprise Facilitators (AIBEF) [www.belmontbec.com](http://www.belmontbec.com)



**MY business Incubator** – providing 'online' business training and mentoring to support small business. [www.mybusinessincubator.com.au](http://www.mybusinessincubator.com.au)



**23rd Belmont & Western Australian Small Business Awards 2016** – Twenty-three award categories providing recognition and encouragement for the professionalism of small business in Belmont and across Western Australia. [www.belmontbec.com/awards](http://www.belmontbec.com/awards)



**12th designedge Innovation Festival** – events, forums, webinars and networking to celebrate creativity, design, innovation, technology and energy efficiency. [www.belmontbec.com/2016innovation](http://www.belmontbec.com/2016innovation)



**BPW Business Incubator** – providing 'online' training & mentoring support for women in small business across Australia & globally. [www.bpwbusinessincubator.com](http://www.bpwbusinessincubator.com)



**Friends of Belmont BEC** – monthly business 'Ask an Expert' sundowners and networking opportunities for small business.



**BEC Global** – providing global supply chain linkages, import, export advisory and trade mission opportunities. [www.becglobal.net](http://www.becglobal.net)



**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** – assisting 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)



**International Textile, Clothing Fashion Industry** – providing fashion business skills and promotional opportunities to Indigenous designers and textile artists. [www.designedge.net.au/itcf](http://www.designedge.net.au/itcf)

TCF WA is a not for profit (NFP) community association established in 1998. The Committee of Management comprises business leaders who offer their services in an honorary capacity. Chair Irving Lane, Vice-Chair Jasmyn Mumme, Treasurer Shirley Lancaster, Secretary Carol Wallbank. Committee: Margaret Rushe Farrell, Robert Francis, Lisa Garside, Jules Lewin, Margaret Sylvester. TCFWA Founder and Manager Carol Hanlon assisted by Irving Lane, Frances Cartledge, Dennis Chiron, Ehsan Shahsavandharati, Sarita Rodricks, Debbie Paterson, Irene Goonan 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) and InfoDev World Bank Incubator Network. [www.tcfwa.com](http://www.tcfwa.com)



**MY fashion Incubator** – providing 'online' fashion business training & mentoring to support small fashion & TCFL small businesses. [www.myfashionincubator.com](http://www.myfashionincubator.com)



**TCF Australia ONLINE Energy Efficiency Training & Mentoring** - providing free webinars and low cost mentoring to assist small business to reduce use of energy, create cost efficiencies. [www.tcfaustralia.com/greenenergy](http://www.tcfaustralia.com/greenenergy)



**Australian Designer Showcase & 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, China, India, Taiwan, South Korea. [www.tcfglobal.com/buyingmissions](http://www.tcfglobal.com/buyingmissions)



**designedge Fashion Incubator** – providing promotional opportunities to emerging designers at trade events, online shopping sites and pop up events. [www.designedge.net.au](http://www.designedge.net.au)



**Multicultural Women's Sewing Project** – providing workshops and support to Muslim, 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 fashion and TCFL small business growth and development. [www.tcfaustralia.com](http://www.tcfaustralia.com)



**TCF Global** – assisting designers with sourcing and linkages to global networks of supportive fashion organisations, trade missions and events. Assisting TCF Global Village Community projects with micro economic development projects for women starting small sewing related businesses globally. [www.tcfglobal.com](http://www.tcfglobal.com) [www.tcfmcc.com](http://www.tcfmcc.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)

# A Night of Stars

## Award Presentation Evening

**Celebrating 23rd Belmont Western Australian Small Business Awards Ballroom, Perth Exhibition and Convention Centre, Perth Wednesday, October 26th, 6pm - 8.00pm (doors open 5.50pm)**

Tickets \$99 includes cocktail savouries, sparkling, wine, beer, soft drinks, fashion parade, entertainment  
Tables of 10: \$965  
Dress Code: Cocktail / Lounge Suit

### Bookings Essential - RSVP DEADLINE 5pm Monday, Oct 10th

Book online [www.belmontbec.com/awardtickets](http://www.belmontbec.com/awardtickets)  
Email: [awards@belmontbec.com](mailto:awards@belmontbec.com)  
Phone: (08) 9479 3777

## How we Judge...

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. Following the Judges' final decisions: no further 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 FREE 'ONLINE' Information Sessions on 'How to Prepare Award Submissions'; FREE Award Entry Kits and Submission Mentors are also available.

Please contact Belmont BEC on (08) 9479 3777 or email: [awards@belmontbec.com](mailto:awards@belmontbec.com) to arrange assistance with your entry.

Front cover features 2015 Award Winners  
Visit [www.belmontbec.com/2015awards](http://www.belmontbec.com/2015awards)



# Entry Checklist

Please complete your Award Submission consisting of a minimum of four A4 pages to a maximum of 10 describing your business and why you believe your business deserves an award. Your submission should include any additional information required in Q11; also include photos of your business, yourself or staff, products or services. Additional supporting material may include customer testimonials, media articles, awards received, marketing flyers and product brochures. Award Submission Presentation - It is highly recommended to submit your hard copy printed submission with the signed entry application in your own display folder with your additional support material clearly marked.

1. What products and/or services do you provide?
2. What are the three key strengths that make your business successful?
3. Briefly describe your target customers. How do you determine customer satisfaction? For example, do you use observation, customer surveys and/or repeat sales data?
4. Has your business introduced any major marketing ideas, customer service or production methods during the past year?  Yes  No - If Yes, please provide a brief description and the benefits achieved from their implementation.
5. How do you involve your staff in business improvement? For example, suggestion box, marketing activities and/or improved safety performances.
6. Describe any environmental, energy-saving and/or sustainability program operating in your business? Have you reduced your energy usage in the past year?  Yes  No
7. Do you have a business plan or strategic plan for your business?  Yes  No
8. Has your business had financial growth over the past 1-2 years?  Yes  No  
If Yes, what percentage?  Less than 25%  Greater than 25%  
Has your business growth been by Turnover  or by Profit   
Turnover  under \$200k  \$200-500k  \$500k-1m  over \$1m  Not For Profit N/A
9. What method does your business use to monitor its performance, and how often do you collect or review these results?
10. Does your business hold current licences/registrations for its operation?  Yes  No
11. Focusing on your nominated categories, provide additional details as outlined below:
  - **Marketing Award** – provide copies of marketing materials used to promote your business. (note: not open to marketing professionals).
  - **Creative Award** – detail creativity in your business, products or services.
  - **Technology Award** – include details of your technology and innovative IT products or services utilised.
  - **Inspiration Award** – detail challenges you have faced in your life and business.
  - **Volunteer of the Year nominees** – include details of your volunteer activities – contact Belmont BEC for your specific Volunteer Award Entry Kit.
  - **Innovative Enterprise Award** – include your business innovation, inventions and/or commercialisation of your Intellectual Property.
  - **Community Spirit nominees** – detail your community activities.
  - **Achievement Award** – list your achievements and efforts to achieve your business goals
  - **Environment Award** – list your environment and sustainability practices implemented.
  - **Spirit of Australia Award** – outline your achievements that highlight the Aussie spirit in your business.
  - **Young Entrepreneur Award (under-35)** – include your age, birthdate and achievements.
  - **Indigenous Business Award** – include your Indigenous family background.
  - **Fashion Industry Award** – list your achievements in the fashion, textile, clothing, footwear or leather industries.
  - **WA Racing Industry Award** – include your background and past achievements in the Racing Industry.
  - **Migrant Business Award** – include your country of origin and background.
  - **International Trade Award** – include import/export countries, sales and cultural understanding.
  - **Business Person of the Year** – list your personal achievements in business during the past 2 years and include past awards and testimonials.

## 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.



# Entry Form

Complete this section and include it with your completed entry to:

**Belmont BEC, 216 Belmont Avenue, Cloverdale WA 6105**  
**PO Box 370, Cloverdale WA 6985**

Ph: (08) 9479 3777 Fax: (08) 9479 3888 Email: awards@belmontbec.com

## CLOSING DATE FOR ENTRIES

**5pm on Tuesday, September 27th, 2016**

The Belmont Western Australian 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 Western Australian 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) \_\_\_\_\_



**23RD** BELMONT & WESTERN AUSTRALIAN SMALL BUSINESS AWARDS 2016

let your business shine brightly

Presented by Belmont Business Enterprise Centre Inc.

Entries close 27th September 2016

Ph (08) 9479 3777

info@belmontbec.com

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