

BELMONT BUSINESS TALK

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KAIS CONTRACTORS

PHONE 1300 K WA

Sharon Kais earns Business Person of the Year title

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Creating opportunities



SHARON KAIS EARNS BUSINESS PERSON OF THE YEAR OF THE YEAR TITLE

Being recognised as Business Person of the Year at the 23rd Belmont and Western Australian Small Business Awards was a "surprise and honour" for Sharon Kais from Kais Contractors.

While specialising in the earthmoving, civil construction and mining industries in Western Australia's remote regions, Redcliffe based Kais Contractors has become well known over many years for its expertise in final trimming, including experience in the latest techniques of GPS / Topcon technology.

CEO Sharon Kais co-founded Kais Contractors with husband Dave 12 years ago.

"We are a family business and we have worked hard to survive. Knowing our award submission has been compared against other professionals it is good to know that we are on the right track," she said

Kais Contractors has been hit hard by the economic downturn in the mining sector.

"The last two years have been some of our darkest and yet we have come out strong and this award is a good sign for us to keep going," she said.

Mrs Kais believed their survival was due to the research and study she did into economic forecasting.

"I research insights and listen to information on forecasting. An economist told me that that in 2017/18 the world economy would drop so we started putting strategies in place but this downturn came earlier so we had to put things into play much earlier to survive – it's important to have a plan A, B, and C," she said.

"I think the reason why some businesses don't survive is because they let their pride get in the way.

"We have worked together as husband and wife for 17 years now and we combine our abilities as a team. At the end of the day we know where the bottom line is."

Currently employing 25 people, Kais Contractors are starting to rehire as the flow of new work slowly returns.

Originally located in Midland, Sharon found a prime site in Redcliffe putting them in close proximity to WesTrac to which they are affiliated. It also means the whole team are located together on one site.



Business Person of the Year
L-R Sharon Kais & Teresa Turnbull

Other benefits of the Redcliffe location include closeness to Perth Airport for staff that fly in, fly out to jobs, as well as other places like Guildford.

The future looked bright in the Belmont business sector according to Sharon, citing the redevelopment of Perth Airport, the Direct Factory Outlet coming and the increase in apartment construction through rezoning changes.

"I was proud to accept the award on behalf of the whole team – it has taken lots of hard work to get here."

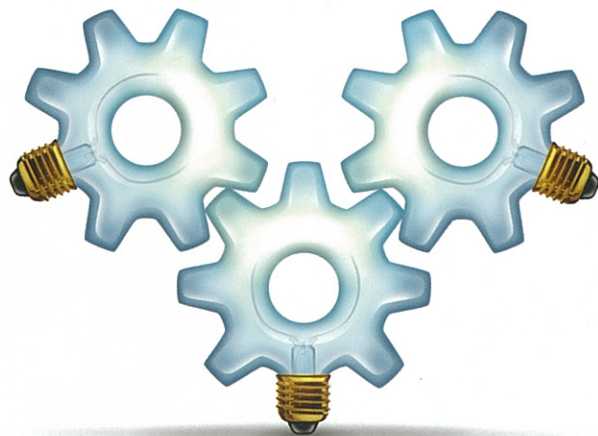
See pages 4 and 5 for more Small Business Award Winners.

BELMONT BUSINESS INNOVATION GRANTS (BBIG)

Grants of up to \$10,000 are now available from the City of Belmont for small local businesses with an innovative idea.

New categories and no closing date make these grants easy for local businesses and local home based businesses to apply and there is no requirement for matched funding.

If you have an innovative idea that can grow your business and BBIG call the Property & Economic Development team on 9477 7191 to discuss. More information can be found on the City of Belmont website.



23RD BELMONT SMALL BUSINESS AWARDS

Airport Apartments by Aurum won the City of Belmont sponsored 'Best New Business Award' at the recent 23rd Belmont Small Business Awards.

The winners were showcased at the 'Night of Stars Event' in the ballroom of the Perth Convention and Exhibition Centre.

The awards provide a fantastic opportunity for small and growing enterprises from Belmont and across Western Australia to be recognised for their achievements.

City of Belmont is proud to sponsor the Award for Best New Business.

All finalists, winners and profiles can be viewed online at www.belmontbec.com/awards



Best New Business Award: City of Belmont Cr Steve Wolff & Michael Kar, JP

Environment Award: L-R Tracie Barker & Stuart Davis

Best Retail Business: L-R Vanessa Deeker, Julie Elliott, Amanda Brand

BEST NEW BUSINESS

Sponsor: City of Belmont

Presenter: City of Belmont Cr Steve Wolff

Accepted by: Michael Kar JP, Airport Apartments by Aurum

Less than a kilometre from Perth Airport located in Redcliffe; Airport Apartments is a modern collection of apartments which will provide the perfect accommodation base for those travelling to Perth. Airport Apartments boast a 4 and a half star rating and fantastic reviews on independent sites such as TripAdvisor. They also offer a free 24/7 airport shuttle service and free on-site parking.

BUSINESS PERSON OF THE YEAR

Sponsor: Belmont Rotary

Presented By: President Teresa Turnbull, Belmont Rotary

Winner: Sharon Kais, Kais Contractors

Accepted by: Sharon Kais, Kais Contractors

Whilst specialising in the Earthmoving, Civil construction and Mining industries in Western Australia's remote regions, Redcliffe based Kais Contractors has become well known over many years for its expertise in final trimming, including experience in the latest techniques of GPS / Topcon technology. They provide all necessary equipment, such as lasers, tripods and survey support equipment for computerised control of final trimming. Director of Kais Contractors, Sharon Kais, actively supports a range of worthy charities such as Ronald McDonald House and Variety.

ENVIRONMENT AWARD

Sponsor: WA Treeworks

Presented by: Tracie Barker, WA Treeworks

Winner: R. Moore & Sons

Accepted by: Stuart Davis, R. Moore & Sons

Kewdale based R Moore & Sons specialise in the remanufacturing of diesel engine components predominantly for heavy industry. In April 2015 the business invested in a 100KW Solar system as part of their broader costs and environmental footprint reduction. They have also developed a treatment plant to reduce the impact of waste water.

BEST RETAIL BUSINESS

Sponsor: Belmont Forum

Presented By: Julie Elliott, Belmont Forum

Winner: OPSM Belmont Forum

Accepted by: Vanessa Deeker & Amanda Brand, OPSM Belmont Forum

The team at OPSM Belmont Forum provide detailed eye examinations which includes testing of vision and recommending optical correction if needed. They use the latest technology to detect eye disease and conditions that can potentially affect vision such as cataracts, glaucoma and macular degeneration. OPSM Belmont Forum provides prescription spectacles and non-prescription glasses, contact lenses, ophthalmic frames and eye wear accessories.



WA Racing Award: L-R Marjorie Charleson & Paula Wagg

Community Spirit Award: L-R Nathan Wayne, Sandy Hunt, Amanda Hughes

Enterprise of the Year: L-R Bev Poor, Paul Malyniak, Yasemyn Malyniak

BUSINESS WOMAN OF THE YEAR AWARD

Sponsors: Business & Professional Women of Western Australia & BPW Business Incubator ONLINE Training & Mentoring Program

Presented By: Kate Waters, President BPW WA

Winner: Nita Sams, Classic Bookbinders

Accepted by: Nita Sams, Classic Bookbinders

Starting life in the backroom of a printing shop in 1983. Classic Bookbinders has grown to be WVA's leading book binding company. They are the winners of numerous Industry Awards for their high quality in design and craftsmanship. Their accolades include being commissioned to make a book of Remembrance for the Catholic Church, which is now housed in the Vatican. In a formerly male dominated industry, Nita has been President of the WA Printing Industry Association and also a Board member for the National Council.

COMMUNITY SPIRIT AWARD

Sponsor: Southern Gazette

Presented By: Nathan Wayne, Southern Gazette

Winner: Starick

Accepted by: Sandy Hunt & Amanda Hughes, Starick

Cloverdale based Starick is a not for profit organisation which provides multi-layered support services in Perth's south-east metropolitan area to women and children experiencing family and domestic violence. Starick's services include two refuges for women with children, counselling services, supported community housing, court support, advocacy, children's programs, community outreach services and an Op-Shop.

CUSTOMER SERVICE AWARD

Sponsor: Telstra Business Centre Belmont

Presented By: Kym Trezise, Telstra Business Centre Belmont

Winner: WiseClick Training and WiseClick Business Services

Accepted by: Karen Robinson, WiseClick Training and WiseClick Business Services

WiseClick provides business consulting and accounting software support, as well as an extensive range of training options. Supporting Xero, MYOB, Intuit and other accounting and business software. They are experts in cloud based accounting and business solutions and have been operating in Perth for over 15 years.

ENTERPRISE OF THE YEAR

Sponsor: Watering Concepts

Presented By: Bev Poor, Watering Concepts

Winner: Optus Business Centre Perth

Accepted by: Paul & Yasemyn Malyniak, Optus Business Centre Perth

The Optus Business Centre Perth designs simple telecommunication solutions for small to medium sized business. Their Belmont based business is built on the basis that as business owners, they truly understand the challenges of SMB telecommunications. As testament to their hard work, they have grown their profit by 18% in the past 2 years.

WA RACING INDUSTRY AWARD

Sponsor: Racebreed Australia

Presented By: Marjorie Charleson, Racebreed Australia

Winner: Paula Wagg

Accepted by: Paula Wagg

Paula Wagg has held a Professional Racehorse Trainers Licence since 1991. Based in Ascot, Paula prepares thoroughbred racehorses for owners with a view to winning races programmed in WA. She feeds her horses the highest quality feed and having a small stable means that teamwork and cooperative input are the cornerstones of success for her stable. Paula was the first female to become a licensed jockey in WA.



Customer Service Award: L-R Kym Trezise & Karen Robinson



Business Woman of the Year: L-R Kate Waters & Nita Sams



City of Belmont Environmental Achievers Program for Business Recognition Recipients. Irving Lane TCF WA, City of Belmont Mayor Cr Phil Marks, Julie Broad Food Rescue, Phil Todkill Hero Engineering and City of Belmont Cr Bernie Ryan.

LOCAL BUSINESSES RECOGNISED AS ENVIRONMENTAL ACHIEVERS

Three businesses were recognised for their environmental and sustainability achievements within the City at the 2016 City of Belmont Environmental Achievers Program for Business Recognition Event in September.

Textile Clothing Footwear Resource Centre of WA was recognised in the area of energy efficiency and emission reduction for their Online Energy Efficiency Training and Mentoring project.

From 2012 to 2015, TCF ran the project targeting 1,000 fashion and textile, clothing and footwear and associated industries through online forums, mentoring, fact sheets, webinars and speaker sessions.

The project involved businesses located within the City of Belmont, as well as Australia-wide and overseas. Interest in the area of energy efficiency has continued to grow, with TCF acting as a conduit linking businesses with environmental sustainability services and products.

TCF's work continues with the annual Innovation Festival including a range of webinar topics such as solar energy, saving energy (air conditioning/ lighting/ office equipment), fashioning sustainability and ethical fashion.

The second recipient, in the area of energy efficiency and emission reduction was Hero Engineering.

Hero Engineering has implemented several energy efficiency initiatives including installation of double glazing, replacement of fluorescent lights with LEDs and installation of a voltage optimiser.

In addition to reducing electricity consumption and costs associated with air conditioning and lighting, the upgrades have also improved thermal comfort and office lighting quality, reduce heat generated by electrical equipment and prevent voltage spikes.

The third recipient in the area of waste reduction and recycling was Food Rescue.

In addition to collecting a large quantity of fresh fruit and vegetables from supermarkets and distributing to charities, Food Rescue also ensures minimal packaging in food distributed, separates plastics for recycling and sends unusable food waste for composting.

Demonstrating a true triple bottom line approach with economic, environmental and social benefits, Food Rescue is planning many new initiatives including trial of an Orca on-site digester for food waste.

City of Belmont Mayor, Cr. Phil Marks said all businesses in the City should look to the local recipients who are setting a positive example of how to carry out business in an environmentally friendly and sustainable way.

The City is committed to proactively working with businesses and the community to protect the natural environment.

City of Belmont Environmental Achievers Program for Business Nominations for the 2017 Environmental Achievers Program for Business are now open and close on 17 August 2017.

Are you aware of a business or workplace that has implemented activities or initiatives that benefit the natural environment, prevent pollution or environmental degradation or minimise resource use, waste and carbon emissions?

If so, consider nominating them for recognition under the City of Belmont Environmental Achievers Program for Business.

For a copy of the Nomination Form or to view case studies on how to make your business more environmentally friendly, visit www.belmont.wa.gov.au

Nominations are open year round, closing in August for an annual recognition event held in September.

For more information on the Program please contact City's Environmental Coordinator on 9477 7295 or email nicole.davey@belmont.wa.gov.au.

RESPONSIBLE CAFES

Switch to a reusable cup to cut waste!

Australians throw away over a billion takeaway cups every year. Responsible Cafes is changing that by encouraging cafes to offer a discount to customers that bring their own cup.

Registered cafes will be added to the national map of Responsible Cafes, featured on the Responsible Cafes facebook page and be provided with posters and five Switch your thinking KeepCups to distribute to their customers.

To register as a Responsible Café or for a map of participating cafes visit <http://responsiblecafes.org/>

For more information please contact the City of Belmont Parks and Environment Department on 9477 7257 or visit www.switchyourthinking.com

Are you keen to get your local café on board? Speak to them next time you order your coffee and point them in the direction of Responsible Cafes.

At the time this article went to print, two local cafes have already signed up:

Ascot Riverside Kiosk – Garvey Park, Fauntleroy Avenue, Ascot.

F5 Coffee Co – U5 51 Belvidere Street, Belmont

