

### CareerCentral wins world best award

New SSHED tenant, CareerCentral, has won the prestigious American Webmasters Association 2004-2005 Website of the Year, ahead of some 10,000 other sites.

CareerCentral is a complete career guidance centre online offering the latest career information to help students make informed decisions about their futures. The site is a must for HSC students and their parents.

To take a virtual tour visit [www.careercentral.edu.au](http://www.careercentral.edu.au) and click on "view sample site".



**(L to R) Venise Damaskos, Rob Synnott and Julie Peters from CareerCentral**

### Nine2Three

Nine2Three, an employment service specialising in placing bookkeepers and administration staff, has also moved into the SSHED.

Founded by Shire-residents Kathryn and Ross MacMillan, the idea for their company came when a local accountant told them how hard it was to find high quality and experienced bookkeepers.

"I knew several excellent bookkeepers that wanted to work, but wanted to work family-friendly hours, hence the idea for our business and name, Nine2Three," said Kathryn.

Nine2Three offers a range of services from full bookkeeping through to the recruitment of clerical and account staff. Visit: [www.nine2three.com.au](http://www.nine2three.com.au)



**Kathryn MacMillan (centre) with some of her team, Belinda Pendergast (left) and Josephine Pagano (right)**

### Success for SSHED tenants

**BANGitUP.com** has signed a major agreement with Telstra to put their "Trade Find" service on Telstra's new iMode internet mobile service. [www.bangitup.com](http://www.bangitup.com)

**Compuserv** has introduced a new service called m<sup>3</sup> to monitor, maintain and maximise IT administration. This service keeps computers working at their best. [www.compuserv.com.au](http://www.compuserv.com.au)

### Growth at the SSHED

The SSHED Business Accelerator has celebrated its first year in operation. Since opening the doors, 18 entrepreneurs have set up businesses in the SSHED, creating more than 50 new jobs.

### Prof Blakely visits the SSHED

Professor Ed Blakely (Chairman Sydney Metropolitan Strategy) visited the SSHED earlier this year. The Metropolitan Strategy is an initiative of the NSW State Government to guide growth and change in the Sydney metro area over the next 30 years.

Professor Blakely met Scott Maxworthy from BANGitUP.com



and found a tradesman in minutes to fix his leaking skylight.

[www.bangitup.com](http://www.bangitup.com)

### SSHED turns one!

The SSHED and the University of Wollongong Loftus Campus celebrated our first year in operation.



Councillor Kevin Schreiber, Mayor, Sutherland Shire Council (right) and Professor Barry Harper, Dean of the Faculty of Education from University of Wollongong enjoy the celebrations.

**Creative Stars** event managed and produced last month's highly successful NSW Sports Federation Awards where Petria Thomas was named NSW Athlete of the year. [www.creativestars.com.au](http://www.creativestars.com.au)

**GetData** Software Company launched their latest product "Recover my Photos". Now you can recover deleted digital camera photographs. [www.getdata.com](http://www.getdata.com)

**Pacific Teleports** has won two major contracts to provide international internet connectivity to Vanuatu and the Solomon Islands. [www.pacificteleports.com](http://www.pacificteleports.com)

**Pure Hacking**, a leading Internet security company specialising in ethical hacking, recently won contracts in Singapore, Hong Kong, Korea, Taiwan and Dubai. [www.purehacking.com.au](http://www.purehacking.com.au)

**Switch IT** has launched a new product called Campaign Monitor, an email newsletter and list management tool for web designers. To date, the product has been adopted by over 900 companies across 42 countries. [www.campaignmonitor.com](http://www.campaignmonitor.com)

**The Creative Moo**, in conjunction with its PR arm Communication Strategies, has successfully implemented a major marketing campaign for Virbac - the largest veterinary laboratory in the world. [www.thecreativemoo.com](http://www.thecreativemoo.com)

**The Tone Group**, has launched nationwide with Civic Video ringtones and logo services. Visit [www.thetonegroup.com.au](http://www.thetonegroup.com.au)

**Utter Professionals**, specialists in telephone onhold messaging and audio marketing, has launched a new web site. [www.utter.com.au](http://www.utter.com.au)

**Vacation Valet** has a new service called Holiday PA which allows small business owners to take a holiday and keep their business open. [www.vacationvalet.com.au](http://www.vacationvalet.com.au)

**Your Vision** has continued to successfully grow its client base through referrals from existing happy customers. Recently, the company commenced a series of educational seminars to women's groups on the lifestyle benefits and importance of financial planning. Visit: [www.yourvision.com.au](http://www.yourvision.com.au)

## Tokyo Chamber of Commerce checks out the SSHED

In November last year, a team of Japanese business people from the Chuo Branch of the Tokyo Chamber of Commerce and Industry, visited the SSHED.

Heading the high-level delegation Katsuhiko Furuya, Chairman of Matsuya Department store in the Ginza, (the Japanese equivalent to David Jones), said the team wished to bolster economic and industrial partnership between Chuo City and Sutherland Shire.



**Founder of Creative Stars, Monique Baumann with sports star Petria Thomas**



**Graham Henley, Director, GetData meets with Katsuhiko Furuya**

## Australian Competition and Consumer Commission

If you are in business or planning to go into business the Australian Competition and Consumer Commission ("ACCC") can help you understand your rights and responsibilities under the Trade Practices Act.

PH: 1300 302 502

[www.accc.gov.au](http://www.accc.gov.au)

## Top business experts give advice to local businesses

More than 100 local business owners packed the University of



Wollongong's

Loftus Campus to take part in the How to Build a Better Business Conference in September '04 - the Shire's contribution to Small Business Month.

A range of high profile speakers presented including:

- Paul Cave, Chairman and Founder of BridgeClimb
- Kingston Anderson, CEO, Serenity Cove Studios and
- Phillip Scott, Head of School, School of Management and Marketing, UOW.

To register your interest in the 2005 Conference, simply email: [conference@sshed.com.au](mailto:conference@sshed.com.au)



Five Star business accommodation - with coaching, networking and much more.

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PH: 02 9545 7777

E: [info@sshed.com.au](mailto:info@sshed.com.au)

[www.sshed.com.au](http://www.sshed.com.au)

# First meeting of the Shire ICT Network

There are more than 250 ICT business in the Shire and late last year, we invited these businesses to the SSHED to discuss the idea of creating a local Information, Communication and Technology (ICT) network in the Shire.

A management committee has now been formed and are developing a cluster strategy and a web-based directory. More details email: [gholdstock@ssc.nsw.gov.au](mailto:gholdstock@ssc.nsw.gov.au)

## What's been happening at the SSHED?

|                       |                                       |   |
|-----------------------|---------------------------------------|---|
| <b>September 2004</b> | How to build a better business        | Business experts and advisors   |
| <b>October 2004</b>   | What successful business owners do    | Terry Dewing<br>Partner, Sullivan Dewing  |
| <b>November 2004</b>  | Growing your small business           | Presented by John Petty,<br>National Vice President, CPA<br>Australia                     |
| <b>November 2004</b>  | 1st Shire ICT Networking Event        |   |
| <b>December 2004</b>  | Exporting update                      | Ian Murray<br>Executive Director and General<br>Manager<br>Australian Institute of Export |
| <b>December 2004</b>  | Overview of TAFE NSW                  | Peter Roberts<br>Director, Sutherland College<br>TAFE NSW                                 |
| <b>February 2005</b>  | Presentation Skills Training          | Brian Cloney<br>Business Advisor  |
| <b>February 2005</b>  | Community Profiling and<br>Statistics | Jen Lumley<br>Strategic Planning, SSC   |

## SSHED Tenant Directory

|                                       |  |
|---------------------------------------|--|
| <b>BANGitUP.com</b>                   | <a href="http://www.bangitup.com">www.bangitup.com</a>                 |
| <b>CareerCentral</b>                  | <a href="http://www.careercentral.edu.au">www.careercentral.edu.au</a> |
| <b>Compuserv</b>                      | <a href="http://www.compuserv.com.au">www.compuserv.com.au</a>         |
| <b>Creative Stars Marketing</b>       | <a href="http://www.creativestars.com.au">www.creativestars.com.au</a> |
| <b>GetData</b>                        | <a href="http://www.getdata.com">www.getdata.com</a>                   |
| <b>Nine2Three</b>                     | <a href="http://www.nine2three.com.au">www.nine2three.com.au</a>       |
| <b>Pacific Teleports</b>              | <a href="http://www.pacificteleports.com">www.pacificteleports.com</a> |
| <b>Pure Hacking</b>                   | <a href="http://www.purehacking.com.au">www.purehacking.com.au</a>     |
| <b>Switch I.T.</b>                    | <a href="http://www.switchit.com">www.switchit.com</a>                 |
| <b>The Creative Moo</b>               | <a href="http://www.thecreativemoo.com">www.thecreativemoo.com</a>     |
| <b>The Tone Group</b>                 | <a href="http://www.thetonegroup.com.au">www.thetonegroup.com.au</a>   |
| <b>Utter Professionals</b>            | <a href="http://www.utter.com.au">www.utter.com.au</a>                 |
| <b>Vacation Valet</b>                 | <a href="http://www.vacationvalet.com.au">www.vacationvalet.com.au</a> |
| <b>Your Vision Financial Planning</b> | <a href="http://www.yourvision.com.au">www.yourvision.com.au</a>       |



This business accelerator is an initiative  
of Sutherland Shire Council

eNewsletter developed by SSHED tenant [Switch I.T.](http://www.switchit.com)

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the Commonwealth Government's Small Business Incubator Program.