



First businesses outgrow the SSHED

The first two businesses have graduated from the SSHED business accelerator. Both businesses have expanded so rapidly they have outgrown the SSHED and recently moved to larger premises.

Data Marketing Services, specialising in SMS and MMS services, has experienced an extraordinary 2000% increase while **Supermodels Pty. Ltd.**, specialists in 3D architectural modeling, has seen staff grow 300%.

"We went from a \$200,000 turnover to pass \$1 million in a little over six months. The business mentoring and networking, the flexibility, broadband and servers as well as the energy and enthusiasm all combined to help us build Data Marketing Services," explained Steve Taylor.

Paul Wilcox added: "The Server infrastructure at the SSHED allowed me to run high volume tests for animation production. These tests proved highly successful and gave me the confidence to purchase more servers. As this investment totaled around \$100k, using the SSHED facilities proved to me in advance the efficiencies we could achieve in our production cycle."

Photo: Wesley Lonergan



Steve Taylor (left) and Paul Wilcox (right) both enjoyed tremendous success at the SSHED.

Who's new in the SSHED?

The SSHED is proving popular with local small businesses and has reached 60% occupancy. New tenants in the SSHED are:



Bilby on Hold

Steve Carline - on hold telephone messaging services and commercial voice-overs.



Compuserv

Mike Andrew and Daniel Kolic – produce customised mobile computing technology solutions for the medical and smash repair industries.



Pacific Teleports

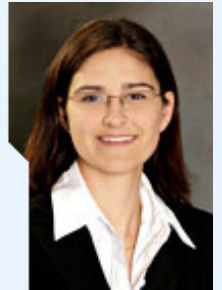
Andrew Taylor - delivers high quality, fully customised telecommunications solutions to the Pacific region.

Jobs growth at the SSHED

In our first ten months, SSHED tenants have created 35 new jobs.

New chairperson

A new chairperson has been appointed at the SSHED. Clr Kelly Knowles took over as Chairperson in April this year.



Kelly is a Workplace Relations Advisor for one of Australia's leading employer representation and business advisory associations.

Previously she has worked for the federal government Department of Employment, Workplace Relations and Small Business, focusing on small business development initiatives and industrial relations training and compliance.

Australian Business Register

Doing business has never been easier, thanks to the Australian Business Register (ABR). This powerful tool is your key to registration services and business information online.

At www.abr.gov.au you can:

- register for an ABN and other tax obligations such as GST and PAYG withholding
- access and update your own business details

Visit www.abr.gov.au
or phone 1300 139 025



Pure Hacking

Robert McAdam – a leading internet security firm that conducts permission-based hacking and assists corporations build safer and more secure online systems.



The Tone Group

Patrick Knight – a business specialising in innovative solutions for mobile phone content and the brains behind the urban designed portal itxt4.com with ringtones, graphics, games, videos and many other interactive components for the mobile youth demographic.

Want to join the SSHED?

If you would like to find out more about the SSHED and our business acceleration programs, then please:

Phone: 9545 7777

Email: info@sshed.com.au

or visit: www.sshed.com.au

John Hanrahan joins advisory team

The SSHED is building a network of experienced entrepreneurs and business professionals to act as business advisors and mentors for our tenants.

The latest addition to our advisory network is John Hanrahan. John is one of Australia's most experienced business journalists. For many years John was a senior reporter with Channel Nine's Small Business Show and today writes a weekly column for ninemsn's Small Business Site, visit: www.ninemsn.com.au/smallbusiness



To find out more about John, visit: www.newlookmarketing.com.au

How to build a better business

If you'd like to find out about business opportunities in the Shire and learn from other entrepreneurs, business experts and advisors, then please join us for the "How to build a better business" half-day conference.

When: Tuesday, 14th September, 2004
Where: Loftus
Key note address: Paul Cave, Chairman and Founder, BridgeClimb.

Attendance is by invitation only. To find out more, please call **02 9545 7777** or email info@sshed.com.au

What's been happening at the SSHED?

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| March 2004 | Venture Capital 101 – an introduction | Tom Richardson Citigroup Venture Capital. |
| April 2004 | Are you ready to be interviewed by a journalist? | John Hanrahan New Look Marketing |
| April 2004 | IP and Patents | Tim Staley, Griffith Hank |
| May 2004 | How to get a real ROI from your exhibition investment | Kelly McParlan, Hannover Fairs Australia |
| June 2004 | Presentation on Toyota activities in the Shire. | Robert Gooch, Toyota |

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| June 2004 | Data Marketing Services and SuperModels graduate and join the SSHEDx program | Teri Moxham, Southside Staffing Services |
| July 2004 | Getting Better Results from Your Advertising. | Sue Butterworth |
| July 2004 | Maximise your business benefits of conducting R&D. | John Dymond from DYMOND, FOULDS & VAUGHAN (DF+V) |
| August 2004 | If you're not organised you can't sell. | Brian Cloney |

SSHED Tenant Directory

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|---------------------------------|--|
| BANGitUP.com | www.bangitup.com |
| Bilby On Hold Marketing | sales@bilbyonhold.com.au |
| Compuserv | info@compuserv.com.au |
| Creative Stars Marketing | www.creativestars.com.au |
| evolution | evolutionstreetwear@sshed.com.au |
| Get Data | www.getdata.com |
| Pacific Teleports | www.pacificteleports.com |
| Pure Hacking | www.purehacking.com.au |
| Switch I.T. | www.switchit.com |
| the creative moo | www.thecreativemoo.com |
| The Tone Group | www.thetonegroup.com.au |
| Vacation Valet | www.vacationvalet.com.au |
| VisionLife | www.visionlife.com.au |



This business accelerator is an initiative of Sutherland Shire Council

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



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Requires the free [Adobe Acrobat Reader](#)