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### TRUST ACCOUNT FACILITY AVAILABLE

Members may not be aware that the Broome Chamber administers a trust account facility, which is available to members for activities and resource holding where it may prove convenient. The Chamber is also happy to act as an auspicing body for the purposes of funding for new business and community projects.

### COMPANY DIRECTOR'S COURSE CONFIRMED AND FILLING FAST!

This program, booked to commence on October 2nd this year, is filling fast. Only 13 places remain - please contact Kristen Graham, Member Relations Executive AICD Western Australia on (08) 9320 1700 to confirm your place if you haven't already booked. AICD has offered Broome Chamber members the AICD member price. This is a substantial saving of \$1,078. Plus, for primary producers a 50% federal government subsidy may apply.

### BROOME RESIDENTIAL COLLEGE SEEKING BOARD MEMBERS:

Broome Residential College is seeking expressions of interest from community and local business people who have a keen interest in contributing to the wellbeing of local high school students through input into planning, policy development and operational support as a board member. The Broome Residential College Board of Management will meet at least six times per year, and board members will be appointed on a voluntary basis. The Board has a number of positions open and is especially interested in nominations from people with financial experience and expertise to fill the Financial Representative role. If you are interested in nominating or would like further information please contact the College Manager, Ms. Kristen Orazi, on 0439521172, or via email: [Kristen.Orazi@det.wa.edu.au](mailto:Kristen.Orazi@det.wa.edu.au)

### MEMBERS' MEETING

It was good to see those members who attended the members' meeting on May 17th. Minutes will be distributed via email. A members' meeting will now be held quarterly, with the next one on August 15th.

## KIMBERLEY ECONOMIC FORUM REPORT

This inaugural Broome Chamber event was a resounding success, meeting all of its objectives and more. Over 170 delegates gained valuable insights into industry development in the Kimberley region.

The Forum was attended by Government and business people from across the Kimberley, and across all industry sectors, and speakers were of excellent quality, delivering new and relevant information.

If you missed this event, the Chamber will be making it part of the annual business calendar, so stay posted for news about the 2008 Forum. The Chamber is compiling some presentation notes, and these will be available via the Chamber website when it is launched in the coming financial year.

Any constructive comment regarding the con-



tent or running of the event will be welcome on email [broomechamber@westnet.com.au](mailto:broomechamber@westnet.com.au).

## APRIL BUSINESS AFTER HOURS

It was a great night with Regimen and Broome Hovercraft presenting their businesses, and an update from the Chamber President.

## STATE BUDGET BREAKFAST

The State Budget Breakfast was held at Zanders Restaurant on the 11th May 2007. From a lobbying perspective it was an excellent opportunity to be heard by the relevant political ears. Reports are that it provided some very powerful networking opportunities. Don't miss it next year.

## 2007 NORTH WEST EXPO

Chamber Members North West Finance enjoyed the Expo atmosphere and did



some great business at the event. Thank you to all the other Chamber members who displayed the Chamber "Support Local Business" Poster on their exhibits

## BUSINESS TIP

For many businesses in Broome, things are starting to get busy now that the humidity has dropped, and tourist numbers are starting to build. If you haven't considered it already, you should be reviewing your peak season pricing. The best method of determining what to charge your customers is by starting with the cost of running your business, then adding a required return (or margin). Matching your prices to those of a competitor, or using Perth prices as a benchmark, is not encouraged, as it ignores the fundamentals of your business. Using the margin method will ensure that you make a profit. If you find that by applying a margin, prices would significantly increase, you will need to explore ways of emphasising the value of your service or product, or investigate cost reduction when things are a little quieter. To find out more, visit [www.regimen.com.au](http://www.regimen.com.au). Until next time, John Vojkovich

## STUDENTS NEED YOUR HELP

Notre Dame University has requested the help of the Chamber and its members in assisting local students studying in Broome. The University has made a plea to local businesses to attain any old computers or IT equipment to assist the students with their studies. If you have any old IT equipment you no longer use and would like to help the student community please contact Gavin Greaves on 9192 0602.

## NEW MEMBERS

Welcome to new members  
Sea Corporation, DEPWEST, Kimberley Kayak Fishing, Henry's Café/Irukandji Town Beach Café, Inpex Browse Ltd, Woodside Energy Ltd, Kimberley Distributors, Pemberley Farm, Broome Cartridge Service, Broome Golf Club, Broome Motors, Goombaragin Econ Ventures, Aussie off Road Tours.

## BROOME WINNERS TO COMPETE FOR KIMBERLEY REGION SMALL BUSINESS AWARDS

The Small Business Centre West Kimberley Manager Graeme Atherton said the winning companies had impressed the judges with the quality of their nominations, their business practices and policies, commitment to customer service and overall business performance.

They will represent Broome in the Kimberley Regional Small Business Awards in Kununurra on 6 June. Winning entrants in that event will then be in the running for the title of WA Regional Small Business of the Year.

The five Broome winners are: Aussie Off Road Tours, Art House Framing and Suppliers, Broome Hovercraft, Broome Motors, Goombaragin Econ Ventures  
Congratulations to the winners who also receive a free year of membership to the Broome Chamber of Commerce.

## DATES TO REMEMBER

June Business After Hours..... June 20th  
June Committee Meeting..... June 20th  
July Committee Meeting..... July 18th  
August Committee Meeting..... August 15th  
August Business After Hours..... August TBA  
August Members Meeting..... August 15th

## JUNE

## BUSINESS AFTER HOURS

RSVP and put this in your diary today. On June 20th a Chamber BAH will be held at Kimberley Sightseeing Centre, Shop 1, 4 Sanctuary Road, Cable Beach, 5.00-7.00pm. Speakers will be Australian Pinnacle Tours and Environs Kimberley. If you would like to host a Business after Hours function please contact Caroline on 9193 5533.

## KIMBERLEY YOUTH URGED TO TAKE UP TRAINING OFFER

Kimberley teenagers contemplating further education are being encouraged to sign up now, after a multi-million dollar Western Australian Government funding announcement. It guarantees every unemployed Western Australian under 19 a training place at the institution of their choice. The State Government announced the \$27 million plan to try to tackle the state's skills shortage. It is hoped the plan will lead to the creation of 9,000 new apprentice and trainee places over the next four years. All registered training organisations have access to these additional resources.

