

Managing through the Global Downturn

Enterprise Connect is partnering with a number of organisations to provide manufacturers and other firms access to a series of targeted workshops designed to assist firms manage through the global downturn. Over 180 workshops will be available nationally. Workshops will provide practical strategies and tools for firms, and cover a range of topics such as cash flow management, sales and marketing strategies and inventory management.

All Workshops are free to attendees.

For further information contact the Enterprise Connect Hotline on **131 791**.

State	Organisation	Contact	Location	Date	Timing	Topic
ACT	Printing Industries Association of Australia/HLB Mann Judd Consulting	ACT Region Telephone/Fax: 02 6251 0673 act@printnet.com.au	Canberra	10-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
ACT	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Canberra	24-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Newcastle	13-May	8.30am-12.30am	Managing Cashflow Workshop
NSW	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Newcastle	14-May	8.00am-11.00am	Prosper in Tough Times
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Newcastle	14-May	7:30am-9.00am	Marketing and import replacement Workshop
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Sydney	20-May	8.30am-12.30am	Marketing and import replacement Workshop
NSW	NSW Department of State and Regional Development	Kimella Batkin 02 4421 1000 kimella.batkin@nsw.gov.au	Blacktown	20-May	8.30am-12.15pm	Managing Through Turbulent Times

State	Organisation	Contact	Location	Date	Timing	Topic
NSW	NSW Department of State and Regional Development	Kimella Batkin 02 4421 1000 kimella.batkin@nsw.gov.au	Bankstown	21-May	3.00pm-4:30pm	Managing Through Turbulent Times
NSW	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Wollongong	21-May	8.30am-12.15pm	Prosper in Tough Times
NSW	Technical Textiles and Nonwoven Association/Composites Australia	Lorraine Gierck 03 9866 6643 lorraine@ttna.com.au	Huntingwood	21-May	3.30pm - 7.00pm	Tightening Our Belts in Manufacturing
NSW	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Sydney	26-May	2.00pm-4.30pm	Success Stories – How they Materialise
NSW	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Sydney	26-May	2.00pm-4.30pm	Success Stories – How they Materialise
NSW	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Sydney	26-May	2.00pm-4.30pm	Success Stories – How they Materialise
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Sydney	28-May	8.00am-11.00am	Marketing and import replacement Workshop
NSW	NSW Department of State and Regional Development	Kimella Batkin 02 4421 1000 kimella.batkin@nsw.gov.au	Parramatta	2-Jun	8.30am-12.15pm	Managing Through Turbulent Times
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Penrith	2-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Wetherill Park	4-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Bankstown	9-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	NSW Department of State and Regional Development	Kimella Batkin 02 4421 1000 kimella.batkin@nsw.gov.au	Sydney	10-Jun	8.30am-12.15pm	Managing Through Turbulent Times
NSW	Advanced Manufacturing Australia	Janelle Flower, Global Initiatives Manager Janelle@amaus.com.au	Sydney	11-Jun	Full day	Managing Your Firm Through The GFC

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NSW	NSW Department of State and Regional Development	Kimella Batkin 02 4421 1000 kimella.batkin@nsw.gov.au	Newcastle	11-Jun	8.30am-12.15pm	Managing Through Turbulent Times
NSW	Printing Industries Association of Australia/HLB Mann Judd Consulting	National Office and NSW Region (02) 8789 7300 info@printnet.com.au	Sydney	11-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Parramatta	11-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Baulkham Hills	16-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	University of Western Sydney	Tanya Cook 02 9852 4076 t.cook@uws.edu.au	Campbelltown	18-Jun	9.00am-12.00pm	Financial management, Supply Chain Management, Case Study
NSW	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Parramatta	19-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Newcastle	23-Jun	7.30am-10.00am	Industry and economic update
NSW	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Sydney	24-Jun	7.30am-10.00am	Industry and economic update
NSW	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrots.com.au	Sydney	26-Jun	TBC	Strategies for Managing the Downturn
NSW	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Kogarah	June	Half-day	Prosper in Tough Times
NSW	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Bachus Marsh	June	Half-day	Prosper in Tough Times
NSW	Textile Clothing Footwear Resource Centre of WA Inc/Belmont BEC	Pam Townsend 08 9479 3777 support@tcfwa.com.au	Sydney	June	Half-day	Managing Your Firm Through The GDT

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NT	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Darwin	29-May	8.30am-12.30pm	Managing Cashflow
NT	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Darwin	16-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
NT	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Darwin	18-Jun	8.00am-11.00am	Import Briefing and Import Replacement
QLD	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	Sanctuary Cove	21-May	11.00 am – 1.00 pm	Strategies for Managing the Downturn
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Brisbane	21-May	8.00am-11.00am	Marketing and import replacement Workshop
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Mount Isa	25-May	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Brisbane Sth	26-May	7:30am-9.00am	Prosper in Tough Times
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Townsville	26-May	7.30am-10.00am	Industry and economic update
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Townsville	26-May	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Townsville	27-May	8.30am-12.30am	Managing Cashflow Workshop
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Mackay	27-May	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Townsville	28-May	7:30am-9.00am	Prosper in Tough Times
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Brisbane	28-May	8.30am-12.30am	Managing Cashflow Workshop
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Rockhampton	28-May	7.00am-11.00am	Utilising leadership and skills to survive the GFC

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QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Gladstone	29-May	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrotts.com.au	Townsville	29-May	9.00am-1.00pm	Downturn Readiness
QLD	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrotts.com.au	Toowoomba	4-Jun	12.30pm-4.30pm	Downturn Readiness
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Toowoomba	9-Jun	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Roma	10-Jun	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrotts.com.au	Gold Coast	11-Jun	12.30pm-4.00pm	Downturn Readiness
QLD	Printing Industries Association of Australia/HLB Mann Judd Consulting	Queensland Region 07 3356 0022 Toll free: 1800 227 425 qld@printnet.com.au	Brisbane	12-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Townsville	16-Jun	8.00am-11.00am	Marketing and import replacement Workshop
QLD	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Brisbane	17-Jun	7.30am-10.00am	Industry and economic update
QLD	QMI Solutions	John Colegate 07 3364 0711 j.colegate@qmisolutions.com.au	Maryborough	18-Jun	7.00am-11.00am	Utilising leadership and skills to survive the GFC
QLD	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Cairns	22-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
QLD	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Brisbane	23-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
QLD	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Brisbane	23-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis

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QLD	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	Brisbane	30-Jun	Half day	Strategies for Managing the Downturn
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Brisbane	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Cairns	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Gold Coast	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Mackay/Central Coast	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Toowoomba	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Townsville	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Sunshine Coast	June	TBC	Managing through the GDT
QLD	Queensland Chamber of Commerce and Industry Ltd	TBC	Rockhampton	June	TBC	Managing through the GDT
QLD	Textile Clothing Footwear Resource Centre of WA Inc/Belmont BEC	Pam Townsend 08 9479 3777 support@tcfwa.com.au	Caboolture	June	TBC	Managing through the GDT
SA	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	Adelaide	14-May	11.00am-1.30pm	Strategies for Managing the Downturn
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Clarence Gardens	14-May	8.30am - 4.30pm	Tendering for projects (Gov't)
SA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Adelaide	19-May	8.00am-11.00am	Marketing and import replacement Workshop
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Brighton	21-May	8.30am - 4.30pm	Tendering for projects (Projects and commercial)
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Hindmarsh	26-May	8.30am – 12.00pm	Operational Improvement

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SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Clarence Gardens	27-May	8.30am – 12.00pm	Operational Improvement
SA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Adelaide	4-Jun	7.30am-10.00am	Industry and economic update
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Brighton	9-Jun	9.30am - 3.30pm	Researching new sectors and clients
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Brighton	10-Jun	9.30am - 3.30pm	Researching new sectors and clients
SA	Advanced Manufacturing Australia	Janelle Flower, Global Initiatives Manager Janelle@amaus.com.au	Adelaide	15-Jun	Full day	Managing Your Firm Through The GFC
SA	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Adelaide	16-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis
SA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Adelaide	17-Jun	8.30am-12.30am	Managing Cashflow Workshop
SA	Printing Industries Association of Australia/HLB Mann Judd Consulting	South Australian Region 08 8223 7391 sa@printnet.com.au	Adelaide	17-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Hindmarsh	17-Jun	8.30am - 12pm	Financial and cashflow management
SA	South Australian Centre for Innovation	Tom Hubbard 08 8201 7525 Tom.Hubbard@sacentreforinnovation.org.au	Hindmarsh	18-Jun	9.30am - 12.30pm	Financial and cashflow management
SA	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Adelaide	25-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
SA	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Lonsdale	26-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
SA	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Elizabeth	28-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn

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SA	South Australian Centre for Innovation Inc	Paul Nolan 08 8260 8971 paul.nolan@centreforinnovation.org.au	Mawson Lakes	27-May, 3-Jun, 10-Jun, 17-Jun, 24-Jun, 30-Jun	8.30am-12.30pm; 8.00am-12.00pm 27-May	GFC Financial Management
SA	South Australian Centre for Innovation Inc	Paul Nolan 08 8260 8971 paul.nolan@centreforinnovation.org.au	Clarence Gardens	28-May, 4-Jun, 11-Jun, 18-Jun, 25-Jun, 29-Jun	8.30am-12.30pm; 1.00-5.00pm 5-Jun	GFC Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	25-May	9.00am-12.00pm	People Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	27-May	3.00pm-6.00pm	People Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	1-Jun	9.00am-12.00pm	Customer Service
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Burnie	2-Jun	1.00pm-4.00pm	People Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	3-Jun	10.00am-1.00pm	Customer Service
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	9-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	9-Jun	Half-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Burnie	9-Jun	Full-day	Sales and Marketing
TAS	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Hobart	10-Jun	8.00am-11.00am	Marketing and import replacement Workshop
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	10-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	10-Jun	Full-day	Sales and Marketing

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TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Burnie	10-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	12-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	12-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Burnie	12-Jun	Full-day	Sales and Marketing
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	15-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	15-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	16-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	16-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	17-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	17-Jun	10.00am-12.30pm	Financial Management
TAS	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Hobart	18-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	18-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	18-Jun	10.00am-12.30pm	Financial Management
TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Hobart	19-Jun	10.00am-12.30pm	Financial Management

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TAS	Tasmania Chamber of Commerce and Industry	Jacinta Day 03 6236 3600 jacinta.day@tcci.com.au	Launceston	19-Jun	10.00am-12.30pm	Financial Management
TAS	Printing Industries Association of Australia/HLB Mann Judd Consulting	Victorian & Tasmanian Regions 03 8541 7333 vic@printnet.com.au	Hobart	23-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
TAS	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrots.com.au	Devonport	23-Jun	8.30am-1.00pm	Downturn Readiness
TAS	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrots.com.au	Launceston	24-Jun	8.30am-1.00pm	Downturn Readiness
TAS	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrots.com.au	Hobart	25-Jun	8.30am-1.00pm	Downturn Readiness
VIC	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	South Melbourne	13-May	10.00am-1.00pm	Strategies for Managing the Downturn
VIC	City of Greater Dandenong - South East Business Networks	Sandra George 03 9238 1576 sgeorge@cgd.vic.gov.au	Dandenong	19-May	TBC	Managing Through The GFC
VIC	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Warrnambool	26-May	7:30am-9.00am	Prosper in Tough Times
VIC	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Melbourne	27-May	8.00am-11.00am	Marketing and import replacement Workshop
VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Rob Lucas 02 60 568 302	Wodonga	28-May	TBC	Human Error Reduction
VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Rob Lucas 02 60 568 302	Wodonga	29-May	TBC	Human Error Reduction
VIC	City of Greater Dandenong - South East Business Networks	Sandra George 03 9238 1576 sgeorge@cgd.vic.gov.au	Dandenong	2-Jun	TBC	Managing Through The GFC

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VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Prashil Singh 02 60 556 307	Wodonga	2-Jun	TBC	Managing People
VIC	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	Melbourne	2-Jun	Half-day	Strategies for Managing the Downturn
VIC	Industry Capability Network (Victoria)	Louis Ziras 03 9866 6155 LZiras@icnvc.org.au	Melbourne	4-Jun	9.00am - 12.30pm	How To Survive and Prosper during the Global Economic Downturn
VIC	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Melbourne	9-Jun	7.30am-10.00am	Industry and economic update
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	9-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	9-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	9-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	9-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Printing Industries Association of Australia/HLB Mann Judd Consulting	Victorian & Tasmanian Regions 03 8541 7333 vic@printnet.com.au	Melbourne	9-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
VIC	Industry Capability Network (Victoria)	Louis Ziras 03 9866 6155 LZiras@icnvc.org.au	Melbourne	11-Jun	9.00am - 12.30pm	How To Survive and Prosper during the Global Economic Downturn
VIC	Advanced Manufacturing Australia	Janelle Flower, Global Initiatives Manager Janelle@amaus.com.au	Melbourne	12-Jun	Full day	Managing Your Firm Through The GFC
VIC	Phalanx Resources Pty Ltd	Michael Dietrich 03 9889 1911 Michael@phalanxresources.com	Werribee	12-Jun	Full day	Managing Your Firm Through The GFC
VIC	Advanced Manufacturing Australia	Janelle Flower, Global Initiatives Manager Janelle@amaus.com.au	Ballarat	16-Jun	Full day	Managing Your Firm Through The GFC

State	Organisation	Contact	Location	Date	Timing	Topic
VIC	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Melbourne	16-Jun	8.30am-12.30am	Managing Cashflow Workshop
VIC	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrots.com.au	Braeside	16-Jun	Half-day	Downturn Readiness
VIC	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Melbourne	17-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis
VIC	Northlink/NIETL	Mike Butera 03 9479 3339 m.butera@latrobe.edu.au	Bundoora	17-Jun	9.00am-12.00pm	Product Innovation
VIC	Industry Capability Network (Victoria)	Louis Ziras 03 9866 6155 LZiras@icnvic.org.au	Melbourne	18-Jun	9.00am - 12.30pm	How To Survive and Prosper during the Global Economic Downturn
VIC	Phalanx Resources Pty Ltd	Michael Dietrich 03 9889 1911 Michael@phalanxresources.com	Thomastown	19-Jun	Full day	Managing Your Firm Through The GFC
VIC	City of Greater Dandenong - South East Business Networks	Sandra George 03 9238 1576 sgeorge@cgd.vic.gov.au	Dandenong	22-Jun	TBC	Managing Through The GFC
VIC	Northlink/NIETL	Mike Butera 03 9479 3339 m.butera@latrobe.edu.au	Bundoora	24-Jun	9.00am-12.00pm	Process Innovation
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	25-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	25-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	25-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Council of Textile and Fashion Industries of Australia Ltd	Claire Fitzpatrick 03 8680 9420 cfitzpatrick@tfia.com.au	Melbourne	25-Jun	2.00pm-4.30pm	Success Stories – How they Materialise
VIC	Industry Capability Network (Victoria)	Louis Ziras 03 9866 6155 LZiras@icnvic.org.au	Melbourne	25-Jun	9.00am - 12.30pm	How To Survive and Prosper during the Global Economic Downturn

State	Organisation	Contact	Location	Date	Timing	Topic
VIC	Phalanx Resources Pty Ltd	Michael Dietrich 03 9889 1911 Michael@phalanxresources.com	Moorabbin	26-Jun	Full day	Managing Your Firm Through The GFC
VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Graeme Sayer 02 6024 0400	Wodonga	1-Jun-5-Jun	TBC	Managing Your Cash Flow
VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Graeme Sayer 02 6024 0400	Wodonga	1-Jun-5-Jun	TBC	Making Your Business More Profitable
VIC	Wodonga City Council/ Wodonga Institute of TAFE, Murray Hume Business Enterprise Centre, and Wodonga Chamber of Commerce	Graeme Sayer 02 6024 0400	Wodonga	1-Jun-5-Jun	TBC	Why Do I Need A Business Plan?
VIC	Ai Group	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Wantirna	June	Half-day	Prosper in Tough Times
VIC	Geelong Manufacturing Council	TBC	Geelong	June	TBC	Managing Your Firm Through The GDT
VIC	Textile Clothing Footwear Resource Centre of WA Inc/Belmont BEC	Pam Townsend 08 9479 3777 support@tcfwa.com.au	Box Hill	June	Half-day	Managing Your Firm Through The GDT
WA	Australian Marine International Export Group/Australian Marine Industry Federation	Hailey Revell 03 9682 1255 hrevell@aimex.asn.au	Mt Lawley	15-May	10.00am-1.00pm	Strategies for Managing the Downturn
WA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Perth	3-Jun	7.30am-10.00am	Industry and economic update
WA	Engineering and Manufacturing Industry Cooperative Limited	John Morris 08 9249 1586 johnm@projectindustries.com.au	Perth	4-Jun	8.00am-1.00pm	Financial and Business Management in Current Crisis
WA	BDO Kendalls	Sarah Davies 08 8223 1066 Sarah.Davies@bdo.com.au	Perth	5-Jun	8.45am-4.00pm	Practical Tips for Managing the Economic Downturn
WA	Engineering and Manufacturing Industry Cooperative Limited	John Morris 08 9249 1586 johnm@projectindustries.com.au	Perth	5-Jun	8.00am-1.00pm	Financial and Business Management in Current Crisis

State	Organisation	Contact	Location	Date	Timing	Topic
WA	WHK trading as Total Business Consultants	Naomi Sturzaker/Gayle O'Neill 03 6334 0306 gayle.oneill@whkgarrotts.com.au	Perth	9-Jun	Half-day	Downturn Readiness
WA	Ai Group/Coastal Business Centre	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Geraldton	15-Jun	6.00pm-7:30pm	Prosper in Tough Times
WA	Ai Group/Coastal Business Centre	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Perth	15-Jun	6.00pm-7:30pm	Prosper in Tough Times
WA	National Precast Concrete Association Australia/BDO Kendalls (NSW-Vic) Pty Ltd	Rachel Parsons 08 8178 0255 admin@npcaa.com.au	Perth	15-Jun	8.30am-1.00am	Financial and Business Management in Current Crisis
WA	Ai Group/Coastal Business Centre	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Albany	16-Jun	6.00pm-7:30pm	Prosper in Tough Times
WA	Ai Group/Coastal Business Centre	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Bunbury	17-Jun	6.00pm-7:30pm	Prosper in Tough Times
WA	Ai Group/Coastal Business Centre	Marilyn Kitchin. 03 9867 0102. marilyn.kitchin@aigroup.asn.au	Kalgoorlie	18-Jun	6.00pm-7:30pm	Prosper in Tough Times
WA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Perth	18-Jun	8.30am-12.30am	Managing Cashflow Workshop
WA	Printing Industries Association of Australia/HLB Mann Judd Consulting	Western Australian Region 08 9361 4625 Toll free: 1800 227 425 wa@printnet.com.au	Perth	18-Jun	8.00am-12.00pm	Managing Your Firm Through The GFC
WA	Australian Steel Institute	Don McDonald 02 9931 6666 donm@steel.org.au	Perth	23-Jun	8.00am-11.00am	Marketing and import replacement Workshop
WA	Curtin University Centre for Entrepreneurship	Gabor Hernandi 08 9266 4552 g.hernandi@cbs.curtin.edu.au	Bentley	5, 12, 19, 25 June	Full day	Managing Your Firm Through The GFC
WA	Textile Clothing Footwear Resource Centre of WA Inc/Belmont BEC	Pam Townsend 08 9479 3777 support@tcfwa.com.au	Belmont	June	Half-day	Managing Your Firm Through The GDT

