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With another circus session in Canberra in August, it is no wonder that the bulk of the Australian electorate is so disengaged with politics, especially Federal politics.

Increasingly, our major political parties are letting down the nation and seem incapable of forming good governments.

The list of problems mounts year after year. They are too complex to

fully cover here but the following would be a good start.

Firstly, they seem to have no vision. We don't know if they have any plans – if they do, they are not conveying them. We do not know what they stand for and they seem to change tact at a moments notice. The last decent Prime Minister we had in this respect was John Howard. We may not have agreed with every policy, but at least we know where he stood and knew he would stand by his convictions. We are now on our sixth PM since then.

Next, the large parties seem incapable of reacting quickly to new challenges and opportunities – something that is happening with ever greater frequency in today's rapidly changing world.

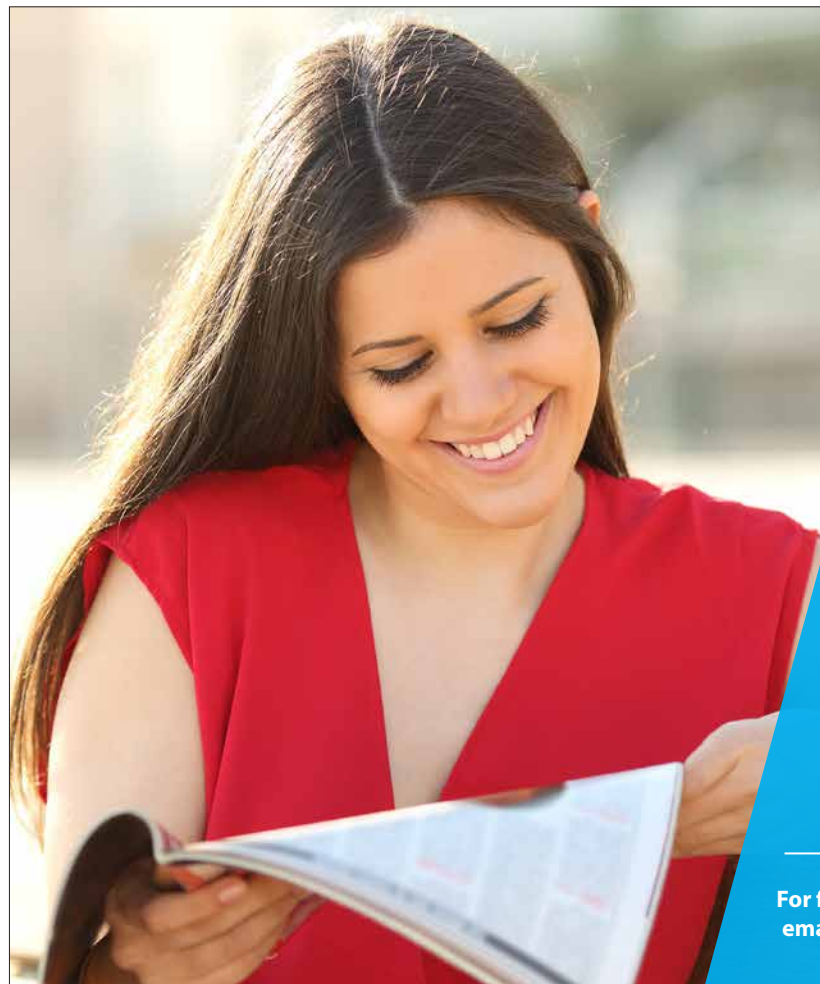
On some issues, they seemingly take years to come up with any policy position – partly because of their slow machinations and partly because of internal divisions.

The major parties are now more adversarial and negative than ever – immediately ridiculing almost all of the other sides ideas and in the process turning off voter interest. Australian politics has always been competitive, but how refreshing would it be if politicians were more constructive and not scared of some consensus looking to help good outcomes for the country rather than putting their own perceived short term needs before all else. Finally, we would just like our politicians to be more human. They are now so scared of making a mistake and so heavily coached, that they come across as one dimensional and we never really feel like we know them. The irony is that if they did show a bit more of their character and we felt we knew them, we would be more forgiving. Some of the most popular politicians have hardly been squeaky clean but the electorate thought they knew them. Bob Hawke was a great example of this. Many people voted for him just because they felt they knew him.

There are many other aspects that could be discussed, but the overarching question is whether the major parties are capable and willing to adapt so that they can better serve the nation.

Based on recent years, it appears unlikely, at least in the foreseeable future.

Garry Hardie
Editor & Publisher



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Taggart partners Hamilton for the future

One of the region's long standing professional accounting firms has embarked on a new chapter, with an important transition in management. On July 1 2018, Melanie Hamilton took the reins of the 66 year old company under the new name of Hamilton Taggart Business Advisors.

Established by the late Alan Taggart in 1952, the organisation has grown and modernised to meet the changing needs of its clients and its community under the leadership of Ross Taggart since 2000. Over the last couple of years Ross has worked closely with Melanie to identify and implement new approaches to client services especially in the delivery of Cloud based accounting solution for businesses.

"The role of accounting has changed significantly since my father started the company almost 70 years ago. Alan was very proud of the firm and the way it continued to grow and change to meet the changing needs of our clients. Like me, he was thrilled about Mel's impending leadership role of the firm," Ross said.

Mel Hamilton is a Certified Practising Accountant who began her career in accounting with Taggart Partners in 2001 while completing a degree in commerce at the University of Newcastle. Mel specialises in taxation and accounting for small business, and works with clients to boost productivity through workflow, quality control and team management. She also assists businesses implement cloud accounting solutions, and specialises in business set up, succession planning and process management. Mel is active in the local business community who is also a board member of NovaSkill and is the founder and vice president of the Gen Collective business network.

"The name change recognises the firm's long term heritage with the Taggart name and brand," Melanie said.

"I have been most privileged to have worked with Alan and Ross and their families since 2001 and it was important that we carry on one of the region's most respected accounting brands," she said.

"As Hamilton Taggart we will continue to work with the region's small business sector to help them navigate business landscape while building business strategies to carry them into the future," she said.

Ross Taggart will remain a vital part of the business in his role as Director where he will continue to undertake client management while continuing his role of mentoring and coaching staff.

Ross is well known in the business and community sectors who has donated his time as a director and president of Hunter Business Chamber, Merewether Surf Club and the Westpac Rescue Helicopter Service. Ross is well respected for his professional advice in tax and accounting that has extended more than three decades. Coinciding with these changes the firm recently relocated to new offices at Level 3, 131 Beaumont Street Hamilton.



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Former Post Office to finally be redeveloped

The Awabakal Local Aboriginal Land Council has approved a \$3.5 million bid by the Schwartz Family Company for the former Newcastle Post Office. The unanimous decision suggests that the proposal for its restoration not only provided an appropriate financial outcome but also that the plans for its reinvigoration were viewed as being positive for the community.

Dr Jerry Schwarz is excited about the future for the sandstone Federation building which has fallen into disrepair since it was vacated and subsequently sold by the Federal Government in 2002.

"The best way of preserving heritage is by sympathetically using the property. Rather than being a run-down shell, closed off to the community, our restoration plans will see the community totally involved," said Dr Schwarz.

"We will recognise the local Awabakal people by creating an Aboriginal cultural centre in the basement. We will create a function centre on the first floor that will attract conferences and banquets to Newcastle, which will help boost tourism and employment. And we want the ground floor to become a centrepiece for boutique retail outlets supporting the wedding sector, because that too encourages economic activity in the city.

"Our rejuvenation plans for the Post Office are in line with the whole regeneration program that has been taking place in Newcastle over the past decade.

"The future of the Post Office is something that I have been passionate about for quite some time because I have a long personal history associated with Newcastle, having been a medical student here and then a major investor in the city. I believe Newcastle has enormous tourism and business potential, so it is essential that we make the most of the city's prime assets.

"In reality, I will be lucky to break even on operating the Post Office, given the cost of restoring the building from its present state, but given that I have hotels and other assets in the city



and wider Hunter Valley district, anything that encourages more visitation and economic activity in the city will have a flow on effect for my other businesses. Everyone will benefit from the restoration of the Post Office."

A timeline for the redevelopment is yet to be established, but would likely start in the new year once regulatory and design approvals had been arranged.

The Schwartz Family Company has a large presence in the Hunter, owning the Novotel Newcastle, Rydges Newcastle, Crowne Plaza Hunter Valley, Hunter Valley Convention Centre, Lovedale Brewery and aviation interests based at Cessnock Airport.

First-ever regional tourism target for NSW

Rural and regional NSW will get its fair share of the State's rapidly growing tourism pie with the NSW Government announcing the State's first regional tourism target to double the current spend.

Making the announcement at Ag-Quip in Gunnedah on 21 August, Minister for Tourism and Major Events Adam Marshall said the Government would work with industry to reach an ambitious target of \$20 billion in visitor expenditure in rural and regional NSW by 2025, rising to \$25 billion by 2030.

"We've set the State's first regional tourism target, separate from Sydney, so that every corner of the State gets its fair share of the record tourist dollars and investment coming into our State," Mr Marshall said.

"The tourism sector in NSW has never been stronger – we are by far and away the number one destination for domestic and international tourists by every measure.

"But our current State wide tourism target has Sydney as the heavy lifter getting us to number one. It's now time to look beyond Sydney and do the work needed to turbocharge tourism in our rural and regional areas and double the current record levels of visitor expenditure."

Mr Marshall said the regional target was about keeping tourist dollars in NSW for as long as possible instead of letting them disappear elsewhere.

"This is an ambitious target but one that is certainly achievable," Mr Marshall said.

"We want international tourists flying into Sydney and heading out to rural and regional NSW, rather than flying to Melbourne or Brisbane.

"A tourism target for rural and regional NSW is our commitment to local operators, businesses, pubs, cafes and hotels – from the coast to the bush – that the NSW Government will ensure everyone gets a fair share of the State's tourism boom."

The regional target will be supported by a range of initiatives by the NSW Government to encourage greater visitation to rural and regional NSW.

This includes increased funding for marketing campaigns, more rural and regional events, improved tourism infrastructure and measures to address skills shortages in the tourism and hospital sectors.


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Varley and Rafael Australia - a high tech partnership

On 22 August Minister Pyne launched Varley Rafael Australia (VRA), a joint venture between Australian company Varley and global defence company Rafael, in a great mark of confidence in Australia's defence industry.

Varley Rafael Australia are committed to producing a range of Rafael systems in Australia and will build sovereign capability, drive innovation and jobs, and create export opportunities.

"This partnership between one of Australia's best defence companies and a global success story like Rafael is another success story for Australian industry," said Minister Pyne.

"This will bring IP, know-how and advanced manufacturing techniques to Australia to produce capability for use by the ADF with the potential for export to our friends and allies".

Varley Rafael Australia will create around 70 new jobs here in Australia as Rafael transfers their expertise to Australia.

Rafael is one of Israel's largest defence companies, with a global footprint and around 7,500 employees in Israel. They manufacture some of the world's leading weapon systems, including the Spike LR2 anti-tank guided missile.

Varley is one of Australia's oldest and most advanced manufacturing and engineering companies, with a history of delivery for the ADF.

"This venture follows my visit to Israel in July this year where I discussed this important partnership with Rafael's leadership and participated in the inaugural Australia-Israel Defence Industry Cooperation Joint Working Group."

The Australia-Israel Defence Industry Cooperation Joint Working Group was established to strengthen ties between Australia and Israel, explore defence industry and innovation opportunities, identify export opportunities, and support our industries to cooperate in the development of innovative technologies for shared capability challenges.



Mr Jeff Phillips, Managing Director of the Varley Group, and Major General (Ret'd) Yoav Har-Even, President and Chief Executive Officer (CEO) of Rafael, formally signed the VRA joint venture agreement.



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Snap Newcastle moves after three decades

After 33 years trading from 500 Hunter Street, Snap Newcastle have made a move to Newcastle West.

"It's an up and coming area and a lot more convenient for our clients," said Franchise Owner Frances Watt. "We've been looking for the right location for a long time and 822 Hunter Street is right in the middle of the emerging Newcastle CBD."

"The Hunter Street facade is strikingly modern and the open plan fit-out was designed to display the onsite print and graphic design capabilities of the business," Frances said.

The goal was to create an industrial inspired, creative environment and the sharp angles, expressed steel and brick work, and polished concrete floor work together to achieve this.

To coincide with the move to the new centre, Snap have updated their equipment and included a state-of-art Konica Minolta Accurio Press.

"This is our third Konica Press and delivers a new level of productivity to the business allowing even tighter client deadlines," Frances said. It's also the first of its kind in Newcastle.

Snap have always been known as the 'quick turn around print experts', but over the last decade, the business has grown to meet demand for creative branding, e-marketing and custom website design.



Harbour2Vine Charity Cycle Classic

Cyclists of all talents are being urged to support charity by participating in this year's Harbour2Vine Cycle Classic, which is celebrating its 10th anniversary.

The charity event will be held on Sunday 14th October and will introduce two new rides to the well-established 58km route from Newcastle to the Hunter Valley. An 85 km option has been added to test the mettle of experienced riders, while a 1 km children's ride around the Crowne Plaza Hunter Valley will add to the family-friendly nature of the event.

The charity event will start at the Rydges Newcastle at 7 am, with a pre-race breakfast and briefing, and end at the Crowne Plaza Hunter Valley with a BBQ for riders and their families. There will be two rest stops along the way with full refreshments.

The event will once again raise funds for the Westpac Rescue Helicopter Service.

The Harbour2Vine Cycle Classic is the brainchild of Dr Jerry Schwartz, the owner of three hotels in Newcastle and the Hunter Valley, as well as the Hunter Valley Conference Centre and Sydney Brewery Hunter Valley. It was previously known as the Crowne Cycle Classic.

Dr Schwartz said the cycle classic had been a popular event in the Hunter region over the past decade, and with the change in name of the Crowne Plaza Newcastle (to Rydges) it was time for both a name change and event refresh.

All entries include refreshments, a BBQ lunch at the Crowne Plaza and briefings. Special packages are available for families to attend the BBQ at the Crowne Plaza and also stay overnight at Rydges Newcastle, Novotel Newcastle or Crowne Plaza Hunter Valley. A (paid) bus service will be available to take weary riders back from the Hunter Valley to Newcastle if required.

Full details as well as bookings can be made via the dedicated website www.harbour2vine.com.au

WHY YOU NEED A VISION AND A MASTERPLAN

It's an exciting time for education and particularly the education sector in New South Wales. The landscape of education is changing, and tomorrow's school environment is earmarked to be radically different from traditional learning delivery models. Some of these changes could take years, but we need to ensure that when things do happen, they happen in a planned, coordinated, collaborative way to create an overall vision to guide future development to ensure the best possible outcomes.

Justin Hamilton, Managing Director of Islington based Architecture Firm SHAC believes the process should begin with a Masterplan. "A Feasibility Masterplan is an essential first step for any school development, as it provides a planning framework to stimulate, challenge and guide the school to define and clarify its vision through careful planning," he said.

A Collaboration Model that brings together Specialist Educational Architect, the School Executive and Educationalists to work and explore opportunities is the best way to deliver truly future proofed, future focussed education centres. By provoking and testing strategies using physical components such as buildings, property, parking, pedestrian networks and playing spaces; and by incorporating financial and sustainability considerations such as energy, waste management, life cycle costs and affordable staging opportunities, everyone benefits.

This collaborative masterplanning process is a successful strategy for any business or civic development including medical centres and housing and apartment developments.

"Our framework is efficient, flexible and adaptable architecture provided through an open collaborative discourse with communities. This opens up the opportunity for technology, innovation, sustainability and future proofing to be incorporated into education facilities with an affordable and financially sound approach," Managing Director of SHAC, Justin Hamilton said.

* SHAC is the 2018 Australian Institute of Architect's Winner of the Blacket Prize for Regional Architecture (NSW) and NSW Educational Architecture Award. They have been using their specialist masterplanning and educational architecture skills for over 20 years to assist more than 50 private and public schools to apply for funding grants with successful experience in Block Grant Applications, Independent Schools applications, and Schools own Building Fund Management.





SHAC

Hunter Business Awards Recognises the Region's best

Hunter Medical Research Institute Chairperson Kyle Loades was presented with the Hunter Business Chamber's Business Leader of the Year Award on August 10, by sponsor CPA Australia.

The awards were presented at a gala dinner on the event's 40th anniversary, sponsored by the University of Newcastle, and attended by a record crowd of more than 560 business people from across the Region.

Chamber CEO Bob Hawes said that Kyle Loades has truly distinguished himself and is a passionate ambassador for the region and is a superb example of the calibre of business leaders that the Hunter is known for.

"Our leaders and businesses continue to demonstrate the high standard of capability, resilience and innovation that the Hunter has become renowned for," Bob said.

In presenting the President's Award to signage and safety products manufacturer, Hi-Vis, Chamber President Jonathan Vandervoort commented on the organisation's resilience and determination over a long history in the region.

"Hi-Vis has grown and prospered in what is a highly competitive international market and they have successfully designed and patented products which are not only iconic but have demonstrably saved lives," Jonathan said.

Building and construction company SEHEZ Group was named by Newcastle Herald as winner of the award for Excellence in Small Business (-20) and innovative electrical and electronic engineering company Ampcontrol was awarded the Excellence in Business (20+) accolade by NSW Minerals Council.

Newcastle Permanent's Prue Macpherson was named the Kristen Keegan Young Business Executive (18-35) by Quarry Mining & Construction Equipment.

Ignite Alliance founder and COO, Lisa Andrews was named by Greater Bank as winner of the Young Entrepreneur award and the

Start Up Superstar award went to Gymnastics 21.

The Local Chamber of Commerce Award was presented to Tomaree Business Chamber while the long established legal firm Sparke Helmore won the Port Authority of New South Wales sponsored award for Contribution to the Region.

The Excellence in Innovation award was presented to Compass housing by Pitcher Partners while Allambi Care received the judge's nod for Excellence in Social Enterprise.

The Excellence in Sustainability award went to Port Waratah Coal Services, by sponsor Umwelt. Port Waratah was also the recipient of the Outstanding Employer of Choice award presented by Newcastle Coal Infrastructure Group.

Lake Macquarie City Council and BIG4 Koala Shores Holiday Park were joint winners of the Hunter Water sponsored Love Water Love Business award.

Training group company Novaskill was presented the Excellence in Export award by Port of Newcastle.

Bob said there was a record number of entries this year and the award winners in a range of categories would move to contest the state awards, hosted by the NSW Business Chamber later in the year.

The judges commented on the outstanding achievement of finalists in all categories, noting there were a number of new categories added to the line-up this year," Bob said.



Kyle Loades - Winner of the Business Leader of the Year Award

North Construction & Building announces Newcastle office

North Construction & Building has announced that it has opened a new office in Broadmeadow. North is a medium-sized construction company headquartered in Tuggerah and is the largest locally owned and operated on the Central Coast. The company has not only worked on some of the largest projects across the health, aged care, education and commercial sectors in the local Central Coast region, but also, throughout Newcastle and the Hunter Valley.

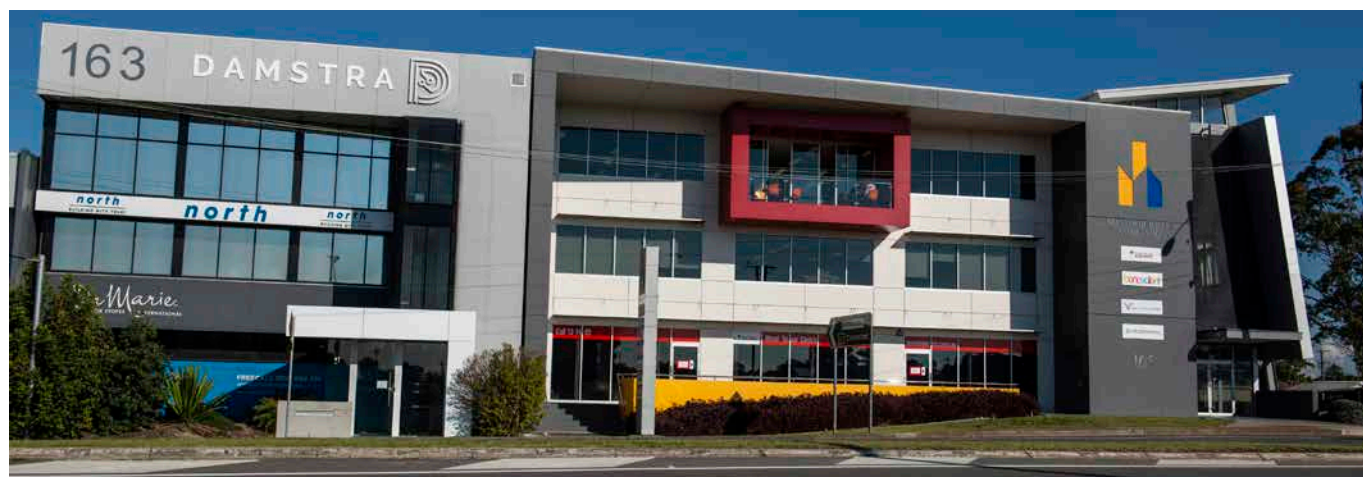
Given the growth of the company within the Newcastle and Hunter Valley markets, developing a local presence was a must. The new location at Level 1, 163 Lambton Road, is ideally positioned next door to the Master Builders Association of Newcastle and the Hunter Business Chamber – both of which North is a member.

"We are delighted to announce the opening of our new Broadmeadow office," said Tim Cornish, North Managing Director. "This new facility is well located, allowing us to strengthen current

relationships, develop new connections and involve ourselves directly in the local community."

"The culture at North is considered to be the foundation on which the entire business is supported. It's what is built on with every project and every client. North's workforce is largely made up of long term employees who know and understand what working with North means, and who share the same values and goals. As such, it was paramount that the new office be emblematic of the overall corporate culture and much effort has been made to ensure the design mirrors the head office with an open, inclusive floor plan, and company values displayed front and centre."

"It's exciting times at North," declared Matthew Cook, North Director. "Together with our office in Tuggerah, the new office in Newcastle will enable us to create a cohesive service network and further strengthen our capabilities across the Central Coast, Hunter Valley and Newcastle."



Construction boom in the Hunter's aged care sector continues

The \$41 million redevelopment, spearheaded by Project Managers APP and local construction organisation Core Property Group, will expand and improve the care and services available to residents and is expected to be completed by April 2020.

This is an especially exciting development for Anglican Care with the Booragul site Anglican Care's 'spiritual home'. 60 years ago, CA Brown Village became the first facility in, what was to become one of the Hunters largest and most trusted Aged Care providers.

The CA Brown Redevelopment will peak with 160 local workers per day, bringing employment to 1500 people over the course of the two-year construction period. The redevelopment is a significant investment in the area and further proof of Anglican Care's commitment to the Lake Macquarie area; which has a higher number of over 65s than the state average.

The re-development of the CA Brown site will expand and improve upon the care and services available to residents; this includes 126 single ensuite rooms (18 of those being dementia specific), a purpose-built Day Therapy Centre, café and a number of multi-purpose spaces including a Chapel," said Anglican Care CEO Colin Osborne.

"The facility has been re-designed to provide a new entry to the residential village and newly landscaped surroundings, which separates service vehicles from resident-related traffic movements," he said.

Despite being on the Anglican Care Board for 13 years, this development is Malcolm McDonald's first since becoming Chair of the group.

"It is projects like this that allow us to build on our wonderful history of care and concern as well as our commitment to provide contemporary high-quality services underpinned by Christian philosophies," said Mr McDonald.

"It is a period of growth for the organisation and it is exciting to expand our footprint within the Diocese and to be able to provide services to a growing number of older people, both those moving to one of our homes and those we provide services to in the community," he said.

In 2005, CA Brown Village underwent a staged development with new duplex style units, a new community room and a new administration home, but this will be the largest development on the site to date.



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Coquun to open in Riverlink Building at The Levee

Maitland Council has announced that, following a public expression of interest process, it has officially signed a lease agreement with Daniel O'Leary, who will open COQUUN at The Riverlink Building in September.

Daniel's vision for COQUUN is classic European dining, which fits the mould of the iconic design of the Riverlink Building perfectly.

Daniel says, 'I'm thrilled to get the keys and I can't wait to get into the restaurant and get to work. It's a wonderful space, in an amazing location and I'm looking forward to creating some delicious food that I hope people will enjoy'.

Daniel has roots in Maitland and comes with contemporary experience, previously the owner operator of two successful business, including an established small bar in Sydney. He has almost a decade's experience in hospitality and is set to open COQUUN with his lifelong friend and fellow local Anthony Ford.

Maitland Mayor, Cr Loretta Baker said, "Daniel has a great vision for the restaurant and I can't wait until he opens the doors to COQUUN. The casual refined eatery and small bar concept will complement the culture and calibre of business already at The Levee and enhance the dining and night time economy options."

Honeysuckle waterfront site hits the market

Premium waterfront land has hit the market with Hunter Development Corporation (HDC) releasing Lee 5 in Honeysuckle with a vision to see superior architecture and innovative design outcomes.

The 'call for proposals' creates an invitation for developers to snap-up a shrinking supply of premium waterfront lands.

Chief Operating Officer Valentina Misevska said the offering is unparalleled and significant interest is expected.

"Lee 5 is a 5,600 sqm mixed use zoned site and we see fantastic opportunity for a developer to create something special that is in keeping with the high-quality design we have seen in recent HDC led sales.

"The call for proposals process is underpinned by the NSW State Design Review Panel - Government Architect NSW, which gives us every confidence that the outcome will be of high architectural design and built form."

Potential purchasers will be required to consider public spaces such as the waterfront promenade, view corridors and connections through to the harbour from the city.

"We are in a growing city and we want to make sure the buildings we plan and build today are attractive, well designed, well positioned and well-integrated into the surrounding public areas.

"Lee 5 is in immediate access to the future Honeysuckle Light Rail Stop, as well as the Newcastle Interchange.

"As we move further away from being a car-led city, this proximity to public transport is integral to future homes, jobs and public spaces – all of which could form part of this site opportunity," Ms Misevska said.

Through the call for proposals process, potential purchasers will be required to consider integration of public domain in their design.

"We have a keen focus on the design and delivery of high quality public domain between the site and the harbour, and so we see the integration between public and private spaces as a crucial consideration to get right in this process."

As part of the preparation for the public domain, HDC will undertake further seawall rectification works to ensure future community spaces last well into the future.

UAVAIR selected by the Australian Army Unmanned Aerial Systems Drone program

UAVAIR is a drone education provider who have been selected as the preferred tenderer to the Australian Army who are the largest, most experienced and safest operator of drones in the country. UAVAIR will provide training across 10 locations around Australia with 840 Army soldiers receiving training.

Speaking at the Randwick Army Barracks with Army representatives on 20 August was UAVAIR General Manager, Mr David Mann who presented on the training provided by UAVAIR to the Australian Army Unmanned Aerial Systems (UAS) Drones program.

"UAVAIR have significant expertise in commercial drone training and the contract with the Australian Army Unmanned Aerial Systems (UAS) drone program, who are the largest, most experienced and safest operator of drones in the country, provides recognition for the skills and capability that UAVAIR have in delivering industry leading small drone training across Australia." Mr David Mann said.

The drone training contract with the Australian Army will provide additional jobs over the next twelve months as UAVAIR expands its highly skilled instructor pool in this emerging technology space. "UAVAIR is enhancing the contribution and development of the Australian Defence industry. UAVAIR is excited to be part of the work force behind the Defence Force, in this case to deliver small drone training to the Australian Army. We are very well positioned to provide supplier training to other Government agencies." Mr David Mann said.

UAVAIR is the premier training provider for Remote Piloted Aircraft Systems (RPAS), delivering its courses from its head office in Newcastle and nationally across its offices around Australia. UAVAIR offers the highest level of qualification available in the commercial sector with links to various industries utilising drone technology. UAVAIR delivers a range of RPAS training courses for schools, individuals and businesses.



UAVAIR Rick Calvert-Jackson providing drone training to Corporal Chelsea Purtle from Headquarters 17 Brigade, Australian Army.

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Solar Powered Train wins top honours at prestigious engineering awards

Organised by the Engineers Australia Newcastle Division, the 2018 Newcastle Engineering Excellence Awards were announced on 2 August to showcase contemporary engineering ingenuity and technology that will help shape a sustainable future.

The Engineers Australia Newcastle Division represents engineering professionals, technologists and associates from the Hawkesbury to the Tweed, and from Coonabarabran to the Tasman Sea. This year's entries demonstrated the breadth and depth of engineering expertise across the region. Engineers in industry, academia and government are working to improve our environment, contribute to our economic prosperity, and enhance the quality of life of our community.

There were four projects declared worthy of receiving an Engineering Excellence Award: NeW Space entered by Aurecon; The World's First Experimental Facility for Large-Scale Testing of VAM Abatement Systems and Components entered by the University of Newcastle; Pacific Highway Wyong Road Intersection Upgrade entered by Aurecon with Roads & Maritime Services NSW and Seymour Whyte; and the 2018 Overall winner, Byron Bay Railroad Company World First Solar Powered Train entered by Byron Bay Railroad Company with Lithgow Railway Workshop, Nickel Energy and Elmofo.

The Byron Bay Railroad project was hailed by the judges as an outstanding project from a small, self-funded team at the Byron Bay Rail Company to produce, according to the Australian Solar Council, the world's first solar powered train. The judges were particularly impressed with the application of advanced technology to a heritage transportation system. The project has resulted in zero carbon emissions with a net export of energy back to the grid. Sustainability was addressed through the use of flexible photovoltaics and the recycling of a derelict 1949 diesel train in this world first project which has received international attention. The solar powered train currently serves as a tourist attraction, generating significant economic and social benefits but also sets a precedent that is likely to be widely emulated.

All Newcastle Engineering Excellence Award winners now progress to the Australian Engineering Excellence Awards which will be held in Sydney on 18 September, as part of the Australian Engineering Conference.

Scone rail overpass plans move forward

Upper Hunter Shire Council is continuing to plan for a rail overpass solution in Scone that best integrates with the bypass route due for completion in 2020 and meets the requirements of our local emergency services teams.

After consultation and discussions with local emergency services, a route along Muffet and Makybe Diva Streets linking to the northern end of the bypass and New England Highway, is Council's preferred location.

Upper Hunter Shire Mayor Wayne Bedggood said by incorporating an intelligent transport system (ITS) allowing emergency services to take the fastest route given train movements at any given time, made Muffet Street the preferred option. "Council looked at four options including Kelly Street which was previously Council's preferred location for a rail overpass," he said.

"The traffic and transport impacts of each option were assessed and the potential benefits and negative impacts identified. Then we asked the views of NSW Police, Ambulance and Fire and Rescue.

"Combined with an intelligent transport system (ITS) to inform emergency services of train movements, first responders from paramedics to police, will be able to choose either the bypass or the overpass as the fastest route through town," Cr Bedggood said.

"At an estimated \$31 million, Muffet Street is not the cheapest option, but we believe it is the best.

"Located just north of the Scone CBD it will also cause the least disruption to the streetscape. It will also help alleviate the flow of heavy transport through the CBD providing direct heavy vehicle access to the saleyards and industrial area.

"This will create the dual solution of a bypass and overpass that the state and federal governments agreed to several years ago.

"Council is working with the community, RMS, and other government departments on the rail overpass project and we will continue to meet with and lobby state and federal governments for funding."

2019 HUNTER INVESTMENT PROSPECTUS

NOW SEEKING SUPPORT

We are currently seeking support for the 2019 edition of the Hunter Business Investment, the annual publication that promotes the Hunter Region as a smart business, investment and lifestyle choice.

Produced as a high-quality book (approximately 100 pages), distributed on business card style USBs and available on the internet, the Hunter Investment Prospectus is a powerful marketing tool for our Region.

SUPPORT THE HUNTER WHILE ALSO PROMOTING YOUR ORGANISATION

Production of this important project is only made possible through supporters. It also provides them with a valuable marketing tool to promote their organisation's products and services, as well as highlighting their active support for the Region.

We hope you will consider supporting the 2019 Hunter Investment Prospectus to help grow the Hunter and your organisation.

For further information please contact
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Have you read the 2018 edition of the Hunter Investment Prospectus?

The 2018 edition can be read online at
[http://rdahunter.org.au/hunter-region/
hunter-investment-prospectus](http://rdahunter.org.au/hunter-region/hunter-investment-prospectus)

40 organisations supported the 2018
edition. Contact us to find out how
you can join this impressive list for
the 2019 edition.



Let's talk with.....

KATE O'MARA



1. In a few words tell us about your current role.

I'm currently working in a freelance capacity on regional development, strategy, communications and stakeholder engagement projects for Regional Development Australia Hunter, its STEM Workforce Initiative and other organisations in the region.

2. How have you reached this point in your professional life?

I've never been someone to plan my future – so although my career hasn't veered off any well-planned path, it's certainly not been anything I could have imagined – partly because as a young communications graduate, I didn't even really know that economic development was a 'thing'!

After uni, a stint as The Brewery's Marketing and Projects Co-ordinator, and in Account Service at Peach Advertising, I met Gillian Summers who was the Marketing Manager at the Hunter Economic Development Corporation at the time. That meeting turned into a job as HEDC's Marketing Co-ordinator and that job really changed the path I've been on since then. HEDC had a charter and budget to promote the Hunter as an investment location in the lead up to the cessation of steelmaking here in the region. I worked on some really interesting, large scale trade and investment projects. It was marketing, but different, and I loved it! The job gave me an incredible background to and respect for the region and its industrial capability and, on a personal level, it suited my enthusiasm for hard work and 'getting stuff done'. It also taught me the value of stakeholder engagement, strong relationships and collaboration in achieving big picture outcomes. Those concepts carried through to my role at Regional Development Australia (RDA) Hunter where, as part of a small and fabulous team, I was lucky enough to deliver projects like the Hunter Innovation Festivals and Scorecards, Study Hunter and Smart Specialisation that gained the organisation and the region national and international recognition – which was a real thrill! Working in a freelance capacity as I am at the moment, I'm always striving to add value, bring a new perspective and achieve real outcomes. I'm finding more and more that the collaboration skills and big-picture focus that were so important in the regional transformation projects of the 1990s are still important to achieving significant, long-term outcomes, no matter the project or industry – and I'm still loving being involved!

3. When you're not at work, where can we find you?

My favourite thing to do is travel (especially to Europe) as well as all the planning and preparation that goes with it. I'd love to write a travel tips blog one day! I also love being with my family, walking - in Blackbutt or just around the block at lunchtime, reading, Friday night chick-flicks, coffee and cocktails with my friends, and dancing – a long time ago at the ballet barre but now only at an occasional ABBA tribute concert!

4. Where do you find inspiration?

I'm inspired by different perspectives: talking to people and listening. A couple of years ago I heard Idris Mootee speak at an economic development conference. The content of his presentation really resonated with me but his international perspective is what really struck a chord. Using international experience and looking outside our geographical area to inform what's possible and shape strategies for the future, is really exciting to me.

And, on a personal level, I'm similarly inspired by seeing new places and iconic things, being in big cities, visiting museums and art galleries, architecture and history.

5. What advice would you give to someone just starting out in your field?

My advice would be take initiative but always with due respect to your colleagues, their roles and experience.

At a big picture level, ask 'why are we working on it?' – I think it brings focus and leads to more targeted outcomes.

And ... work hard, have fun while you're doing it and don't take yourself too seriously.

6. What's something most people don't know about you?

Most people wouldn't know that I am BRCA II positive. It's the same genetic condition that Angelina Jolie has and, like her, I've had surgeries to minimise the risk of the four cancers I'm predisposed to. I feel really lucky to have had access to the testing, advice and medical care I have – the odds are, it's changed the course of my life!

7. How would you like to see the Hunter evolve over the next decade?

The Hunter is a legitimate international competitor. We have Australia's largest regional economy and a diverse and complex industrial base. Being confident in our strengths, thinking big and broadening our perspective is, in my opinion, important to attracting investment that will secure the region's future. Building a strong business case that's based in fact and promoting it far and wide through trade and investment activities to attract further investment is something I'm really passionate about and would love to make happen.

8. Are you reading anything at the moment?

'70s classic – The Day of the Jackal

9. Do you have a favourite sport or team?

Roger Federer – he's talented, professional and understated

10. What's the best line from a film you've ever heard?

Your mission should you choose to accept it is (always choose to accept it!)

NEED A BREAK

Organising your end of year holidays

Jason Duncan
Hunter Business Review

The year is moving fast, with only a few months until Christmas. Now is the time we need to start thinking about should we close business for the Christmas break, how much time should we take off and where should we go?

Here are a few tips to answer these questions and more:

Everyone needs a break

For many businesses, the Christmas/New Year period is the perfect time to take a break and recuperate. Many other businesses are closing down for this period (unless you work in retail or leisure), so closing now is less likely to have any significant effects for your clients.

It is also the perfect time to catch up with family and friends as most of the time they also have this time off.

Scheduling some time off can also do yourself and your employees some good, as you don't want to cause burn out and it's a great time to clear your head.

Delegate

If you are unable to close your business down for this period, put your faith in a willing and capable staff member and delegate them your leadership.

All business owners need to take some time otherwise work can become your life and that is not healthy for you, your family or your friends.

Holidays are also a great and safe way to test how your employees held your business while you are not there.

The time to travel

Depending on the amount of time off at the end of the year it is a great time to travel overseas or just experience a little of your own country.

If you have a short break there is a lot to offer just around the Hunter Region that you most likely haven't had a chance to experience yet. Be it adventure or relaxation, the Hunter has it all.

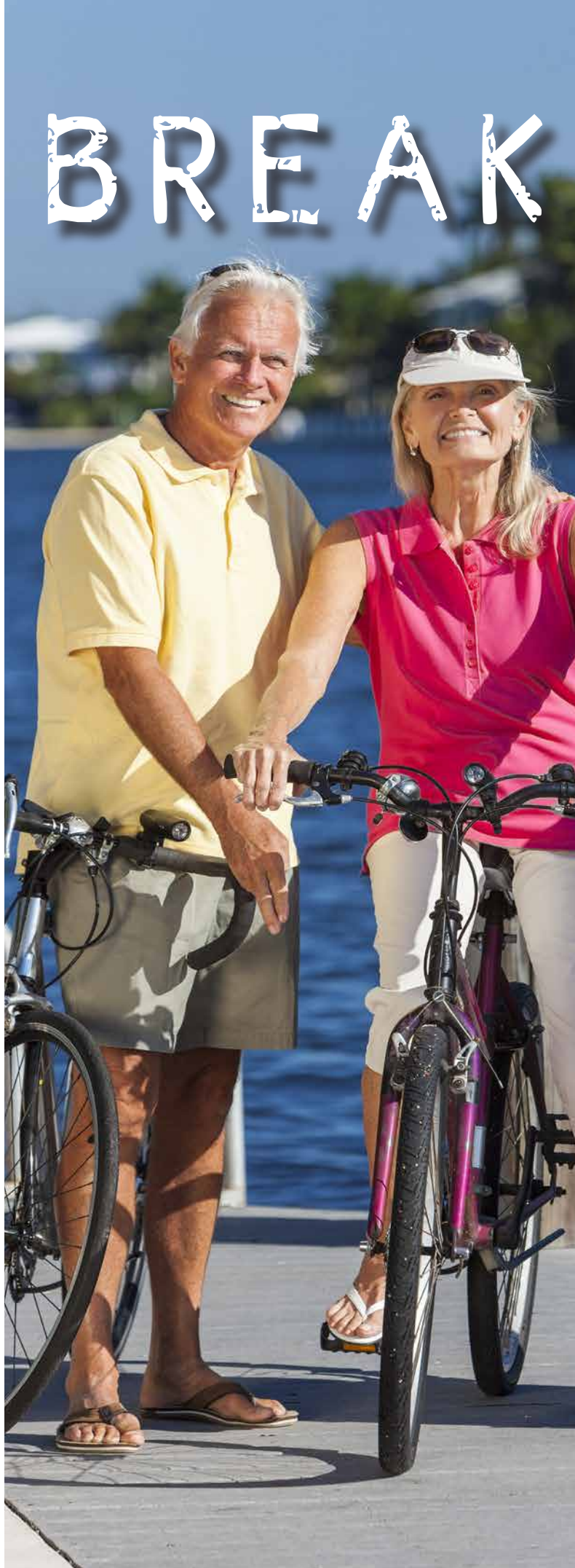
With flights now available from Newcastle Airport to New Zealand it's even easier to head overseas for an end of year trip.

Take the time to travel and create experiences and memories with your friends and family.

For more information contact Jason on (02) 4925 7760 or email jason@hbrmag.com.au



Jason Duncan is the Content Manager at the Hunter Business Review and an avid traveller.



Need A Break?

Major Hunter-based travel company takes next step with rebrand

Local travel company Escape Travel has taken its next step in its evolution with re-branding to Travel Associates – Australia's leading premium travel group.

Whilst still offering the full gamut of travel services and experiences, the rebrand enables the 21 year old business to greatly strengthen the upper end of their services with premium products, premium suppliers and strong airline alliances.

Escape Travel has been well known to local travellers for many years, having been established by father and son team Richard and Adam Pearson in 1997, initially under the Harvey World Travel banner at Toronto. In the 17 years as Harvey World Travel, the business grew to five offices with the purchase of Harvey World Travel Kotara and Charlestown as well as opening new offices at Mt Hutton and Glendale. In this time staff numbers grew steadily to nearly 40.

The family business changed to Escape Travel in 2014 and for the last 18 months has been owned by Adam Pearson and his wife Fiona. The pair have been involved in travel for over 30 years and have personally visited more than 30 countries.

They have a wide variety of experienced staff, some with over 40 years in the industry.

Adam says he was attracted to Travel Associates due to its shared business values and the rebrand is a logical progression in the evolution of the business.

"The concept behind Travel Associates is to trade travel ideas and inspire people to chase more unique and rewarding experiences," says Adam.

"It is a boutique, yet accessible travel planning business with a total focus on uncompromising customer service backed by the most knowledgeable service.

"We go out of the way to tailor itineraries and provide competitive airfares, fine-tuned by knowledgeable staff with a diverse range of personal travel experiences as well as having a range of escorted departures from Newcastle in the coming 12 months to Egypt and Jordan in February, Canada and Alaska in May, our Southern France River cruise charter in September and a group to East Africa in October 2019."

"Our focus is to strive to exceed expectations and in doing so further build our loyal base of returning customers."

The team at Pearson's Travel Associates also have a dedicated Business and Group Travel team well versed in all aspects of business travel and experienced in handling groups up to and in excess of 100 passengers.



Adam and Fiona Pearson

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- Swim in the Dead Sea where you can float without trying, and cover your body in the therapeutic mud
- Explore the incredible twin temples of Abu Simbel, carved out of the mountainside as a monument to Pharaoh Ramses II and his queen, Nefertari
- Visit the self-sufficient Coptic Monastery of St Bishoy, one of the world's earliest Christian monasteries
- See the WWII battlefields where Rommel's advance on Cairo was halted and visit the Commonwealth War Cemetery associated with the battle of El Alamein



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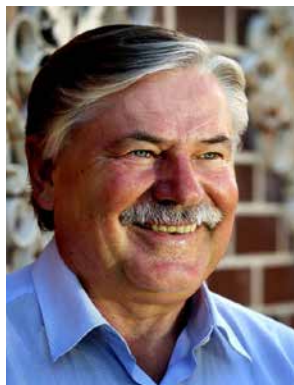
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HAMILTON CHAMBER OF COMM.

Hamilton Chamber of Commerce has welcomed to its board **Mike Rabbitt**. Mike is a strong advocate for business, sport and the local community and is one of Newcastle's most recognisable faces. After retiring from his role with NBN Television in 2014, Mike continued to support his community by donating his time to a number of committees and boards. As a long term resident of Hamilton, Mike is looking forward to helping the chamber enhance its role as one of the Newcastle's most cosmopolitan suburbs.



BARR PROPERTY & PLANNING

Mathew Egan, has joined Barr Property and Planning after spending more than 15 years in the public and private sectors. Mathew has expertise in developing proposals, rezoning, identification of approval pathways and application management. In the private sector he also specialised in preparing SEE and EIS proposals for residential and commercial projects. Within local government Mathew worked on a broad range of strategic projects. He also has extensive experience in project management.



HUNTER WATER

Hunter Water has welcomed **Jennifer Hayes** as its new Chief Financial Officer. Jennifer brings an excellent record of achievement at both Executive and Board levels to Hunter Water. Her experience ranges from the water utilities sector to large multinational corporations and includes senior leadership roles at North East Water and Mars Incorporated, in Australia and abroad.



HAMILTON CHAMBER OF COMM.

Hamilton Chamber of Commerce has welcomed to its board **Tess Borg**. Tess is the owner of Fennel and Co, Mockingbird Café and Cranky Chef Catering and understands the important role that food plays in Hamilton. She is passionate about quality food and customer service. Her previous experience in childcare and education also drives her desire to ensuring that Hamilton as an inner city suburb of Newcastle provides the right infrastructure for families and the community.



SAMARITANS

The Samaritans Board has appointed **Brad Webb** as Samaritans CEO. Originally from the private sector, Brad has been working in the NGO and public sectors for over 14 years, including 11 years in executive management with the Hunter Medical Research Institute. He also has experience in strategic management consultancy to government agencies and NGOs, and has been a member of many public sector and NGO boards and committees.



BARR PROPERTY & PLANNING

Janine Chandler is the new Marketing Coordinator at Barr Property and Planning. She has worked in the communication and community engagement sector for more than two decades, including with the Westpac Rescue Helicopter Service, Telstra, TAFE NSW and Got Your Back Sista. Her expertise is in developing community engagement campaigns, coordination of stakeholders and management of marketing and communication channels.



ANGLOMOIL SUPERIOR LUBRICANTS

Troy Burton has been appointed Account Executive for AnglomOil Superior Lubricants in Newcastle. He is focused on the mining, earthmoving, rail, industrial, bus and automotive sectors - where he has been working throughout his career - as well as other sectors



HUNTER BUSINESS CHAMBER

Gillian Maxlow of Maxedout Solutions has joined the board of the Hunter Business Chamber as the representative for local business chambers across the region. The appointment follows the resignation of Jennie Lyons earlier in the year. Gillian is a digital marketing specialist and the successful founder of Maxedout Solutions, a business based in Lake Macquarie that assists other businesses with digital marketing and social media training.



CREST MORTGAGES & FINANCE

Crest Mortgages and Finance has promoted **Christopher Reed** to Mortgage Operations Manager. Since joining the team at Crest, Chris's professional and enthusiastic approach has delivered strong debt solutions to Crest's clients. In his new role he will oversee the administration and processing of client loans within our office. Chris focus will be to ensure that Crest continues to deliver a highly valued service to clients



KLOSTER BMW

Will Chalhoub has taken the reigns as General Manager of Kloster BMW and Kloster MINI Garage. Will brings 15 years of Newcastle based prestige car sales experience with him after working with brands including Lexus, Audi and Mercedes. He has a genuine passion for people and an eye for detail, combined with extensive knowledge of the local community.

**BARR PROPERTY & PLANNING**

Katrina Walker has joined Barr Property and Planning. Katrina has been involved in the Victorian and NSW planning sectors for the past three years. Her interest lies in the development of healthy urban environments, creating a balance between the natural and built environments to promote health and equity in society. Previously Katrina worked as a secondary school science and mathematics teacher and was a published author of national and international curriculum for science.

**CREST FINANCIAL SERVICES**

Crest Financial Services has welcomed **Jessica Deamer** as the newest member of their financial planning advice team. Jessica joined Crest in 2015, and since graduating from the University of Newcastle in 2016, she has been a vital part of the Crest Para Planning department. Sharing Crest's core values, Jessica assists and provides clients with valued and tailored financial advice.

**HUNTER WATER**

Hunter Water has appointed **Lauren Eyles** to the role of Head of Public Affairs. Lauren has joined the organisation in a job-share arrangement after spending the past five years as Executive Manager Communication at the Port of Newcastle. Lauren has a wealth of experience in the communications industry and has previously held roles at Ports, HMRI and the Great Ormond Street Hospital Children's Charity in London.

**ANGLOMOIL SUPERIOR LUBRICANTS**

John Cohen has been appointed Area Sales Manager for Australian owned manufacturer, AnglomOil Superior Lubricants, which has been in Newcastle for over 25 years. AnglomOil was started by the Croasdale family in 1975 and has developed hundreds of highly specialised oils and greases which are sold directly to Industry and automotive trades.

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SEPTEMBER 2018 EDITION

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KEEPING UP WITH THE JONESES

Lisa Andrews
Ignite Alliance

Can we really keep up with the innovation that's happening in the world? What actions can a small business take, so they don't fall behind?

100 years ago, a fortune cookie was a mind-blowing innovation. A message in a sweet, after dinner delight. Today there is so much hype about blockchain and cryptocurrency, BLAIQ-Net, biotech, nanotech, robotics, genomics etc.

Who has a cryptocurrency account? Who has heard of the BLAIQ-Net?

I don't carry cash with me. Ever. I'm an accountant and enjoy the paper trail and analysis of knowing exactly where I'm at and what I spend, both in business and personally, which can be interesting in a relationship. I went to Brisbane in June, just for the day, without my wallet. Luckily, I have an Apple Wallet with a stored Amex. Did you know that you can't get a latte with an Apple Wallet Amex but you can pay with Bitcoin? We live in a really interesting time.

Is your business like the first two cafe's I went too or the third that accepted Bitcoin?

Being able to adapt to the speed of change is something we are all intrinsically deciding to do or not to do every day. Adaptability is a great word. Research shows that when you talk about it, everyone naturally becomes more adaptable.

So what are some practical ways you can be more adaptable in your business?

1. Implement a full transparency attitude with your team. Treat adults like adults.

Take planning the work Christmas Party for example? 10 years ago, it was a lot of meetings and conversations deciding on the where, when and what. Now you can use an online app like CoBudget.co to set up a bucket of money for the team to spend. Could you then also extend this to all of your overhead items in your P&L?

The future of work includes highly educated gen z's that are motivated by full transparency.

2. Get onboard with ideas for innovation, ideate fast and promote the most favoured ideas within the entire organisation.

For big businesses try DASH from SingularityU, for small businesses local company UtopiaX has developed IdeaWorX, or make full use of any team collaboration software you already have. It's all about the mindset.

Did you know that technology enables one person to have an idea that can have a positive impact on the world.

In businesses I have run in the past it was expensive to implement an idea. It took time, energy and a lot of money. It's hard to forget and not take that 'emotional baggage with me'. With changing times I am learning to unlearn.

So in summary what can we do to keep up with the 'trends'?

1. Be adaptable
2. Utilise the latest in smart apps to be agile
3. Think bigger. Unlearn to relearn new ways

As a smart city we can create smart technologies and be a part of the huge movement having a positive impact on the world. As smart businesses we can utilise, implement and create the future thinking that enables us to 'keep up' and also propel forward.

For more information contact Ignite Alliance on 1300 224 686



Lisa Andrews is Founder and CEO of Ignite Alliance, a boutique advisory firm. She is a speaker and Hunter Business Young Entrepreneur of 2018, focused on inspiring aspirational businesses to think bigger.



ITS A MATTER OF ETHICS

Christina Gerakiteys
UtopiaX

I'm writing this article from San Francisco. By the time you read it, I will have been immersed for six days in the SingularityU global community.

To say the community is at the forefront of innovation does not adequately acknowledge the 'genius in the room'. SU's mission, to educate, inspire and empower leaders to apply exponential technology to address humanity's grand challenges, is aligned with the social and humanitarian intentions of organisations around the world.

I am excited to be having conversations and sharing information about the future of humanity and technology, global challenges, and how we can create change in the world. I want to add the words, "for good" at the end of that sentence. Why do I feel the need to qualify the statement?

As I walked The Embarcadero early one morning to clear my mind and prepare for Day 1 of the conference, I came across this signage: Designing and using data and science ethically.

I considered the words carefully. It wasn't 'data and science' that caught my attention. It was the qualifier, the use of the word 'ethically'.

What does it actually mean to use "data and science ethically"? Does this statement imply that our first expectation is unethical use? Do we need to state 'ethical' because 'unethical' is the expectation?

Similarly, in conversations with associates, colleagues, family and friends, should we conclude each of our statements with, "I am being truthful"? Just to let people know we aren't lying. In case the expectation is that we are?

After we take a stand on something, should we say, "I am acting authentically"? Just in case our motivations are questionable?




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So is the word 'ethically' used to validate, or is it simply a promotional tool? Do we use such words intending to create impact? Or do we use them because we know there are organisations and individuals who don't behave ethically, honestly or authentically?

There is a pressing need to have ethical conversations. We are seeing an increase in the numbers of Chief Ethical Officers. Ethics is no longer simply the realm of PhDs and medical research. It is permeating every area of our lives. Our ethics and values should underlie everything we do and everything we say.

As the world changes at a rate faster than in any other time in human history, ethical debate is becoming increasingly crucial.

Is it OK for Artificial Intelligence to take on a human form? There are organisations working to make AIs indistinguishable from humans. They're called Cynths. And they can hold a lonely elderly person's hand and have a conversation.

Sophia Robot has been granted citizenship. The world has its first cyborg in Neil Harbisson. Transhumanists are championing the day when they can upload consciousness into a machine. Ethically where do you stand on all of this?

The current financial system we operate under is going to change. What are the questions we need to ask around Blockchain and Crypto currencies? Is it a system of transparent transactions or is it a place with limited access to information? Currently the answer varies depending who you ask. And if you have nothing to hide does it really matter?

For further information contact Christina on 0425 236 156, email christina@utopiix.global or visit www.utopiix.global



Christina Gerakiteys is the Founder of UtopiaX. She is an ideation, innovation and creativity catalyst, writes innovation programs and facilitates workshops in Design Thinking and Passion and Purpose.

MENTORING PROGRAM OPENS UP OPPORTUNITIES FOR YOUNG GIRLS IN STEM

Jamie Sy
HunterWiSE

We're quite lucky to be in Australia where the gender equality policies have been progressive. Unfortunately, we still have low numbers of women graduating from science, technology, engineering and maths (STEM) courses.

Why has this happened? There is still a stigma behind girls and women liking and completing STEM courses. It was even more "weird" or unconventional to be doing more advanced courses. STEM roles have been traditionally led by men.

To bridge this gap and eliminate the stigma and fear associated with girls doing STEM courses, women in the industry joined together with faculty from University of Newcastle to start HunterWiSE (Hunter Women in STEM and Entrepreneurship). HunterWiSE is an initiative for women in Science, Technology, Engineering and Mathematics (STEM) to liaise, collaborate, and mentor each other. They aim to positively impact perceptions of STEM careers amongst school aged girls to increase overall participation in STEM by women.

This year, HunterWiSE expanded its intervention program to include four high schools in the Hunter region. The program involved year seven and eight girls thinking about a local community issue and presenting a STEM-based solution to address the identified problem. They chose to address issues across a wide spectrum, from transportation to community connection. With the guidance of a primary mentor from the university and guest mentors from industry, the students put together business plans, conducted market research, created a prototype of the solution, reviewed the financial feasibility of the product, and estimated the impact it would make.

I was fortunate to be a guest mentor on the program. The girls lived in Muswellbrook where there was a lack of public transport options to facilities such as hospitals, airports, and shopping centres. They conducted surveys around the town to better understand residents' behaviour and needs.

They came up with an idea for an app that connects the community and includes a rideshare feature. The prototype was created using the MIT App Inventor. More initiatives like this are essential for the future of our youth.

The future of work is shifting, and the next generations need to be prepared. How schools and universities operate will change. There's a massive shift towards learning by doing. People learn best through experiences, it's more memorable and practical. With the abundance of tools that are available now, it's never been easier to self-structure our own learning experience. Say goodbye to rote learning and get ready to embrace more meaningful education.

Jamie Sy is guest mentor and industry representative at HunterWiSE. She loves being able to assist students realise their potential.



THREE REASONS NEWCASTLE IS A 'START-UP' PARADISE

Eighteen04, Australia's first incubator and co-working space for clean tech and smart city start-ups, is expanding again.

In September 2017, Eighteen04 moved into Level 1 of the Great Northern Brewery building on the NSW TAFE Hamilton campus. However, by February this year, Eighteen04 was forced to expand into Level 3 in order to accommodate all the new start-ups wishing to move in. Now, Eighteen04 is growing again, taking over another floor of the Great Northern Brewery building.

As the new floor is being laid, perhaps it's time to reflect on why Eighteen04 is so attractive to starting business. After all, many might naturally assume Newcastle's big cousin Sydney has more opportunities to offer a growing business.

So, why is the little cousin so appealing for scaling businesses?

Gunilla Burrowes, Chair of Eighteen04 and co-organiser of the Start-up Express, suggests three surprising reasons why Newcastle suits start-ups better.

1. Newcastle is...affordable

For most people, start-ups conjure images of tech savvy youths working out of their parents garage. While it is not so dire a situation in Eighteen04's beautifully designed co-working space, penny pinching is still the name of the game for the average start-up. Thus, with cheaper rent and lower transport costs, Newcastle is a better option for a start-up than the money guzzling Sydney. Plus, Newcastle is within commuting distance of Sydney, making all of Sydney's opportunities accessible without the price tag.

2. Newcastle is...not too big and not too small

While Sydney's gigantic size might shout opportunity, competition is also tougher. Put simply, it is easier for a start-up to get lost in the crowd. Newcastle's medium size, on the other hand, means that opportunities exist, and it is much easier to take advantage of those opportunities.

The really good news, though, is that it is much easier to make connections. This means that start-ups have access to people and businesses that support its growth – and that is what a start-up needs.

3. Newcastle is...an engineering and innovation region

Newcastle has an inspiring history of engineering and innovation. Re-inventing itself twice over, first becoming a steelmaking city in 1915, and now venturing into smart city development. These re-inventions testify to Newcastle's determination and resilience, qualities which every start-up needs.

Moreover, as an engineering and innovation region, Newcastle can offer innovative technical and entrepreneurial human resources – and at a lower cost than its bigger cousin Sydney.



ENTREPRENEURS

The Lone Ranger

Often entrepreneurs and innovators feel like they are sailing solo around the world. This month we hear from Adrienne Donnelly, Founder of Coastal Social, a personal assistant business, on how she survived the early days on her own.

Adrienne Donnelly birthed Coastal Social in October 2016. She had been working for a corporate business on the Central Coast but found the rules and regulations suffocating. Adrienne was motivated to break out and wanted to feel empowered, to think for herself and create her own set of rules. Coastal Social started with Adrienne helping a few friends with their new businesses as a personal assistant.

Six weeks later and with almost a full client load, she quit her full-time job. During the early days Adrienne ran on adrenaline. Everything was new and exciting, and she couldn't wait to start work each day. Adrienne had no interest in anything but work. She was meeting a lot of people for the first time and discovering businesses she didn't know previously existed. Adrienne's days were filled with social media management, executive assistant duties, event coordination, website updates, email marketing – if there was something she could do to take the pressure off her clients, she was doing it!

Then at the start of 2018, the adrenaline dried up and Adrienne took a bit of a personal dive. Her clients were still on the books, but they didn't need as much face-to-face time. It had started in December and melded into January. Holidays and family events meant less productivity. Adrienne considered closing the business down, not due to lack of clients but due to lack of contact. She felt on own. Doubt set in. She was unmotivated. Working for an organisation again started to look less lonely, less constricting and more appealing.

Then the working year got underway. The phone calls came, Skype or Zoom meetings were scheduled, face-2-face meetings meant the coffee upped the adrenaline and Adrienne rediscovered her mojo. It was all about the human connection.

Entrepreneurship in the first few years can be lonely. There are days where you may not talk to anyone. You are understimulated, which leads to too much thinking time, which leads to a lot of time for doubt.

At the end of the day, human interaction is everything. So, if you are surrounded by entrepreneurs, do them a favour and reach out to say hi once in a while. You just might make their day.

50 YEARS OF INNOVATION LEADS TO COVETED AWARD

They say that all that glitters is gold, so it couldn't be more fitting for Ampcontrol to take out the Excellence in Business (20+ employees) award during its golden birthday year, recognised at Hunter's 'night of nights' the Hunter Business Awards.

Ampcontrol's CEO and Managing Director Rod Henderson accepted the award that recognises a business that has attained significant growth and is able to demonstrate the specific strategies and processes implemented to achieve sustainable growth over the last two years.

"We are just so proud to have been recognised as winners for Excellence in Business by the judges at the Hunter Business Chamber," said Rod Henderson.

Innovation and the ability to adapt to changing market conditions over the last 50 years has allowed Ampcontrol to thrive across its various market sectors including mining, infrastructure and tunnelling, power and renewables.

"The last two years have seen us reshape our business in the face of the changing needs of the markets and industries we work in, while remaining true to our core business and the products, services and support we offer customers."

"2018 continues to be a big year for us. We've celebrated 50 years of business, grown the Ampcontrol Group with the acquisition of two new businesses and we're in the process of ramping up our IPO. We're excited about the Ampcontrol future."

As a result of this win, Ampcontrol will now proceed to the NSW Business Chamber State Business Awards in November this year, so keep an eye out for more on how they progress.



Are you helping #HunterInnovate and looking for a new challenge?

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& THE HOSPITALITY INDUSTRY

At Merchant Business Brokers, our team has been part of this evolving and thriving industry for over 20 years, as either business owners or as business broking specialists.

We are now, more than ever, witnessing fierce levels of competition, developing consumer trends and changes with industry regulation. These factors are significantly impacting how hospitality businesses grow and operate.

Competition for the consumer dollar is hotter than ever and stems from many places, including venues trading from shopping centres, complexes and villages, franchise networks, suburban cafés, right through to new, premium and off-the-plan development sites, to online delivery specialists, and are all enticing the next opportunist.

At a recent Lake Macquarie Business Event, hosted by Shane Fox, four industry specialists formed a panel to talk about what it takes to own, build and maintain a successful piece of the pie!

CARVING A NICHE

Greg Hopper from Awaba House delivers an experience built on a unique setting with picturesque water views and landscaped grounds. Attention to detail and service ensures wedding receptions are a dream come true and functions are customised and professional. Testimonials and word of mouth are very important in this space.

George James of Table 1 Espresso, Warners Bay, offers mouth-watering menu options which are creative and colourful. George leads by example and is extremely active in the business. This has served him well, as he is backed by a dynamic team and culture which plays a huge role in building a quality brand and social media following.

Andrew and Michelle Carloff from Greg & Audrey's, Toronto, designed and styled a custom façade and fit-out across from the foreshore to complement their unique American Diner theme. From here, they showcase their amazing range of homemade ice cream. Developing a new concept and menu range has generated thousands of fans.

Pete and Jess from Café Macquarie are passionate about building and maintaining repeat business. Their niche is serving quality food using fresh ingredients and delivering a friendly customer service experience. The locals want quality and consistency from the coffee to the dish. It is because of this they keep coming back, bringing their friends and family.

WHAT WE ARE SEEING AS BUSINESS BROKERS IS "SPECIALISATION." BUT GET IN EARLY!

Espresso bars, Craft beers, Juice Bars, Burger joints, Pizza and Ribs, Mexican, Tapas, Paleo or Extreme desserts etc., when done well, have enjoyed much more than just their fifteen minutes of fame and some are still proving very popular.

However, be prepared to evolve as there are cycles and emerging trends that affect the industry and could directly or indirectly, affect your business, including the rise of online delivery providers.

An ageing population, increase in health awareness, change in dietary trends and other socio-economic factors also heavily impact bottom lines. It is vital that you know your numbers and know your craft. Industry benchmarks have changed, so work closely on your KPI's and develop strategies for growth and profitability.

There are many things an owner needs to know and understand, especially if they ever plan to sell their business. The successful sale of a business could come down to positioning in the market and timing. Either way, preparing for the sale is essential!



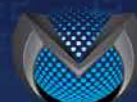
From left: George James from Table 1 Espresso Warners Bay, Andrew and Michelle Carloff from Greg & Audrey's Toronto, Jess and Pete from Café Macquarie, Shane Fox from Merchant Business Brokers and Greg Hopper from Awaba House, who hosted the Lake Macquarie Business event.

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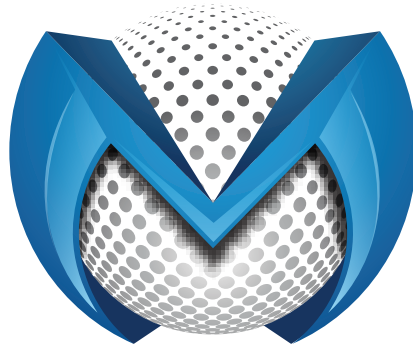
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CONNECTING BUYERS with SELLERS



Will more Australian businessmen go to prison for WHS offences?

James Prout
Zokal Safety Australia

Australian company executives, managers and supervisors are coming to terms with the fact that jail terms and fines are a reality where workplace safety is concerned.

Industrial Manslaughter legislation was introduced in the ACT in 2005 and since then there has been a push to implement it throughout Australia.

The Victorian government has pledged to introduce Industrial Manslaughter laws to that state if they win the November election this year. They propose going further than to cover just workers - but to cover everybody else visiting the workplace including suppliers, contractors, routine maintenance workers, visitors and even passers-by. Under the new law, senior officers could face up to 20 years jail time and businesses fined up to \$10 million.

Industrial Manslaughter laws were introduced in Queensland last year, with at least one prosecution for a work related fatality - netting the offender a seven year prison sentence.

Even without Industrial Manslaughter legislation in that state, a SA transport company director, was imprisoned for 12 years and 6 months in 2015, after an employee was killed when the brakes failed on the truck he was driving.

NSW does not yet have Industrial Manslaughter legislation, however with a State election coming up early next year, there's a possibility it will be introduced again.

Businesses now have no choice but to be proactive in reviewing, updating and practising their workplace health and safety policies, procedures and training.



It is essential that employers take the current WHS legislation very seriously, because somebody does not have to be injured or killed for charges to be laid.

This act focuses on eliminating the risk of someone being recklessly exposed to serious injury. If a risk is known to a manager and they take no action, it could potentially result in prosecution.

It is important business owners and managers are on the lookout for this type of risk. If it was raised at a meeting for instance and the manager was preoccupied with another matter and didn't notice, it would be on record that he'd been informed of that risk and this could be used as evidence of negligence in a court of law.

It is also taking shortcuts both with training and safety equipment. Even if you have adequate equipment, but it is serviced by unqualified or inexperienced technicians, it can be rendered unsafe. This of course puts your workers at risk of serious injury and exposes you to serious legal problems. Beware of providers offering cheap safety servicing or training. Just like everything else in life, you get what you pay for.

Many local businesses are now opting to have their safety training and services managed by a specialist like Zokal Safety to be sure it is completed properly.

As Zokal celebrates 40 years in the industry, I believe Work Health & Safety is moving in the right direction. The human cost of workplace accidents was not something we as a modern society could tolerate. Accidents also have a serious impact on productivity, engagement and retention of staff. Studies show that when employees know you're looking after their safety, engagement levels and productivity go up - so do profits.

For further information please contact Zokal Safety Australia on (02) 4960 9611, email admin@zokal.com.au or visit www.zokal.com.au.

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James Prout is founder and CEO of Zokal Safety Australia, a position he has held for over 40 years. Starting in 1976, as Chief industrial chemist for Australian Fluorine Chemicals, he created what were possibly the first real safety procedures in the industry. He commenced Zokal in 1978 and has built it to a leading Australian WHS specialist, providing training, equipment servicing, stand-by personal, consultation and hire for workplaces with high risk situations, such as confined space and working at heights.

Payroll lessons for growing businesses

Megan Maybury
Prosperity

If you have watched the news over the last month you would have no doubt heard about the \$2 million payroll failure of Lush Cosmetics. The media surrounding this issue is a timely reminder for businesses to review their payroll systems and obligations, particularly as new regulations are phased in.

While payroll is never an easy task, it certainly can be managed so it's accurate every time, on time and with minimal fuss for the employer and employee. The good news is that payroll complexity can be navigated and mistakes avoided by being aware of your responsibilities and acting appropriately.

In the case of Lush Australia they admitted that they had underpaid over 5000 employees around \$2 million after locating a payroll error that saw staff incorrectly paid according to industry awards.

According to Lush the error dates back to the introduction of modern awards in 2010, with the company's manual payroll systems not keeping pace with the company's growth.

This is a timely wake-up call to all business owners who employ staff – payroll risk is a real and important consideration for your business.

The major areas of risk in your payroll are:

Compliance with awards and EBAs

It's imperative that you are identifying and adhering to the relevant industry awards for your employees. A simple misinterpretation of the award or an unaddressed change can result in significant over/under payments.



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Let us do the work for you.

Superannuation obligations

The ATO received over 10,000 employee complaints in the 2015-16 year related to incorrectly paid superannuation with many of these triggering audit or review actions. Regardless of the size of your business, you need to be compliant with superannuation. This involves not just paying the mandatory 9.5%, but making sure it is paid on-time, via the prescribed superstream method, dealing with superfund choice and salary sacrificing arrangements and reporting correctly in your annual PAYG payment summaries.

Payroll Tax

Payroll tax is a state specific tax, charged on the total wages of a business over a prescribed threshold. Like super obligations, payroll tax can attract penalties and fines if payments are made late (monthly, quarterly or annually). This is an area which is often overlooked, and should be reviewed annually to ensure ongoing compliance. Businesses which operate across multiple States and Territories will need to be mindful to account for the differences in their payroll processes and keep up to date on local changes.

Are you on top of your payroll?

It's common practice for SME businesses to rely on their payroll staff or bookkeepers to administer and manage the payroll function. Taking this approach blindly can result in increased risk of under or overpayments, non-compliance, and the risk of ATO audit and penalties.

Prosperity has a dedicated payroll team that can help you to minimise risk and simplify the reporting burden.

Key benefits of outsourcing your payroll include:

- Focus on your core business – time spent on payroll administration doesn't increase sales or customer reach.
- Reduce your risk – access the knowledge bank of experts who will ensure you are ATO & industry award compliant.
- Free up your staff and reduce administration overload. Access the most up to date systems & processes.
- Increased security – protect your staff and assets from payroll fraud.

We recommend that you review your procedures and if you are at all concerned about your payroll obligations and want to ensure you are minimising your risks we suggest that you get in touch with Prosperity to discuss your situation.



Help for your payroll

A large number of businesses are discovering that outsourcing payroll can eliminate a very time consuming and risky function.

Prosperity offers an outsourced payroll service that ensures your payroll is managed efficiently and employees' salaries and wages are accurately calculated and paid on time.

A successful partnership is easy to get started:

We work with you to streamline your systems so your data reaches us easily and with minimal fuss.

You nominate a relationship manager who will partner with our team to ensure the best outcomes.

We constantly update our knowledge and notify you when a change in process or pay rate is required.

We provide annual summaries and compliance documentation to your staff.

Contact Megan Maybury at Prosperity to find out more on 02 49077222.



Megan Maybury is a Director at Prosperity who leads the Payroll and Salary Packaging divisions. She is passionate about partnering with growing businesses to understand their objectives and provide solutions for their Payroll and Salary Packaging requirements.

Attention Business Owners:

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First ever Newcastle property sold by online auction

Steve Dick
Raine & Horne Commercial Newcastle

A mixed-use commercial building on famous Darby Street is the first property ever sold in Newcastle through an online auction, and I'm thrilled to say that I was the listing agent.

With three registered bidders jostling for the property and another four in the audience watching the auction online, the office building at 126 Darby St Cooks Hill that comes with some retail space sold for \$2.25 million, a result that exceeded the vendor's expectations.

Returning \$144,846 annually from three tenants including a long-standing dry cleaner, a kebab shop and a beautician on the first floor, this older style two storey building is full of character, and it clearly captured the eye of the online real estate investing community.

The convenience of global reach of online marketing

This result proves that online under the hammer sales will turn the auction process on its head in Newcastle. Bidders must download the "Openn Negotiation" app, pre-register and execute documents in terms suitable to the owner and then place a bid at any time before the final bidding stage. Then buyers anywhere in the world with internet access can start bidding.

There's no more having to attend a stress-filled auction room, no more having the eyes of the audience upon you, no more whispering as secret negotiations take place.

Openn Negotiation provides an entirely transparent process with the sellers and buyers in total control and fully aware of what everyone else is bidding.

Online auctions are the most exciting change to occur in real estate since the mobile phone and internet marketing. They also take real estate sales in Newcastle into the 21st Century by embracing the technologies that everyone has become accustomed to using.

Raine & Horne Commercial Newcastle has three auctions set for September, with two to be sold via Openn Negotiation and one in-room.

Openn Negotiation gives owners and buyers another choice, and we believe more vendors will use this exciting new form of marketing to achieve their real estate sales objectives.

For further information contact Steve Dick on 0425 302 771, email steve@rhplus.com.au or visit www.rhplus.com.au



Steven Dick has had a varied background with experiences in geotechnical engineering to hospitality and catering. He also represented at NBL Level Basketball. His expertise, experience and analytical skills have seen him involved with a number of companies at board level. He has also attained the highest level of recognition in the LJ Hooker and Raine & Horne Commercial Organisations.

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Hydro's Kurri Kurri smelter site acquired by Flow Systems

Hydro and Australian multi-utility provider Flow Systems have reached an agreement where Flow Systems will purchase Hydro's former Kurri Kurri primary aluminium site.

Hydro has been preparing the site for sale since its closure in 2014, managing demolition, remediation and rezoning activities at the site.

Site manager Richard Brown says the decision to sell the site to Flow Systems was due to the values shared between the two groups.

"Flow Systems is the ideal partner for us to work with to renew the Kurri Kurri site while meeting our environmental and social commitments to the people of the local region. Environmental stewardship is a hallmark of Hydro's business and we selected Flow because their commitment to sustainable economic and environmental values was directly aligned with ours," says Brown.

Over the next 10 years the project is expected to deliver approximately 250 ha for employment activities, around 250 ha for residential development, and more than 1,200 ha for conservation purposes. This is expected to generate employment opportunities during the construction phase as well as long-term jobs in retail, commercial, industrial and tourism sectors.

According to the agreement, Flow takes immediate responsibility for the development and transition of the site while Hydro will continue the demolition and remediation of the smelter and surrounding land, which is expected to take another three to five years to complete.

Demolition, remediation and recycling is well underway along with Biodiversity Certification for 1,250 hectares of conservation lands (85% of the buffer land around the smelter site) and rezoning of the remaining areas for residential and commercial use.



The former smelter at Kurri Kurri

Ten years of inspiration

In August, the HIA Home Inspirations centre and HIA offices at Mayfield West celebrated 10 years since it was officially opened.

"That's 10 wonderful years of ideas, of inspiration, of sharing knowledge and of connecting Hunter homeowners with the residential construction sector," said HIA Executive Director for the Hunter, Craig Jennion.

Open seven days a week the centre remains the largest home building and renovating display centre of its kind in New South Wales, showcasing the latest trends in home building, renovating, kitchens and bathrooms.

"Anchored by some of Australia's leading brands the centres location at Mayfield West was strategically positioned to ensure those planning to build or renovate could easily access the information they require to see first-hand how their home could come to life," said Mr Jennion.

"In total over 500,000 people have come through the doors since the centre opened providing those looking to build a new home or redesign what they already have with the ideas and inspiration to get started".

"Some of the key highlights of the past 10 years has been the increasing diversity of products and services on display, along with the opening of the 280 sqm House of Inspiration that showcases a 'real' home environment where consumers can walk through the house and see the latest products in action".

"Looking forward to the next ten years we will continue to appeal to the aspirational needs of those searching for new products and services, together with a full program of targeted events, including the biannual HIA Building and Renovation Show, to ensure Hunter residents connect with the right products and people to make their dream home their real home", said Mr Jennion.

MAITLAND

SALE/INVESTMENT

WORLD GYM AUSTRALIA - MAITLAND

- 1,800 m² warehouse/Gym including Mezzanine
- Lease commenced 18th March 2017
- 10 x 5 x 5 net + GST + Outs + Annual CPI
- \$373,400 annual rent
- 100% of outgoings paid by the tenant
- Disabled lift to mezzanine level and full amenities
- 60 car parks

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THE CASTING - STEEL RIVER

SALE/LEASE

UNITS FROM 126.6M² - 264.6M²

- Units from 126.6m² to 264.6m²
- Concrete panel construction
- A selection of only 8 modern warehouses
- Architecturally designed with modern glass facades
- 4.5m roller doors
- Mezzanine levels for offices or additional storage

Amenities - 2 optional upgrades available on request
 Secure powder coated fencing & easy maintenance native landscaping.
Construction has commenced completed late September 2018

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LEASE/SALE

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- Only 3 Units available 208m² each
- Architecturally designed Industrial units
- Large 4.8m x 3.6m electric roller door entries
- Disabled amenities & Kitchenettes
- Secure and solid concrete panel finish
- 3 Phase power and high speed ABN broadband to all Units

Sold/Leased separately or inline 416m² x 2 or all three units inline 624m²

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- Amenities on both levels
- Upper level offers a stunning elevated break out balcony
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- B4 Mixed Use Zoning
- Office with warehouse in the tightly held suburb of Hamilton

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FOR LEASE

WARNERS BAY



11/363 Hillsborough Road

This brand new studio located with its own massive car park in the Warners Bay Place, a place for businesses orientated towards wellness, health, families and well-being is available for lease.

Lease: \$29,000pa + OGs + GST

STEVEN DICK 0425 302 771

FOR SALE

CARDIFF



84 Munibung Road

This highly exposed industrial complex comprises warehouse, offices, showroom and display area in the centrally located Cardiff Industrial Estate.

Sale: \$3,600,000 + GST

ALAN TONKS 0425 302 770

FOR LEASE

HAMILTON



1/24 Beaumont Street

Fitted out ground-floor office of 261m² (approx) which includes (3) car parks. Has disabled access and is conveniently just (100) metres from Hamilton railway station.

Lease: \$60,000pa + OGs + GST

JASON MORRIS 0425 302 778

FOR LEASE/SALE

CHARLESTOWN



215 Pacific Highway - (Lot 1)

This licenced food premises comes with all the equipment and is ready to start trading immediately. Featuring indoor and outdoor seating plus (4) undercover car parks.

MATT NELSON 0425 302 776

FOR LEASE

TIGHES HILL



5/7 Revelation Close

City fringe warehouse with offices situated in a security gated complex. Offering warehouse storage area, air conditioned offices, meeting room and allocated car space. Great little unit close to Newcastle's CBD.

Lease \$23,000pa + OGs + GST

PAUL TILDEN 0425 302 772

FOR LEASE

WALLSEND



61 Nelson Street

This first-floor walk-up offices located on Nelson Street, Wallsend has been recently renovated and features new carpets, lighting, ceiling tiles and has been freshly painted throughout.

Lease: \$26,000pa + OGs + GST

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MAITLAND

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\$22,000pa + GST + Outgoings



FIRST CLASS STUDIO/OFFICE SPACE

Located on Level 1 with views over Maitland's beautiful main street. This open plan space receives a large amount of natural light and is located at the start of the newly refurbished Levee precinct. The property receives a high volume of pedestrian and vehicular and can be adapted for numerous uses (STCA).

- 147m² (approx.)
- Open plan layout
- Ducted air-conditioning
- Allocated car parking
- Shower and toilet amenities
- Shared kitchen facilities

For further information please call **Matthew Higgins** on **0403 706 042**.

RUTHERFORD

FOR LEASE

\$35,000pa + GST



AFFORDABLE INDUSTRIAL UNIT

The 266m² unit comprises a reception/office area, toilet, shower and a kitchenette. The building is located in the heart of Anambah's Business Park.

The property is only a 40 minute drive to Newcastle CBD and a 2 hour drive to Sydney CBD. The building is perfect for anyone looking for more storage or wanting to grow their small business.

- Off street parking
- Full height roller door
- Prime location
- Surrounded by numerous businesses.

For further information please call **Brendan Sarroff** on **0400 986 779** or **Matthew Higgins** on **0403 706 042**

EAST MAITLAND

FOR LEASE

\$250,000pa Net



DUAL WAREHOUSE FACILITY

Lease as a whole or separately.

Workshop complex located close to Green Hills Shopping Centre, New England Highway, Pacific Highway and the M1.

Carpeted and air-conditioned offices, staff amenities, change rooms and showers. 8 x Demag gantry cranes, ranging from 3 to 25 tonnes capacity.

9 metre clearance in the main workshop with electric roller doors.

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NCIG recipient of international environmental award

Newcastle Coal Infrastructure Group has been named as one of a select number of recipients from around the world in the 2018 PIANC Working with Nature Awards for their work in restoring wetland habitat on Ash Island.

PIANC – The World Association for Waterborne Transport Infrastructure – is an organisation of professionals from around the world who have joined forces to provide expert advice on cost-effective, reliable and sustainable infrastructure relating to waterborne transport.

The PIANC 'Working with Nature' Awards are announced every four years and aim to acknowledge initiatives which promote a proactive, integrated approach to sustainable infrastructure projects. NCIG was awarded a Working with Nature Certificate of Recognition at a ceremony in Panama City in mid-May.

This is the first recognition to be received by an Australian project since the establishment of the award in 2014.

NCIG has been working with National Parks and Wildlife Services, the University of New South Wales, the Hunter Bird Observers Club and other environmental groups and government departments for over 18 months to re-establish the endangered coastal saltmarsh ecological community.

The tidal wetlands around the Port of Newcastle are home to a number of threatened species and communities. The coastal saltmarsh vegetation community and numerous species of migratory shorebirds, such as the critically endangered Eastern Curlew and Curlew Sandpiper, are increasingly losing habitat along the Australasian-East Asian Flyway.

NCIG created habitat for migratory shorebirds in an area close to the terminal site, specifically Ash Island in the Hunter Wetlands National Park. The construction of habitat on Ash Island included the restoration of 24 hectares of migratory shorebird habitat. This included:

The removal of 17 hectares of mangroves.

Installation of an automated flood gate that manages tides to facilitate saltmarsh growth and prevent the re-establishment of mangroves in the habitat.

Installation of mangrove seed screens named "Mangrove Propagule Exclusion Devices" to prevent mangrove seeds from re-entering the habitat.

Installation of "bird diverters" on local electricity infrastructure to make power lines more visible to birds flying in and out of the habitat.

NCIG's CEO, Aaron Johansen, said the certificate is testament to NCIG's commitment to the environment and the local Hunter Estuary wetlands.



Philip Reid, Environmental Advisor with Nathan Juchau, HSEC Manager



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Bin Trim Program - diverting waste from landfill

The NSW Environment Protection Authority is rolling out the third round of the Bin Trim Program, helping businesses with up to 400 staff reduce their waste and improve their recycling efforts. Bin Trim is here to help businesses take action on waste – for free – and may help you save time and money, while benefiting the environment.

Roughly 70% of the contents of your general waste bin can be reused or recycled. From cardboard, paper and plastic through to food waste – so much of this ends up in the general waste bin when it could be put to good use.

Avoiding, reusing and recycling isn't just good for the planet; it's good for your business, helping to:

- attract more customers
- increase staff morale
- gain recognition for your business



- reduce your impact on the environment
- 95% of businesses that have added a recycling service are diverting more waste and improving their productivity and efficiency.

A Bin Trim assessor may be able to conduct a free waste and recycling assessment and produce a tailored action plan for your business. You may be eligible to participate in Bin Trim if your business has:

- between one and 400 employees and has its own waste bill
- a maximum of five sites (each with less than 400 staff) from one company.

Your business may also be eligible for a rebate of between \$1,000 and \$50,000 to help offset the purchase price of recycling equipment. A Bin Trim assessor will help you to apply.¹

EMM Consulting Hunter expansion continues

EMM's local office in Newcastle has expanded further in response to an increased demand for their multi-disciplinary services in the region. The team now has over 20 locally based staff, comprising environmental planners and scientists, ecologists, archaeologists, acoustic engineers, water engineers, and GIS analysts.

EMM is a leading Australian, employee owned, environmental and planning consultancy, providing services across a broad range of sectors including mining, energy construction materials and infrastructure. EMM has a strong history in the Hunter region, previously providing the environmental consulting services for the successful approval of several major projects including the Terminal 4 Project for Port Waratah Coal Services.



FREE BIN TRIM ASSESSMENTS AND REBATES

DON'T MISS OUT ON YOUR FREE ASSESSMENT AND REBATE

Your business may be eligible to participate in Bin Trim if it has between one and 400 employees and has its own waste bill.

Your business may also be eligible for a rebate of between \$1,000 and \$50,000 to help offset the purchase price of recycling equipment.

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Divert more waste from landfill with The NSW Environment Protection Authority's third round of the Bin Trim Program



Call Jane McArthur on **0448 068 023** or Peter Hosking on **0411 444 714** to arrange your free assessment.

Five tips for making your office more sustainable that you may not have considered

Rachel Endacott
Butlers Business Lawyers

The concept of “greener offices” is gaining momentum in the business realm. More and more businesses are realising that sustainable offices aren’t just better for the environment – they also have cheaper bills and happier, often more productive staff.

Many businesses have implemented the more obvious green practices, such as keeping electronic records over paper ones and recycling the old milk cartons. However, Australian businesses, for the most part, are still a long way from sustainability. Therefore, we’ve provided a quick summary of five easy-to-implement tips that are sure to boost productivity and lower the carbon footprint of your office.

Double it up

Whilst more and more business documents and correspondence have gone digital, realistically, some things do still need to be printed on paper. However, fear not, office paper consumption can be halved simply by ensuring printing is double rather than single sided.

Soft plastic recycling

We all know about recycling glass, cardboard and hard plastic. However, a lot of office waste is post-consumer soft plastic that goes straight in the trash. This soft plastic can take up to 500 years to decompose and is hazardous for wildlife and marine life.

Thankfully, RED Group, a Melbourne based recycling organisation, have teamed up with Coles and Woolworths to provide Australians with soft-plastic recycling. It doesn’t take much extra effort to put out a soft plastic recycling bin for staff. When its full, the bin can be emptied at a drop-off point in the area. Most Coles and Woolworths supermarkets have an easily accessible drop-off point.

Have a coffee plan

Many offices are fuelled by coffee. However, the by-products of coffee consumption can be a big contributor to office waste. Those delicious, single-use Nespresso coffee capsules take 150 to 500 years to decompose. Former Nespresso chief executive, Jean-Paul Gaillard, has urged the world not to “sacrifice the environment for convenience”.

On top of this, many disposable coffee cups from local coffee shops have a fine layer of plastic lining, making them completely non-recyclable.

So, what’s the answer to this coffee conundrum? Firstly, start recycling those coffee capsules. Nespresso stores function as drop-off points for used pods to be recycled.

Another solution is to swap to filter or instant coffee. If staff aren’t so crash-hot on this idea, you can purchase re-fillable stainless steel pods that are compatible with Nespresso machines.

It’s also a great idea to have a collection of “keep cups” that staff can borrow from the kitchen if they’re going out for a barista made coffee.

Transport

Driving to work in peak hour traffic means staff arrive grumpy, stressed and often late. Encouraging staff to walk or cycle to work is a great way to lessen your businesses environmental impact and boost morale. Staff who have performed some exercise prior to their shift are more likely to remain focused and will definitely be in a more positive mood. On top of this, nobody will be able to use the bad traffic excuse for rocking up late.

Temperature control and lighting

Whilst maintaining a good office temperature and quality lighting is highly important to the workplace, utilising natural light and ventilation has positive health benefits and will diminish the power bill.

Newcastle has beautiful, mild temperatures for most months of the year. If its nice outside, it’s not necessary to seal up the office and crank up the air-conditioning. If ventilating the office isn’t viable, ensuring the air conditioner isn’t set too low or too high will de-crease the power bill.

Most importantly, cooperation is the key. Sustainability is a group effort that requires everyone to be on board. Once staff put their heads together and start brainstorming on how to make the office greener, the results are almost always positive.

For further information on call (02) 4929 7002, email contacts@butlers.net.au or visit www.butlers.net.au



Rachel Endacott is a business lawyer and marketing coordinator. Rachel works across a broad range of legal practice areas with a focus on commercial disputes, buying and selling businesses and leasing. Rachel has assisted with several business sales and purchases in the CBD area and works closely with clients in commercial and lease disputes.

Pumped Hydro Energy Storage opportunity for Muswellbrook Shire

In 2017, Muswellbrook Shire Council identified a significant Pumped Hydro Energy Storage (PHES) opportunity within the Muswellbrook local government area. Council has announced it will shortly call for Expressions of Interest to develop the site for future energy storage.

Muswellbrook Shire Council played a key role in the identification and development of the proposed site and welcomes investment from industry partners to further the feasibility and planning of the project. The potential site has been the subject of ongoing research by Muswellbrook Shire Council and the University of Newcastle.

“This announcement is possible today through the initial expert advice of Professor Andrew Blakers and Dr Mathew Stocks (ANU) and the in-depth analysis of a team at the University of Newcastle including Professor Richard Bush, Associate Professor Steve Weller, Dr Michael Askew and Dr Matthew Ives (Oxford University),” Muswellbrook Mayor Martin Rush said.

“We look forward to seeing the next stage of this project and for what is likely to be a \$200 million infrastructure project for Muswellbrook Shire with around 200 jobs in construction and 25 ongoing operational jobs.”

Council has now called for Expressions of Interest (EOI) to facilitate the sale of land option for the reservoir and the progression to the next stage of feasibility for the project.

The documents may be downloaded from the E-tendering portal www.tenderlink.com/muswellbrook.

Contemporary wines from organic vines

There is little doubt organics are on-trend, particularly in relation to food. While conventional viticulture sprays chemical fertilisers and pesticides, organic farming only uses natural biodegradable inputs and treats bugs with beneficial biodiversity such as companion plants and good bugs.

"At its heart, organic viticulture is about improving the health of soils naturally," says Mark Davidson, Managing Director and Winemaker of Australia's largest organic wine producer, Tamburlaine Organic Wines.

While Mark is a flag bearer for organic farming, he hasn't always been. Before he took over Tamburlaine in the Hunter Valley, he too had trained in chemical farming.

"We have some challenging soils in the Hunter and after 14 years of chemical applications to improve soils without much effect, we started thinking organics."

After long trials, Tamburlaine took the first steps toward organic certification in 2002. This meant a full management program which replaced synthetic chemicals, improved soil organic matter and stimulated the vines' natural defences.

It was hard work. Information on organic farming was limited and the transition considered risky. "Some people thought we had lost it," he says.

"A little like when Australia changed to screw caps. The rest of the world was sceptical, but science and quality of wines have now proven we were right. We are confident it will be the same with organics. It is really sound contemporary thinking."

Better wines

With 214 hectares of vines in the Hunter and the Orange region certified organic, Tamburlaine's award-winning wines are proof that organics have successful days ahead. Ultimately, consumers

will decide by buying wines they love. But if you ask Mark about his experience, it is convincing.

Are the soils better, now?


"Yes, more organic matter and better pH – they're the two measurables."

Are the wines better?

"Absolutely. The wines we are making are better than ever and winning more medals. They are of consistent quality, and that's really important."



Mark Davidson, Managing Director and Chief Winemaker at Tamburlaine Organic Wines



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Innovative REMONDIS facility brings new era of recycling to Lake Macquarie

REMONDIS Australia and Lake Macquarie City Council have taken a significant step in the war against waste with the opening of a state-of-the-art organics processing facility at the Awaba Waste Management Facility.

The multi-million dollar facility is the centrepiece of the Council's new greener 3-bin waste management system, which will reduce the amount of waste going into landfill by as much as one third by facilitating the recycling of food refuse.

Food and green waste will be recycled at the new facility and transformed into high-quality compost products for reuse on parks, grounds and sporting fields.

The REMONDIS Group, which operates the Lake Macquarie Organics Resource Recovery Facility, is a family-run company with 34,000 employees spanning 800 business locations and four continents. REMONDIS CEO, Luke Agati, said the company is proud to be investing in Lake Macquarie and the Australian resource recovery sector.

"REMONDIS has been composting garden waste at Awaba for Lake Macquarie City Council since 2013, and this new facility will enable us to also convert food waste into a valuable resource," Mr Agati said.

"The facility will convert up to 44,000 tonnes per year of organic waste into compost and soil amendment products.

"REMONDIS applauds forward-thinking local government organisations such as Lake Macquarie City Council for their dedication to building the vital recycling infrastructure that will create job opportunities, strengthen the Australian economy and reduce our environmental footprint."

The high-tech facility comprises a unique hybrid model of 'in-vessel' and 'mobile aerated floor' systems and boasts a number of Australian firsts, including:

A fully automated tunnel composting system to pasteurise food waste in two weeks, coupled with mobile aerated floor finishing to complete the composting process; and a convenient automatic, cashless weighbridge system that will give users access to the facility with the swipe of a card, enabling fast and accurate transactions.

The Mayor of Lake Macquarie, Councillor Kay Fraser, said the Organics Resource Recovery Facility would see the City take a leading role in recycling and waste management.

"This is a significant step in our Waste Strategy and in our efforts to encourage people to think and act more responsibly about household waste disposal," Cr Fraser said.

"By making it easy for residents to dispose of organic waste appropriately, we will encourage them to recycle and close the food consumption loop.

"About one third of household garbage bin contents is food waste, so this will divert significant amounts of organic material from landfill, extending the life of our Awaba Waste Management Facility and saving an estimated \$4 million over 10 years in waste management costs."

Food waste in landfill is also an environmental hazard, as it produces methane, a greenhouse gas estimated to be 25 times more potent than carbon dioxide.

"The new waste service will keep this food waste out of our landfill and turn it into reusable compost for use on parks, home gardens, agriculture and sporting grounds."

The project was supported by a grant of \$2 million for this project and Council's associated engagement campaign from the Environmental Trust as part of the NSW EPA's Waste Less, Recycle More initiative, funded from the waste levy.

Parliamentary Secretary for the Hunter Scot MacDonald MLC, representing the Minister for Trade and Industry The Hon Niall Blair at the opening, said the NSW Government was pleased to assist by contributing a \$1.4 million grant to the facility and \$0.6m for community engagement initiatives, from the EPA Waste Less Recycle More initiative.

"This facility will improve the availability of organic compost for local primary producers and reduce unnecessary wastage of high quality organic material. I congratulate Lake Macquarie City Council in securing investment from a business with the calibre of REMONDIS."

More than 100 contracting firms were engaged to build the facility, mostly from the Hunter region, with more than 300 people employed on the project throughout its one-year construction phase.

The facility features a purpose-built education centre attached to the central administration building, where school and community groups will be able to see and learn about the recycling process. The education centre will also be available for seminars, conferences and other events.

The Branch Manager of the Lake Macquarie Organics Resource Recovery Facility, Gunther Neumann, said REMONDIS is proud of its environmental achievements in Lake Macquarie.

"Since 2013, REMONDIS has diverted more than 100,000 tonnes of garden organics from landfill in the region, saving more than \$13 million in landfill levies for residents," Mr Neumann said.

"With the opening of the Lake Macquarie Organics Resource Recovery Facility, REMONDIS looks forward to a new chapter in organics processing that will deliver additional landfill levy savings and create new market opportunities locally, reinforcing our role as a valued member of the local community."

Do you have rising waste costs? Want to recycle more? Need a better waste management solution?

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Lake Mac a leader in waste management

The opening last month of Lake Macquarie City Council's Organics Resource Recovery Processing Facility at Awaba marked the biggest change to the city's waste services since separate recycling bins were introduced 21 years ago.

But the consequent switch to weekly green bin kerbside collections and fortnightly garbage and recycling collections is just part of a larger waste strategy to create a greener, smarter city.

Converting recycled glass into "sand" for use in civil works projects, rolling out community education programs and providing more opportunities for people to recycle e-waste and other salvageable materials are just some of Council's initiatives to achieve that goal.

Manager Sustainability, Alice Howe, said the historic approach to waste disposal of simply sending it to landfill was untenable in the long term.

"Our population continues to grow and so too does waste output," Dr Howe said.

"We will continue to expand capacity for landfill at our Awaba Waste Management Facility, but this is a finite solution.

"We need to champion innovative ways of avoiding, reducing, reusing and recycling waste to ensure we remain environmentally and financially sustainable for generations to come."

Council made headlines in June for its pilot project using glass "sand" as a replacement for normal sand in drainage works and other construction projects.

The sand looks and acts like its beachside equivalent, but is made from crushing recycled glass and processing it to make it safe to handle.

The aim is to eventually convert all 5000 tonnes of glass collected across the city each year through kerbside recycling for use across the city.

"This is a local solution to a growing national problem," Dr Howe said.

"The glass is collected from across the city, it's processed on the Central Coast and the sand produced returns to assist our infrastructure projects. Being able to close the loop at such a local level is exactly the kind of solution we need."

Lake Macquarie City Council was the first in NSW to establish a Community Recycling Centre, where e-waste, gas bottles, paints, oils, polystyrene, batteries, and a range of other items that would otherwise go to landfill are dropped off free of charge.

Dr Howe said use of this facility had increased steadily as awareness grew of what could and couldn't be recycled.

"People in Lake Mac have really embraced these initiatives," Dr Howe said.

"Contamination rates in household recycling bins are among the lowest in NSW, our Community Recycling Centre is going from strength to strength and the first month of our revamped three-bin service has been overwhelmingly well received."

Dr Howe said a waste education centre built as part of the new Organics Resource Recovery Processing Facility would help continue Council's work raising awareness of waste and sustainability issues.



Sustainability Manager Dr Alice Howe with glass sand

Organic waste collection off to a flying start

An estimated 1000 tonnes of food and garden waste were diverted from landfill over the first two weeks of Lake Macquarie City Council's greener three-bin service.

Council Manager Sustainability, Alice Howe, said initial results showed the overwhelming majority of Lake Mac residents were embracing the city's new "Food + Garden = Green" system.

"This is a fantastic result, particularly so soon after the switch to this new system," Dr Howe said.

"We've seen a 14% increase in green waste bin use, with an average of 43,247 green bins placed out for collection in the first two weeks – up from 31,900 the previous fortnight."

Bin checks conducted across Lake Macquarie since the new system was introduced on 30 July show that, on average 97% of green bins were being used correctly, with no visible contamination.

Under the new system, all household food and garden waste is placed in the green bin for weekly kerbside collection.

Garbage and recycling bins are collected on alternating fortnights.

"The new system closes the loop on food waste produced in Lake Macquarie," Dr Howe said.

"All organic waste collected is processed locally, converted into high-grade compost and then reused to improve soil quality at our sports grounds, parks and other public facilities."



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Newcastle Weighing Services expertise in weighbridge technology is now on show at Lake Macquaries new organic waste facility, built and managed by REMONDIS.

The state of the art facility uses the NUWEIGH multideck concrete weighbridge displaying vehicle axle weights with the CLEARWEIGH driver control (DCS) system. The state of the art facility is a fully unmanned weighbridge system for the general public and is considered an Australian first for the REMONDIS Group.



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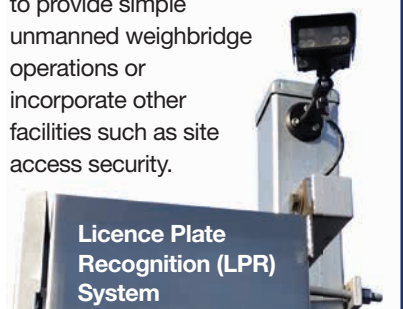
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Kingston Building leads teams of local subcontractors in construction of waste facility

Kingston Building Australia has completed construction of the Awaba Waste Management Facility for REMONDIS who operate the facility for Lake Macquarie City Council.

Kingston's Managing Director, Col Robards said "We were so pleased to be able to deliver this project on a design and construct basis since it resonates with the commitments of our organisation of People, Planet and Performance. We had no Lost time injuries, it's an initiative for sustainability and how we care for our environment as well as completing the project ahead of program to a high level of quality".

The technology involved in converting green and food waste into mulch is quite complicated. Once the waste is delivered to the facility it is pre-treated, decontaminated, shredded and moisture checked before eventually being loaded into tunnels. The tunnels were built to 1 mm tolerance to incorporate special doors so they are air and water tight. With a highly corrosive environment where temperatures reach around 75 degrees the

waste stays in the tunnels for around 10 days after which it is taken to an outdoor area for aeration and eventual dispatch. The five composting tunnels are capable of processing 44,000 tonnes annually of mulch which is sold for re-use.

Kingston's Project Manager, David Fairbrother said "When we were designing the project we had to take into account further complexities of mines subsidence and how we handle the leachate so there are no environmental issues. Two water storage tanks holding 3.6 million litres were installed for the operations. We engaged local subcontractors including Daracon who were a great support in undertaking significant earthworks."

Kingston have won a number of MBA awards for Environmental Sustainability and under their ISO14001 accreditation are leaders in the building industry recycling around 65% of their building waste.

With the technical expertise and experience gained, Kingston are looking at other areas of NSW to assist Councils in delivering such important waste processing opportunities.



Unloading at the REMONDIS facility



Compost piles at the new facility

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NSW Minerals Council Health, Safety, Environment and Community Conference 2018 Award Winners

The 2018 NSW Minerals Council Health, Safety, Environment and Community Conference Award Winners were announced in front of more than 500 people on the 6 August at an Industry Awards Dinner held at the Crowne Plaza Hunter Valley.

"It was great to see our Award winners recognised for their excellence and innovation by such a large number of their industry peers, and on behalf of all our members I warmly congratulate them for their achievements," NSW Minerals Council CEO Stephen Galilee said.

"All of our winners were of a very high calibre, demonstrating mining's commitment to innovation and the pursuit of excellence,"

"Special congratulations must go to Glencore this year for winning two of the four award categories in 2018, with the Glencore Ravensworth Operation winning both the Environment and Safety categories."

"The innovation recognised by these Awards is an important part of our industry's continuous effort to deliver better outcomes for our industry, our workforce, and our local communities."

Winner - Health Excellence

Mt Owen Positively Healthy - Site Health Score - Thiess Mount Owen

The Mount Owen mine is based in Hebden in the Hunter Valley coal fields and is operated by Thiess. The mine employs around 380 staff and is owned by Glencore. For the past five years, Thiess Mt Owen has been running an annual Positively Healthy program with around 20% of the workforce participating each year. With the support of Ethos Health, the company aimed to increase employee participation in the

2016 program and achieve real weight loss and positive overall health outcomes across the mine's workforce. 188 employees participated in either the six week challenge or a similar six week personal action plan, with the total combined weight lost 237kg - the equivalent of almost three average sized men. The annual result of the Positively Healthy program from November 2016 to November 2017 was a total combined weight loss of 139 kg. 146 participants of the program were able to maintain an average weight loss of 1kg of bodyweight.

Winner - Safety Excellence

Sizer Teeth Removal Innovation - Glencore Ravensworth

Glencore Coal's Ravensworth open cut mine is located between Singleton and Muswellbrook in the Hunter Valley. The mine has been in operation in one form or another since the 1970s and currently employs 651 people. Crusher teeth require replacement up to three times a year. This maintenance task traditionally involves the use of a 6.4kg copper sledgehammer to strike the used teeth, loosening them so they can be removed. There are 116 teeth on the crusher, each requiring an average eight hits with the hammer by a maintenance technician, which equates to 928 strikes to remove all the teeth. The constant swinging and striking with the sledgehammer poses significant fatigue, ergonomic and soft tissue injury risks to the maintenance technician undertaking the teeth removal. A new, safer method was needed to eliminate the use of the sledgehammer. With no alternative method available on the market, the maintenance team at Ravensworth brainstormed new approaches. A hydraulic flange splitter was considered, however modifications would be required to allow its use on the crusher teeth. Following extensive safety and engineering consultation with regard to modifying the flange splitter, a successful trial was conducted on a full row of crusher teeth.

Winner - Environment Excellence

Quantifying NO2 concentration in blast fumes using drone technology - Glencore Ravensworth

Given the proximity of operations to local communities, the potential impact of blast fumes is taken very seriously at Ravensworth and across all operations across the Hunter. The current method of monitoring dust levels is complicated by the difficulty in gathering sample data to assess the accuracy of the standard industry guidelines. Ravensworth addressed this issue by combining drone technology and gas sensors to gather accurate and quantifiable Nitrogen Dioxide concentration data from blast plumes. This data is able to compare the colour of the blast plume with levels of Nitrogen Dioxide and also provides information about how the gases break down as they move away from the blast source. Results of the project have shown a correlation between the fume colour/intensity and Nitrogen Dioxide concentration which both supports and allows for future calibration of the standard industry guidelines. The project provides the data to build greater confidence on blast fume impact prediction in the industry, regulators and importantly our community.

Winner - Community Excellence

Strengthening Community Resilience through Partnership Upper Hunter Community Services and BHP Mt Arthur Coal

BHP Mt Arthur Coal is located 5km west of Muswellbrook and employs almost 1,400 full time employees and contractors. As part of BHP Mt Arthur's commitment to the local community, the Community Capacity Building project (CCB) was developed as a four year, \$1.14 million partnership between BHP and Upper Hunter Community Services (UHCS). The collaboration between Mt Arthur and UHCS has helped several local and regional organisations by connecting them with the appropriate community agency or service; providing them with a meeting space within the UHCS building; and assisting them with event planning, networking and grant applications. As part of the the CCB program, UHCS is developing a Mental Health App which will improve community access to information and services relating to mental health and wellbeing.

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Mining industry favourability rebounds to six-year high

Opinions of Australians towards the mining sector are at their highest level in six years, with net favourability rebounding to +28 after hitting a low of +1 in February 2016.

Public opinion research conducted for the Minerals Council of Australia (MCA) by JWS Research in May 2018 also shows that views towards coal mining, iron ore, gold and uranium have all significantly improved since early 2016.

Outright support for the mining industry amongst Australians outweighs opposition by more than three to one, with total support at 46 per cent versus total opposition at 13%.

The main reasons provided by respondents to support the Australian mining industry included:

- Providing high-wage, high-skill, high-technology jobs for Australians (55% agreement)
- Providing resources essential for modern life, technology and business in Australia (55%)
- Providing almost 60 per cent of the jobs in the regional communities in which it operates (53%).

Australians had strong positive views on the perceived importance of resource industries for the nation's future. Iron ore was seen by 14% of people as the most important resource, with coal and battery minerals like lithium and cobalt (both 9%) also seen as important.

The qualitative phase of the research included face to face focus group discussions in Parramatta and Melbourne and online discussion forums amongst regional mining communities, whilst a nationally representative sample of 1,500 Australians was surveyed in the quantitative phase.

MCA welcomes the strong positive support for the world-class mining sector amongst Australians and says the results show that the advocacy of the MCA, members and other industry supporters is working to restore public support for the industry.

However, the results also show that our industry needs to do more to address perceptions amongst some Australians that the industry does not do enough to manage its environmental impact, look after employees or share prosperity across the community.

Almost half of those surveyed believed mining companies should be repatriating land that had been mined, with strong views also recorded on the need for companies to invest in health and welfare programs, including mental health and social welfare.

Australian mining has a strong track record in mine rehabilitation and investing in regional communities. The research indicates that the industry needs to provide more information to the public about its positive activities in these and other areas.

Agreement to sell 40% interest in Bengalla Joint Venture

On 7 August Wesfarmers announced it has agreed to sell its 40% interest in the Bengalla Joint Venture to its joint venture partner New Hope Corporation (ASX:NHC) for \$860 million.

Bengalla is currently owned 40% by Wesfarmers, 40% by New Hope, 10% by Taipower and 10% by Mitsui. The transaction is subject to regulatory approval and pre-emption rights under the Bengalla Joint Venture Deed. The sale of the interest in the Bengalla Joint Venture is expected to close in the fourth quarter of 2018.

The Bengalla mine supplies domestic and export markets with thermal coal from its open cut mining operation south west of Muswellbrook in the Hunter Valley region of NSW. It has regulatory approval for up to 15 million tonnes per annum run-of-mine capacity. Bengalla's coal is used for power generation and is exported primarily to customers based in Japan and North Asia.

Wesfarmers Managing Director Rob Scott said the agreement to sell Wesfarmers' interest in Bengalla followed the completion of the sale of the Curragh coal mine to Coronado Coal in March this year and, subject to completion, would finalise the review of the Wesfarmers resources businesses initiated in 2016.

NSW MINING

Good for jobs. Good for NSW

Australia's resources sector drives record exports in 2017-18

The production phase of Australia's mining boom is continuing to create prosperity and jobs through massive export growth, with new records for coal and gold exports revealed in data released by the Australian Bureau of Statistics today.

Australia's exports of goods and services surpassed \$400 billion for the first time in 2017-18, due mainly to growth in resources exports which accounted for 55% of total exports.

Resources exports – including minerals, metals, coal and petroleum – were a record high \$220 billion in 2017-18, up 11% from the previous year due to rising exports of coal, gold, base metals and LNG.

Despite lower prices, iron ore remained Australia's largest source of export revenue with \$61.4 billion shipped in 2017-18.

Coal exports were only just behind iron ore, reaching a new record high of \$60.1 billion in 2017-18 – up 11% or \$5.9 billion from the previous year.

Gold exports including mined and refined gold set another record for export values with \$20.1 billion of the precious metal shipped in 2017-18 (the first time in Australia's history that gold exports have exceeded \$20 billion).

Exports of base metals and other minerals showed strong growth as a result of higher commodity prices and totalled \$38 billion in 2017-18, also a record high.

This resources export revenue is delivering benefits to all Australians.

The minerals industry and mining equipment, technology and services (METS) sector continue to provide high-paying jobs for more than one million Australians, particularly those in regional areas.

Australia is also poised to seize future opportunities for minerals resources that will come from growth in new consumer, energy and transportation technologies around the world. We have extensive resources of the rare earth elements, base metals, lithium and precious metals that are the essential materials in smart phones, electric vehicles, modern energy systems and industrial machinery.

This means maintaining a competitive minerals sector is essential for Australia's continuing economic prosperity, jobs and regional communities.

Strategic Partner for development of the Dartbrook Mine

Australian Pacific Coal Limited (Company or AQC) has entered into a binding agreement with SNR Minerals Assets Ltd, a wholly owned subsidiary of Stella Natural Resources (SNR), to form the Dartbrook Joint Venture (DJV).

SNR, an integrated mining business with operations in the United States, is founded and managed by senior mining executives with expertise spanning multiple commodities and jurisdictions. SNR is a coal mining business possessing senior industry executives with significant experience managing underground coal operations in Australia and globally for Xstrata Coal (now Glencore).

AQC and SNR intend to finalise a robust, bankable development plan to recommence underground mining with planned coal production during calendar year 2019. Key information on the development plan will be provided when the plan is finalised.

Dartbrook is currently permitted as a 6 Mtpa underground longwall mine with substantial infrastructure in place. This infrastructure includes a coal handling and processing plant, train load out facilities, water and power infrastructure, administrative buildings and other facilities that were utilised during operations under former ownership.

John Robinson Jnr, Chairman of Australian Pacific Coal, said "AQC welcomes the involvement of our new JV partner Stella Natural Resources with the depth of experience and resources that will be committed to the successful recommencement of mining at the Dartbrook coal mine. The transaction is anticipated to deliver substantial shareholder value through the recommencement of mining activities at Dartbrook. The DJV will provide substantial employment opportunities and actively engage with the local community throughout the mine life.

"The local community will once again greatly benefit from mining at Dartbrook given the substantial capital investment in critical mining infrastructure. The Dartbrook coal brand is already established in the energy markets throughout Asia with the mine exporting 25 million tonnes of Newcastle benchmark coal under former ownership. The recommencement of mining at Dartbrook is aligned with positive market demand signals, coupled with limited supply response, and at a time when demand for cost efficient energy continues to be resilient together with a strengthening demand for high quality, low emission coal.

"Dartbrook, through the DJV, is well positioned to capitalise on the strong market fundamentals and outlook for the Australian thermal coal export industry."

David Stone, CEO at Stella Natural Resources, said. "SNR is excited to partner with AQC in the Dartbrook Joint Venture to deliver sustainable long-term results from the Dartbrook operation. Dartbrook provides the infrastructure and resource to deliver a sustained, reliable high-quality, low emission product to our potential customers. We see this as a tremendous opportunity for the local community and look forward to working with stakeholders as the operation progresses.

"For SNR, Dartbrook is the entry operation into the Australian coal sector after the successful integration of our US assets and we look forward to expanding our footprint as we successfully implement"



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Pioneering Through Partnership

Council agrees to a price for the sale of Wallaby Scrub Road

Wallaby Scrub Road will be sold after Singleton Council agreed on a purchase price to sell the former road corridor to adjoining landholders Warkworth Mining Limited and Miller Pohang Coal Company subject to publication of the notice of road closure in the NSW Gazette.

A purchase price of \$27.5 million (including GST) plus costs was agreed in closed Council, with Council's resolution also granting authority to the Mayor and General Manager to sign and affix the Common Seal of Council to the transfer documents.

The proposal to close the road was driven by the Mt Thorley Continuation Project, which required the acquisition of the Wallaby Scrub Road corridor to continue operations.

Council's role as the road authority was to consider the impacts of the closure from a roads management perspective. It was not to consider the mine expansion completed by the Planning Assessment Commission.

The approval in principle from the Department of Industry relates to the closure of 5.99 km of Wallaby Scrub Road from the intersection of Putty Road, but excludes a portion of Crown road adjoining the road corridor and is conditional on the land being sold to the adjoining landholders.

General Manager Jason Linnane said the community rightfully expected the best value for the asset.

"Council has made very balanced and considered decisions to close the road throughout this process and made a determination tonight that the sale was the best outcome for the community, notwithstanding the impact of the road closure," he said.

"We are satisfied with the outcomes of the negotiation process and believe the negotiated price reflects the value of the property to our community and organisation."



"What's more, legislation means all proceeds from the sale of the road corridor must be invested in the road network in the Singleton local government area, so the community will see continued benefits through improvements to local roads."

Mr Linnane said Council's resolution was reliant on publication of notice of road closure in the NSW Government Gazette by 28 September 2018, when approval for the closure would lapse.

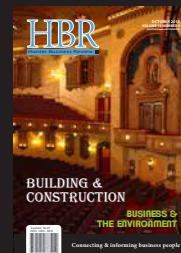
"Following registration and with a binding agreement in place for the purchase of the land, the formal closure will progress following the publication of the Gazette notice," he said.

"A detailed traffic management plan has been developed to facilitate the closure of Wallaby Scrub Road, and the community will be informed in advance of the closure taking place."

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An Englishman an Irishman and a Scotsman are crossing a bridge, when suddenly a bald old woman appears.

"I am the witch who guards this bridge. Ye may only pass if you present to me a challenge which I cannot do."

The Englishman steps up first: "I was the best footballer in my hometown. I bet you cannot kick a football further than me."

So the Englishman kicks a football, and it goes off into the distance, 5 football fields or so away. However the bald witch steps up and easily kicks the football twice as far. The Scotsman is next to challenge the witch.

"I was almost picked for the Olympic swimming team. I bet you can't swim to the other side of the river and back faster than me."

So the witch and the Scotsman jump in the river, but to the Scotsman's surprise the bald witch easily beats him to the other side and back.

The Irishman is the last to challenge the witch. He pauses for a moment, then pulls a comb out of his jacket pocket, looks the witch in the eyes, and starts combing his hair back.

"I bet you can't do this."



During Sunday mass, the priest asked the crowd "How many of you forgave your enemies?"

Around 80% of them raised their hands. The priest then asked:

"And how many of you intend to forgive your enemies?", and almost everyone's hand was now in the air. Everyone except a feeble, old lady in the front row.

"Ms Rogers, don't you intend on forgiving your enemies?"

"I don't have any!" she replied through a chuckle.

"Ms Rogers, that's very unusual, how old are you?"

"98," she proclaimed.

"Oh, Ms. Rogers, why don't you come up and share the secret with everyone? How does someone live to be 98 and no enemies?"

She walked up and gave everyone a polite smile before answering "I outlived them all."



"How was your job interview yesterday?" asked the man's wife.

"Well, I entered the office, found a man sitting on a large black leather chair with feet resting on the table."

"He pointed towards his laptop, asked me to take it and go outside then come back and try to sell him the laptop. He thought himself some Leonardo DiCaprio in Wolf of Wall Street

kinda big shot."

"So I took the laptop and left."

"Left...!!" exclaimed the wife. "Then what?"

"Nothing. 30 minutes later he called me up... begging me to return his laptop because all his work and important documents were on it...."

"So I asked him 'How much will you pay for it?'"



Two vampire bats wake up in the middle of the night, thirsty for blood.

One says, "Let's fly out of the cave and get some blood."

"We're new here," says the second one. "It's dark out, and we don't know where to look. We'd better wait until the other bats go with us."

The first bat replies, "Who needs them? I can find some blood somewhere." He flies out of the cave. When he returns, he is covered with blood.

The second bat says excitedly, "Where did you get the blood?"

The first bat takes his buddy to the mouth of the cave. Pointing into the night, he asks, "See that black building over there?"

"Yes," the other bat answers.

"Well," says the first bat, "I didn't."

QUOTE OF THE MONTH

"Pollution is nothing but the resources we are not harvesting. We allow them to disperse because we've been ignorant of their value."

- Richard Buckminster Fuller (US Engineer, Inventor, Futurist 1895-1983)



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