

HBR

Hunter Business Review

JULY 2018

VOLUME 14 NUMBER 6

Print Post Approved 100002454

14TH YEAR
OF PUBLICATION

DEFENCE &
AEROSPACE

NEWCASTLE
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Australia \$6.60

ISSN 2202 - 8838 (Print)

ISSN 2202 - 8846 (Online)



9 772202 883002 >

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PUBLISHED BY:

Hunter Business Publications Pty Ltd
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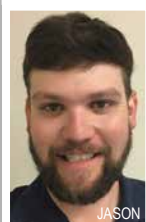
NCP Printing
 Phone: (02) 4926 1300
 sales@ncp.com.au
 www.ncp.com.au

Published monthly (except January)
 Hard copy circulation: 5,000
 Also available online

www.HBRmag.com.au

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The NSW Budget 2018-19 released on 19 June highlighted an extremely positive state economy and offered a number of important benefits for business, although the lack of funding for some important local infrastructure projects was again disappointing.

The Budget introduced several significant new expenditure initiatives but still delivered a

strong forecast surplus of around \$1.5 billion.

The increase in the payroll tax threshold to \$1 million is welcomed and expected to provide benefits to around 40,000 businesses across the state.

Additional funding for the Easy to Do Business program will also help to reduce red tape in the housing construction sector – a major driver for the economy.

Other positive moves included TAFE and school infrastructure funding and 100,000 fee-free apprenticeships over the next four years.

Locally, infrastructure funding included \$110 million for completing the Newcastle light rail, \$8.3 million for upgrades to Nelson Bay Road, \$16.3 million for further upgrades to the

intersection of the M1 with John Renshaw Drive and Weakleys Drive, \$38 million towards the Scone bypass and funding for planning of bypasses for Singleton and Muswellbrook.

There was also \$6 million allocated to a plan for faster trains between Newcastle and Sydney to cut an hour off the trip times. It is hoped that this is achieved as there seems little hope of true fast rail in the foreseeable future.

It was disappointing, however, to see no funding for vital projects such as the Lake Macquarie Transport Interchange which they claim doesn't stack up in terms of cost-benefit, contrary to a number of other studies.

There had been some hope for funding for further expansion of the Newcastle light rail beyond the current construction, particularly to Broadmeadow. This would certainly provide major benefits but was probably always going to wait until the current project – we await further news on this in next year's budget, if not before.

Garry Hardie
Editor & Publisher

ON THE COVER

Photo of the Birwood Park Electric bike station, part of the Newcastle electric bike sharing network, with the construction of the Holiday Express Inn in the background.



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Newcastle Bulk Terminal launched

The Port of Newcastle has demonstrated its commitment to diversified trades by formally launching the Newcastle Bulk Terminal development at Walsh Point, Kooragang Island. The launch showcases a \$33 million investment by the Port of Newcastle in bulk cargo handling equipment, associated infrastructure and additional strategic initiatives.

The investment and initiatives include:

- The creation of the Newcastle Bulk Terminal through combining Kooragang 2 and Kooragang 3 berths under one banner;
- Demolition of existing crane unloader infrastructure;
- Construction of a new crane unloader and associated infrastructure;
- Provision of temporary mobile hopper unloading infrastructure;
- Direct provision of environmental services at the Terminal by Port of Newcastle; and
- Implementation of direct management of the Terminal by Port of Newcastle, ensuring the core port principle of common user access is maintained.

Kooragang 2 and 3 berths are the busiest common user berths in the Port, handling fertiliser, meals, alumina, magnetite, cement and a range of bulk liquid commodities. The two existing ship unloaders, which are now over 50 years old, will be dismantled and replaced by a new high capacity ship unloader, conveyor structures, wharf upgrades and electrical system. Mobile hoppers will provide continuity for customers at the Terminal while the new equipment is constructed.

Port of Newcastle's Executive Manager Operations and Infrastructure, Keith Wilks, said the project represented a significant investment by the Port of Newcastle into the next generation in bulk handling infrastructure.



"The Newcastle Bulk Terminal will deliver best practice in safety and environmental management, while driving efficiency and maximising trade growth.

"We have listened to our customers, who have requested more capacity to grow their cargo volumes, and to the NSW Environment Protection Authority, which wants to see best practice in cargo handling. The new equipment will deliver on both fronts, providing state-of-the-art environmental capabilities, and delivering faster unloading to enable customers to access the berth quicker, reducing vessel turnaround times and moving more cargo across the berth.

"The launch of the Newcastle Bulk Terminal is only Stage 1. Stage 2 of the Walsh Point Master Plan will include minimising cargo double handling, reducing cargo transfer points and removing trucks from the berths through the use conveyor systems," said Keith.

The Port has engaged Kerman Contracting Pty Ltd to carry out most of the development including the crane replacement, with electrical work to be performed by Downer EDI. The project is due for completion at the end of 2019.



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New look Hunter employment and salary trends report

A new report into local employment and salary trends says the outlook for employment and wages growth is brightening on the back of increased business and worker confidence.

The new look Employment Trends Report by, Hunter-based, Forsythes Recruitment and HR combines research and insight from its talent management professionals and data from its online salary survey. It says jobs growth in the Hunter (7.4%) outstripped the state figure of 4.3%.

Managing director Geoff Crews says the outlook for work and wage prospects in the region can be summarised by “three Cs” — computers, construction and commodities. Mr Crews says the gig economy (temporary, contract and freelance labour), including in senior executive roles, is now a key component of the economy and driver of wages.

“Computer (IT) skills are increasingly important and any worker who can update their skills or work in partnership with IT professionals is at an advantage,” Mr Crews says.

He says that thanks to the infrastructure boom in Sydney and Newcastle construction sector employees have enjoyed up to triple the average wage rise, matched only by IT professionals, at a time of general salary stagnation. Wages are up and above the national median for project managers, construction managers, contract administrators, structural and civil engineers, and architects.

“Engineering will be pivotal to the growth Newcastle over the next 20 years and demand will continue for site managers, project managers, surveyors, civil engineers, architects, planners, and tradies, which will translate into wage growth in those roles,” he says.

Mr Crews says the commodities (resources and mining) sector is improving thanks to better prices and a lower Australian dollar. Skill shortages are emerging, and wage erosion appears to have abated.

He says that jobs growth in construction and mining also bring broader job creation flow on effects.

The report says jobs growth is expected for executives although in medium-term contract roles in mining, construction and infrastructure. HR is a growing profession as is supply chain and logistics.

“Strong and effective leadership remains the key to the changing employment landscape,” Mr Crews says.

The reasons for general low growth in wages in the region, Australia, and internationally, are complex according to Mr Crews. Three possibilities are: real or perceived competition for workers from technology or outside workers; underemployment; and negative sentiment about wages and the economy.

He says salaried will start to rise in more sectors. The Reserve Bank noted in its quarterly economic review that the number of businesses offering increases greater than 3% has risen from 14% to 26% over the past year. Average advertised salary levels are increasing in every Australian state except Western Australia. As well as construction and IT, salaries will increase for people in permanent finance and accounting roles, particularly for specialist finance professionals with IT skills.

The Reserve Bank report also notes that the proportion of people expecting to lose their job through redundancy has dropped sharply, to less than 35%.

“This report and other data shows that workers are becoming more confident in their bargaining power and more are looking for different jobs.”

The Forsythes’ report also analyses trends across 10 sectors: administration and accounts; contact centre and customer service; engineering, resources and construction; executives; finance and accounting; HR, WHS, learning and development; IT, tech and startup; sales, marketing and digital; supply chain and logistics; trade and industrial.

Leading digital agencies partner up to embrace the Hunter’s innovation future

A new partnership between digital marketers Vicinity Marketing and website specialists Redback Solutions will form the largest combined digital marketing and website services team in Newcastle. The move will better support Hunter businesses to grow with the region and to compete in the booming online market.

Established in Newcastle in 1999, Redback has earned a reputation as a leading provider of technically excellent, custom designed websites. Vicinity is a leader in Newcastle’s online marketing space, helping businesses grow with clever digital strategies. Their range of agency services include creative digital advertising, social media, database marketing, website analytics and search engine optimisation (SEO).

The newly partnered agencies have worked with a combined portfolio of over 2,000 international, national and local clients across the public, private and not-for-profit sectors. These clients represent projects as diverse as local plumbing companies through to operations as large as the Australian Men’s Shed Association, University of Newcastle, Brisbane Airport and Newcastle-born tech startup Campify.

Incoming Managing Director Dave Eddy said the official collaboration between the two companies would benefit from a strong working history together.

“We love what Redback does for their clients and we’ve worked with them over a number of years now. Everything is going to be the same regarding people and service delivery for both businesses’ clients. We’re excited to build on what Redback does, to help businesses innovate and build new, powerful digital experiences as technology evolves.”

“We’ve believed for a long time that Redback has the most talented WordPress development and design team in Newcastle. With WordPress now accounting for over 25% of the world’s websites, we feel this is a platform we can build on well into the future.”

“Vicinity brings an extra layer of expertise in helping businesses create a rounded digital strategy for their websites across major platforms such as Google, Facebook, Instagram and YouTube.”

Mr Eddy also emphasised the importance of client and partner education as part of the digital expertise that Vicinity brings to the collaboration.

“I feel it is part of our responsibility to ensure clients are on top of any new developments in the digital space. We help run an Interactive Minds chapter here in Newcastle, which is part of a series of digital marketing events run across all major cities in Australia.”

“It’s a great initiative, which attracts high calibre speakers from big brands, marketing technology providers and local experts to come and present in Newcastle and share their knowledge. This year, we’ve already had speakers from some major players in the industry including Google, Hubspot and Envato.”

Graham Hill from Redback Solutions said he was happy to be collaborating with a company that shares the same values and principles.

“This is a perfect partnership between two companies with unique complementary skill-sets. Redback and Vicinity have a shared goal. We want to help our clients grow their businesses. They’re not just buying a website from Redback or a marketing strategy from Vicinity. They’re buying growth for a brighter future.”

“There’s a thriving market in Newcastle with more and more businesses moving to digitise themselves. We’re moving the Redback team into Vicinity’s Newcastle CBD offices right amongst all the development that’s going on. There is unmistakably a mood of growth, energy and change in the city.”

Williamstown Aerospace Centre attracting diverse interest as a business location

The Williamstown Aerospace Centre (WAC) is a national, award-winning, regional partnership established to create, enhance and facilitate commercial activities in the land adjoining RAAF Base Williamstown and Newcastle Airport.

It has built a reputation as a major centre for defence and aerospace, with tenants including Raytheon Australia, Lockheed Martin and Boeing amongst others. However, the estate is now increasingly gaining interest from a broad range of other industries looking for a new central location with highway access to Nelson Bay, Newcastle, Maitland, Lake Macquarie and the upper Hunter valley.

Businesses are being attracted by the quality of the facilities and easy access to Newcastle Airport. With a shortage of close-by commercial and light industrial options, WAC is a particularly attractive option for businesses north of the Hunter River to Port Stephens as it removes the chore of travelling the often choked roads to Newcastle for their work.

Guardvant's representative in Australia, SMP Mining's Sean Perry chose Williamstown predominantly due to the close vicinity to Port Stephens and Newcastle area which allow great lifestyles. It provides a hub for the frequent interstate travel, whilst only hours from the majority of its current customers in the Hunter Valley. The Defence and Aerospace technology centre fits well with Guardvant's model of being a technology leader in its field.

Building Foxtrot is now available for lease and is 50% committed to new lessees. It is a two level 1,200 sqm space that can be designed to suit commercial and light industrial or workshop or warehouse uses. The Ground Floor has been mainly leased. Level 1 has available 620 sqm for lease that can be split into smaller areas if required.

Hunter-first innovation finds end use for recycled glass

Lake Macquarie City Council is spearheading a push to substitute sand with recycled crushed glass in civil works projects in a bid to find a local solution to a growing national waste problem.

The Hunter-first project is on track to reuse thousands of tonnes of glass every year, with the potential to reuse all 12,000 tonnes collected across the region if other councils jump on board.

Mayor of Lake Macquarie, Cr Kay Fraser, said glass bottles, jars and other items collected from household recycling bins would be sorted and processed as usual at a materials recovery facility at Gateshead.

Rather than looking for glass recycling solutions interstate, Council is trialling the reuse of "glass sand" manufactured at a custom-built plant on the Central Coast. The glass sand has similar applications to normal sand and can be used as bedding material in drainage projects and other civil works in public and private development.

Manager Planning and Sustainability Alice Howe said more than 5000 tonnes of glass were collected for recycling annually across Lake Macquarie.

"Our strategy is twofold: we are demonstrating the suitability of recycled glass sand for our own civil works program, and have amended our engineering guidelines to specify how this material can be used in development across the city," Dr Howe said.

"We aim to gradually increase the amount of recycled glass that is processed into glass sand and used in our own operations. If the rest of the region follows our lead, this initiative could close the loop on thousands of tonnes of glass each year."

Other Hunter councils have already expressed interest in the initiative, along with other major local organisations.



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Advitech celebrates 30 year anniversary

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Over the years, The Group has worked with organisations large and small from a diverse range of industry sectors to provide solutions, reduce risk, improve efficiencies and achieve compliance. The Group continues to explore better ways of thinking and doing, providing the technical skills and resources required to make Australia the smarter country.

"We recognise that the future for Australia depends on knowledge, intensive smart manufacturing and services. Advitech and the Advitech Group is aligned with this future," said Larry Platt, Executive Chairman of The Advitech Group.

"We believe our uniqueness lies in the breadth of expertise we offer within a relatively small organisation and our agility in responding to our customers and their challenges."

"The foundations of science, technology, engineering and mathematics are essential to all that we do, and the innovations we create. Australia needs businesses with these skills and abilities."

When partnering with The Advitech Group, clients have access to a specialised team who think creatively and progressively – people with a genuine passion for collaborating across disciplines and developing ideas in conjunction with renowned universities and think-tanks. The Group is a unique technical sciences solution provider capable of bridging the gap between strategic intent and commercial reality.



Having provided business and government with the advantages they deserve and the outcomes they desire over the past 30 years, The Advitech Group now has the capabilities and respected reputation to deliver at a global level.

Maitland a centre for regional growth

The Hunter Research Foundation (HRF) Centre have been analysing the 2016 Australian Census and other data to better understand the dynamics of the Hunter.

The region is changing. When comparing the 2011 to 2016 Census period with the 2006 to 2011 period, our rate of economic growth slowed. Relative levels of disadvantage grew in many of our postcodes and suburbs. Population growth rates have also differed widely across the region.

One regional stand-out was Maitland local government area (LGA). It had a startling population growth trajectory between 2011 and 2016. Its population increased at a much higher rate (15%) than that of the State (8%) and even Greater Sydney (10%).

The age distribution suggests young families and retirees dominated the 2011 to 2016 population growth. What attracted them?

Housing affordability was important. Maitland's annual house price growth rate (7%), as at June 2017, was much lower than Newcastle's (15%). The median house price (\$420,000) was also lower than Newcastle (\$545,000), Lake Macquarie (\$520,000) and Port Stephens (\$488,000). Much of the growth is in new greenfield development sites.

Lifestyle was another factor. Development of Greenhills and the Maitland CBD offered new dining and shopping options.

Maitland's geographical position has contributed. The opening of the Hunter Expressway in 2014 helped to reduce travel times and increase connectivity between the Upper Hunter, Newcastle and Sydney. The LGA enjoys high levels of economic diversity. Businesses are well placed to take advantage of proximity to a range of Hunter industries, as well as Newcastle and Sydney markets.

However, in common with other Hunter LGAs, Maitland still has pockets of disadvantage. This is particularly apparent in some suburbs in west and East Maitland. Business and government should seek opportunities to increase housing and employment opportunities in these areas.



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Trusted partnership celebrates milestone

This year, Auto Advantage and McDonald Jones Homes will celebrate a 12-year business partnership that has delivered fleet management services for more than 300 vehicles across Australia's eastern seaboard.

The partnership began when the builder was a relatively small business.

"The very first time Auto Advantage worked with McDonald Jones was in the old East Maitland office," Auto Advantage General Manager, Simon Duwner said.

"The first car we sourced for the team was a Holden Commodore station wagon back in 2006... things have changed a bit since then," he said.

Now in its 30th year, the MJH Group is the third largest residential home builder nationally, with brands including McDonald Jones, Mojo Homes, Brighton Homes and Wilson Homes. From humble beginnings the group today operates across most states on the eastern seaboard of Australia and employees around 650 people [excluding trades] and has a turnover in excess of \$700 million.

For the past 12 years, McDonald Jones Homes has trusted Auto Advantage to assist in the buying and management of all fleet vehicles as it has grown and expanded its services. This service goes well beyond the initial purchase of a motor vehicle it also includes assistance in managing all vehicles in the fleet, such as when to service them, when to maintain them and when to change them over.

"McDonald Jones' expertise is building houses; ours is to help them buy and sell vehicles and maintain them in that process" Simon said.

MJH Group Chief Financial Officer, Nick Elkington highlighted that Auto Advantage currently managed about 180 vehicles for the group.



"One of the key benefits in using a trusted car buying services is that we don't have to worry about the process. Auto Advantage do everything that we need to make sure that we've got vehicles for all our employees," Nick said.

The partnership has also seen the two organisations join forces for a great cause. When Bill McDonald and the team embarked on the Build for a Cure initiative in support of the Children's Cancer Institute in 2016, he asked if Auto Advantage could assist by finding a car that could be raffled to raise some additional funds. Auto Advantage and Mitsubishi have now donated two Mitsubishi Mirage vehicles since that time.

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Rail upgrade for Port Waratah Yard

Producers and consumers in the Newcastle region and as far away as North West NSW could benefit from the NSW Government awarding of \$3.3 million to upgrade the Port Waratah Yard configuration.

Parliamentary Secretary for the Hunter Scot MacDonald MLC said the project was part of the \$137 million Fixing Country Rail program, designed to cut delivery times and put money back into the pockets of the local community.

"The project includes building two 1,300-metre rail tracks which would allow longer grain trains of up to 48 wagons in length, to operate more efficiently," Mr MacDonald said.

The project submitted by the Australian Rail Track Corporation (ARTC) will enable around two million tonnes of grain, predominantly from North West NSW to be taken to the Port of Newcastle each year.

"This will cut delivery times and allow more goods to be transported by rail resulting in lower costs for producers and consumers."

Minister for Roads, Maritime and Freight, Melinda Pavey said regional NSW produces an estimated 210 million tonnes of freight a year and this is expected to increase by 25 per cent in the next 40 years.

"Economic growth in rural areas relies on food, produce and raw materials which feed and power NSW, being able to move to market efficiently. Transport from paddock to port can be 18 per cent of the cost of grain sold by regional farmers," Mrs Pavey said.

"Fixing Country Rail supports jobs, growth and economic productivity in regional NSW by reducing the cost of getting goods to market. As costs come down consumers benefit at their local supermarket and exporters become more competitive."

The Fixing Country Rail program complements the successful Fixing Country Roads initiative, with both focusing on improving freight infrastructure and efficiency across the state. These programs combined are worth nearly \$1 billion.

Samuel Heath Roberts retains Specialist Status for 5 years

Roberts Legal's Samuel Heath Roberts has retained accredited specialist status with the Law Society of NSW in Commercial Litigation for the 5th year. He is one of only three Accredited Specialists for Commercial Litigation in the Hunter and Central Coast.

Specialist Accreditation is a structured peer to peer assessment process enabling legal practitioners to be recognised for their expertise. Each year the Law Society runs the accreditation program for a select number of areas of law. The program consists of meticulous assessments on both legal knowledge and its application in practice. For accreditation to be conferred the candidate must pass all assessments.

To retain their accreditation specialists must demonstrate their commitment to their accreditation through their work and by undertaking additional professional development in their area of accreditation.

Specialist Accreditation Chair, Richard Harvey, said "Specialist Accreditation is held by less than 6% of the profession here in New South Wales. We are proud that Specialists Accreditation is such a rigorous process and getting accredited is just the start. When a specialist retains their accreditation year on year their clients know the value of the advice they receive."

International accolade for local insurance broker

Newcastle-based insurance broker Russell Boucher has been named as the Broker of the Year - International at a major insurance industry awards event.

Boucher, a Principal Broker at the Newcastle Branch of international insurance broker Gallagher, claimed the accolade at May's Insurance Business Australia Awards event in Sydney ahead of brokers from Aon and JLT.

A 48-year insurance industry veteran, Boucher has hundreds of clients in the Hunter Region and specialises in providing risk management advice and insurance solutions to multiple sectors, including transport, waste management and recycling, civil construction, and fuel and dangerous goods.

He attributes his success to putting the client first at all times, having open and honest client conversations and continually educating himself on the latest emerging risks facing business communities.

Mark Bramley, Gallagher's Newcastle Area Director, said: "Russell thoroughly deserves this award because his dedication to clients is second to none and he has achieved some outstanding results for them at claims time due to thoroughly understanding their businesses and making sure their risks are adequately covered."

"With a career spanning nearly 50 years Russell is a great ambassador for the insurance broking profession."





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New Airport car park ready

Newcastle Airport has increased the number of public car parking spaces with the official opening of a new car park on 8 June to cater for passenger growth.

An extra 345 spaces have been created following a major development off Kindler Way, which includes additional long-term parking, dedicated staff parking and rental car storage.

The development brings the total number of public car parking spaces at Newcastle Airport to over 2,100 bays.

"These extra spaces will help meet the increasing need for car parking following on-going growth and record passenger numbers," said Newcastle Airport CEO, Dr Peter Cock.

In 2017, Newcastle Airport welcomed a record 1.28 million passengers, 25-month consecutive year-on-year monthly passenger growth and an extra 85,000 airline seats.

The people of the Hunter and Central Coast love to travel and with new destinations, great value fares and connectivity to the world it's smarter to use Newcastle Airport.

"We are constantly striving to improve the experience and convenience for all who visit Newcastle Airport; this is another step forward in meeting the needs of the local community.

We now have the most car parking spaces and product options we have ever had, and are ready to welcome the influx of travellers jetting away to enjoy the June long weekend," said Peter.

The Airport website's transport guide has extensive information about transport choices and on-site car parking options, including an online car parking calculator, giving passengers all the information they need to make the best choice to suit all individual travel needs and budget.

Funding for Hunter Wetlands Visitors Centre

Parliamentary Secretary for the Hunter Scot MacDonald MLC visited the Hunter Wetlands Centre to announce a \$146,820 Infrastructure Grant to the Hunter Wetlands Centre to allow for the redevelopment of the Visitor Centre.

The grant from the NSW Government will allow for the installation of modern fittings and technology, which will enhance how the Centre introduces visitors to the ever-changing world of the wetlands.

"Feedback from the local indigenous community has been incorporated in the design plan," Mr MacDonald said.

"The redeveloped main gallery will improve visitors' experience and their understanding of the role wetlands play in our environment."

"The Hunter Wetlands Centre is important to the Newcastle community for ecological conservation and the educational value it provides and I'm pleased the NSW Government is able to support the Centre."

Hunter Wetlands Centre Chairman David Crofts said the grant to revitalise the Visitor Centre's display area will greatly assist the Wetlands Centre in its renewal program.

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Students recognised for outstanding commitment

Twenty-one students have been recognised for their determination and dedication to their studies at the Hunter TAFE Foundation Encouragement Awards. The awards provide much-needed financial support to hardworking Hunter and Central Coast TAFE NSW students by assisting them to continue their educational development. Many of these students have overcome difficulties in their lives, from personal challenges to financial hardship.

More than \$20,000 in awards and scholarships was presented at a special function held at TAFE NSW Kurri Kurri in categories including vocational area prizes through to Indigenous Encouragement Awards and Education Support Scholarships. The Hunter TAFE Foundation is unique to TAFE NSW and since its inception in 2000, has presented more than \$1 million dollars in awards, scholarships, grants and prizes.

Director of the Hunter TAFE Foundation, John Fitzgerald, said that the support provided to students was made possible by donations made by generous individuals and organisations in the local community.

"For many of the recipients, these awards are a critical factor in them completing their studies and for many others the prize symbolises a

challenge that has been overcome," Mr Fitzgerald said.

"Students who received awards today include people who are pursuing a career change, those who have overcome adversity and many who have shown great strength of will, determination and commitment to learning and gaining qualifications in their chosen career paths.

"The Foundation provides an important piece of infrastructure for students who are studying with TAFE NSW in our area and is well supported by organisations and individuals who value the role of quality vocational education and training," Mr Fitzgerald said.

Carrington resident Jed Davis received one of Encouragement Award. He is studying a Certificate IV in Business at TAFE NSW Newcastle. He hopes to also complete a Certificate IV in Accounting. Jed said the award will assist him in furthering his studies by allowing him to purchase valuable educational tools such as a personal laptop.

"Completing current studies will allow me to move on to a Certificate IV in Accounting that I hope will me move toward my dream of owning a rural medical practice in the years to come," Jed said.

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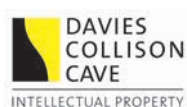
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University of Newcastle continues to move up QS World University Rankings

The University of Newcastle is now ranked 214th in the prestigious 2019 QS World University Rankings announced on 7 June. Moving up 10 places since last year, the University has achieved an impressive rise of 84 places in the QS Rankings since 2014.

Vice-Chancellor, Professor Caroline McMillen, said the ranking in the independent global university league table result was an outstanding achievement that reflected the university's international reputation for excellence in quality education, research and innovation.

"Our University of Newcastle community can be justifiably proud of an uplift of 84 places since 2014, achieved within a highly competitive sector.

"A world ranking at this level is testament to the hardworking staff across our disciplines who have collectively contributed to this great result.

"It pays tribute to our world-leading researchers who are developing innovative solutions to address the challenges facing communities in our regions and around the world; and our professional and teaching staff, who are passionate about delivering a positive learning environment and quality teaching to our students."

The independent 2019 QS World University Rankings ranked a top group of universities against six indicators, which provided measures of academic and employer reputation, research citations, student-staff ratios and the international diversity of staff and students.

Professor McMillen said the QS World University rank of 214 placed the University of Newcastle closer to its ambitious goal of breaking through to the world's top 200 universities by 2020.

Variety is looking for Newcastle's fittest company


Variety – the Children's Charity, is once again looking to crown Newcastle's fittest company as the "Kings of Spin", with the second edition of Variety Spin 4 Kids to be held on Friday the 7 September at Harbour Square, Honeysuckle.

Following the hugely successful inaugural challenge in 2017 that raised over \$40,000 for local sick and disadvantaged kids, the event is a six-hour spin bike challenge, where teams of up to 10 people aim to ride as many kilometres as possible between 10 am-4 pm.

Variety's Head of Regional Development, Jason Bourke says "It's up to individual teams to work out their winning strategy. There's no limits to the number of rider changes, so whether it's short bursts and regular changeovers, or longer sessions with no stopping, the aim of the game is to tick over the furthest distance possible in six fun-filled hours."

He added "The Variety Spin 4 Kids event will raise funds for local kids who are living with disabilities, chronic illness or financial hardship. To do that with high-energy music, crazy costumes and energetic spin instructors is just a bonus. We really appreciate the support we continue to receive from Newcastle businesses, including our major sponsor - Newcastle Coal Infrastructure Group, and hope to smash last years' fundraising total."




If you think your business can knock off last year's winners – APP Group - visit www.variety.org.au/nsw/event/variety-spin-4-kids-newcastle for more information and to register. Entry is \$650 per bike (with additional fundraising encouraged) and includes the after party. Apart from crowning the winners, there will be prizes for highest fundraising team, best dressed team, best team spirit and more.



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Let's talk with.....

Belinda SMITH



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

I have 3 key life roles: mother of 2 boys; Chair of Got Your Back Sista, supporting the work of our founder Melissa Histon-Browning in helping women and children escaping domestic violence; and CEO of Rapid Solutions, a niche liability insurance provider servicing clients in across Australia and NZ, proudly based in the Hunter.

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

I've learned a lot of great lessons from a few key bosses and mentors. A common thread among those influencers was their intense passion for living with purpose, and a "the more you give, the more you get" philosophy. With these great role models, I've been able to pursue with equal commitment and dedication raising a family, building great businesses and supporting gender equity in our community. I'd also say I've taken a fair amount of measured risks, moving through 3 different industries in my career (construction, education and now insurance) and said "yes" more often than "no" to opportunities that will stretch me and invite in new experiences. For example, taking on the inaugural Chair role of Got Your Back Sista in 2016, supporting Mel Histon-Browning navigate the not for profit sector whilst creating a start-up grass roots charity.

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

On weekends it's all about quality time with family and friends, preferably in the city, ditching the car for my bicycle or a stroll. At this time of year I love a morning walk along Newcastle Beach and through the mall (often getting distracted at Teddy Mac Boutique!). I also really love to cook, so more Sundays than not my partner Craig and I visit the Farmers Market and head home to try our hands at a new vegetarian creation or (for our boys) a rustic meal with an ample portion of meat.

4. Where do you find inspiration?

I love Oprah's Super Soul sessions podcasts. They're roughly 30 minutes long, so are perfect for the drive to and from work, and I really relate to her guests' stories about living a spiritual, purposeful life. I found Salma Hayek's recent interview with Oprah particularly inspiring as she shared her experiences in coming forward about Harvey Weinstein and her support of the #metoo campaign. I'm loving the work Tracey Spicer is doing with NOW Australia and how its raising awareness of the extent of violence against women here. I also love Jerry Seinfeld's Comedians in Cars Getting Coffee for great storytelling and a few laughs.

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

Don't feel the need to limit yourself to a "field", just get the best education you can and surround yourself with people who will make the time to nurture, coach and support you. It's also helpful if you understand your strengths because then you can find opportunities that ensure you're playing to those strengths. Marcus Buckingham's work in this field (introduced to me by my first boss Tony Rhodes) was a game changer for me and helped me make some of the biggest, most courageous decisions of my career.

I've also found it to be true that you're the product of the 5 people you spend the most time with, and that over time who those 5 people need to be will often change in order for you to grow and thrive.

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

I am a passionate ballet fan, I aspired to be a professional dancer from the age of 3. The closest I got was a brief stint as a cheerleader for the Canberra Raiders in 1990! I still love it, watching the Australian Ballet's season each year with my Mum.

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

I feel so blessed to live in the Hunter, and as an East Ender it's so exciting to watch the inner city changing before my very eyes right now. I'd like to see the CBD continue to evolve as a vibrant, livable city, packed with unique and thriving small businesses, festivals and events that bring locals and tourists into the mall, the foreshore and our beautiful parks and public spaces. This is a great opportunity for local government, small business and community to work together to create a rich fabric of creative arts, food and wine and destination experiences. I'd also love to see us become a safe city, particularly for women and girls, with our rates of domestic violence dropping over the coming years. I'm seeing such positive responses from many sectors in our community, including corporates and local government, I really do feel the conversations about healthy relationships and understanding that violence is never OK is leading to positive change in the Hunter.

8. What's your favourite Hunter restaurant/café/bar?

Too many to choose from! I love the Basement for their chili tommy margaritas and super tasty food, I frequent Thursday tagine nights at Moor and am a big fan of Bar Petite for Sunday afternoon Paella and Sangria. For special occasions its Bistro Molines in the Hunter Valley and either the Newcastle Club or Restaurant Mason.

9. Are you reading anything at the moment?

Picasso by Gertrude Stein - two creative geniuses in one small tome.

10. Do you have a favourite sport or team?

Having 2 younger brothers, I grew up on Rugby League, so whilst I'm not a footy fanatic, I do enjoy supporting the Newcastle Knights. They've also been great supporters of Got Your Back Sista, with our second community activation taking place on 21 July - it's a great way to get our message of saying No to violence into a broad cross section of our community.

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

That's a no brainer...! "Nobody puts baby in a corner" from Dirty Dancing

JULY 2018 EDITION

We thank the following organisations for sponsoring #HunterInnovate and supporting innovation in our region.



The University of Newcastle
www.newcastle.edu.au



Hunter Water
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There are a couple of entrepreneurs with colourful "Oops I think I broke the Rules" stories. Sara Blakely is the founding CEO of Spanx, a hosiery brand. She launched the brand from her home and it's now worth more than \$1 Billion. The story goes that Nieman Marcus, a department store in the USA, agreed to stock Spanx (well the buyers did) and try the range out with its customers. They tucked the product up the back of the store and let the big names occupy the point of sale positions.

Sara Blakely took herself off to Target and visited the hardware section where she purchased a quantity of metal shelving. Somehow this metal shelving found itself at Nieman Marcus, near the front of the registers. Miraculously, the shelves were soon occupied by Spanx hosiery. The only reason the "ghost who installs shelves and stocks them with Spanx" was identified, was because Sara Blakely was caught on CCTV.

Richard Branson talks about the intrapreneur - entrepreneurs little brother. An intrapreneur is an employee given freedom and financial support to create new products and systems without having to follow company protocols and routines.

Jack Dorsey (Twitter), Mark Zuckerberg (Facebook) and Steve Jobs (Apple) were all risk takers and they all broke Rules. They challenged the status quo and jumped (at times leapt) outside the square.

Happy crawling, hopping, jumping, leaping...

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

IF RULES AREN'T MEANT TO BE BROKEN AT LEAST BEND THEM A LITTLE

Christina Gerakiteys
UtopiaX

I was listening to Bill Gates talk about philanthropy, education and innovation some time ago on Radio National and was delighted by the announcer's closing statement, "To draw more people into thinking big and outside the square, we must change how we teach". And that means teaching EVERYONE - from school children to the elderly - that it's OK to MAKE MISTAKES and it's OK TO TAKE A CHANCE (no my keyboard isn't stuck on caps lock - yes I am shouting).

Of course, the best risk takers are the ones who have nothing to lose...

Amy Cosper, Editor in Chief of Entrepreneur, once wrote, "Rules - I never met one I liked". I instantly fell in love with her thinking. A few years ago, we went with several other families to a camping site for a long weekend. This holiday location was full of signs that started with Don't!

Don't Run

Don't Ride Bikes

Don't Disturb Other Guests

Don't Leave Your Rubbish...

Get the picture? We were on the lookout for the "Don't Have Fun" sign. As you could perhaps imagine, there were several comments made about the strict operations of the park. We couldn't contain our laughter when the Park Supervisor appeared on a small moped with a helmet like Schultz used to wear in Hogan's Heroes.

NEW SPACES IGNITE IDEAS



Ready to take your startup to the next level? The Integrated Innovation Network (I2N) offers two modern University co-working spaces at Hunter St and Williamtown for entrepreneurs, inventors and researchers.

Connect, network, collaborate and innovate.

NEWCASTLE.EDU.AU/COWORKING

NEWCASTLE BUSINESS CRAVE WINS LAUNCH FESTIVAL, SYDNEY 2018

In June, Newcastle business Crave was announced as one of the winners of the LAUNCH Festival 2018, held for the first time in Sydney. The young business, headed by founder Jessica Koncz, won for the development of the Crave App.

The business received prize money of \$100 000, but more importantly, the opportunity to participate in the LAUNCH Incubator program in San Francisco. Founder Jessica Koncz was thrilled saying, "This is a huge milestone for Crave. We have a platform to launch into new markets with the support of High-profile Silicon Valley investor Jason Calacanis who is one of the most respected Angel Investors in the world".

Koncz, entered the category of Best of Year One* (*start-ups with a product in market < 12 months) and was announced as a finalist after being selected from hundreds of entries. She had to pitch live in front of a panel of experts, investors and LAUNCH Festival Founder, Jason Calacanis. After a gruelling question time, Jess was announced as one of seven winners.

The Incubator program, which has been operational since 2011 and is also founded by Calacanis, is held in San Francisco. Six to eight start-ups are selected for each of the three yearly sessions: Summer, Fall and Winter. The program involves 12 weeks of intense product development with a start-up meeting every Thursday, where founders pitch to high profile speakers and Silicon Valley investors.



The program also includes fireside chats with Silicon Valley technologists and pioneers, demonstrations of what's coming in technology, and start-up competitions with founders and teams from all around the world. After 12 weeks of intense product development the start-ups launch at the final event.

"From launching Crave in Newcastle to now potentially expanding globally, I couldn't be prouder to be representing Australia as one of the first companies to be selected for the LAUNCH incubator program" Koncz said.

The team behind Crave Newcastle's Instagram have revolutionised eating out with the release of their App, Crave. Launched in August 2017, Crave is the region's first digital, dish based food directory and it's changing the way consumers choose where to eat out. The team have been working extremely hard and now have over 13 000 people actively using Crave and over 100 businesses listed. The App will soon be launching nationally and internationally.

"I can't wait to see what the future holds for Crave. Working alongside some of the most respected Angel Investors in the world is guaranteed to open doors to exciting opportunities."

NEW FELLOWSHIP TO PUT THE FREEZE ON STROKE

The Hunter Medical Research Institute (HMRI) has long specialised in stroke research, and a new philanthropic donation will help hone that focus.

This \$750,000 five-year fellowship will give certainty to long-term stroke research and take the team closer to finding a solution to a challenging problem. After a mild stroke many people recover and go on to live their lives. But for some, their condition will rapidly deteriorate in the hours following a stroke, and it appears that a build-up of pressure in the brain could be the cause.

Professor Neil Spratt and his team at the University of Newcastle and HMRI are working to address this problem, with postdoctoral researcher Dr Kirsten Coupland joining the team thanks to this Fellowship. After spending several years at the Karolinska Institutet in Stockholm, Sweden, Dr Coupland is now at HMRI working with the Spratt team to further build on the lab's early work into hypothermia treatment after stroke.

"We aim to immediately improve patient outcomes post-stroke, so that those affected can continue to live much the way they did before having a stroke," Dr Coupland says. "The generous support of the Dalara Foundation will allow me the space and time to pursue difficult scientific problems in the stroke field."

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Kirsten Coupland, Allan Davies, Prof Neil Spratt

After a mild stroke some patients experienced an alarming rise in pressure in the brain. "We discovered this pressure rise in the first 24 hours after a stroke and we think this is the explanation for why some patients come in with a very mild stroke and get worse," Professor Spratt says.

The team is examining whether inducing hypothermia can help prevent this swelling. "We will be exploring the benefits of body cooling to reduce brain pressure after stroke," Dr Spratt explains. "Preliminary research has revealed that cooling the body to between 32-33 degrees Celsius for around one to two hours can prevent intracranial pressure from rising."

"This fellowship allows us to offer more job certainty to a researcher and help us attract the best talent in the world," Professor Spratt said. "We're looking forward to working with Dr Coupland to better understand the change in fluid flows in the brain that may cause the pressure change. We want to see if we can halt this rise in pressure and help more people recover from a stroke and live a healthy life."

Allan and Lyn Davies from the Dalara Foundation, long-time philanthropic supporters of stroke research at HMRI, funded the Fellowship to give long-term certainty to research. "The opportunity to work with Professor Spratt and his stroke research team seemed like a good fit for us," Mr Davies said. "We're keen on seeing the connection between clinical research and clinical action."

RESEARCH AND DEVELOPMENT: THE HEART OF INNOVATION

When people think of innovation, they may conjure up images of tech savvy professionals in a garage somewhere, tinkering with electronics in the hopes to develop the next big thing that will take the world by storm. With our ongoing shift towards innovation hubs and collaborative workspaces however, the saying 'it takes a village' has never been more relevant, especially as we continue to operate in the knowledge economy.

For ResTech, a Hunter based Registered Research Agency (RRA) established with a mandate to drive innovation, they have found success by bridging the gap between academia and the commercial realities of product design and development, to come up with innovative technology solutions.

Established in 2004 as a collaboration between the University of Newcastle and Ampcontrol, ResTech bring together a team of multi-disciplinary scientists and engineers who apply innovative thinking in electrical and electronic engineering by combining contemporary and fundamental knowledge with extensive expertise in a range of fields.

From proof of concept experimentation to prototyping, pilot builds, pre-commercialisation activities, scientific consultancy and technical engineering, ResTech helps to bring innovative ideas to life.

ResTech was recently involved in a Hunter-based innovation as one R&D partner with the City of Newcastle for the Aboriginal Dual Naming 'Smart City' cultural trail project, led by the Council's Guraki Aboriginal Advisory Committee.



ResTech Engineers Adrian Bastiani and Ryan Boyle with Lord Mayor Nuatali Nelmes and members of the Guraki Aboriginal Advisory Committee at the unveiling of the Smart City Aboriginal Dual Naming Project with the Newcastle City Council.

Supported by research with linguists and local Aboriginal communities, place name spellings and pronunciations were established so ResTech could incorporate the language elements into the sign's hardware design, development and fabrication. The signs will be showcased as examples of smart city technology through the augmented reality program that will be launched by the Council during NAIDOC Week in July 2018.

Showcasing the indigenous language of the Worimi and Awabakal people, the innovative smart city technology solution includes solar panels, wave finders, audio exciters and the industrial internet of things (IIoT) to capture data around the number of visitors to the sign and how many people have heard a native speaker say the place name.

ResTech are based at the University of Newcastle's Callaghan campus and have a wide range of capabilities to help enable innovative ideas from first principles to final product.



Innovating from first principles to final product

Your Hunter based Registered Research Agency helping #HunterInnovate come to life

ResTech
new technologies through research

Find out how ResTech can enable your ideas

restech.net.au



WHAT BUSINESS ARE YOU IN?

Christina Gerakiteys
UtopiaX

Many have heard the Kodak digital camera story. It is a tale of lost and wasted opportunity, with Kodak ignoring the call to lead the digital photography revolution. Kodak identified as being in the business of film, chemicals and photographic paper. Digital photography had no use for these.

This situation is juxtaposed to Instagram. That business was in the business of capturing and sharing memories. Instagram sold for one billion dollars in cash and stock. Kodak went broke and recently emerged as a much smaller iteration of itself. Ironically Kodak's tagline was a 'Kodak Moment'.

Tricky Jigsaw, a M&C Saatchi subsidiary group company, claimed the #1 spot on the 2017 most innovative companies list with Fireblanket, a project developed for their client, the NRMA. Why develop a new product rather than spend the allocated funds on traditional advertising methods? The Fireblanket prototype disperses a virtual safety blanket over at-risk communities, serving as an early bushfire detecting service.

Motor vehicle insurance is about to be disrupted by car manufacturers, like Volvo, backing the safety of their autonomous vehicles by self-insuring! With the evolving concept of Smart Homes, home and then business insurance will likely follow suit.

So, what is the NRMA actually in the business of? Is it insurance or is it protection, providing a safety-net for basic needs? Suddenly, investing in Fireblanket to protect vulnerable areas makes perfect sense!

And if Google is in the business of making the world's information available in just one click and Zappos is in the business of providing wow through customer service, it could be time to ask, "What is your business in the business of?"

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



THE TIME FOR EXPLORATION IS NOW

The Hunter is on the crest of a transition that will reshape the way that we live, interact and do business. Right now, we have the perfect opportunity to build on the region's natural competitive advantages, exploit its depth of research talent and leverage these ingredients to shape our region into one that can be renowned for its innovation and excellence.

On Thursday July 26 a special edition of iQ Talk will take place at the Civic Theatre. The event will feature Kip Harkness - big thinker, change agent and Deputy City Manager, City of San Jose.

Kip's career has taken him from Timbuktu to Silicon Valley and along the way he has worked with farmers on the edge of the Sahara, created the award-winning Strong Neighborhoods Initiative, managed complex urban developments and led a talented innovation team across 7 time zones while he was Director of Technology Engagement at PayPal.

Following Kip's keynote he will be joined for a panel discussion by a remarkable group of local, national and international thought leaders:

- **Fiona McKenzie** - Human Geographer and Co-Founder, Australian Futures Project
- **Derya Dilara** - Urban Innovation Expert, Delos Delta
- **Nathaniel Bavinton** - Smart City Coordinator, Newcastle City Council.

Hot topics will include:

- a Living Lab for Newcastle, where new ideas and new technology can be tested and assessed in real-life, real-time settings - on the streets, in buildings, on city infrastructure and in public spaces
- the recently announced Smart Moves Newcastle project which will provide an integrated network for transport, energy and digital infrastructure in the city
- what's on the horizon for Newcastle as a smart, innovative and liveable city.





CATHERINE HENRY LAWYERS

Rosanna Fuller has joined Catherine Henry Lawyers as People and Business Development Manager. Rosanna has more than 20 years' experience in management, human resources and administration in both legal and accounting professional services firms, including more than eight years with Shaw Gidley. Rosanna is a member of the Australasian Legal Practice Management Association and Australian Human Resources Institute.



FOURWALLS COMMERCIAL

Four Walls Commercial Maitland has welcomed **Matthew Morrison** to the team. Matthew has been in the real estate profession for over 22 years with hands on experience in all facets of the sale, leasing and management of commercial property in the Greater Hunter Region and the Northern Beaches of Sydney. Matthew holds a Real Estate and Business Agents Licence, a Certificate in Accountancy and is a Justice of the Peace. He also has accreditation in Commercial Property Asset Management.



performHR

Jamie Sonneveld has joined the performHR team as a HR Officer. UoN graduate and young gun, Jamie has experience in working with medical, B2B and B2C organisations. Passionate about creating practical solutions for performHR's clients, Jamie has hit the ground running by providing invaluable support to the Employee Relations team.



HUNTER DEVELOPMENT CORP.

Valentina Misevska has been promoted to a new role of Chief Operating Officer at Hunter Development Corporation. Valentina started at HDC as Development Manager in 2008 and has led the agency's property development work. She was HDC Acting General Manager before the appointment of Michael Cassel as Chief Executive. Prior to joining HDC she worked as a Senior Associate for a Newcastle law firm.



DSI UNDERGROUND

DSI Underground has announced the appointment of **Britt Cook** to the position of HR & Organisational Development Manager, joining the Executive Team and reporting directly to Derek Hird; RCEO. The newly-created position will drive the HR strategy in support of the expanding strategic direction of the company. Britt has several years' experience in HR, specialising in IR, OD & WHS, and is currently completing an MBA with a major in HR.



PORT OF NEWCASTLE

Port of Newcastle appointed **Craig Carmody** as CEO. Craig has a deep understanding of the Australian transport and maritime industry, having led the strategic direction of Svitzer Australia in both a domestic and global context. He has worked as a senior government adviser in transport and infrastructure, including in the Offices of the Prime Minister, Deputy Prime Minister and Minister for Transport and Infrastructure.



performHR

performHR has welcomed UoN Business Graduate, **Megan Kennewell** as a HR Officer. After graduating earlier this year, Megan is enjoying developing her skills in all facets of the HR and ER world. She is passionate about providing pragmatic yet innovative solutions to her client's needs and looks forward to working with them to increase efficiencies within their organisation.



PROPERTY COUNCIL

The Property Council NSW has appointed **Anita Hugo** as its new Hunter Regional Director. Anita joins the Property Council with a strong background in policy and communications, having most recently been Policy and Public Affairs Manager at the Hunter Business Chamber. Anita has a wealth of experience in policy, advocacy and communications having worked across private, not-for-profit and government organisations representing a wide range of sectors.



UNIVERSITY OF NEWCASTLE

The University of Newcastle has announced **Dr Alex Zelinsky AO** as its next Vice-Chancellor and President. A computer scientist, roboticist and systems engineer, Dr Zelinsky's career spans innovation, science and technology, education, research and development, and commercial start-ups. He has been Australia's Chief Defence Scientist since March 2012 and was Group Executive of Information Sciences at the CSIRO from 2004-2012. He has also held an academic and research leadership role at The Australian National University.



JIRSCH SUTHERLAND

National insolvency firm Jirsch Sutherland has appointed **Bradd Morelli** as its new National Managing Partner. Morelli took over from Sule Arnautovic on 1 July. Bradd brings decades of experience in the insolvency sector to his new role. He joined Jirsch Sutherland in 2007, working initially in the Sydney office and then joining the founding team in Newcastle.

NEED A BREAK

Demand for Adelaide flights opens up weekend travel with new schedule

On 18 June FlyPelican launched a new Adelaide flight schedule to meet passenger demand.

Operating since March 2018, non-stop flights from Newcastle will now operate Monday, Wednesday and Friday, providing a better service for business and leisure travellers, with holiday makers now able to enjoy a three-day weekend.

Newcastle Airport CEO Dr Peter Cock welcomed the new schedule, crediting the tremendous community interest in the new Newcastle-Adelaide service over the past three months with driving the inclusion of the Monday flight.

"Thanks to FlyPelican you can now depart on Friday evening and return Monday. This gives holiday makers, from South Australia and the Hunter and Central Coast, an even smarter link to and from Adelaide."

"The new Monday flight will provide greater choice for passengers wanting to come from South Australia to explore

what our incredible region has to offer, which is great for local businesses and tourism operators. For the people of our region it expands the opportunity to experience the world-famous sights and tastes of South Australia, or visit family and friends for a long weekend," Peter Cock added.

Passengers can depart Newcastle Airport at 7.45pm Friday and return 5.55pm Monday, allowing for a three-day weekend in South Australia.

FlyPelican CEO, Paul Graham, said, "We have listened to feedback from our customers and we are delighted to now have an optimal schedule that meet the needs of our passengers. With the ability to spend a leisurely weekend either in the Hunter region or in South Australia with a direct 2 hour flight, we are confident that our new schedule will be welcomed and well patronised."

Fares for the Fokker jet service (seating 80 or 100 passengers) include in-flight catering, checked baggage allowance and taxes.



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Stop! Don't do it!

Steve Dick

Raine & Horne Commercial Newcastle

It's a typical scenario and the pressure is on. You've been searching for a while, spent money marketing, reduced your rent, probably even given away some rent free holiday and now you have a potential tenant. The same goes for those looking for property, you've made the decision to move, prepared your business case, completed your budgeting and visited countless buildings, listened to countless agents provide their views for what's best for your business.

At this stage the negotiation begins, and usually if you are dealing through an agent you end up trading "letters of intent" or "heads of agreements" trying to put on paper what has been discussed and agreed so the solicitors can convert them into legal terms for your lease.

Whether you're the landlord or the tenant there's a sense of relief, but, in our time poor society we are usually working just in time. We leave the move to the last minute, we grab that tenant that wants to move quicker than most because time is money. Then, as the solicitor is still doing their thing, the words that commercial agents dread spring forth; "Can we move in early - Its just some furniture - we have to move out and we don't want to double handle it - we've paid the security and provided our insurances". At this time both parties are usually still bathing in the after glow of a successful coupling and it is hard to deny this innocent little request.

STOP - just because you've danced the dance, with euphoric endorphins still pumping through, would you give a relative stranger the keys to your house so they can store some stuff? No!

Well STOP - and don't do it! In the commercial world either. The precedents are many and the commercial dangers severe if it goes wrong. Take for instance;

A cafe, that had been for lease for a while;

- the landlord accepts an offer from a tenant and instructs a solicitor to prepare a lease.
- The tenant has to de-fit his other premises quickly

- The landlord (unbeknownst to the agent) lets the tenant have access by giving a key just to store the equipment.
- Subsequently another tenant makes an offer which is far more attractive.
- As there was no lease signed the owner wants to change tenants.
- The owner instructs the first tenant to remove the equipment he had just stored in there.

Luckily for this owner the tenant despite some initial anger was persuaded to move on, however Section 8 of the Retail Leases Act 1994 says that on entering into possession or starts to pay rent irrespective of whether the lease has been signed a lease is deemed to exist.

In another similar circumstance the tenant after moving in early had a change of heart sighting solicitor advice. The owner could have held the tenant to the lease and without a lease in place the tenant could have been held to a default term of 5 years.

Whether you are a tenant or a landlord cool your heels and have a properly executed lease in place prior to allowing any form of occupancy. In fact the three must haves are:

1. A signed lease
2. The security whether bond or bank guarantee
3. The Certificate of Currency for Public Liability Insurance and Plate Glass

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.

DA approval for Warners Bay development

The landmark residential development, Water's Edge at Warners Bay has been granted development approval by Lake Macquarie City Council.

This signals the green light for clearing the highly valued land adjoining King Street and the Esplanade, with construction teams expected on-site within weeks.

This long awaited residential apartment development is set to establish a new benchmark for quality and design.

Water's Edge, which will comprise 112 apartments, most with amazing lake or pool deck views that will never be built out, is being developed by award winning construction company BLOC.

Managing Director of PRDnationwide, Mark Kentwell says Water's Edge has sold quickly since its release in September last year.

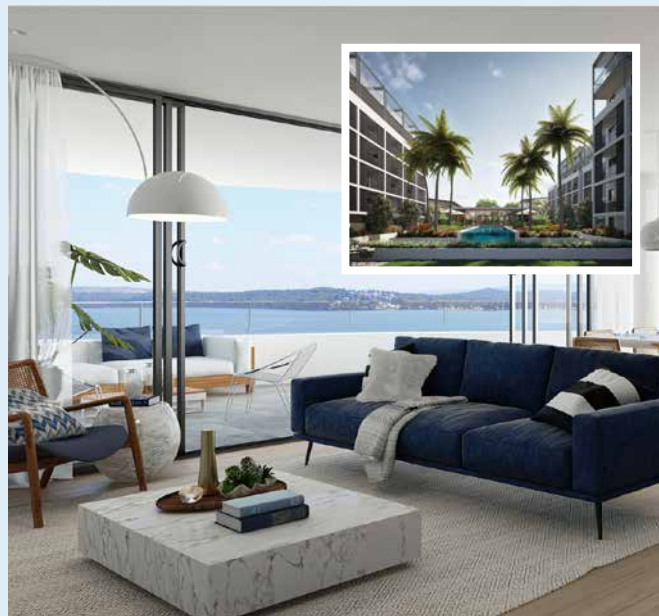
"More than 70% of the apartments have now sold off the plan and we are now selling the remainder and inviting expressions of interest for the ground floor commercial spaces.

"Warners Bay has been such a well-kept secret for so long, but thanks to the recent foreshore rejuvenation and the opening of so many great cafes and restaurants, we understand why Water's Edge has proven so popular.

"We are still getting plenty of interest with our team providing off-the-plan buyers with floor plans, inclusions, finishes and pricing.

The \$80 million project will also incorporate some retail and commercial spaces on the ground floor as well as offer approximately 200 car parking spaces on site.

Construction is expected to be finished by early 2020, generating hundreds of building industry jobs in the process.



Hunter Housing Hotspots: Six of the Best

Craig Jennion
HIA

The Hunter region achieves a strong showing on the housing Hotspots front according to the HIA's latest Population & Residential Building Hotspots report 2018, published today.*

"No less than 6 areas of the Hunter region qualify as housing Hotspots based on their strong performance in terms of building approvals and population growth," commented HIA Executive Director for Hunter, Craig Jennion.

"Thornton-Millers Forest is the Hunter region's number 1 Hotspot this year due to \$82.8 million in building approvals and population growth of 5.3 per cent.

"In second place is Warnervale-Wadalba with \$57.7 million in building approvals and 5.1 per cent population growth".

"The Hunter region's third-ranked Hotspot is Maryland-Fletcher-Minmi will \$53.9 million in building approvals and 3.6 per cent population growth".

Building momentum and likely to qualify again in next year's report is Newcastle-Cooks Hill. This locality recorded the second largest volume of renovations approvals of any area across NSW in last year's report (\$63.3 million in 2015/16). In the 12 months to March 2018 \$182.3 million of residential building approvals has been undertaken, an increase of 230% to the same period a year earlier.

"This report again demonstrates the residential construction sector is underpinned by robust levels of new home building and increases in population," concluded Craig Jennion.

*Regionally a "Hotspot" is defined as a local area where population growth exceeds the national rate (which was 1.6 per cent in the year to June 2017) and where the value of residential building work approved is in excess of \$50 million.

Hunter Region Building and Population Hotspots**

**SAs with in excess of \$50 million in residential building work approved in 2016/17 and with an annual population growth rate in excess of the national rate of 1.6%

	Statistical Area Level 2	Statistical Area Level 4	Residential Building Approved, 2016/17, (\$'000)	Annual Population Growth Rate (%)
1	Thornton - Millers Forest	Hunter Valley exc Newcastle	82,813	5.3
2	Warnervale - Wadalba	Central Coast	57,737	5.1
3	Maryland - Fletcher - Minmi	Newcastle and Lake Macquarie	53,937	3.6
4	Newcastle - Cooks Hill	Newcastle and Lake Macquarie	58,487	2.9
5	Morissey - Cooranbong	Newcastle and Lake Macquarie	66,786	2.0
6	Branxton - Greta - Pokolbin	Hunter Valley exc Newcastle	62,719	1.9

For further information contact Craig Jennion, HIA Executive Director - Hunter on 0414 872 090 or c.jennion@hia.com.au.



Craig Jennion is the Housing Industry Association executive director for the Hunter.



REDHEAD AUCTION

SECURE YOUR BEACH SIDE WAREHOUSE

- 540m² Industrial Unit
- Mezzanine levels
- Paint room with extraction fan
- Quality Showroom/Offices
- 3 phase power
- Close to Redhead Beach

Auction on site 9th of August 2018 at 11.00am if not sold prior

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

LAURIO PLACE - STEEL RIVER INDUSTRIAL PARK LEASE/SALE

AVAILABLE NOW TO OWNER OCCUPY OR LEASE

- 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

HAMILTON LEASE

WHEN A CENTRAL HAMILTON LOCATION IS PARAMOUNT

- 220m² Commercial quality offices over 2 levels
- 100m² warehouse (leased separately if not required)
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FOR LEASE

WILLIAMTOWN



1 Technology Place, Williamtown

Set amongst major defence contractors this first floor office which has full disability access is set in a campus style environment at the entrance to Newcastle Airport and adjacent to the Williamtown RAAF Base.

Lease: \$67,650pa + OGs + GST

STEVEN DICK 0425 302 771

FOR LEASE

NEWCASTLE



444 - 448 Hunter Street, Newcastle

Located directly across from the 'New Space' University Campus on Hunter Street, this tenancy features an imposing granite facade and large shopfront windows. Benefiting from the construction of the light rail this tenancy will also be serviced by frequent transport & a revitalized street scape.

Lease: \$50,000pa + OGs + GST

STEVE COX 0425 302 773

FOR LEASE

WICKHAM



Unit C, 41 Throsby Street, Wickham

City side warehouse with front and rear roller doors. Perfect for storage or other uses that need a clear, dry space. Just 1.5kms from Newcastle CBD and approx. 326m².

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

JASON MORRIS 0425 302 778

FOR LEASE

ADAMSTOWN



Unit 4, 87 Bailey Street, Adamstown

310sqm of well located warehouse, includes bathroom with shower, small mezzanine & office space.

Lease: \$36,000pa gross + GST

MATT NELSON 0425 302 776

FOR LEASE

EAST MAITLAND



2/10-12 Garnett Road, East Maitland

Very neat offices of approx. 226m² only a stone throw from Stockland's Greenhills. Excellent presentation with features including reception area, open plan and private offices, board room plus onsite car parking and single lock up garage.

Lease: \$36,500pa + OGs + GST

PAUL TILDEN 0425 302 772

FOR SALE

CARDIFF



84 Munibung Road, Cardiff

Zoned IN(2) Light Industrial, this well exposed industrial complex comprises a warehouse, office/showroom & display area, reception plus mezzanine warehouse, lunch room and executive offices.

Sale: \$3,600,000 + GST

ALAN TONKS 0425 302 770

starrpartners

MAITLAND

FOR LEASE \$28,000pa + GST



PRIME CORNER LOCATION

With shop 7's large glass shop frontage spanning the length of the unit and encompassing both High and St Andrews Streets, your business will stand out. The premises consist of a large open plan space which could be utilised as a showroom or office. The property also has a partition wall which could be adapted to storage or turned into a kitchen/lunchroom.

- Dual street frontage
- Glass shopfront
- Open plan
- Lease incentives

Please call **Matthew Higgins** on **0403 706 042** now to discuss this awesome investment opportunity.

MAITLAND

FOR SALE \$990,000



ESTABLISHED INVESTMENT OPPORTUNITY

2 level architecturally designed terrace style building located in a boutique commercial centre. Situated in a high traffic area with major government centres only meters away.

- Good natural light into the premises
- Ducted air conditioning
- Glass fronted offices on both levels
- Internal amenities & kitchen space
- 3 exclusive car parks
- Zoning B4 mixed use

Tenancies

Suite 7a (Richmond RPA limited) Suite 7b (Powe & White Family Lawyers)
Rent: \$28,500 pa plus GST Rent: \$37,593 pa plus GST
Ground floor - 141 m² First Floor - 141 m²

This is an excellent fully leased investment opportunity, with potentially rental growth.

For further information please call **Brendan Sarroff** on **0400 986 779**

EAST MAITLAND

FOR LEASE



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.
Covered rear loading area of 495sqm (approx.) with wash bay located at rear.
Zoned B5 Business Development.

Building areas as follows:

Workshop 1

Office Area: 146sqm*
Workshop area: 1,302sqm*
Total Building Area: 1,448sqm*

Workshop 2

Office Area: 111sqm*
Workshop Area: 601sqm*
Total Building Area: 712sqm*

*Approximate

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

P: 4933 6299 W: starrpartners.com.au



Changes to insurance in super

Ian Morante
Nationwide Super

The latest Federal Budget included some proposed changes to superannuation, particularly in relation to insurance provisions. It is worth noting that more than 70% of Australian life insurance policies are held inside of super^[1].

Since 2013, and the introduction of MySuper, super funds have been obliged by law to provide a minimum level of insurance cover within their default product. This is because despite the peace of mind insurance offers and its potential to support people and their families through the toughest of life circumstances, many remain under-insured and don't make a conscious decision to take control of their insurance arrangements.

Super funds typically have three types of insurance for members:

- **Death cover (also known as life insurance)** - pays a benefit to your beneficiaries when you die, either as a lump sum or as an income stream
- **Total and permanent disability (TPD) cover** - pays you a benefit if you become seriously disabled and are unlikely to ever work again
- **Income protection (IP) cover** - pays you an income stream for a specified period if you can't work due to temporary disability or illness

Your employer's default super fund must offer a minimum level of life insurance, depending on your age, and you can usually increase, decrease, or cancel your default insurance cover.

One of the key concerns or criticisms of this arrangement is that the cost of insurance premiums is deducted from your super

balance, which reduces the money available to be invested for your retirement. These deductions have a greater potential impact for super accounts with lower balances.

From 1 July 2019, the government has proposed changing the insurance arrangements for certain categories of super members. Firstly, insurance within super will move from being a default (automatic) inclusion, to be offered on an opt-in basis for people aged under 25. Insurance cover will also be removed for members of a fund who are deemed 'inactive', meaning they haven't received a super contribution for 13 months or more, or for members whose account balance is less than \$6,000.

While the details of the proposed changes are still to be finalised, the simple message is that regardless of your circumstances, taking control of your insurance arrangements and reviewing them regularly is important. It makes sense to ensure you are making the most of the insurance options available through your super, and that you have an optimal level of cover for your particular needs.

For further information contact Nationwide Super on 1800 025 241, email enquiries@nationwidesuper.com.au or visit www.nationwidesuper.com.au

This article contains general information only and has been prepared without taking into account your financial objectives, situation or needs. It may, therefore, not be right for you. Before you make any investment and/or insurance decision, we suggest you consult the relevant Product Disclosure Statement and/or seek licensed financial advice.

[1] <http://ricewarner.com/insurance-through-superannuation/>



Ian Morante is CEO of Nationwide Super. Ian has over 25 years' experience in the superannuation industry and holds a Bachelor of Commerce from Newcastle University, a Diploma of Financial Planning, a Diploma of Financial Services (Super), an Advanced Diploma of Financial Services (Super) and is a Fellow of the Australian Institute of Superannuation Trustees.

"If we can educate the younger generation on how important super is, it will be sensational"

George Tuntevski, Sharp Electronics Group

As a good friend to small businesses, Nationwide Super understands that you and your team are probably more interested in the state of your office systems, than the state of your super.

That's our job. We keep all your super obligations running smoothly so you can stay focused on doing what you do best.

Good work. Great rewards.

NSF Nominees Pty Ltd ABN 29 053 228 667 AFSL 253129
Trustee of Nationwide Superannuation Fund ABN 15 201 768 813

NATIONWIDE
SUPER

Protection against life's 'what ifs...'

**Mark Bramley
Gallagher**

As a business owner, you are your own risk manager. Your primary responsibility to your business is to stay open and running, no matter what life brings. But have you ever considered what your business would need in order to stay open should unforeseen circumstances interrupt your normal operations?

Ask yourself: what if a fire in your café destroyed the kitchen and you had to close for 2 months while repairs were made? Worse still the café was completely destroyed and unable to be opened for a year? What if a major natural disaster meant you couldn't access your premises for a whole week? Or how about if an electrical fire at a retail precinct prevented customers accessing your business for an unspecified period? Could your business survive? Would you still be financial?

In these scenarios, it's important to consider how you would cover the loss of business income. And what about paying staff wages or loan repayments if revenue isn't rolling in as expected? As a property owner, could you cover the loss of rent?

If you don't have the answers to those questions, it could be the right time to consider adding business interruption insurance to your insurance program.

Business interruption insurance – sometimes known as business income protection insurance – can reimburse you for lost income while your doors are closed to customers, and ensure loans and staff wages can be paid. Should you need to move premises on a temporary basis, business interruption insurance can also address those costs.

In today's economic climate you can't put a price on the relief this protection brings to business owners in the face of an already

stressful claim situation. It could even make the difference between living to fight another day, or having to close your doors permanently.

This isn't just scaremongering, either. Although stats vary quite wildly depending on the source, a significant number of businesses (perhaps as many as 70%) that suffer from a major interruption to their normal operations never recover.

But while business interruption insurance is one of the most important safeguards you can put in place to protect your business in the longer term, it's also one of the least understood policies, and least taken up by business owners. It's certainly worth talking to an insurance broker about the relevance of the cover for your business, as they'll be well placed to advise on the best options for you to consider.

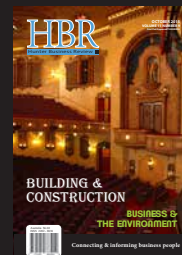
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or visit info.ajg.com.au/Newcastle**



Mark Bramley is Area Director at Gallagher in Newcastle. Gallagher is one of Australia's largest insurance broking and risk management companies with more than 120,000 clients, including hundreds in the Hunter region.

HAVE YOU MISSED AN ISSUE?

HBR
Hunter Business Review



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www.HBRmag.com.au

Are you ready for 'what if'?



If an unexpected event forced you to cease trading for two days, two weeks or even two months, could your business recover from the loss of income? And how would you handle loan repayments or pay staff wages if revenue wasn't rolling in?

If you don't have the answers to those questions, it could be the right time to consider adding **business interruption cover** to your insurance program.

Business interruption insurance is designed to reimburse you for lost income brought about by unforeseen insurable events. It can even cover temporary relocation costs – and could make the difference between bouncing back and having to close your doors for good.



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To find out more, contact Gallagher's Newcastle Branch on (02) 4979 3333, visit info.ajg.com.au/newcastle or drop in and see us at Sky Central, 123 Pacific Highway, Charlestown.

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Management liability insurance

Ross Lewis

MGA Insurance Brokers

Management Liability Insurance protects you and the company against the risks and exposures of running the company (i.e. your liability for mismanagement).

Without adequate protection you could risk losing, not only your business, but also your personal assets. This insurance therefore protects you personally and therefore your wealth and lifestyle.

The legal costs to defend allegations of wrongful acts alone can be financially crippling for businesses and individuals.

Who can bring an action against a company, its directors, officers and employees?

- Regulators (e.g. ACCC, ASIC and the ATO)
- Clients
- Employees
- Liquidators/Administrators
- Competitors
- Shareholders (especially minority shareholders)
- Creditors

What does Management Liability Insurance Cover?

Damages and claimant costs awarded against you

- Investigation costs
- Defence (i.e. legal) costs
- Civil fines & pecuniary penalties

Management Liability Insurance is a packaged product which will normally cover the following management liability risks:

1. Directors and Officers Liabilities

Will protect the past, present and future directors and officers plus anyone else involved in the management of a company for claims alleging a wrongful act and for which the company does not grant indemnification to such person. Employees can also be covered. Claim examples include Unfair competition, Fraud/Breach of fiduciary Duty, Misappropriation of Trade Secrets, insolvent Trading, Manslaughter

2. Employment Practices Liabilities

Provides cover to the company, directors, officers and employees for claims made by current, past and prospective employees for issues arising from employment practices, including harassment, unfair dismissal and other employment issues. Claim examples include Bullying/Harassment, Unfair Dismissal, Discrimination

3. Statutory Liabilities

Covers certain individuals and the company for fines and penalties from operating the business including fines related to workers compensation and occupational health & safety. Claim examples include Occupational Health and Safety Penalties, EPA and Pecuniary Penalties, Other Pecuniary Penalties (Civil Penalties)

4. Crime Cover

A comprehensive crime section provides cover to the company for loss arising from dishonest acts such as theft and fraud by employees including theft of stock. Claims examples include Theft by Employee, Theft of Inventory, Theft by Contractor/Consultant.

5. Corporate entity Liabilities

Extremely relevant for companies that are owned by the directors by providing cover to the company for actions arising from managerial matters. A claim against the company will cause the same financial hardship to the owner; therefore this cover is extended to provide protection to the company. Many of the same claims against the directors and officers will, typically, be brought first against the company. Claim examples include Wrongful Act/Fraud, Shareholder Dispute, Shareholder Employment

6. Legal Representation Costs

Legal representation costs that are incurred by directors/officers and the company for attendance at official investigations or enquiries are covered. Claim examples include ASIC Enquiry.

7. Other Covers - Tax Investigation/Public Relations/Crisis Containment

Additional management exposures can also be insured against under management liability insurance, to reimburse the company for certain costs incurred during a tax investigation by the ATO or to engage professional assistance in a crisis. Claim examples include taxation investigation, public relations and crisis containment.

For further information contact MGA Insurance Brokers on (02) 4918 5002, email Ross.Lewis@mga.com or visit www.mga.com.au



Ross Lewis is the owner/manager of the Newcastle Branch of MGA Insurance Brokers. He has been in the insurance industry for over 50 years and an insurance broker for nearly 40 years in Newcastle. Ten years ago, he merged his business with the national MGA Insurance Brokers which has 40 offices and over 200 personnel nationwide.

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DEFENCE AND AEROSPACE HELPING TO POWER LOCAL ECONOMY

Defence and aerospace, already major contributors to the Hunter economy, are set for continued strong growth into the future.

Defence is estimated to inject over \$1 billion annually into the local economy and employs thousands of skilled people.

Global Defence prime contractors including Thales, BAE Systems, Boeing Defence, Lockheed Martin, Varley Group, Northrop Grumman, Airbus and Raytheon are based in the region to support Defence's presence which is spear-headed by RAAF Base, Williamtown and Lone Pine Barracks, Singleton.

Although defence-related maritime and land support remain important economic drivers, the largest growth has been in air defence and aerospace, particularly at Williamtown where the powerful combination of Newcastle Airport, the RAAF base, the Williamtown Aerospace Centre and an increasing array of related businesses is providing major economic benefits for the whole region.

The Federal Government is investing billions of dollars in the Joint Strike Fighter program, with much of this directed to Williamtown. This is providing enormous opportunities not only for the businesses based at Williamtown, but across the entire region.

As we move through exciting times for the Hunter, Defence and Aerospace are set to grow their already major contributions to the Hunter and help lay the base for continued economy growth for the entire region.



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HUNTER DEFENCE OPPORTUNITIES AND THE JSF-35 PROGRAM

The end of 2018 will see the delivery of the first two of the 72 35As Joint Strike Fighters (JSF) that will be based at Williamtown RAAF Base. Currently based at Luke Air Force Base in the United States, the delivery of the fighter aircraft will be a significant milestone for the JSF Program for Australia.

The Australian JSF Program has two key goals, to meet the air combat needs of Australia to 2030 and beyond and to develop and support an industry base supporting the JSF capabilities. To date the JSF Program has awarded Australian industry \$1 billion in collective contracts. It is anticipated that by 2023, the Program will support up to 5,000 jobs nationally which will involve over 50 Australian companies.

This level of investment provides great opportunities for local Hunter companies to become part of the global supply chain that will support the JSF Program. Local Hunter firms which are successfully linked into the JSF supply chain may experience additional benefits through increased knowledge and capability. This may include opportunities to expand into other defence markets or identify other commercial applications. Australia will also play a significant role in the sustainment of the global fleet, providing local firms the opportunity to establish a long-term involvement in JSF sustainment activities including maintenance, repair, overhauls and upgrades

Whilst there are opportunities to work directly with the programs supply partners, the flow on effect to the local Hunter economy has significant potential. A report produced by Price

Waterhouse Coopers estimates spin off economic benefits by 2038 will be in the order of \$1.2 billion (real GDP) nationally. The economic benefits to the Hunter Region will be gained through increased employment and household spending. Support for the JSF program locally will be required by other sectors such as the educational, hospitality, medical and other service sectors.

Hunter Defence is focused on supporting local defence industry to become part of the global supply chain opportunities which exist because of the JSF Program. Hunter Defence will be participating in Land Forces 2018 in South Australia this coming September, providing an opportunity to showcase the local Defence Industry capability of the region. The annual Hunter Defence Conference will also be held again this year on the 30-31 August 2018, providing an excellent opportunity for local business to connect to the Department of Defence and Prime Defence contractors.

"HunterNet is all about the Power of many. The Hunter Defence conference held annually gives businesses from start-ups to established companies the opportunity to find out what's happening in the Defence sector. The Hunter Defence Conference Provides opportunities to engage with Industry in Global Supply Chains. The person you talk too at the Conference is potentially your next customer. The conference provides the platform to enlighten the industry on what's in it for them in regard to your product or service. The person you meet at The Hunter Defence Conference is the newest member of your band it's the person who now knows more about your business than what they knew yesterday. We encourage all prospective Businesses to use the conference, to get your name out there. Come inside the industry and stop looking from the viewing platform be a part of the Global Supply Chain that is Defence"

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The 2018 Hunter Defence Conference

SME Collaboration to Deliver Defence Capability

30 & 31 August 2018

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The 2018 Defence Conference will focus on driving collaboration and engagement between Defence Primes, the region's SME's, academia and Defence.

A highlight of the conference will be the spectacular low flying aerial show from Matt Hall Racing during our networking drinks on Thursday 30th August followed by our gala dinner where Matt will be our keynote speaker. This makes this evening one of the key networking events of the conference.

Once again, HunterNet will donate to HDSN & Westpac Rescue Helicopter, from the proceeds of the conference. These organisations do great work in supporting our Region and the serving members and veterans of the Australian Defence Force. We encourage all HunterNet Members and conference attendees to also give their support.

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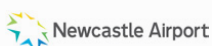
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MARTIN-BAKER AUSTRALIA SETS UP FULL WORKSHOP AT WILLIAMTOWN AEROSPACE CENTRE

Martin-Baker Australia is the newest arm of the world's leading ejection seat manufacturer. It was established in 2015 to provide direct customer sales and support and to build a world class Maintenance, Repair, Overhaul and Upgrade (MRO&U) capability in the region. MBA has chosen Williamtown Aerospace Centre as its east coast operations centre to support the Joint Strike Fighter training and operations centre based on RAAF Base Williamtown.

The company is undergoing rapid expansion in 2018 with the commissioning of the first workshop at RAAF Base Pearce in support of the PC-21 Pilot Training System and now the addition of a full workshop at the Williamtown Aerospace Centre.

Martin-Baker seats are used in the following Royal Australian Air Force Aircraft:

- PC-9
- PC-21
- Hawk LIF
- F/A-18A/B and F/A-18F
- EA/18G
- F-35 (Joint Strike Fighter) .

The New Zealand Defence Force recently purchased T-6 Texan II that also uses MartinBaker ejection seats. Martin-Baker's crashworthy seats are currently used in RAAF EC135 HATS and P-8A aircraft. Many civilian EMS operators use the Rotating and Traversing or MFOS seats in AW139 helicopters. For more about Martin-Baker Australia, please visit: www.Martin-Baker.com.

The Managing Director of Martin-Baker Australia, Andrew Eden commented, "We have an obligation to support the F-35A Joint Strike Fighter from December 2018 at Williamtown. The WAC was the obvious choice for us as we needed space to support these and other customer Maintenance, Repair, Overhaul and Upgrade



requirements. The F-35 and other platforms that use our products will be operating at RAAF Williamtown for the foreseeable future. Williamtown Aerospace Centre will house our second workshop in Australia giving us full coverage for our customers on both east and west coasts. The workshops are commissioned with our newest Support and Test Equipment that allow support of all our platforms in the region."

Martin-Baker joins a growing list of WAC tenants which includes Raytheon Australia, Bohemia Interactive Simulations, Nova Systems / Hensoldt / Airbus, Lockheed Martin, Viasat, Plexsys, Boeing Defence Australia, Milskil, Redarc Technologies, Central Health Alliance, and University of Newcastle.

Building Foxtrot is now available for lease and is 50% committed to new lessees. It is a two level 1,200 sqm space that can be designed to suit commercial and light industrial or workshop or warehouse uses. The Ground Floor has been partially leased. Level 1 has available 620 sqm for lease that can be split into smaller areas if required.



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HUNTER STUDENTS SEE DEFENCE CAREERS UP CLOSE

Facilitated by Regional Development Australia (RDA) Hunter, 200 Hunter high school students recently visited the Hunter's defence industries at Williamtown to experience, first-hand, the 'real' jobs that are undertaken at the facilities and the career opportunities that defence delivers in the region.

ME Program students from schools across the region participated in a two-day careers program that took them inside the Hunter operations of two global defence and aerospace companies. BAE Systems and Boeing Defence Australia allowed students to tour their secure facilities and engage directly with staff who undertake an array of roles to deliver sustainment and maintenance for Australia's Department of Defence.

The Defence Careers Days, a ME Program initiative, exposed students to the full range of defence and aerospace career opportunities available in the region with presentations by Defence Force Recruiting, RAAF Base Williamtown and Newcastle Airport as well as the Defence primes.

RDA Hunter's ME Program and Hunter industry are working together to develop a homegrown, skilled workforce to satisfy the urgent requirement for at least 200 additional workers that imminent Defence projects like F-35 Joint Strike Fighter sustainment will bring to the region from late 2018, as well as continued sustainment and upgrades to the Wedgetail Airborne Early Warning & Control aircraft.

"This is an exciting program for Hunter students. Access to a range of defence and aerospace leaders as well as secure facilities like BAE and Boeing is rare for school students so we are very pleased to be able to work with our industry partners to provide these opportunities," said RDA Hunter's STEM Workforce Manager, Rick Evans.

"These visits are mutually beneficial – students get to experience the huge range of defence jobs that exist in the region as well as a hands-on look at what they actually involve, and our industry partners are introduced to young people who have the basic skills they require and an interest in the careers they offer – ideal job candidates!" continued Rick.



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LOCAL INDUSTRY EXPERTS TO BOOST AUSSIE EXPORTS

The Australian Defence Export Office and Austrade have taken the first steps towards delivering enhanced export support for Australian defence businesses, signing a Memorandum of Understanding to engage dedicated local industry experts in key export markets.

Minister for Defence Industry, the Hon. Christopher Pyne MP said that partnering with Austrade will capitalise on whole-of-government expertise and knowledge of foreign markets to assist Australian defence industry to access greater export opportunities.

"Cooperation between Austrade and the Defence Export Office is one of a range of initiatives being delivered under the Defence Export Strategy, to drive a more competitive defence industry to support Australian Defence Force capability," Minister Pyne said.

"A strong, internationally competitive and sustainable defence industry is key to meeting Australia's current and future defence capability needs."

Minister for Trade, Tourism and Investment, the Hon. Steven Ciobo MP said that local industry experts, working closely with the Defence Export Office, will provide advice and support for Australian defence businesses using Austrade's established international networks to assist in navigating foreign markets.

"The MOU is another step in supporting the Defence Export Strategy and employing industry experts across several overseas Austrade offices will assist exporters in navigating foreign markets to grow their business," Minister Ciobo said.

"Growing the defence export sector will boost the Australian economy and build upon the Turnbull Coalition Government's strong record of job creation."

The Memorandum of Understanding was signed following last month's inaugural Defence Export Forum. The Forum, which aims to provide an integrated national approach to Defence exports, included representatives from Commonwealth agencies, state and territory governments and industry peak bodies.

Austrade and the Defence Export Office will work closely to support targeted multi-year campaigns and deliver integrated support for defence exporters.

CENTRE FOR DEFENCE INDUSTRY CAPABILITY

The Federal Government is investing \$200 billion over the decade and beyond to modernise Australia's defence capability. This means opportunities for Australian businesses, large and small, to not only reap the rewards coming from significant industrial growth but to do so while directly contributing to Australia's national security.

Designing and delivering products and services within the defence industry involves some unique challenges and requirements. It's a long-term, complex endeavour, but the CDIC is designed to help. It's their job to help Australian businesses meet these challenges so they can deliver the Australian Defence Force of the future.

Some of the highest profile and important new capabilities that the ADF is acquiring and sustaining include:

- a continuous naval shipbuilding program commencing with nine future frigates, 12 future submarines and 12 offshore patrol vessels, all built in Australia

- a more potent air combat and air strike capability to support the future air combat fleet, including the F-35A Lightning II Joint Strike Fighter

- enhanced capabilities in intelligence, surveillance and reconnaissance, space, electronic warfare and cyber advanced training, modern equipment, as well as health care and logistics systems to support Australian Defence Force personnel

- the next generation of armoured fighting vehicles and protected mobility vehicles.

These projects, and others, are significant not just for the level of investment associated with them but for the industrial and technological leap forward that they require. Industry must develop its own capabilities through upskilling, innovation and diversification to seize the opportunities in this \$200 billion investment.

DEFENCE SEEKS INNOVATIVE CONCEPTS TO ENHANCE STEALTH OF UNMANNED AERIAL SYSTEMS

Defence seeks innovative concepts to enhance stealth of unmanned aerial systems

Defence is inviting Australian small and medium enterprises (SMEs) to submit proposals for new technologies to protect Australian small, fixed-wing unmanned aerial systems (UAS) by making them harder to detect.

Minister for Defence Industry, the Hon Christopher Pyne MP, said this was another opportunity for SMEs to contribute innovative solutions to enhance Defence capability.

"Australian SMEs are great innovators and we want them to put forward innovative concepts to protect our UAS from being readily seen or heard in different environmental conditions," Minister Pyne said.

"Defence is looking for outcomes to reduce both the visual and acoustic detection of UAS from ground-based observation without disrupting the operation of the aircraft.

UAS's are used for intelligence gathering, surveillance and reconnaissance and especially in situations where manned flight is considered too risky. Having the ability to remain undetected conveys significant tactical advantages for such operations.

These proposals are being invited under the Small Business Innovation Research for Defence (SBIRD) initiative of the Next Generation Technologies Fund.

"This program is designed to stimulate innovative research for Defence application by SMEs with this being the first project under the initiative requiring a novel application of material sciences and advanced sensors."

Funded proposals will be eligible for up to \$100,000, for completion within nine months.

If successful, SMEs will then be eligible to apply for funding to support further research and concept maturation within 24 months, with maximum funding of \$750,000.

"I look forward to a strong response from SMEs and cutting-edge solutions in their proposals," Minister Pyne said.

Further information about the SBIRD program and how to submit proposals for this project is available from the Centre for Defence Industry Capability website www.business.gov.au/centre-for-defence-industry-capability

Renewal and economic remodelling top Newcastle City Council list for 18/19

Newcastle City Council will begin building or complete a range of exciting infrastructure projects as part of a record \$100 million capital works program to boost local economies and promote recreation over the next 12 months.

Among the big projects are:

- Redevelopment of South Newcastle Beach with a skate bowl-plaza combo, new kiosk and exercise park
- Completion of the adventure playground in Blackbutt's Richley Reserve
- Construction of a skate plaza and playground on Stockton Foreshore
- Local centre overhauls in Carrington and Beresfield
- Upgrade of the grandstand at Mitchell Park, Merewether; and
- Public domain overhauls in the city's east and west ends

As well as renewing infrastructure and cooperating with the NSW Government on city-changing revitalisation projects, Council is "dreaming big" when it comes to the regional economy.

The transformation into a smart, liveable and sustainable global city will gain speed under the 2018/19 financial year budget adopted by Council late last month.

The budget includes \$8.2 million to help reboot the economy under Newcastle's Smart City Program, \$7.9 million on construction of a solar farm at the Summerhill Waste Management Centre and \$2.6 million to increase cycling links around the city.

"The next 12 months is going to be an exciting period when people start to see what it truly means to be a smart city," Lord Mayor Nuatali Nemes said.

"Extensive sensor networks, smart poles, public WiFi, electric vehicle charging stations and smart parking initiatives are all set to become a reality over the 2018/19 financial year."

As part of the record \$100m capital works program, next year's budget includes \$13 million to renew buildings, structures and places such as parks (with off-leash areas for dogs and outdoor fitness stations) and cultural facilities.

Also in Council's infrastructure budget is \$23.5 million for roads, including a \$9 million civil works program to upgrade local bridges, and \$8.1 million for the existing storm water network.

"Around \$2 million will also be invested in lifting the Tyrrell Street Bridge at Wallsend," Councillor Nemes added. "It will be the first of three that will be raised to address flooding in the Wallsend CBD."

Council CEO Jeremy Bath said the budget had also made provision to raise Council's productivity.

"It includes \$7.5 million to relocate Council's administrative staff to Newcastle West to help us better service rate payers in one consolidated building, instead of the four we work from now.

"Planning on the layout of the new building in Stewart Avenue is now underway with consideration of how we can best meet the needs of a rapidly growing city."

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Newcastle renewal is powering forward

It is hard to keep up with the constant new developments being announced in the Newcastle CBD. This is a positive thing as it means the “capital of the Hunter” is turning into a modern and innovative city. This is due to billions of dollars of both private and public investment helping the city become well placed to face the challenges and opportunities of the decades to come.

After decades of relative investment neglect, investment in the Newcastle CBD has been gaining momentum rapidly in recent years.

The map on the opposite page, courtesy of Colliers International, shows 53 of the major projects in the greater CBD of Newcastle and provides a stark illustration of the comprehensive nature of the revitalization process.

In an interesting comparison, a similar map produced just four years ago included just 12 projects, which at the time we thought was impressive.

The wide array of projects covered in the current map includes:

- **CBD Light Rail:** a \$510 million project designed to provide a frequent and reliable travel option throughout the city centre.
- **East End (Hunter Street Mall):** a massive \$223 million development incorporating around 500 one, two and three bedroom apartments, 4,900 sqm of space for ground-level cafes and boutique retail, and around 2,700 sqm of office space.
- **Gateway 2/ Stewart Avenue (Mixed Use):** a \$21 million five storey, 9,400 sqm commercial office building on the corner of Stewart Avenue and Hunter Streets, Newcastle.
- **Holiday Inn Express:** a \$26.3 million hotel development in the heart of Newcastle.
- **Herald Apartments:** a \$42 million development offering apartments (1, 2 and 3 bedrooms) in the heart of the inner city of Newcastle.
- **Honeysuckle University of Newcastle City Campus development:** The first stage of development will be the co-

location of the Hunter Innovation Partnership's (HIP) Innovation Hub and the University's School of Creatives Industries.

- **21 Honeysuckle Drive / Lume Apartments:** a \$47 million project creating 154 new dwellings and 226 sqm of commercial/retail space.
- **35 Honeysuckle Drive / Huntington:** this project will consist of 92 apartments and 1,533 sqm of retail space right next the the Newcastle Harbour.
- **854 Hunter Street / The Store:** the store site will undergo a \$200 million redevelopment to include 13,00 sqm standalone office space, two residential towers, a retail and bus interchange.
- **NeW Space:** the University of Newcastle's new \$95 million city precinct incorporating 14,000 sqm of floor space for around 320 staff and 3,500 students.
- **Verve:** a \$130 million 19 level project offering studio, one, two and three bedroom apartments as well as a five bedroom penthouse across four apartment precincts.
- **42 Honeysuckle Drive / Halcyon:** a \$45 million development incorporating a 149 room 4 star hotel, 62 residential apartments, five serviced apartments, 1020 sqm of commercial/restaurant area and hotel car parks that have scope to be made publicly accessible.

The following pages provide more details on some of these projects as well as covering issues of interest in the renewal of Newcastle.



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- Merewether St Affordable Housing | \$5m
- 495 & 501 Hunter Street | \$198m
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- 854 Hunter St | \$200m
- Empire Hotel Site | \$26m
- 291 King Street | \$94m
- 313-317 Wharf Rd Student Accom | \$22.5m
- 21 Parnell Place | \$71m
- Annie Street Residential | \$38m
- 12-14 Hall Street | \$78m
- 5 Hall Street, Maryville | \$8.3m
- Nihon University
- 815 Hunter Street | \$939m

UNDER CONSTRUCTION

- Verve | \$74m
- "East End" Stage One | \$83m
- Bishopsgate Apartments | \$9.3m
- West End Apartments | \$18.8m
- Herald Apartments | \$42m
- Parque Apartments | \$8.3m
- Stewart Avenue (Mixed Use) | \$21m
- "Millhorn" 5-11 Wickham St | \$11.2m
- Holiday Inn Express | \$26.3m
- 510 King Street, Residential Care | \$44m
- Go Kindy, 745 Hunter Street | \$4.2m
- Lume, 21 Honeysuckle Drive | \$47m
- 116 Parry Street | \$3m
- Parry Grande, 122-124 Parry Street | \$12.5m

COMPLETED PROJECTS

- The Huxley Apartments | \$9m
- 25 Throsby Street Apartments | \$5.4m
- Edition Apartments | \$38.5m
- M on Watt | \$3.7m
- Quest Apartments | \$8.3m
- AERO Apartments | \$13m
- Spire Apartments | \$57.5m
- Civic Green Apartments | \$13.6m
- Arena Apartments Newcastle | \$65m
- 121-123 Union Street | \$6.6m

PRE-SALES

- Stella on Hannell | \$39m
- Sky Residences, 509 Hunter | TBC
- Neuport, Railway Lane | \$60m
- Halcyon, 42 Honeysuckle Drive | \$40m
- Eaton on Union, Wickham | \$25m
- The Crossing, Merewether St | \$19m
- Huntington, 35 Honeysuckle Drive | TBC
- Ireland Bond Apartments | \$4m

GOVERNMENT INVESTMENT PROJECTS

- Cruise Ship Terminal | \$12.7m
- Newcastle Transport Interchange | \$73m
- CBD Light Rail | \$510m
- V8 Supercars
- University of Newcastle Campus Space | \$450m
- New Space University of Newcastle Campus | \$95m
- State Law Courts | \$90m

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Major changes forecast for Newcastle

Northrop Consulting Engineers' Neil Petherbridge says Newcastle's burgeoning market is strong, with construction of residential apartments and commercial offices, along with private hospitals, aged care and retail investing heavily in the area, together with the recovering mining sector.

Neil is principal of Northrop's Newcastle office which provides structural, civil, environmental and mechanical engineering and has specialists groups covering flooding, building facades, bridges and energy ratings.

And it's a busy place as the local market is indeed "booming", Neil says.

"It's the best I have seen it since we established the office, and with the lack of supply over the last couple of decades, in my view it's likely to stay buoyant for some time," he explains.

Despite the industrial sector appearing flat, Neil believes it should recover as mining improves. He sees only good things on the horizon for Newcastle.

"The major changes I think we will see is more investment in education and technology-based industries," he says. "We are well placed to take advantage of this market, with the university working closely with industry."

However, Newcastle wasn't always the booming market it is today, and Neil would know. He set up the Newcastle office in 1992 as a one-man-band - a far cry from the 70 staff at the city's Northrop office now.

"When I first started, it was only a couple of years after the Newcastle earthquake and there was a bit of work still being done on repairs, but the market was winding down. The national economy was sluggish following 'the recession we had to have' with record high interest rates," Neil explains.

"Winning work was extremely tough; there wasn't a lot to go around. In 1992, the Federal Government announced \$100 million over 20 years to redevelop the Honeysuckle Precinct, however, we didn't see any real work out of this project until we secured Lee Wharf 3, 4 and 5 in 2004."

Fourteen years on, Neil says Newcastle "has really come of age" with the lease of the Port and the NSW Government's \$17 million Newcastle Mines Grouting Fund being "game changers". Investment by the state in the city's urban renewal has attracted interest from major developers and event holders.

"While the city currently looks like a construction zone, within the next two years you will see the rebirth of a vibrant new CBD with Melbourne-esk laneways and 'hipster' bars and thousands more people living and working there," Neil says.

And plenty of that work is being done out of Northrop's Newcastle office including the off-site completion of NSW's first three-storey modular school. Other recent projects include the Memorial walk, a 160 metre stainless steel pedestrian bridge which has won seven awards, and civil works for the Newcastle Supercar 500 street circuit and the Bathers Way promenade.

Neil says Northrop's Greenfield sub-division group is also working on the new township of Huntlee which contains more than 7,000 lots and is the Hunter's first new town centre in over 50 years.

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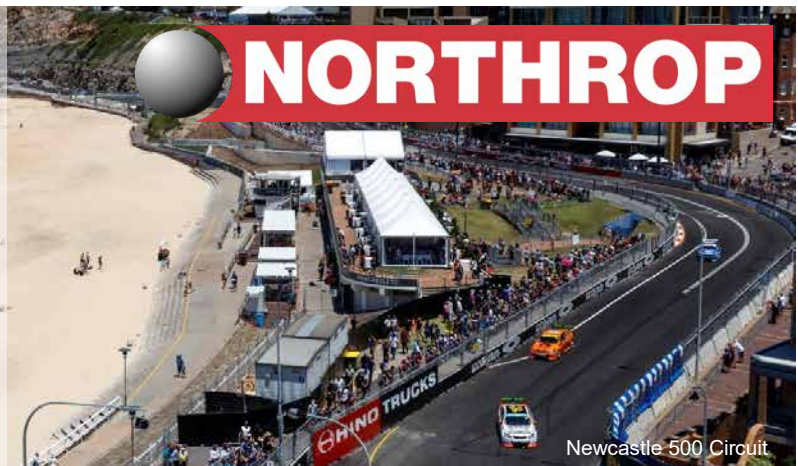
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New office design for Zenviron

Evoke recently completed a quality office design and fitout project in Newcastle for Zenviron, a full-service balance-of-plant contractor providing engineering, procurement and construction services to the renewable energy sector in Australia and New Zealand.

The company had outgrown their current office space and wanted to take a second tenancy adjoining their current leased space to allow for expansion. The new office design and fit-out needed to align the look and feel with the existing space by using the same feature furniture and partitioning.

The office design needed to allow for additional future growth, larger meeting spaces, management offices and expanding the original kitchen and breakout areas.

The project required the removal of the wall between the two tenancies, connecting the entire office space. New collaboration spaces were created including a large boardroom to accommodate 14 people with the latest AV equipment, a smaller meeting room and an office meeting pod located in the open plan workspace – ideal for short casual internal meetings.

The open plan office design was increased by an additional 30 workstations to accommodate expected future growth as well as eight private managerial offices.

It was important to connect the office design and fit-out with the company's vision and purpose. Solar and wind power murals not only created a bright and inviting space, they clearly communicated the company's profile. A calm and 'home-like' feel was created in the meeting spaces by creating warmth with feature carpet, wallpaper and furniture choices. The entire space connected with nature through the use of blue, green and yellow tones and planter storage boxes that also defined the areas.



A windmill ceiling feature above the colour coded open plan workstations provides a visual and acoustic feature.

The scope of work included Concept Design, Design Development, Design Documentation, Project Management and Construction Management.

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Confidence strong in East End

Iris Capital CEO Sam Arnaout has continued to demonstrate his confidence in the Newcastle market by submitting a Development Application for Stage II of the East End project just nine months after the initial exciting release of Stage I.

Mr Arnaout is determined to see the East End transformed, and already the impact is being seen with the demolition of the former car park on the corner of King and Perkins streets, and the impressive retention works being done on the facades of Washington House and Fabric House.

Mr Arnaout said progress with Stage I was very encouraging.

"The site is progressing daily," Mr Arnaout said.

"People can see how committed we are to retaining the beautiful heritage facades because at the moment the facades are completely protected by façade retention structures.

"There are not many places in the world you could see work like we have done on that site and I am very proud of it. We think the heritage of the East End will bring a character to our development that will draw people here and make them want to live here.

"The heritage is beautiful and I am excited to be restoring it so people for many generations can enjoy it."

The \$250 million Stage I development is the first of a four - stage, \$750 million project bounded by Perkins, King, Newcomen and Hunter streets.

Mr Arnaout said sales of apartments in Washington House (Hunter Street) and Fabric House (Wolfe Street) had been very strong with only a few apartments left for sale in these buildings.

He said the focus for Stage I now was the sale of apartments in the development on the corner of King and Perkins.

Selling agent PRDnationwide director Mark Kentwell said interest in Stage I inner-city apartments was coming mainly from Newcastle-based owner occupiers.

"Locals have a lot of confidence in what is happening in Newcastle, and this is a catalyst development that people want to be a part of," Mr Kentwell said.

"This is a master-planned community integrated with public domain which differentiates it from other projects in the city."



"We are also seeing interest from people fleeing the hustle and bustle of Sydney and looking to move to Newcastle for the amazing lifestyle of this position, as well as the employment and property growth drivers that Newcastle has to offer."

He said there had been strong commercial interest shown in the ground floor retail space.

"This commercial offering will reactivate the whole precinct through a series of new laneways with a masterplan strategy to achieve an exceptional, vibrant village - style living."

Mr Arnaout said the Development Application for Stage II was currently before Newcastle City Council.

New electric bike stations first spoke in smart transport wheel

Newcastle became the first Australian city to get an electric bike sharing network after rapid smart city advances saw the Federal Government select the city to lead the way.

The Transport for NSW and local start-up company Bykko rolled out 100 bikes for hire at 19 electric charging stations across the city in a first step in the city's grand transport transformation.

Newcastle City Council helped set up the electric bike network through location selection, construction and footing design for the charging stations, with 12 of them placed on Council land.

"The electric bike sharing project is designed to make it easier to move around the city and is another step towards the introduction of a multi-modal transport system for Newcastle," Lord Mayor Nuatali Nemes said.

"This initiative was kick started in 2016 by Council's place making grants program and now forms part of our Smart City Strategy. The roll out of e-bikes today is just the start of an expanded network council is delivering.

"Electric bikes improve transport options, the environment and community health. Council's collaboration has provided technical advice, electrical connections and civil works to support this first stage.

"Under the Smart City Plan, smarter alternate modes of transport will help us move people efficiently and sustainably around our city."

Multi-modal transport systems are part of the Smart Move Newcastle project, for which Council and its partners received a \$5 million Australian Government grant late last year. Under it eight more solar-powered charging stations will be delivered to bring Newcastle into line with the cycling connectivity of European cities such as Antwerp, Copenhagen and Bordeaux.

Other Smart Move initiatives that will roll out in the near future include autonomous vehicle trials, a network of renewable energy powered docking stations for electric vehicles, and inroad sensors to provide data on parking availability via apps.

The new electric bike station locations include: corner of Glebe Road and Watkins Street at The Junction, Bar Beach Pavilion, Station Street at Wickham, Wickham Interchange, Birdwood Park in Newcastle West, Kuwami in Newcastle West, Marketown, Honeysuckle Hotel, the University of Newcastle NewSpace campus, Wheeler Place, Newcastle Library, Darby Sreett near corner of King Street, Headphones Park on Darby Street, Nobbys Beach, Queens Wharf, Hunter Street Mall, Telford Street and Customs House. **(See front cover)**

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Commercial and Retail Leasing Opportunities now available in Hunter Street Mall

Designing our city for the future

In June, Iris Capital unveiled plans for the second stage of the much anticipated EastEnd development. The development is also the latest architectural offering by a local company whose designs are changing Newcastle's skyline.

CKDS Architecture is located on King Street across the road from the former David Jones shopping and parking precinct. The space which is now an expansive and all-but vacant block of land is making way for Stage I of EastEnd and is just one block from the proposed \$50 million development designed by CKDS. Stage II comprises 124 apartments and five terraces in the area bounded by Hunter, Wolfe, King and Thorn Streets.

CKDS Architecture Director, Stuart Campbell, said that Iris Capital invited the firm to explore the opportunities of revitalising an entire city block.

"The design navigates various scales and conditions, from the Victorian terraces along King Street through to the faceted facade of the Soul Pattinson Building fronting Hunter Street. The proposal features carefully considered interventions and additions to the heritage buildings," Mr Campbell said.

"It will establish a laneway connection between Wolfe and Thorn Street. Lyrique Lane will be activated by fine grain retail and the adaptive reuse of the historic Lyrique Theatre," he said.

Also based on the Central Coast and working in Sydney, CKDS Architecture has worked on some of the region's most impressive commercial, industrial and residential designs including the Verve Residences currently under construction in King Street and notably the award-winning Gateway 1 building on the corner of Parry Street and Stewart Avenue and the Gateway 2 building which is set to be the new home to Newcastle City Council.

The firm is well known for its ability to collaborate with developers, other architects and builders and has been actively involved in a varied portfolio ranging from large-scale mixed-use developments to boutique residential alterations and additions.



CKDS won the Heritage category on the 2018 AIA Hunter Chapter Awards along with a commendation in Multi Residential Dwellings. It has also been shortlisted in the state awards, along with Maitland Council and the NSW Govt Architects, for its involvement with Maitland Sports Ground.

"In this region, we have the opportunity to build modern spaces that also respect our heritage and the way we have lived. While there seems to be a great deal of knockdown and rebuild, there is also a great deal of attention being paid to designing most spaces that are sympathetic to the landscape and the surrounding buildings. Getting this balance will be what shapes our city and the spaces that we will live and work in," Mr Campbell said.



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North Construction helping to revitalise Newcastle

Construction of the Newcastle Light Rail Depot building, at Wickham, and six stops along the rail's 2.7 km length sees Downer and North Construction & Building work in conjunction to deliver a key part of the NSW Government's Revitalising Newcastle program to the local community.

Stops are under construction at Newcastle Interchange, Honeysuckle (near Hunter Street TAFE), Civic, Crown Street, Market Street and Pacific Park. The project will have the capacity to transport 1,200 people per hour with services running every 7.5 minutes during peak times.

Operating since 1987 North Construction and Building is the largest locally owned construction company that delivers projects primarily in the health, aged care, education and commercial sectors. With a corporate office at Tuggerah and a Newcastle office at Broadmeadow, North services the Central Coast, Newcastle and Hunter Regions with projects ranging from \$500,000 to \$30 million.

North has successfully delivered many familiar Newcastle projects over a 30 year history of operating in the region, including the Merewether Surf House and Maitland Regional Sportsground Grandstand.

Current projects include the iconic \$10 million St Bede's Catholic College in Chisholm, the first secondary school in the Diocese of Maitland-Newcastle to open since 1984; and the \$26 million 120-bed Residential Aged Care Facility for Regis Aged Care, located on the site of the old Viking Centre in Elmore Vale.

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Newcastle light rail Civic stop

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DA for Honeysuckle University of Newcastle City Campus Development lodged

The bright future of Newcastle as a city renowned for its education, innovation and research moved forward on 14 June, with the lodging of a development application (DA) for the University of Newcastle's Honeysuckle City Campus Development.

Supporting the vision, Hunter Development Corporation (HDC) and Newcastle City Council welcomed the news, reinforcing that the university is an essential component of the city's sustained revitalisation.

"Newcastle City Council has long supported the expansion of the university into the city centre," said Lord Mayor Nuatali Nelmes.

"As the first stage of development, the co-location of the Hunter Innovation Partnership's (HIP) Innovation Hub and the University's School of Creatives Industries will be a welcome addition to the existing university fabric in the city.

"Council has financially supported the HIP, and so we are thrilled to see one of its key initiatives, the Innovation Hub, incorporated into a fantastic new precinct that will foster exciting initiatives and innovations that this region can benefit from."

University of Newcastle Chief Operating Officer Nat McGregor said the DA was an important step towards achieving the University's long-term vision to grow, develop knowledge and be a driver of an innovative regional economy.

"The Honeysuckle City Campus Development is an integral part of the University's NeW Futures Strategic Plan 2016-2025.

"It provides the University with a great opportunity to extend on the success of NeW Space campus, which is a powerful indication of what can happen when a collective ambition exists to revitalise the city."

HDC Chief Executive Michael Cassel welcomed the DA as an important part of government's city renewal works.

"The university's further expansion in the city is one of the most significant wins we have had in the Revitalising Newcastle program.

"Throughout the development, the Honeysuckle City Campus will create more jobs, and bring more University staff and students into the city centre. This activity will also help drive a much-needed night-time economy.

"This development will also further diversify our region's economy and the industries that underpin the city's long-term prosperity and growth."

The extension of the university is possible through an agreement between HDC and the University of Newcastle that was announced by the NSW Premier in late 2016.



Plans for Civic Station precinct unveiled

The transformation of the Civic Station precinct has been unveiled as an attractive public domain for the community, with Revitalising Newcastle recently lodging a development application (DA) with Newcastle City Council.

The revitalised public domain includes the retention of the former Civic Station building and proposes an enhanced green space with attractive paving, better connectivity and improved amenity in the heart of the Civic precinct.

Revitalising Newcastle Program Director Michael Cassel said lodging the DA was a major milestone and was another big step towards delivering great community outcomes.

"Civic Station precinct is at the geographical heart of the Revitalising Newcastle program, and the design of the new public domain is something we are excited to share with the community.

"In late 2016 we undertook comprehensive engagement to find out what people most wanted to see, and since then we have worked with stakeholders, heritage experts and landscape architects to deliver an outcome we believe is in line with what most people wanted."

The DA proposes the retention and reuse of the former Civic Station building to enhance the use of the structure as a great gathering space for the community.

"We are looking to amend the former station to create a café in the heart of the original building, as well as remove parts of the building to open more North / South connections between Hunter Street and the waterfront.

"Importantly, we have worked hard to consider how people will use this space into the future; it will be an active hub with a Light Rail stop, thriving university, local Museum and waterfront destination all within immediate proximity.

"Getting this right is important for the city," said Mr Cassel.

The DA also proposes the re-interpretation of the former footbridge into the public domain design.

"The heritage experts and landscape architects have designed a way to celebrate the heritage of the footbridge, while also allowing the space to better connect the future university areas and the waterfront.

"The city is in the middle of significant transformation and we are really excited about revitalising this precinct into an attractive public domain that people will want to stay, play and really enjoy," said Mr Cassel.

Following DA approval processes, construction could commence by the end of the year, with the new public domain opening in the first half of next year.



Green light for new Honeysuckle hotel

A new hotel will start construction in Honeysuckle in coming months, with Hunter Development Corporation welcoming the approval of Doma Group's DA for a 140-room hotel in the city's evolving west end.

The DA for the site at 42 Honeysuckle Drive is further proof of ongoing confidence in Newcastle as the city's urban transformation enters an exciting phase of delivery.

HDC Chief Operating Officer Valentina Misevska said the DA was welcome news that would bring about more jobs and help drive the visitor economy in the city.

"Newcastle needs more hotel rooms and if HDC can create these development opportunities, then we are helping the city attract more visitors, more business travel and ultimately, that also means more jobs.

"When completed, the \$41 million Little National Hotel will create around 60 ongoing jobs, with more expected during the construction period."

Doma Group's own hotel brand, Little National Hotel, offers affordable luxury accommodation with quality ground floor activation that connects the public with the hotel building.

"HDC is excited about the quality of this development and its consideration of how the built form integrates with the public domain, and how the building invites the community in," said Ms Misevska.

"The hotel in Honeysuckle will be the first Little National Hotel in NSW, with another one in the approvals process for over Wynyard Station.



"This is a great opportunity and we look forward to Doma delivering a quality outcome for the city."

The hotel will complement HDC's proposed public domain works around Cottage Creek and the western Honeysuckle area, making it an attractive destination for all.



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Affordable housing the latest Civic DA

Hunter Development Corporation (HDC) has welcomed another development application (DA) in the Civic precinct, with Evolve Housing lodging its affordable housing DA with Newcastle City Council.

The news marks the third DA lodged for the emerging area, hot on the heels of the University of Newcastle's DA for the Honeysuckle City Campus Development and the Civic public domain DA.

HDC Chief Operating Officer Valentina Misevska said the DA lodgment demonstrates a real momentum behind the city's ongoing transformation, and that confidence in the city centre continues translating into bricks and mortar.

"Evolve Housing has wasted no time submitting a DA for their affordable housing project and we are pleased to see significant progress in such a brief period of time.

"Affordable Housing creates opportunities for more people to live in locations well connected to amenity and transport. This development will have both, with immediate proximity to the proposed new public domain at Civic, the waterfront, cafes as well as the future Light Rail stop at Civic."

"It's a great outcome for a changing city."

Andrea Galloway, Managing Director and CEO of Evolve Housing said that Newcastle was at an exciting point in its revitalisation and they were keen to be part of the story.

"We are really thrilled to be in Newcastle with this project and we understand how important it is to the community to see opportunities come to life.

"We have worked hard over the last few months to finalise our DA and lodge it with Newcastle City Council.

"Our proposal is to deliver 30 affordable rental housing units, which includes three specialist disability accommodation dwellings."

Affordable housing gives low to middle income earners the opportunity to live in rent assisted accommodation, acting as a step between market rental and home ownership.

HDC released an expression of interest (EOI) late last year for the Merewether Street site, which incorporated 1,600 sqm of former rail corridor land adjacent to Newcastle Museum.



New Council premises taking shape

Newcastle City Council has marked a milestone in the construction of its future Newcastle West premises, with a traditional topping out ceremony on the top floor of "Gateway 2" held on 7 June.

Lord Mayor Nuatali Nelmes and Council CEO Jeremy Bath affixed the city's seal to a concrete support on the emerging office tower at 12 Stewart Avenue, where Council has secured a 15-year lease with two five-year options.

All structural suspended slabs and walls have now been completed, with the level-one ground slab, glass façade, services fitout and steel roof construction set to follow in coming months ahead of expected completion in March 2019.

"We're just over a year away now from enjoying a modern-day headquarters and today is a reminder that soon Council's administrative staff will be better equipped to serve ratepayers in the heart of the future CBD," the Lord Mayor said.

"As well as providing a more accessible place for our community to interact with Council, the move is about achieving productivity gains by consolidating Council officers in a single building from three outdated offices in the Civic Precinct.

"Our more-sustainable council HQ will enable greater collaboration through the best of modern design to meet the growing demands of a rapidly developing city.

"Our new HQ also sits inside the city's future digital precinct, where our staff and other businesses will have high-speed internet connections thanks to our Smart City Plan."

Gateway 2 will house around 400 Council staff over six levels.

The move is part of the West End's rise as Newcastle's new CBD adjacent to the Newcastle Interchange and is aligned to Council's long held planning vision for the City of Newcastle.

Council's decision to go west preceded the recently announced \$200 million redevelopment of the former Store building into a bus interchange and mixed use residential, commercial and retail hub.



Funding for Newcastle Beach Renewal Project

Parliamentary Secretary for the Hunter Scot MacDonald MLC has announced \$5 million has been awarded to Newcastle City Council for the Newcastle Beach Community Infrastructure Renewal Project as part of the NSW Government's Resources for Regions program.

The funding will go towards completing The Bathers Way, a 6 km kilometre coastal walk that connects five main beach areas between Merewether Ocean Baths and Nobby's Beach. Newcastle City Council will contribute the remaining funds to this \$16.8 million project.

Approximately 3.5 km of the walk is already complete. The project includes completing the construction of the Bathers Way paths linking King Edward Park to Newcastle Beach, a new intermediate level skate park and bowl, a redevelopment of the existing Newcastle Beach Surf Club, as well as other community facilities (such as accessible amenities, kiosk, shade structures, exercise equipment).

"This funding will greatly improve the accessibility and amenity of the coastal beaches of Newcastle for the local community, making it an even better place to live and work," Mr MacDonald said.

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A traveler enters a pub.

The barkeeper says, "Welcome! What are you drinking?"

The traveler, weary from her long journey, responds simply, "Your finest ale, please."

The barkeeper tells her, "Brilliant." As he pours her a pint of his finest ale, he makes her an offer. "Since you are a first time customer, I will offer you a gift I offer all of my first time customers."

The traveler blushed and nodded at the bartender, who was easy on her eyes.

"You may choose either this first pint of ale free of charge or instead you may pay for the beer and I will give you a piece of valuable advice."

The traveler pondered this for a moment, knowing her coin purse is light.

"Though my purse is light, I am intrigued by your offer. I will pay for my ale, now please share the valuable advice."

The barkeeper grinned, counting the coins she had given him, looked her in the eye and said, "You should've taken the free pint."



Take a pencil and paper," the teacher said, and write an essay with the title 'if I were a Millionaire.'

Everyone but Jill, who leaned back with arms folded, began to write furiously.

"What's the matter, the teacher asked. "Why don't you begin?"

"I'm waiting for my secretary," she replied.



My first job was working in an orange juice factory, but I got canned ... couldn't concentrate.

Then I worked in the woods as a lumberjack, but I just couldn't hack it, so they gave me the axe.

After that I tried to be a tailor, but I just wasn't suited for it ... mainly because it was a so-so job.

Next I tried working in a muffler factory but that was too exhausting.

Then I tried to be a chef -- figured it would add a little spice too my life but I just didn't have the thyme.

I attempted to be a deli worker, but anyway I sliced it, I couldn't cut the mustard.

My best job was being a musician, but eventually I found I wasn't noteworthy.

I studied a long time to become a doctor, but I didn't have any patience.

Next was a job in a shoe factory; I tried but I just didn't fit in.

I became a professional fisherman, but discovered that I couldn't live on my net income.

I managed to get a good job working for a pool maintenance company, but the work was just too draining.

So then I got a job in a workout centre, but they said I wasn't fit for the job.

After many years of trying to find steady work I finally got a job as a historian until I realised there was no future in it.

My last job was working at Starbucks, but I had to quit because it was always the same old grind.

QUOTE OF THE MONTH

"Progress is impossible without change, and those who cannot change their minds cannot change anything."

- George Bernard Shaw

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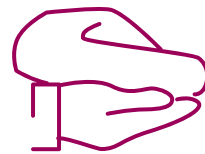
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