



# Grafton Chamber of Commerce & Industry Newsletter

CONTACT Email : [office@GraftonChamber.org.au](mailto:office@GraftonChamber.org.au)

## News and Features Summary

*Click on the links to bring up additional news held on our website.*

**An Informative March of speakers and events**  
There are so many information sessions, evening networking or luncheons this month we have had trouble listing them. See our diary dates for a summary of what's on — The ANZ sponsored Networking the Clarence 9th March, The Chamber's Marketing Information Evening 16th March, the NAB's FREE Luncheon 23rd March with Senior Economist Robert Henderson speaking on local economic trends and stats, Meet Your Candidates 24th March, and Clarence Ahead dinner on 30th March with Director and CFO Glenda McLoughlin of Metgasco (tickets usual outlets)

**World Rally Championship 9/10/11 Sept 2011 Update** The World Rally Championship is in full planning mode. A number of information events will be held in Grafton this month ([see our website](#))

**Chamber Constitution Update** The Grafton Chamber of Commerce and Industry's Constitution has required an update due to changes in association legislation. All members should receive a copy to look over in the next week. Changes have been highlighted. In due course a Special General Meeting will be held for members to formally adopt the new constitution. A draft copy is available on our website ([see our website](#))

**Council's Special Events/Festivals Sponsorship** The 2011 Guidelines and Applications are now available on the Council's Website. Closing date is 30th March 2011 ([see www.clarence.nsw.gov.au](http://www.clarence.nsw.gov.au))

## Training, Events and Seminars for MARCH 2011

## March 2011 Diary Dates

### Networking The Clarence

Wed 9th March 5.30 -7.00 pm

All Welcome *RSVP* \$5.00

Georgies Cafe Restaurant

Sponsored by the ANZ Bank

Contact CBEAS (Jamie) on 6642 9700

or email [projects@cbeas.org.au](mailto:projects@cbeas.org.au).

### Chamber Afterhours

Wed 16th March 5.30 pm to 7.30 pm

All welcome FREE *RSVP* for catering

Marketing Your Business & Networking

Business Stands \$30 ea *contact*

Walker's Marina Hotel

Skinner & Through Sts, Sth Grafton

### Next Chamber Meeting

Wed 23rd March 5.30 pm

All members welcome

[Caringa Enterprises](#) room

Through St, South Grafton

### NAB Business Luncheon

Wed 23rd March 12 to 1.30 pm

All welcome FREE *RSVP* for catering

Guest Speaker Robert Henderson

NAB Senior Economist

Valley Harvest Restaurant

Prince & Fitzroy Sts, Grafton

### Meet Your Candidates

Thurs 24th March 6.00 pm

All welcome FREE Entry

South Grafton Ex Services Club

Wharf St, South Grafton

### Clarence Ahead dinner

Wed 30th March 6.30 pm

All Welcome *Tickets available from 7th March*

\$30 ph 2 course dinner plus cheese & fruit platter

Guest Speaker Metgasco

South Grafton Ex Services Club

Wharf St South Grafton

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5 reasons to join  
the Grafton  
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Ph. (02) 6645 5111 Fax (02) 6645 5979

Email: [tursa.maclean@tursa.com.au](mailto:tursa.maclean@tursa.com.au)

GRAFTON 92 Fitzroy Street

Ph. (02) 6643 5200 Fax (02) 6643 3500

Email: [tursa.grafton@tursa.com.au](mailto:tursa.grafton@tursa.com.au)

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## Also in this Newsletter

[Northern Rivers  
Food Project](#)

[Meet our newest  
Members](#)

[NSW Business Chamber](#)

[10 Big Ideas to  
grow the NR](#)

[Aus Innovations  
Call to Businesses](#)

[CV Business Enterprise  
Awards 2011](#)

[Student Work  
Placements](#)

[Newsletter  
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# Grafton Chamber's Activities and Events

## From the Presidents Desk...

February is traditionally a tough month for businesses in Grafton, and this year, this is no exception. When I talk to main street traders, it is obvious that they are doing it tough at present.

Businesses such as Mackellys have announced their closure and it is a worry that there are a few empty shop fronts around the city, both in Grafton and South Grafton.. In order to get through these tight times, we must work together as a community. The concept of shopping locally has never been more important.

We need to work with our Council, and our Council needs to work with us. It is of concern that not enough importance appears to be given to economic development within Council. There has been much discussion on rates and the need to reduce costs and increase revenue. What better way than through an economic development section in Council, attracting new industry, looking at ways of easing the pressure on the business community and encouraging developments without the bureaucratic drawbacks and stumbling blocks that result in foregone development. Let us identify market gaps and target businesses to fill them.

On the positive side, there is a growing interest in holding local events, attracting visitors to our city, and it is hoped that these can proceed smoothly and be encouraged and assisted by our Council. Three events come to mind: There is interest in upgrading the Grafton Inverell Cycle classic. Make it a world class event and hopefully attract widespread media coverage. Both Inverell and Glen Innes Councils support this event substantially and it is hoped that Clarence Valley Council will get on board in a

more substantial way. Grafton certainly benefits the most from this even, hundreds of riders staying in the city prior to the event. There is active interest in holding a country and Western Music event in Grafton. Buskers in the street and a range of shows throughout the city. Finally, the world car rally. Whilst this is run at Coffs Harbour, there will be one stage in our local government area and we will benefit from visitor overflow. Hopefully, we can develop this as an attraction also in the city.

We are moving towards an RV friendly town and this will bring in many visitors. All this helps to support and grow local business and it is beholden on all of us, Council included, to get behind these events.

Finally, don't forget the state elections on March 26. We will be ready to work with a new Government and hopefully, a new Government will pay more attention to rural and regional NSW, our cities and our regional businesses. Your Business Chamber has already made a start with the "10 big ideas" programme

**Jeremy Challacombe, President.**

**Grafton Chamber Commerce & Industry**

### **STOP PRESS Meet Your Candidates**

**On Thurs 24th March 6pm, our FIVE (to date) candidates for the Clarence Electorate will step up to address and answer questions put by the Grafton Chamber and audience. Our incumbent Steve Cansdell MP (Nat), Richie Williamson (Ind), Janet Cavanaugh (Greens), Bethany Camac (CDP) and Colin Claugue (Lab) will be available at the South Grafton Ex Services Club starting 6 pm. All Welcome. Please RSVP for catering**

## Grafton Chamber of Commerce & Industry

Office : PO Box 502, Grafton 2460

Ph (02) 6642 6183 Fax (02) 6642 1272

**Executive Officer**

James Patterson Mob/Txt 0457 768 641

### NEWSLETTER ADVERTISING

Banner Ad (19 x 2cm)	\$ 40 per month
1/8 page (9cm x 6cm)	\$ 50 per month
1/4 page (19cm x 6cm)	\$ 90 per month
1/2 page (19cm x 12cm)	\$160 per month

All copy and artwork must be received before the **2nd of the month**. Any member interested in advertising in the newsletter email or phone the Chamber on **6642 6183**

### EXECUTIVE COMMITTEE

<b>Jeremy Challacombe</b> (President)	6642 3336
Noel Smith .....	
(Vice President)	6643 5551
Janet Ocholla .....	
(Secretary)	6642 6183
Glenn Thompson	
(Treasurer)	6642 7555
Ray Cheshier	6642 6183
Alan Masson	6640 3089
Sandy Stewart	0411 845 290
Cllr Craig Howe	0418 845 201
(Council Representative)	

## NEWS FROM NORTHERN RIVERS FOOD PROJECT

Great opportunity to showcase your product!

Phil Dudman and Julie Ray have been booked to present 'garden2kitchen' at the Sydney Royal Easter Show.

Phil Dudman is the host of popular talk back radio show 'Good Gardening' on ABC North Coast, and is a weekly presenter with Prime TV News. Julie Ray is a formally trained chef, food writer, food stylist and presenter, who regularly presents at the world renowned Sydney Seafood School. Phil and Julie's aim is to increase awareness of Northern Rivers Food, to promote the Northern Rivers Food brand and to set a benchmark for sustainable and quality foods.

They will be presenting 4 shows daily on Saturday April 23rd and Sunday April 24th. Supported by a widespread national publicity program. If you have a locally grown or products, or if you value add to local products and would like to be a part of this exciting venture, email Phil or Julie: pdudman@bigpond.net.au or julie.ray@tpg.com.au.

### Marketing Opportunity

Northern Rivers Food has secured the opportunity to promote our products in our local newspapers. Members are asked to send a recipe using a Northern Rivers food product grown or made here and this will be published weekly in the local newspapers. Please email ASAP Lois on: info@northernriversfood.org.au

### Special Offer to join Northern Rivers Food

WE are offering 50% off membership for new members joining up. Go to [www.northernriversfood.org.au](http://www.northernriversfood.org.au) and follow the links to our membership prospectus! Our member benefits are huge!



## WHAT WOULD IT TAKE?

The University of New England's National Disability Coordination Officer; will be holding a forum to build and improve networks between the school, community, tertiary and employment sectors in order to improve education and employment outcomes for people with a disability.

Stakeholders from these sectors will have the opportunity to participate in workshops and collaborate on joint projects to achieve mutual objectives.

By participating your business will:

- ◆ Be empowered by the success stories from businesses who employ people with a disability
- ◆ Share your concerns, fears of employing a person with a disability.
- ◆ Strengthen your linkages with providers that will support you in employing staff with a disability
- ◆ Gain an understanding of the assistance and support available
- ◆ Identify the potential job opportunities within your business

Where: **Grafton Community Centre,**  
59 Duke Street, Grafton NSW

When: **15 March 2011**

Time: **9:00am to 4:30pm**

RSVP: **8 March 2011**

Email: [Leonie.kennedy@une.edu.au](mailto:Leonie.kennedy@une.edu.au)

Phone: **0459 835 579**

## Clarence Valley Business Enterprise Awards 2011

The launch of the CVBEAs will be on Friday the 8th April 6pm to 7.30pm at the Yamba Golf Club. Join us for drinks and canapés—the theme will be "Use Local".



COMPETITORS : Entries for the awards will open on the 8th April and close on the 17th June. **CALLING ALL SPONSORS—Contact us to find out how you can support these popular and valuable business community awards and raise your profile.**

The CVBEA's Ceremony night will be

Sat 17th Sept at Yamba Golf Club

Contact Dawn Collison on 0421 563 556

or Sandy Stewart 0411 845 290 for more information



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# Join and Support the Chamber Support YOU!

## MEET YOUR EXECUTIVE TEAM



### Janet Ocholla CEO, Caringa Enterprises Ltd & Secretary GCCI



Janet is CEO of Caringa Enterprises Ltd in Through Street, South Grafton which provides a range of disability support services across the Clarence Valley. Caringa employs 154 people in the local area and in Bonalbo.

Janet sits on the board of New School of Arts Neighbourhood House in South Grafton and various other committees regarding housing and people with a disability both in Grafton and in Sydney.

Like many of our region's residents, Janet moved to the Clarence Valley in 1989 with her family as a lifestyle choice and loves the town and environment. Her son Kye owns Cansdell Signs. In addition to her passion for disability and disadvantaged support, Janet's work through the Chamber is to encourage ongoing business development and growth of the area.

Post-flood saw a hive of activity from the Chamber, with identifying need and assistance to businesses in the Grafton in order to quickly recover. We supported Centrelink Recovery Centre, NSW Industry and Investment, the NSW Business Chamber and other organisations to inform and support faster recovery. We held a number of information sessions at the Cathedral (Thanks to Fr Kirk, Roger Millard and team for their support). The first Chamber breakfast of 2011 was held at Victoria's Restaurant, Leon and Kerry (although very busy) put on a lavish breakfast and we welcomed a number of new businesses, who spoke about themselves, met a new arrival to the valley and heard from Emma Hannah and Rebecca Lucock of Youth Direction on their Partnership Brokers, student placement and VET programs. (Details)

The next Chamber Event is a **FREE** afterhours at **Walker's Marina Hotel** in Skinner St. A Marketing Expo with businesses that can assist you get your message out to the community. Starting at **5,30 pm.** Please, RSVP for catering.

**WELCOME** to our  
newest or returning  
members  
Eco Friendly Houses,  
Lanbruk Gonyah,  
Country Hospitality  
Services Training,  
Clarence Valley Timbers

**Join the Grafton  
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### Chamber Membership Drive.

The Grafton Chamber of Commerce and Industry is a financially sound organisation funded from Membership fees of \$100 per annum. This money covers operational costs, is used to host events, sponsor a number of regional activities of benefit to the business community, and in the last 14 months employ a part time Exec Officer. While we try to offset costs through entry costs and other means, we need to increase the number of members or raise our costs for membership or events in order to continue to employ the Exec Officer to continue the current level of information and service. Do encourage other businesses to join the Grafton Chamber. MEMBERSHIP



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**ARE YOU A CLARENCE VALLEY BUSINESS OR HOME?**

**DO YOU WANT TO REDUCE YOUR CARBON FOOTPRINT?**

**DO YOU WANT TO SAVE MONEY ON YOUR POWER BILLS?**

This new project called Energymark is a CSIRO initiative in partnership with the Department of the Environment, Water and Climate Change NSW. Businesses or households meet in a small group, and through workbooks and group discussion, led by an Energymark approved facilitator, you can make a difference to your home or business. And best of all – its FREE!



Groups of up to 10 are formed in your local community, YOU meet at convenient times and over 8 meetings develop strategies and plans to reduce you carbon impact and save money on your bills. A certificate of completion is offered, which you can proudly display and separate yourself from your competitors.

An introductory meeting will be held at **Roches Hotel, Tuesday 8th March, 2011 starting 6 pm.** Businesses and community members are welcome to attend and find out more about the project and how to be part of a group that can make a huge difference.



Approved Facilitator Julie Hodges is committed to the philosophy of Eco Friendly Choices and proudly introduces health & environmentally conscious shoppers to a unique "Invitation Only" Membership Program that offers a wide range of affordable Eco Friendly cleaning & body care products for a safer home & work place environment. For more information <http://ecofriendlychoices.com.au/2011/02/csiro-energymark-information-evening/> or contact Julie directly at: [support@ecofriendlychoices.com.au](mailto:support@ecofriendlychoices.com.au)

**Country Hospitality Services (CHS) is a Grafton based Registered Training Organisation (RTO 90941) specialising in hospitality, beauty therapy, real estate and aged care training from Tweed Heads to Port Macquarie and the New England area. Our trainers are highly qualified in their field with extensive practical experience in their industry. We aim to deliver high quality training tailored to meet your needs and budget, whether you are a small coffee shop with customer service and barista training needs for a few staff or an aged care facility with many staff requiring certified training and assessment. Our upcoming courses include RSA, RCG, Food Safety Supervisor Certificate and our very popular Certificate III in Beauty Services. Call us today on (02) 6642 5559 for more information on our training courses.**

**MARCH SPECIAL OFFER.....BOOK 2 PEOPLE IN TO COMPLETE OUR FOOD SAFETY SUPERVISOR CERTIFICATE AND THE 2ND PERSON WILL PAY ONLY \$80!\***

**Available Dates: March 31<sup>st</sup> and 2<sup>nd</sup> April (please contact us if these dates don't suit as we can run more courses based on minimum numbers)**

**\* First person to pay full price \$190**



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## PRD Nationwide Quarterly Economic & Property Report.

This Snapshot has positive indicators. Available on website. Thanks to Robbie Seymour PRD Nationwide



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Yamba-126 Yamba Rd,  
6646 9466

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**THE 2011 FLAME TREE MUSIC FESTIVAL**

Venue: Grafton Race Course	Main Stage: Barrel House Rouse Mountain Girls Rob Ineson Nussy Hicks Pasta Mamma Mama Lala DJ Jason <small>to see who's on the stage check the website Coffs and Excoasts Music</small>	Purchase Tickets at <a href="http://www.flametreemusicfestival.com.au">www.flametreemusicfestival.com.au</a> Adults \$20 Kids \$15 (4-14 years) Family \$50 <small>cash only - other methods</small>
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Days: Sat 26th March   
Time: 2pm - 11pm (music starts at 5:30pm)

# CHESS

employment & support services

## Job in Jeopardy Program

Replacing a valuable employee can be difficult and costly. At CHESS we provide a special service to help employers retain existing workers who become ill or injured. We have a number of successful outcomes so far and believe we can help many more. CHESS provides free information, advice and support to the worker and the employer to ensure employment is maintained. Contact CHESS for more information. We are here to help.

Grafton 6644 3222  
Yamba 6646 8911



## The Aus Innovation Festival May 2011

Do you feel you have something that should be shared with other Businesses or the Community? The Australian Innovation Festival runs from April 26th to May 31st and offers your business the opportunity to showcase your innovations and creativity to a wider audience. National recognition means that your business or product is promoted across Australia—and whether you reach out to school children, business students or CEOs of peer businesses—you can present your message and achievements on a wider stage. If you would like to hold an open day, product launch, fashion parade or industry tour during this period, go to [www.ausinnovation.org](http://www.ausinnovation.org) to register by 10th March.

## IS YOUR HEAD IN THE CLOUDS?

THERE is a lot of buzz about cloud computing, the process whereby computing and telecommunications services are supplied as a utility via the internet. And with good reason: having a provider manage your business software, communications and data storage brings many potential benefits, not least of which are cost savings.

With Cloud Computing services like T-Suite from Telstra you get rid of the need to make any up-front capital outlay for servers and software. In theory, much like electricity, you pay for what you use, when you use it – and you can quickly scale your service up or down to meet shifting business conditions.

“What I like about T-Suite applications, is that they enable you to ‘lease’ your software applications - just like leasing other business assets such as company vehicles, copiers, etc..” says Anthony Jephcott, Director of the Telstra Business Centre Coffs Coast. “With no

set-up costs, and no expensive upfront licence cost, you can try before you buy and help to protect your cash flow... perfect for small and family run businesses.”

To help local businesses understand just how Cloud computing can help businesses of any size Telstra Business Centre Coffs Coast and TV’s Gadget Guy, Pete Blasina, are holding an informative business showcase, explaining just how T-Suite can give your business the edge over your competition.

Travelling to the Coffs Ex Services Club in Vernon Street, Coffs Harbour on Wednesday 23<sup>rd</sup> March for the 5.30 showcase could really save your business a fortune.

**For further info contact Telstra Business Centre Coffs Coast, Hurley Drive, Coffs Harbour South (02 6652 7100) or RSVP [L.mcfadden@tbccoffscost.com.au](mailto:L.mcfadden@tbccoffscost.com.au)**

WED 23<sup>rd</sup> MARCH  
C. EX CLUB  
VERNON STREET  
COFFS HARBOUR  
5.30pm  
WITH SUNRISE'S  
GADGET GUY  
PETE BLASINA

HOW CLOUD COMPUTING WILL...

- IMPROVE YOUR BUSINESS CASH FLOW
- DRASTICALLY REDUCE I.T. COSTS



**Better prepare Young People for the workforce by improving the HSC**

- Support skill development for industries such as agriculture, solar, tourism, aged care, retail and service sectors
- Support regional careers advisors to address region specific skills shortages

**Redouble efforts to create Jobs Growth for the Northern Rivers**

- Proposed Regional Development Fund to be used to assist the creation of local jobs, particularly in hospitality, retail, aged care, agriculture and the creative industries.
- Fund a feasibility study to establish a campus of Australian Film, Television and Radio School in the Northern Rivers

**Strengthen the Northern Rivers Regional Organisation of Councils (NOROC)**

- Establish a NOROC Economic Development Unit
- Reduce lead times for development approvals and improve consistency in decision making

**Create a Regional Economic Zone**

- Create a Northern Rivers Economic Zone to overcome cross border regulatory issues
- Establish a Cross Border Commission to make recommendations for reform

**Make the Northern Rivers a priority region for Communications Infrastructure Development**

- Support enhanced communications infrastructure in the Northern Rivers

**Develop an Integrated Regional Transport Plan**

- Deliver on public transport and freight infrastructure
- Improve integrations between the Northern Rivers and Queensland

**Improve Regional health and hospital services**

- Improve services and capacity in the Northern Rivers region so that major medical cases (and their family members) do not have to travel to Sydney or Brisbane
- Improve Cardiac, Cancer treatment, Mental Health and allied and alternative health services in the Northern Rivers

**Create a Regional Sustainability Zone**

- Improve Water Management through a Regional Catchment Authority
- Coastline and land use management

**Create an International Student Hub.**

- Support industry relevant courses to attract international students
- Develop new measures to improve students experiences of studying, working and living in the Northern Rivers

For the full document click here:  
or look at their website at <http://www.nswbusinesschamber.com.au/>



The NSW Business Chamber Bus toured the Northern Regions, including a stop in Grafton. NSW Business Chamber's CEO Stephen Cartwright had the opportunity to speak to two of the local candidates, Steve Cansdell MP, and Independent candidate and Clarence Valley Council Mayor Richie Williamson. He also addressed the gathered business people, highlighting the importance of a focused plan for economic growth for the Northern Rivers.

Below is a summary of the main points in the 10 Big Ideas for the Northern Rivers, developed by regional development agencies and local Chambers of Commerce.

**Support Industry Development**

- "Northern Rivers Region" food brand and marketing strategy
- Expand creative industries in the Northern Rivers
- Expand Tourism opportunities in the Northern Rivers



**NSW Business Chamber assist flood affected Grafton Businesses**

The States biggest industry group, the NSW Business Chamber, recently allocated \$200,000 in flood grants to support businesses affected by floods in Brisbane as well as in the Northern Rivers.

The Grafton Chamber of Commerce successfully made representation on behalf of several flood affected local business members and was able to secure grants of nearly \$16,000 to assist them get back on their feet again.

Regional Manager for the NSW Business Chamber, John Murray, personally visited each of the local

businesses affected by the floods and was able to fast track urgent funding. "This has been a most humbling experience" he said. "To be able to meet with quite proud local business people, see the extent of damage they have suffered and be able to offer them some financial assistance has been quite gratifying."

Mr Murray also praised the work of the Grafton Chamber of Commerce for their tireless work in communicating with & assisting local businesses during what was a very trying time. "The partnership we are building with the Grafton Chamber of Commerce is a long term one built on a solid platform of mates helping mates." Mr Murray said.

# Student Work Placements with Youth Directions Inc

Youth Directions Inc (formally known as North Coast Youth Career Connections) delivers the Work Placement Program for all High Schools and TAFE Campuses throughout the Clarence Valley who offer Vocational Education and Training (VET) courses as part of the HSC.

It is important to distinguish Work placement for VET in schools from work experience which is completed as part of the general education course in junior high school.

HSC VET students are offered industry-specific training, with a nationally recognised outcome. They have the opportunity to develop employability skills and gain an understanding of the world of work, which can assist them in making informed decisions about their career pathways.

Subjects include Automotive, Business Studies, Construction, Electrotechnology,

Hospitality, Information Technology, Metals & Engineering, Primary Industries, Retail and Tourism.

We are very fortunate in the Clarence Valley to have strong support for the Work placement Program with more than 300 local employers taking nearly 500 students each school year. However, we are always looking for new employers who can offer HSC students practical experience, skills and knowledge within their industry. It is a wonderful opportunity for local business to raise their profile within the community, access potential part-time or full-time employees, develop training programs and supervisory skills and receive media coverage.

**If you would like your business to be part of the Work placement Program, please contact Emma Hannan on 6642 1115.**

## World Rally Coffs Harbour 9/10/11th Sept

[A complete update available on Chamber Website.](#)

### Community Meeting

**Thurs 10th March 5.30 pm.** Organisers available for info and questions—The Cathedral meeting rooms, Duke St, Grafton

# ADDitUP

BUSINESS SERVICES

## SICK OF SPENDING TOO MUCH TIME SORTING OUT THE BOOKS?

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*Sandy*

**Sandy Stewart JP**

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E. [sandy@additupservices.com.au](mailto:sandy@additupservices.com.au)

W. [www.additupservices.com.au](http://www.additupservices.com.au)

### School Business Community Partnerships Seminar

Successful and sustainable partnerships help student learning outcomes, student retention and build long-term community capacity and a vibrant business culture. Hear Guest Speaker Sharon Clerke of the Australian Council for Educational Research (ACER)

**Date** Monday 7 March, 2011

**Time** 11:30pm to 1:30pm,  
morning tea included

**Venue** South Grafton Ex-Servicemens Club, Wharf St, South Grafton

**Cost** Free of charge

**For more Information contact**

**Rebecca Lucock  
on 6642 1115**

### Clarence Ahead

**Wed 30th March start 6.30 pm**  
South Services Club, Wharf St  
Guest Speaker: Glenda McLoughlin  
Director and Chief Financial  
Officer of Metgasco. Tickets  
\$30 ph includes 2 course meal.  
Enquiries Des Plunkett 6643 3044