WORKSHOPS FOR BUSINESS GROWTH

Get the right information to make better business decisions and set yourself up for long-term success.

The Smart Series of business workshops is designed to educate and provide resources to support business in The Hills. There are three streams, Smart Start—aimed for new and newly established businesses, Smart Operate and Smart Grow—which are both—aimed at businesses already in operation, but looking to grow.

To find out more about the Smart Series and other business workshops contact Council’s Economic Development team on 9762 1108.

Disruption and boom in the Hills

LIA INESTILLANO

The Hills Shire is tackling the onset of a fast approaching population boom and increasing infrastructure disruption – yet the region has a spring in its step.

“The mood is very vibrant,” said Sydney Hills Business Chamber chairman Anthony Moss.

But don’t let the changing state of the business landscape be an overwhelming, especially when you are a small business owner with limited resources. Moss.

In SMART Series, small and newly established businesses will learn innovative ways to take your business from a local to a global market, with segments focusing on growing your target market, PR and media secrets, building a winning team and so much more.

The Digital Series is designed to identify ways of improving your digital capacity and become more competitive in today’s digital marketplace. The series will provide practical advice and digital skills needed to better

So, what is fuelling that optimism? “The physical expression of that is the rail link and the associated development around it,” Mr Moss said. “It brings lots of new people to the region from construction workers to designers. That brings in a chunk of income.”

To understand the scale of growth the North West is facing, imagine taking the population of Canberra, doubling it and placing it in the heart of the Hills district.

“The Hills will be home to more than 600,000 people in the coming decades,” Premier Gladys Berejiklian said. “Greater Western Sydney is experiencing an unparalleled period of revitalisation and growth, and the Hills District is right at the centre.”

The local shopping district is also growing to meet the demand of the burgeoning population.

QGC Global Real Estate is investing $1.8 billion to redevelop Castle Towers “into a world-class urban centre”, increasing in size by up to 80,000 square metres.

Billed as North-West Sydney’s “new lifestyle and retail destination”, the revamped centre will meet the “needs of the diverse and ever-evolving community,” said centre manager, Martin Ollis.

Which is why the new centre will connect to one of the new metro stations.

We offer a range of workshops across three fundamental areas, including Council’s successful SMART Series, Digital Series and Governance Series.

In SMART Series, small and newly established businesses will learn innovative ways to take your business from a local to a global stage, with segments focusing on defining your target market, PR and media secrets, building a winning team and so much more.

The Digital Series is designed to identify ways of improving your digital capacity and become more competitive in today’s digital marketplace. The series will provide practical advice and digital skills needed to better

Tips for small businesses to adapt

DR MICHELLE BYRNE

The business landscape is forever evolving and changing. And with social media taking a bigger role in business promotion and customer connection, it can sometimes feel overwhelming, especially when you are a small business owner with limited resources.

But don’t let the changing state of the marketplace keep you from achieving your dreams, The Hills Shire Council’s Business Education Series is the perfect way to get your business knowledge and skills up to speed.

Covering a wide range of key business topics, our workshops are packed full of key information and useful hints and tips to help you get the right information to make an informed decision.

We offer a range of workshops across three fundamental areas, including Council’s successful SMART Series, Digital Series and Governance Series.

In SMART Series, small and newly established businesses will learn innovative ways to take your business from a local to a global market, with segments focusing on defining your target market, PR and media secrets, building a winning team and so much more.

The Digital Series is designed to identify ways of improving your digital capacity and become more competitive in today’s digital marketplace. The series will provide practical advice and digital skills needed to better

Dr Michelle Byrne Mayor of Hills Shire

understand how online technology and tools can be used more effectively.

And the Governance Series shows you the legal requirements of running a business, such as tax basics, good record keeping and employer essentials.

Delivered by the Australian Taxation Office (ATO), you will be shown how to use the ATO’s online tools and resources, making tax and super management responsibilities easier and freeing up valuable time to spend on your business and not on your books.

The workshops kick-off again in February 2018. To find out more information, visit The Hills Shire Council website (www.thehills.nsw.gov.au) and search for “business support”.

2018 DATES

1. Smart Start

• i. SMART Start

Prepare your new business for success, 8 March, 6.30pm -10pm.

Defining your target market, 15 March, 6.30pm -10pm.

Create and grow a community group or not-for-profit, 22 March, 6.30pm -10pm.

ii. SMART Operate

Cash flow and profitability, 12 April, 6.30pm -10pm.

Create business efficiency, 19 April, 6.30pm -10pm.

Building a winning team, 26 April, 6.30pm-10pm.

iii. SMART Grow

Business Planning for success, 10 May, 6.30pm -10pm.

Sales made simple, 17 May, 6.30pm -10pm.

PR and Media Secrets, 24 May, 6.30pm -10pm.

2. Digital Series

• Social Media strategies, 5 July, 6pm -8pm.

Social Media 101 for your small business, 19 July, 6pm -8pm.

Social Media strategies for your business to business, 16 August, 6pm -8pm.

Digital Marketing Masterclass, 6 September, 6pm -8pm.

SEO Basics, 20 September, 6pm -8pm.

SEO Beyond the Basics, 11 October, 6pm -8pm.

3. Government Series

• Tax Essentials for Small Business, 8 February, 10am to noon.

7 March, 10am to noon.

11 April, 10am to noon.

1 May, 10am to noon.

5 June, 10am to noon.

ii. Record keeping for Small Business, 21 February, 10am to 1pm.

21 March, 10am to 1pm.

26 April, 10am to 1pm.

22 May, 10am to 1pm.

21 June, 10am to 1pm.

iii. Employer Essentials for small Business, 14 June, 10am to noon.

BOOMTIMES

Doing Business in Sydney Hills DECEMBER 2017

Artist impressions of the redeveloped Castle Towers.

Sydney Hills, particularly around the new station hubs of Castle Hill, Norwest, Bella Vista, Showground, Kellyville and Rouse Hill.

Small businesses, like yourself, will be key players in the growth and prosperity of the Sydney Hills, so take this golden opportunity to gather all the knowledge and information you need to help your business flourish.

Council understands that small businesses don’t have all the answers but they need to know where to find them.

Our Smart Series is packed with information and ideas to help you make better business decisions and set yourself up for long-term success.

The workshops kick-off again in February 2018.

To find out more information, visit The Hills Shire Council website (www.thehills.nsw.gov.au) and search for “business support”.

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BOOMTIMES
Game changer for car-centrics

The Sydney Metro North West railway line is set to transform The Hills Shire. The region, which has one of the highest car ownership levels in the state, will be home to a 36 kilometre rail line that will link Rouse Hill to Chatswood and see trains run every four minutes during peak hour. It is a massive game changer for our region, said Mr Moss who is former Strategic Planning Manager and now General Manager at the Hills Shire Council. The rail line is set to transform the way we move in our shire, he said. Tunnelling is complete, and the station is taking shape, including at Cudgegong Road Station, the first station on Sydney Metro line which NSW Transport Minister Andrew Constance described as “an iconic transport hub for the North West”.

Mr Moss said: “As it gets closer to completion, around the first quarter of 2019, we have to have a cultural shift from using our cars to sharing shorter journeys on a train.” One of the North-West line will run four kilometres from Bella Vista to Rouse Hill and a cable-stay bridge over Windsor Road. The number of stations being built in the area provides local employment and brings lots of people into the region,” Mr Moss said. “The development around the stations will change the look of the region but I think the opportunity is there to create really interesting and vibrant areas.”

Staying relevant is our PURPOSE

Staying relevant is our purpose and Business Chamber is the peak business groups available. With a 25-year pedigree, the Sydney Hills Business Chamber has a strong track record of attracting investment to the Hills, creating jobs and driving growth. The Chamber remains relevant and valued by members by delivering on four key pillars:

- The ability to provide connections to business, community and government.
- The ability to promote your business to other businesses, community and government.
- To provide a platform for learning from peer and experts both at a professional and personal level.
- Amplify your voice to government: Through direct access and via our Alliance with the NSW Business Chamber.

Events are held at key support partner venues across the region, provide excellent networking opportunities and are normally sponsored – providing a fantastic environment for businesses to deliver powerful messages in a relaxed engaging environment.

Support is available with your business journey in the Hills through a pro-active Council and Economic Development team and a number of specialist business support groups available. With a 25-year pedigree, the Sydney Hills Business Chamber is the peak body representing the interests of business in the Hills district.

We provide a membership base of some 360+ and 40% of members employing greater than 10 staff our membership reflects the business profile and supportive community ethos of the Hills. The Chamber remains relevant and valued by members by delivering on four key pillars:

- Connect: The ability to provide connections to business, community and government.
- Develop: To provide a platform for learning from peer and experts both at a professional and personal level.
- Amplify your voice to government: Through direct access and via our Alliance with the NSW Business Chamber.
- Deliver on these pillars in many ways.

Events: By holding Business Breakfasts and Business After 5 every month with attendance averaging >100+. The Chamber also holds a number of major events in the year including the Chairman’s lunch where this year the Premier Gladys Berejiklian presented, our Leadership Lunch where Peter Higgins founder of Mortgage Choice and Craig Rippin futurist presented. We hold three Celebrating Women in Business luncheons where most recently Raelene Castle ex CEO of the Bulldogs and Cynthia Payne CEO of Summitcare presented.

Promotion: Chamber members have a number of avenues to promote their business whether through hosting an event, becoming a support partner, presenting a Hot Deal to member, sending direct mail flyers, posting informative blogs or engaging with our LinkedIn groups. The Chamber community is an excellent channel for not only selling to, but also for finding trusted suppliers for your business.

Develop: The skills required to be successful in business are constantly changing as markets evolve and are disrupted. Through the provision of specific workshops presented by subject matter experts members can develop personal and professional skills. The chamber also provides a structured peer to peer learning program through our unique My Board program. Members join a My Board group of up to 15 non-competing business owners who meet twice a month for an hour and half in a Chaired meeting members come to Know, Like and Trust each other which at least creates an environment for sharing knowledge and learning and, where teams have been together longer, they can act as a de facto advisory board.

PSI Sydney Hills Business Chamber in partnership with McCrindle Research, supported by the Hills Shire Council developed the Hills Performance and Sentiment Index. With over 170 businesses in the region completing the survey reporting on their perspective of performance, conditions and future sentiment. The results of the survey inform the business community, local and state government about the issues directly of concern to business in the Hills.

Building a business requires energy, commitment, resources and lots of resilience - why take that journey in isolation? Join the Chamber community and connect with your peers who are on the same journey.

For information about the Sydney Hills Business Chamber see www.sydneyhillsbusiness.com.au or call the office on 9659-3366.

We encourage to come and experience the Hills. Building a business requires energy, commitment, resources and lots of resilience - why take that journey in isolation? Join the Chamber community and connect with your peers who are on the same journey.

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A proud member of the Sydney Hills Business Chamber since 2013 and a current Board Member for the last 3 years.

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YOU may think entering a safe deposit box facility is like going through large vault like doors only accessible through fingerprint identification and laser beams. Only part of this is true.

Despite what you may see in the movies, a Western Sydney facility is offering people an economical option to protect their priceless assets and family heirlooms.

And if you think you have to channel your inner Jason Bourne to get inside, then read on.

Australasian Vaulting Industries’ new safe deposit box facility in Bella Vista features the latest electronic security systems to safeguard its contents – bomb resistant vault doors, bullet proof glass, hardened concrete and steel walls, guard rooms and airlocks.

To gain access, customers undergo scans using the latest in biometric iris reading technology.

Andrew Dalton has been operating private vaults for several years and is the man behind this new, purpose built facility.

“Getting to Sydney from the west can be a heartache with traffic, tolls, parking and time, actually costing more than the original cost of the safe deposit box. We saw an opportunity to move to where our clients are based in Western Sydney and North West Sydney so we decided to take the vault to the people,” he said.

As well as being Western Sydney’s largest private vault, Australasian Vaulting Industries is also the only facility to use biometric iris reading technology – said to be more than 10 million times more accurate than fingerprints.

“Most people use fingerprint technology or palm geometry which isn’t as unique as iris biometrics. Our technology can only be surpassed by DNA; it is very accurate meaning there are no false entries,” Mr Dalton said.

So how much does this level of security cost? As little as $5 a week which includes $10,000 insurance cover and a whole lot of peace of mind.

Registration is similar to setting up a bank account. Customers need to complete a 100 point check and supply photographic identification before being issued two keys, a security chip tag and a PIN and their biometric iris algorithm is recorded.

The vault is constantly monitored and the customer’s safe deposit box can only be unlocked by inserting two distinct keys. And only the nominated people on the account can ever gain access inside.

The seismic sensors, infra-red technology and CCTV system may make Australasian Vaulting Industry sound like something out of a Hollywood movie. Not so, said Mr Dalton, because in the movies, the bad guys inevitably gain access inside.

“Our reputation has been built on many years of experience and the integrity of our name,” Mr Dalton said.

That is why, he said, Australasian Vaulting Industries is trusted by businesses looking to securely store data drives, company records and sensitive documents as well as families wanting to store jewellery, titles, deeds and passports.

“There is a phenomenon we’re seeing across Western Sydney where homes are being targeted by thieves whose weapon of choice these days is a metal detector to target gold and jewellery,” Mr Dalton said.

For that reason, safe deposit boxes have become popular among the Chinese and Indian communities to secure precious heirlooms and Mr Dalton thinks local aged care facilities will soon follow the trend so they don’t have to bear the onus of protecting the expensive belongings of its elderly residents.

“We are very proud of the facility we have built and of the checks and balances we have in place from years of experience,” he said.

To arrange a tour of the Australasian Vaulting Industries facility or for more information, visit www.avivaults.com.au.
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WHEN some of the finest water sommeliers gathered in China to savour the best tasting water in the world, few expected a Western Sydney brand would come up trumps.

After all the swirling, sniffing and spitting was done, Bella Vista based Beloka Water took home the top gong for the world’s best tasting sparkling water.

“I knew our water was good but we were competing against some of the best in the world. I would have been happy with a place but instead we received the gold award,” said chairman and founder Joe Commissio of Beloka Water’s triumph at the International Fine Water Tasting Competition.

A panel of five professional water sommeliers from around the world judged the 104 bottled water entries on their taste, appearance, and virginality, and voted Beloka as their first choice in the sparkling added carbonation category.

But the Beloka story really started more than 10 years ago when Mr Commissio purchased land at Beloka, on the eastern border of the unspoilt Kosciuszko National Park, as part of his plans to retire from the family’s construction business.

As he prepared to plant an olive grove, Mr Commissio went in search of a water source to irrigate the trees and stumbled on a find that would change the course of his retirement plans.

He discovered the quality of the water in the aquifer on his property was far too good for just irrigation and set about obtaining the necessary licenses to extract it.

Bottled at the source in glass bottles, Beloka has had an impressive rise in an industry dominated by giant Coca-Cola Amatil’s Mount Franklin. Beloka’s two varieties – lightly sparkling and naturally still – have garnered international appeal and water connoisseurs: Grace and Joe Commissio, are exported to places like China and Dubai and with negotiations underway to add Korea and Vietnam to the list.

For the sceptics who can’t depict a difference between tap and bottled water, Mr Commissio swears by his product saying the distinction in taste is undoubtedly there because it is mineral rich water created by nature and not a factory.

“The minerals are real and natural, we don’t add a thing. And these are healthy minerals too like sodium, magnesium, bicarbonate, silica and calcium,” Mr Commissio said, adding the brand has also been Kosher approved for use by the Jewish community.

Mr Commissio said he was proud that Beloka could spruik the “all Australian made and owned” label, a feat achievable by sourcing just about everything locally from the bottle caps, boxes and labels.

And they’re environmentally conscious too, he said, having recently invested in solar panels for power and the bottles are made of recycled glass.

It’s an impressive story for the boy who was born in Calabria in southern Italy to parents who migrated to Canberra to raise their brood of nine children.

Mr Commissio started working in a supermarket at the age of 12 and tried his hand at construction at 19 but the business of water, he says, “is completely new to me.”

So what of those retirement plans?

“They’re still on the backburner,” he said. “I love what I do. This business gives me a reason to get up in the morning.”

why choose beloka water?

it tastes, and looks great
Beloka Water is pristine. It has the highest purity ranking by world standards. Designed for all occasions, the beautifully branded glass bottle adds to any dining experience.

award winning
Beloka’s lightly sparkling mineral water took the top spot at the Fine Water Society’s highly acclaimed International Tasting Competition in 2017.

uniquely australian
Beloka Water is a local, premium Australian alternative to imported mineral waters. The bottles, labels, cartons and caps are all Australian-made.

mineral rich
Magnesium, calcium, sodium and potassium are in concentrations not found in most rain-collected waters or bottled water brands.

eco sensitive
Recyclable glass bottles are just part of the story. Having discovered an invaluable natural resource in the Australian Alps, Beloka’s goal is to be a worthy steward of this part of Australia’s heritage.

for all occasions
We offer a range of sizes to suit different needs: • 200ml (24/carton) • 330ml (24/carton) • 500ml (20/carton) • 750ml (12/carton)

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visit www.belokawater.com.au
Everyone has heard of Bosch spark plugs, power tools, and of course home appliances. What you may not know is that Bosch is also a global supplier of security and audio communication solutions. From Western Sydney’s Norwest Business Park, Bosch Security supplies products that are installed in homes, shops, commercial and government buildings, infrastructure, industrial and manufacturing sites, sporting and outdoor facilities – spaces of all shapes and sizes. You will find our products everywhere, from a local home, council chamber or railway station, all the way through to many of the most recognised structures and sites in the world.

**Intelligent Video Systems**

Our cameras go beyond being a recording device. With video analytics built in, the camera interprets what it sees, adding structure to the video with metadata. For security and safety, video analytics can be used to trigger alerts for example when an area is entered, a fence is jumped, an idle object left, or a car is moving in the wrong direction.

For businesses and service organisations, analytics can be used to see how many people entered the premises and how many carried out a transaction. You can even set alerts when queues get too long to open another service counter. The age of intelligent video-based decisions is truly here.

**Cloud Services & Data Security**

Our cloud-based services provide key advantages:

1. Remote Configuration & Maintenance of the camera video networks
2. Remote Video Monitoring to verify, prevent or intervene following a real-time alarm
3. In-Store Analytics for customer traffic insights to maximise engagement & service performance

The security of your data is just as important as the people and premises you are safeguarding. We offer end-to-end solutions that cover everything from cameras, servers, clients and storage devices to network protocols and standard key infrastructures. Bosch take data security to a whole new level.

**Trusted Communication Brands**

Bosch Security owns five communications brands: Bosch, Dynacord, Electro-Voice, RTS and Telex.

Bosch is highly-respected for conference systems used in local council meetings through to international summits. Our public address and evacuation systems are suitable for spaces ranging from a retail shop and all the way to an airport. Electro-Voice specialise in loudspeakers and microphones for portable and fixed applications. High quality engineering of Dynacord amplifiers brings out the best in our loudspeakers. RTS and Telex provide wireless head-set communication systems for TV broadcast and live entertainment.

**Integration, Standards & Quality**

Because we manufacture the video, alarm and building access, public address and sound systems ourselves, our products are made to work together. In addition, our devices are compatible with third party hardware and software using internationally recognised standards and protocols. Bosch products are tested and certified using international standards to make sure they are fit for purpose, safe to use and stand the test of time and elements. Quality is one of our most important values. As our founder Robert Bosch said over 100 years ago: “I would rather lose money than trust.”

To learn more about our solutions email marcom@au.bosch.com with “Best Kept Secret” in the subject header and request an Info Kit, Call Back, or a Tour of the Bosch Experience Centre. If you’d like to speak with us sooner, please call Shaun Watson on 0412 465 611.
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Hills Grammar is a contemporary, independent, co-educational school without religious bias.

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We recognise that quality staff are key to a quality education and, as an employer of choice, Hills Grammar attracts and retains highly qualified and dedicated teachers.

Excellent staff and facilities, small class sizes and the parent-school partnership combine to make Hills Grammar the perfect learning environment.

Join us on Open Day, Friday 6 April 2018, to tour the campus and classrooms and meet our staff, students and parents.

You can also visit the School on one of our regular school tours. Please register online at hillsgrammar.nsw.edu.au/tours

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Another
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Original

Charlotte
Year 11

Open Day
Friday 6 April 2018

Visit the campus on Open Day or join one of our regular school tours.

Register online:
hillsgrammar.nsw.edu.au/tours

Learn more at hillsgrammar.nsw.edu.au
Biviano’s continues to exceed expectations with the opening of the new Heartwood Bar.

The Heartwood Bar is the venue’s latest space offering stunning panoramic views, iconic landscaped gardens, beautiful scenery surrounds and private parking.

Biviano’s Italian and Seafood restaurant in Dural is the fine dining jewel of The Hills and neighbouring areas.

Celebrating 15 years in 2015, Biviano’s is well-known throughout the region for its fine food and impeccably designed building and interiors.

Dining at Biviano’s is an indulgence of the senses. Guests are treated to dishes that are planned and prepared with meticulous care and passion.

Biviano’s offers an intimate and contemporary atmosphere with precise and welcoming service.

Customers experience a memorable dining experience where hospitality is the focus.

Biviano’s is located 45-minutes from Sydney CBD and 15-minutes from Castle Hill.

Biviano’s 2013 relocation signalled the start of a new era in a bespoke venue with polished service, elegant tableware and a celebration of food melding the classic with the contemporary.

The Heartwood Bar is located away from the main dining area in the landscaped garden area of the property.

An official opening was held in November and attracted hundreds of guests eager to experience the best the Hills has to offer.

The Heartwood Bar is open 7 days for lunch and evening drinks and snacks.

For details visit www.bivianosdural.com.

Scenes from the opening of the new Heartwood Bar at Biviano’s.
As well as having the world’s largest collection of Australian animals, Featherdale Wildlife Park also has function space available for your next casual meeting, activity day or lunch with a difference!

With free onsite parking and a handy location just 10 minutes from the M4/M7 junction, Featherdale can host the ultimate business function for you!

Enjoy a meal with our Billy Tea presentation or learn about Featherdale’s comprehensive wildlife collection with an Education lesson. For additional costs, visitors can have some up-close and personal time with our Private Animal Encounters that have regular session times. And remember Featherdale with a souvenir by purchasing a Personal Koala, Dingo or Owl Encounters, where you can bring home a photo book.

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ProAccounting Business Solutions recently celebrated 11 years in the Sydney Hills. The firm started its operations in December 2006. Founding director, Pratibha Bhanushali, is a Justice of Peace and a certified bookkeeper with ICB & IPA Public BAS Practitioner. She has more than 25 years of experience in accounting.

ProAccounting Business Solutions, is committed to helping clients achieve their business targets. The firm offers a full range of business services for small and medium size businesses and provide a tailored bookkeeping solution to meet business needs at any stage of business life cycle.

ProAccounting Business Solutions specializes in streamlining the bookkeeping and accounting processes for sole traders and small-medium businesses, allowing you to access your data online anytime, anywhere, from any device!

Cloud specialist services in Xero, MYOB and additional add-ons that streamline client’s accounting processes.

ProAccounting Business Solutions is an award-winning company having been ranked 9th in Top 25 Most Popular Awards in Accounting in Hills District. Provision on-site and off-site bookkeeping and payroll services to a range of business types and sizes from start-ups to established businesses is a specialty.

Areas of expertise include:
1. ICB certified bookkeepers.
2. Xero Certified Advisors and MYOB Professional Partners.
3. Public BAS Practitioners partnered with IPA and Registered BAS Agents with Tax Practitioners Board.
4. Payroll Solutions Provider.
5. Registered ASIC Agents.

The firm values their relationships with our clients, staff and associates and integrity.
Our Vision
To add value to our clients by providing an extensive range of professional services that enable them to achieve their goals.

ProAccounting Business Solutions started its operations since December 2006 by its founding Director, Pratibha Bhanushali. Pratibha is a certified bookkeeper with ICB & IPA Public BAS Practitioner with more than 25 years of experience in Accounting. At ProAccounting Business Solutions, we are committed to helping our clients achieve their business targets. We offer a full range of business services for small and medium size businesses and provide a tailored bookkeeping solution to meet business needs at any stage of business life cycle.

About Us
ProAccounting Business is a bookkeeping services company based in Sydney that offers tailored bookkeeping solutions alongside financial management for small and medium-sized businesses (SMEs) across Australia.

ProAccounting Business specializes in streamlining the bookkeeping and Accounting processes for sole traders and small-medium businesses, allowing you to access your data online anytime, anywhere, from any device! We introduce ourselves as cloud specialists in Xero, MYOB and additional add-ons that streamline your accounting processes.

Our Areas of Expertise include:
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4. Payroll Solutions Provider
5. Registered ASIC Agents

Our Values
We value our relationships with our clients, staff and associates.
We value integrity.
We strive for excellence in all that we do.
We aim to constantly improve our capabilities through continually developing our professional skills and knowledge.
We recognise our responsibility to contribute to the community as a respected professional services firm.

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