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Reach for THE SKY
Race is on to create more A-Grade office space P16

Cover Image: Shows artist impression of Parramatta Square.
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**HOTEL BOOM ON THE WAY**

By Di Bartok

PARRAMATTA is set for a four-and-a-half-star Sheraton hotel that will offer accommodation as well as dining, bar and conference facilities for businesses and the general public.

In fact, a key facet of the 271-room hotel will be that it draws the public to its bars and restaurants, rather than they being for exclusive use of accommodation guests.

But the 880 mill hotel, to be called Four Points by Sheraton Parramatta, will also have 500 sq ms of conference and meeting spaces to cater for the growing business demands in the west.

Four Points will be built at 89 George St and will be 25 storeys high. It is expected to be open in 2018, built in partnership between Starwood Hotels and Resorts and JL Parramatta Pty Ltd.

Andrew Taylor, Director Acquisitions and Development Starwood Hotels and Resorts Pacific said the hotel would meet the demand for quality accommodation for business people as well as the public demand for small bars.

Parramatta has become a focal point of economic growth in Sydney, with significant investment in a range of building and construction opportunities and hotel occupancy levels reaching a new high,” Mr Taylor said.

“There is clear demand for a new high quality international hotel with accommodation and facilities to support the growth of Western Sydney, and Four Points by Sheraton Parramatta will deliver this with its approachable design and stylish comfort brand positioning.”

Mr Taylor said the hotel would “find some local companies to work with, to put their beer and wine on offer.”

Owner of JL Parramatta Jian Zhao said his company was pleased to be involved in building the project.

“Starwood’s depth of experience and standing within the industry as an exceptional hotel and resort operator gave us great confidence in this partnership, and we are excited to move forward with this project,” he said.

While there are preliminary drawings of the hotel, a design competition will be held to come up with the final look, Mr Taylor said.

News of the Sheraton plans come amidst a hotel boom in Parramatta.

Also on the way or in the planning stages are:
- The Park Royal in Phillip St has almost finished its $25 million extension, positioning the hotel as one of Parramatta’s 266 rooms.
- By Crown is constructing a 73 room hotel called Skye Hotel Suites among its residential units in Macquarie St.
- Bavarian Bier Cafe is planning Parramatta’s first five-star hotel in Phillip St.
- Roschell Gardens plans a four-star hotel and leisure resort.

**FAST FACTS – Sheraton Parramatta**

- 271 guest rooms.
- Bar, snack kiosk, restaurant, indoor swimming pool, fitness centre.
- 500 SM conference facilities.
- Wi-fi in public areas.

**SHERATON**

**CORPORATE**

By Red Dwyer

QUEST Apartment Hotels has opened a property – the second largest in its network – in the Norwest Business Park.

The 147-room Quest Bella Vista aims cater to the business park’s 190 businesses employing some 10,000 people in major corporate entities, such as, Woolworths, Resmed, Braum, Subaru and Finance Capital, and a broad range of small and medium enterprises.

The property is also within close proximity to Norwest Private Hospital and two major shopping centres, Norwest Circa and Norwest Marketplace.

“We’ve already received significant demand for Quest Bella Vista and I am confident the property is going to be a successful and valuable contributor to the Quest network,” Quest CEO, Zed Sanjana, said.

“Bella Vista is on a solid growth trajectory, in terms of becoming a business centre for surrounding suburbs and Sydney more broadly.”

The property features 147 apartments over seven levels, with conference facilities, an onsite gymnasium and car parking.

<---Quest plans to open 10 new properties across Australasia over the next 12 months.
Social commentator Bernard Salt will be the keynote speaker for the annual Invest Liverpool event to be held in August.

Invest Liverpool is an annual event that explores business and development in Liverpool city.

Invest Liverpool brings together business leaders and urban strategists to explore realistic opportunities for urban renewal and commercial development in Liverpool, Liverpool Mayor Ned Mannoun said.

“Council is leading change in Liverpool as the city develops to meet the demand of a growing population.”

As one of Australia’s leading social commentators, Bernard Salt will bring a wealth of research and insights about the changing face of Liverpool.

“He will be joined by leading experts in healthcare, education, property and government for a panel discussion on potential challenges and opportunities associated with growth, development and investment in the Great South West,” said Mayor Mannoun.

Liverpool is undergoing major change and there is enormous potential for savvy investment and development in the city. This year the University of Wollongong and Western Sydney University established a presence and there is enormous potential for savvy investment and development in the city. This year the University of Wollongong and Western Sydney University established a presence, which will grow into comprehensive offerings for students and businesses in 2017.

“Council has worked hard over many years to attract these universities to Liverpool. Where universities establish, business will follow. By attracting tertiary education businesses can tap into talented local people.

“We have strong public sector investment through Council and the State Government, so Liverpool has a solid foundation for growth. We are experiencing increased interest from corporates seeking to establish a foothold in this growing city.

Invest Liverpool is designed to provide interested businesses the inside information and network on what’s happening in the city within the context of wider Sydney and the economy.”

Panelists include:
• Sheridan Dudley, District Commissioner South West, Greater Sydney Commission.
• Prof Alison Jones, Executive Dean – Faculty of Science, Medicine and Health, University of Wollongong.
• Jane Fitzgerald, Executive Director, Property Council of Australia.
• Sam Kandil, Head of Project Marketing NSW Residential, Knight Frank Australia.
• Phillip Apelbaum, Director, Healthcare Real Estate.
• Mayor Ned Mannoun, Liverpool City Council.

Invest Liverpool 2016 is at Casula Powerhouse Arts Centre on Monday August 15, 11.30am-3.30pm. For information email business@liverpool.nsw.gov.au or call Liverpool City Council Director of Economic Development, Julie Scott on 9821 9575.

Liverpool is a city of unlimited opportunity.

Home to two universities, a leader in healthcare and research, and one of the youngest and most diverse populations in the state, Liverpool is establishing itself as one of Australia’s most exciting cities.

This August, you can learn out about business and development opportunities in the capital of the Great South West at Invest Liverpool 2016.

Invest Liverpool 2016 is an exclusive free event featuring speakers:
• Bernard Salt, KPMG
• Sheridan Dudley, Greater Sydney Commission
• Prof Alison Jones, University of Wollongong
• Jane Fitzgerald, Property Council of Australia
• Sam Kandil, Knight Frank Australia
• Phillip Apelbaum, Healthcare Real Estate
• Mayor Ned Mannoun, Liverpool City Council

To find out more about opportunities in the Great South West and to join us at Invest Liverpool 2016, please contact:

Julie Scott
Director Economic Development
9821 9575
j.scott@liverpool.nsw.gov.au
Stockland’s major expansion into GWS

By Red Dwyer

Stockland’s latest major expansion in Western Sydney is the purchase of 95 hectares of residential zoned land at Marsden Park in North West Sydney, for $290 million.

The acquisition by Australia’s largest diversified property group, comes shortly after its proposal for a $300 million mixed-use project to revitalise the Merrylands business centre.

The Marsden Park project borders the company’s 198 hectare Elara community, the masterplan for which is expected to yield more than 2,400 residential lots.

The new acquisition is expected to yield more than 1,500 additional residential lots.

“This is a good investment for Stockland which increases our exposure to the strongly performing Sydney residential property market,” said Mark Steinert, managing director and CEO at Stockland.

“The North West Sydney Growth Centre remains under-supplied, given the pent up demand for vacant land and the strong underlying fundamentals that we see for this corridor.”

A development application has been lodged with Blacktown City Council and, subject to planning approval, Stockland expects to release the first land for sale within the new development in the 2017 financial year.

Meanwhile, Cumberland Council is examining the public’s submissions on Stockland’s plans for a new mixed-use residential apartments and retail development in Merrylands.

The $300 million proposal is adjacent to Stockland Merrylands Shopping Centre, which the company redeveloped and expanded in recent years at a total cost of $395 million.

The plans are to build more than 500 new apartments across five buildings, ranging in height from 11 to 17 storeys, within a 1.2-hectare development site.

Gavin Tonnet, national head of apartments and mixed-use development at Stockland said the idea was create a new city centre that would become a destination in its own right for a wide range of uses.

“Our plan is to undertake the development in a number of stages, which will help de-risk the project and isolate areas of construction activity, thereby minimising disruption to the community,” he said.

“It’s exactly what the area needs ... the last thing built on Merrylands Road was Red Rooster and that was 35 years ago,” said Jo Perry, Merrylands Chamber of Commerce president.

Stockland’s $228 million investment in its nearby Wetherill Park shopping centre has transformed it into a major regional centre with a gross lettable area of 70,000 square metres.

Free Wi-Fi rolled out at Blacktown

Blacktown City Council became one of the few councils in Australia to roll out free Wi-Fi with Telstra.

So far there are 11 free Wi-Fi nodes in the Blacktown and three in the Mount Druitt city centres.

“Blacktown City Council has had free Wi-Fi in its libraries for some time, but now we have free services for residents in our main streets,” Blacktown Mayor Stephen Bali said.

“In yet another first for Blacktown City Council, we are the first local council in NSW to provide free Wi-Fi in partnership with Telstra and the second in Australia.

“It’s all part of our plan to make our city centres vibrant and attractive.”

Stage one was formally launched by Mayor or Bali, Councillor Dickens, members of Council’s CBD activation committee and Telstra’s Area General Manager, Tricia Wilson.

The free service is being provided by Telstra. Once the rollout is complete, there will be 20 free nodes in the two centres.

The nodes provide access for up to 50 people at a time, with a limit of half an hour’s connection a day.

Key points

• New NW parcel expected to yield 1,500 lots
• North-west under supplied, says developer
• DA in Council and sales to start 2017
• 500 units also planned for Merrylands

Focus Technology

The system has been rolled out over the last month and each node is currently attracting around 100 users a day.

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PROFESSIONAL

PRICEWaterhouseCoopers (PwC) will move up to 200 staff to the new high rise Western Sydney University (WSU) Parramatta City campus.

PwC says the move cements its commitment to Greater Western Sydney clients and gives flexible work opportunities for staff who live in the area.

The move to the Parramatta Square university campus will strengthen PwC’s relationship with the university, especially the School of Business.

It will also consolidate the existing private clients business in Norwest and staff from the consulting, economics, deals and infrastructure teams who are working on local engagements.

PwC Sydney Managing Partner Joseph Carrozzi said the Greater Western Sydney region was a key growth area and PwC was responding to changing market demands and staff needs.

“We’ve been expanding our profile and reach in Western Sydney and this move strengthens our overall footprint and mix of local service offerings,” Mr Carrozzi said.

In addition to private clients, PwC’s strategic focus is on transactions, digital businesses, advanced manufacturing and Science, Technology, Engineering and Maths (STEM) business and education opportunities, as well as our traditional financial, tax and audit service offerings.

The new Parramatta office will be fully linked with PwC’s Norwest offices, with teams able to work out of either location, ensuring better client experience and bringing flexible work to life.

Nearly 1,000 staff members live in the Greater Western Sydney region, making this decision a commitment to support their flexibility, with Parramatta clearly seen as the region’s centre,” he said.

“Our ambition is to be embedded into the communities in which we operate and already this year we have hosted business events in Parramatta and formed a new P-TECH pathways partnership with McCarthy Catholic College in Penrith. We will continue to bolster our local knowledge and relationships to best serve our growing client base.”

Mr Carrozzi was speaking at the signing of a new Memorandum of Understanding between PwC and Western Sydney University on June 24.

Western Sydney University Vice Chancellor, Professor Barney Glover said the university’s partnership and co-location with businesses like PwC will make Parramatta City Campus a true innovation precinct - one that will generate significant opportunities for Parramatta and for Western Sydney.

“To capitalise on the ‘Ideas Boom’ we must grow our connections with innovative industries. Our partnership with PwC will help unlock new areas of research, angel investing and business improvement for the Western Sydney region,” Professor Glover said.

The opening of the new PwC offices at the University’s Parramatta City Campus are scheduled for early 2017.

BRIEFS

$344 million project

CONSTRUCTION has commenced on the Poly (Australia) Real Estate’s $344 million Poly Horizon apartment project in Epping

Site sold for $4.8 million

DIRECT Developments has sold a 695.4-square-metre site at 28-32 Egerton Street, Silverwater, to a private owner occupier, for $1.8 million.

Inside Out leases site

GOODMAN Group has leased a 1,521-square-metre industrial property, at 21 Slough Avenue, Silverwater, to a non-dairy milk business Inside Out Nutritious Goods, at $120 a square metre.

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WESTERN SYDNEY Business Access

By Dr Andy Marks

How the west was won, and LOST

In the midst of one of the largest infrastructure spends in Australian history, economic and geopolitical uncertainty and a coming wave of internationalism, innovation and disruption, it seems that Western Sydney is most interested in its own backyard.”

Dr Andy Marks

The merits of both approaches will undoubtedly be scrutinised by strategists from both parties in the months ahead. It is worth noting also that nearly 20 per cent of Lindsay voters chose minor parties over the big two, up from roughly 14 per cent in 2013.

Heading west up the hills towards the Blue Mountains and north out across Windsor and Richmond, the seat of Macquarie ushered in its own backyard. Markus was not helped by proposed Badgerys flight-path backlash in the lower-mountainous electorate.

In Parramatta, a seat unable to shake its member, Louise Markus. Former journalist, Susan Templeman won this diverse electorate from longstanding Liberal member, Louise Markus.

Dr Andy Marks is Assistant Vice-Chancellor, Strategy and Projects, at Western Sydney University.

ELECTION 2016

Two bright sparks for the Liberals were David Coleman in Banks and Craig Laundy in Reid. Both first-time members, they retained and, in Laundy’s case built margins in seats that were former Labor strongholds.

Former television executive, Coleman held off a challenge from Labor’s Chris Gambian, assisted in part by a redistribution that pushed the pre-election margin out from 1.8 per cent to an estimated 2.8 per cent.

In Reid, Craig Laundy achieved the impossible. Not only has he retained the marginal electorate, he bucked the national and regional trend and secured a 1.3 per cent swing to the Liberals.

Self-described non-conformist, Laundy has built a solid relationship with his constituents. Opposing his party’s proposed reforms to the Racial Discrimination Act and proving to be exceptionally responsive to local issues, Laundy has forged a relationship with his constituents that will be a challenge for Labor to break in future polls.

While the all important national outcome of the election remains unclear, we can be certain that the West won on 2 July by those in both parties, who adopted a local-focus ahead of a national agenda.

The 2016 election broke some electoral truisms while restoring others. In the midst of one of the largest infrastructure spends in Australian history, economic and geopolitical uncertainty and a coming wave of internationalism, innovation and disruption, it seems that Western Sydney is most interested in its own backyard.

Dr Andy Marks is Assistant Vice-Chancellor, Strategy and Projects, at Western Sydney University.


**NEWS**

![Image](https://via.placeholder.com/150)

The Know My Life team.

**Stories from frontline of family businesses**

**COLLABORATION**

FAMILY Business Australia (FBA) and Hills based firm, Know My Life (KML) have formed a partnership to offer opportunities and support to the family business community.

Know My Life will sponsor the FBA Show & Tell Series in NSW, which enables family businesses to showcase their operations and raise awareness of their family business and the sector.

Know My Life captures the insights of family businesses; their endeavours, challenges and successes through filmed interviews and events.

Know My Life managing director, Hardeep Girn said power of storytelling is an effective way to engage with internal staff and customers on an emotional level.

“Story telling communicates the purpose and broader vision of the business, thereby allowing people to relate to the business or brand on a deeper level,” he said.

The relationship between FBA and KML started when Know My Life was asked to prepare short film productions for the FBA Hall of Fame Inductees announced at the Gala Dinner in late 2015.

The partnership officially launched at FBA’s Show and Tell event at Complete Office Supplies, Sydney on May 12.

Now the official sponsor of the Show and Tell series, Know My Life has the potential to leverage the opportunities for Show and Tell hosts, through screening pre-recorded interviews at the events and capturing the event itself on film to utilize across multiple media channels.

The partnership provides both organisations with an innovative way to increase the profile of FBA and its members. Some of Know My Life’s recent productions being viewed more than 15,000 times.

Know My Life welcomes conversations with any family businesses wishing to share their story through film. Visit www.knowmy-life.com.au or call 1300 046 876.

Family Business Australia contributes to the long term success of family business via a range of resources and opportunities for family businesses in all industries and of all sizes.

Contact them via www.fambiz.org.au, phone 1800 249 357 or email Wendy Foster at wfoster@fambiz.org.au

**$300M mixed-use development planned for Marsden Park site**

**DEVELOPMENT**

By Red Dwyer

A $300 million mixed-use development is proposed on a former market garden in Marsden Park as a landmark development for the NSW government’s North West Growth Centre.

The project will comprise of four separate stages, with the buildings and roads strategically located and designed to allow for the best development outcome.

The campus-style design will comprise of residential apartments, townhouses, offices and retail in a single site

The plans for the 38,000-square-metre site comprise of 860 dwellings across 11 buildings, and 1,500 square metres of retail floor space. The development will also provide for public open space and parkland areas, along with a new street network.

“Marsden Park represents a great opportunity to set a benchmark for growth in the region, and we are excited to work with Australian Development Investment Group, Blacktown City Council and the local community to transform the site to a thriving activity hub,” said Ben Pomroy, principal of architecture firm Rothelowman.

Rothelowman and Australian Development Investment Group, working in conjunction with their development manager CPDM, lodged a structure plan and DA with Blacktown City Council for the Richmond Road site.

**BRIEFS**

**Council’s exceptional reporting**

PENRITH City Council has received a Gold Award at the prestigious 2016 Australasian Reporting Awards – Celebrating Excellence in Reporting for its 2014-2015 Annual Report. The award recognises the quality of reporting through areas such as performance, financial statements and disclosure of key aspects of its business and improves on Council’s success in reporting with a Silver Award in previous years.

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Government seeks A-Grade office space

COMMERCIAL

By Red Dwyer

THE NSW government wants to secure between 43,000 to 55,000 square metres of new A-Grade government office accommodation in Western Sydney.

The call for expressions of interest follows the government’s announcement that more than 600 Department of Planning & Environment personnel would be relocated to Western Sydney by 2019.

These employees would join more than 1500 previously announced jobs to relocate to Western Sydney from the Department of Finance, Services and Innovation, Department of Planning and Environment, the Office of Environment and Heritage and the Environment Protection Authority.

“By relocating public servants to Western Sydney, the government is delivering more jobs closer to where people live and stimulating business and employment opportunities in this economic hub,” Brett Newman, CEO of Property NSW, said.

Property NSW is seeking to lease office space in Western Sydney in either a single or multiple buildings, with an initial lease term of 12 years and two five-year options.

Since 2014, the government has announced the relocation of more than 4200 public service roles from the CBD to Western Sydney, including more than 1800 jobs from the Department of Education, which will be relocated to 105 Phillip Street in Parramatta, commencing in 2018.

Good, but falls short on payroll tax

NSW BUDGET

By Di Bartok

GOOD, but could be better is the assessment of the State Budget’s benefit to small businesses.

The May Budget saw the axing of three taxes that will save businesses more than $400M a year and will help cut down their administration and operating costs.

The government will abolish duties on business mortgages and unlisted securities, and transfer duty on non-real business assets.

It will cost $1.8 billion over four years to get rid of business transactions such as non-real transfer duty, which is a tax on the transfer of business assets other than land — such as goodwill intellectual property and patents.

NSW will be the third state in Australia to slap higher taxes on foreign investors looking to buy residential property.

Another feature of the Budget was the four per cent slug to foreign investors buying homes or apartments, and an extra 0.75 per cent land tax surcharge on residential real estate.

This is expected to raise $1 billion in revenue over the next four years, and will partly offset the $1.8 billion worth of business tax cuts.

That is fine and dandy, according to leading Western Sydney business leaders, but more could have been done to stimulate employment.

Trevor Oldfield, Greater Blacktown Business Chamber president, said the government could have done more to restore business confidence.

“The State Government still has to get a handle on small business needs, instead of businesses going cap in hand to them,” Mr Oldfield told Access.

“A lot more needs to be done to help manufacturing businesses take on apprentices, and TAFE should be strengthened to produce more apprentices,”

Anthony Moss, chairman of Sydney Hills Business Chamber, agreed that the Budget would help small businesses but he would have liked to see a bigger break on payroll tax.

“Payroll tax is the biggest inhibitor of small businesses, and that is the biggest challenge for government,” Mr Moss said.

Mr Moss said the cost to the government of eliminating payroll tax would be offset by jobs that would be created.

But Mr Moss said increased infrastructure, as well as a Budget surplus, had created a more positive mood in the business community.

Environment personnel would be relocated to Western Sydney by 2019.

These employees would join more than 1500 previously announced jobs to relocate to Western Sydney from the Department of Finance, Services and Innovation, Department of Planning and Environment, the Office of Environment and Heritage and the Environment Protection Authority.

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COMMERCIAL PROPERTY REPORT P16

Sydney Hills Business Chamber, Chairman, Anthony Moss.

Greater Blacktown Business Chamber President, Trevor Oldfield.

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Terms and Conditions apply
City of Parramatta and TAFE NSW have signed a three-year Memorandum of Understanding (MoU) and committed to establishing the Parramatta Skills Exchange (PSX) to provide industry-based opportunities for young, unemployed and under-employed workers.

The MoU that was signed on 1 July aims to strengthen local jobs growth and foster a closer partnership between City of Parramatta and TAFE NSW.

The PSX is a pre-employment program that will provide opportunities to work on some of the biggest developments in the city. It is based on the award-winning Barangaroo Skills Exchange (BSX).

www.cityofparramatta.com.au

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GPT pays $16 million
GPT Group has paid $16 million to expand its industrial footprint with the purchase of a 5.1-hectare site, at Eastern Creek Drive, Eastern Creek, which has the potential to deliver up to 20,000 square metres of logistics facilities.

Changes approved
THE Department of Planning and Environment has approved a modification request for initial design plans for the proposed Eastern Creek Business Hub near Blacktown. The approval paves the way for a greater mix of retail at the site by creating space for specialty shops and small business, as well as a reconfiguration of its storm water drainage system.

$4 billion project
THE Gables Box Hill, a $4 billion master planned community, covers over 330 hectares comprising over 4000 homes, a large central lake set adjacent to a town centre, 85 hectares of active and passive open spaces, a community facility, two sporting fields, a primary school, new roads and associated infrastructure.

IKEA centre
THE Marsden Park IKEA 70,000-square-metre warehouse and distribution centre is expected to employ 170 people during construction and 165 employees when operational.

Flowere Flow leases
FLOWER Flow has leased a 1113-square-metre site, at 78 Peter Brock Drive, Eastern Creek, from Jowett Family superannuation fund, at $125 a square-metre for five years.

Call for tenders
CAMDEN Council is expected to call for tenders for a $3.6 million two-decked, 150-vehicle car park in Oxley Street, Camden, with construction expected to start in February 2017.

Aldi opens store
ALDI has opened an outlet in Marsden Park and expected to employ between 15-20 locals. Others in the park include Bunnings Warehouse, Coles, Costco, Duxes, Home Hub, Ikee, Lindt & Sprunglie, Linfox, Masters Home Improvement, McDonald’s, Reeces, Shell, Toll.

New council chambers
SUBMISSIONS have closed on tenders for building works on Willow Grove, at 58 Phillip Street, in the Parramatta CBD, to make it suitable for a future council chambers facility. The heritage-listed Willow Grove is a Victorian Italianate two-storey villa built around the 1870s and recently used for commercial purposes.

Police leases floors
THE NSW Police has leased two floors of office space of 1781.7 square metres, at 7 Hassall Street, directly opposite the NSW Police headquarters, in the Parramatta CBD, at an initial rent of $350 a square metre.

Wholesaler leases space
A PRIVATE wholesaler has leased a 991-square-metre site at 24 Pike Street, Rydalmere, at $135 a square metre from Direct Developments for five years.

Hudson Homes expands
HUDSON Homes, based in Parramatta, has expanded its presence in regional NSW with the opening of two display homes in Dubbo taking its total to 11 display homes in seven locations in the Hunter, Central Coast and Sydney regions.

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ON THE MARKET

Brand new apartment close to the beach to be given away near Kings Beach in Caloundra, Queensland

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It’s my craft that excites me

By Michael Walls

SACHIN Joab recently starred as corporate lawyer, Amir Kappor in Ayad Akhtar’s Pulitzer Prize-winning play, Disgraced, at Riverside Theatres, Parramatta. Sachin has a distinguished acting career having starred in Underbelly, Neighbors as well as a number of feature films in Australia and The United States.

A graduate in acting, he also has a solid athletic background enabling him to fit into a variety of roles that require high levels of physicality.

The charismatic 38-year-old took an interest in acting while at primary school and today takes his craft very seriously.

Sachin Joab took time out from his busy schedule to speak with WSBA editor, Michael Walls for our July TIME WITH guest.

WSBA: Can you briefly describe why you went into acting?

SACHIN: From a young age I was often alone. I was an only child and parents divorced when I was very young. My mum was often working and so I spent a lot of time in various babysitter’s homes. In those early years I, in a way, became my own best friend and would often act out imaginary scenarios in my mind. I guess I just never stopped living within my imagination and so I decided to pursue acting.

WSBA: What excites you about the profession?

SACHIN: Receiving a script and attempting to see what the writer saw within it has always been exciting for me. Any/every actor will read that same script from an introspective approach because we’re all different human beings. It’s the craft itself that excites me about the profession.

WSBA: Describe the role – present or past – that you have been most passionate about.

SACHIN: Every role I’ve played has left a mark on me. The roles I’ve been most passionate about are the ones where the characters objectives are deep and intense.

WSBA: How do you think that audiences have changed with technology?

SACHIN: One example where I believe audiences have changed with technology is that they now have entertainment (film, television, music, etc) at the simple push of a button on a smart phone. As a result I feel that they now have entertainment gratification with very little patience.

WSBA: What lessons has acting given you for life?

SACHIN: To always listen more than I speak. To never judge. Regardless of what optical/visual differences there may be between our various religions, races, genders and sexual orientations, at the end of the day, we’re all human. We all breathe while in our mothers wombs, we’re born, we breath in the world, we laugh, we cry, we cause pain, we feel pain, we have beating hearts which will stop beating at any given point. Acting has taught me that we’re all intrinsically connected to each other from simply being a human being in this life.

WSBA: Why do you think you have been successful?

SACHIN: I believe I’ve been successful because I’ve always remained honest to myself. I also have never blindly accepted society’s status quo and have actively tried to make changes for the better. I have maintained my passion and dedication to the craft of acting.

I just hope to continue trying to better myself as an artist and as a human being. Whatever I learn in that process is what I will apply to my craft and the overall profession.

My future ambitions will be to continue observing life and learning from it as much as possible so that I may apply what I learn to my craft.

WSBA: Your favourite actor?

SACHIN: That is like asking me what’s my favourite meal; there are just way too many to choose from. The several that spring to mind are James Dean, Marlon Brando, Al Pacino, Robert DeNiro, Daniel Day-Lewis and Gary Oldman.

WSBA: If you could have any role at any time what would that be?

SACHIN: I would’ve loved to have played the role of Tony Montana in Scarface. Then again, the only reason I love it is because of what Al Pacino did with the role.

WSBA: Your favourite book?

SACHIN: The Alchemist by Paulo Coelho.

WSBA: Your favourite food?

SAHIN: As mentioned earlier, this is a really hard question because there are so many exquisite foods out there. Generally speaking, I love Italian, Indian and Vietnamese food.

WSBA: Sachin Joab, thank you for being our July TIME WITH guest.

Visit www.sachin joab.com for more information about Sachin.

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– Sachin Joab.

The many faces of Sachin Joab and one of his favourite actors, Al Pacino.
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Parramatta Square commercial tower revealed

THERE is a drastic shortage of A grade office space in Parramatta CBD that has to be addressed if the capital of Western Sydney is to meet the demand as we head towards 2031. But not enough developers saw the commercial potentials of putting together commercial projects, opting instead for safer residential options.

By 2031 there will be 100,000 extra jobs in Parramatta but only a development pipeline of an additional 250,000 sq m of commercial space and 125,000 sq m of that mixed commercial.

The dire shortage of A-grade commercial space has been highlighted in a CBRE report Parramatta Market Outlook 2016. CBRE director of Advisory & Transactions Services, Office Ben Lalic said there are not enough developers prepared to take the risk of speculatively building without a tenant pre-commitment of at least 40 per cent of NLA.

City of Parramatta Administrator Amanda Chadwick said the design of 3 Parramatta Square responded to Parramatta’s rapidly developing CBD, providing flexible workplace environments suited to large, established tenants and small start-up alike.

Parramatta Square will boast the largest floorplates across the precinct - the typical floorplates exceeding 3700sqm, and some podium floors in excess of 3100sqm - allowing Parramatta to better compete with the Sydney CBD, North Sydney and Macquarie Park office markets.

In addition to 3 Parramatta Square, Walker Corporation will develop commercial towers 4 and 6 as well as the residential Aspire Tower.

“Architecture and the built environment is expected to commence in the 3rd quarter of 2016,” Mr Lalic said.

The vision for the final building on Parramatta Square has been revealed. A developer has been chosen for a 16-storey, 35,000sqm office tower that will set a new benchmark for commercial property in Parramatta. A jury chose a contemporary and stylish design by acclaimed architecture firm Jolien Milton Walker (JPMW) as the winner of an international design competition for 3 Parramatta Square.

The arrangement with Walker Corporation as the preferred developer of the $320M project will allow City of Parramatta to participate in the development and to maintain ownership of up to 50 per cent of the completed building.

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Artwork impression of Parramatta Square.

Work starts on $250M Riverside Tower

Construction of Riverside Tower, a new world-class riverfront precinct in the heart of Parramatta, has started. The important milestone was marked with a smoking ceremony to acknowledge the traditional owners of the land. It realised the starting of early works on the landmark project, including the excavation of seven basement levels.

Riverside Tower is a venture between property and private equity firm LIDIS with project manager EQ Projects and venue managers Dockside. LIDIS have a project development agreement with City of Parramatta Council to deliver the development.

The precinct will deliver for Parramatta 413 premium residential apartments across 24 storeys, a state of the art cultural exhibition and conference space and entertainment hub and the city’s largest ballroom space will be incorporated within the commercial podium.

To be managed by Dockside, the 2,500m2 entertainment facility will contribute an estimated $25M to the local economy annually.

With upgrades to more than 4,400 square metres of public space and adjoining waterfront land planned as part of the project, Riverside Tower is an important part of Council’s River Strategy.

The complete rejuvenation of the 1.5km river corridor will include a new grand promenade and cycle way, a signature riverfront cafe/ bar and a lift connection to the popular Eat Street dining destination, encouraging people to visit and enjoy the beautiful river-side location.

“Parramatta has established itself as one of Sydney’s most desirable suburbs with strong demand for premium-quality housing as well as high quality entertainment, dining and shopping facilities. We are delighted to be able to meet this demand with a new iconic landmark for the city that will provide a new exciting cultural and entertainment destination for locals and visitors to enjoy,” LIDIS executive chairman Dennis Lalis said.

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Parramatta was “a marathon rather than a sprint”. Mr Lalis said.

“The need to continue to promote Parramatta, to let businesses and developers know what the region has to offer,” he said. CBRE is a global company that advises and helps investors and developers find opportunities.

“We take them through the whole process, from A to Z,” Mr Simat said. The company employs 80,000 people globally, with 70 staff in the Parramatta office.

Parramatta Square commercial tower revealed

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The designs will undergo detailed analysis before a Development Application (DA) is lodged, which is expected to be by the end of 2016.
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PROPOSAL WRITING with Naomi Cheeseman

Carnegie Financial Planning

Shelia Cabacungan is the Principle Financial Advisor of Carnegie Financial Planning. She has over 19 years’ experience in helping her clients build, protect and manage their wealth.

Shelia Cabacungan is a Certified Financial Planner, Self-Managed Super Fund Specialist Advisor and Registered Tax (Financial Services) Agent. In 2009 she established Carnegie Financial Planning as an independently owned Australian Financial Services Licensee (AFSL No.389528). Her advice and recommendations are not influenced by the fear or favour of being tied to any financial institutions.

Carnegie Financial Planning specialises in providing advice and financial solutions to Western Sydney’s:

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- Professionals looking to achieve financial independence and
- Private Clients looking for wealth education and coaching to build, protect and manage their wealth.

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LEGAL SERVICES with Justin Dowd

E-NET SOLUTIONS with Michael Stornelli

Michael Stornelli, a specialist in Field Service Software, developed an electronic work order management system called “myFLO”. The system is completely paperless and allows business managers to gain total visibility into their operations, improving efficiency and in turn providing more profitable operations. myFLO software offers real-time connectivity between office and field staff. Workforce is streamlined from quoting, scheduling, risk assessments, reports, photographs, time sheets, stock control, invoicing, asset data and analysis and client portal. Michael is releasing a new version called “myFLO Lite” for smaller businesses employing less than five field staff.

MORE INFORMATION IS AVAILABLE AT WWW.MYFLO.COM.AU OR CONTACT 1300 78 46 60

With over 19 years of business ownership in the region. Connecting with people doesn’t come naturally to all, but strengthening communities and assisting business networks to deliver a strong value proposition to members is right up Nic’s alley. Know My Business works with business owners and decision makers to target and introduce organizations and individuals that present opportunities and our success is measured by the quality of face to face introductions made and the value of converted business that follows.

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BUSINESS NETWORKING with Nic Baines

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Access Experts

Counselling with Melissa Harries

Melissa Harries is the principal psychologist at the Parramatta Psychology Clinic which delivers mental health services to individuals and organizations. These services include individual coaching and counseling as well as mental health workshops designed to improve employee wellbeing and performance. Melissa is an expert in workplace mental health and can assist small to medium sized businesses to create a psychologically safe workplace.

She can be contacted at psychologist@parramattapsychologyclinic.com.au or (02) 9667 8776.

Business Advice with Bob Green

The Western Sydney Business Centre, with thanks to the NSW Government’s Small Biz Connect Program, provides business advice and training with offices located across Western Sydney with mobile business advisors also available to visit your place of business. Our Centre has been giving award winning business advice locally for over 24 years. In the past 12 months, our office has seen over 1,200 businesses face to face. We offer two fully subsidised appointments for you to meet with a qualified and experienced business advisor to discuss your new or existing small business needs. Meet with a business advisor at your place of business or visit one of our conveniently located offices across Western Sydney. Western Sydney Business Centre:

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As a business person, they appreciate how Jay’s understanding of loan structures could help them save thousands on their loan, but that his ethics mean that he can just as easily tell you that you are already in the best position and don’t need his help. Jay, along with the qualified and experienced team at First Class Home loans help you with your home loan, property investment loans, refinancing, equity release for business and Asset finance.

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Conferencing with Kylie Cleverly

Kylie Cleverly is the Meetings & Events Sales Manager at Novotel Sydney Norwest among the Accor Hotels portfolio, boasting 21 years’ experience in her field including such roles as Director of Events at a variety of global hotel chains. She enjoy meeting a wide variety of people. Every event is different, and re-inventing the wheel is part of our fantastic sales journey,” she says. Kylie values the strong relationship the hotel has with the Hills community along with the Novotel Sydney Norwest people being authentic, transparent and genuine, therefore creating a great hotel; a home away from home.

Contact Kylie on +61 (2) 9634 9861
Mobile: 0414 249 616 or email SB01@novotelnorwest.com.au

Childcare with Joan Stone

Joan has extensive experience in education and small business management. She is the owner of Cubbyhouse Childcare Pty Ltd and operates 27 before and after school care centres and four long day care services.

The requirement for highly trained and motivated educators prompted her to found A Grade Training. Cubbyhouse Childcare is a facility which provides affordable and high quality Early Childhood Service that meets the needs of individual children and families and through their daily routines, programs, partnerships with families and their team of professional, qualified staff. They offer a safe, friendly and nurturing environment where their clients/ children have the opportunity to explore, discover, play, learn and grow.

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Using Social Networks with Richard Wolff

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Contact Michael Grey on 0452 446 443 or email michael@mkevents.com.au

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Welcome

WELCOME to the July Family Business feature. Thriving organisations of all sizes need constant growth, what growth looks like is different for everyone. Do you have the right foundations and how do you take the next steps for sustainable growth? Many family businesses need to have full control over their company, but what are the financing options if you wish to grow & increase profit? Could attracting HNWI’s bridge the funding gap? Don’t be complacent fraud is on the rise. The KPMG Fraud Barometer outlines key findings, showing a large rise in the number of and the value of frauds being committed in Australia. If you would like to discuss any of the topics covered in this month please feel free to contact me on 9455 9996 or davidpring@kpmg.com.au

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AUSTRALIA IS NOT IMMUNE FROM THE FRAUD PLAGUE

Don’t be complacent, fraud is growing

Barometer

If you think we live in a country relatively free from the fraud and corruption that characterises many parts of the world, a new KPMG survey might shake you up a little.

The KPMG six-monthly Fraud Barometer, (as presented) shows a large rise in number, and especially the value of frauds being committed in Australia.

Over September 2015 to March 2016, 116 frauds occurred, with a value of $381.1 million – an average value per fraud of $3.3 million.

This compares with 91 frauds with a value of $128.4 million, at an average value per fraud of $1.4 million, for the previous six month period.

The Fraud Barometer has coincided with the release of KPMG’s ‘Global report Profiles of the Fraudster, which enables KPMG to compare how Australian frauds compare with international experience and, intriguingly, Australian fraudsters tend to be younger and more gender-diverse than their overseas counterparts.

Key findings include the following:

• The most common perpetrators are business ‘insiders’, with frauds attributable to management averaging $5.7m – over double that of non-management employees. Most frauds relate to misappropriation of assets, embezzlement and abuse of position.

• Gender diversity among fraudsters is changing – the proportion of frauds committed by women in Australia have increased by 36 percent. Male fraudsters are responsible for 61 percent of the offences, with women now committing 39 percent of the nefarious activity.

• Internationally, the proportion of frauds committed by women was just 17 percent. Interestingly, male fraudsters were found to collude more than their female counterparts, both locally and globally.

• Over a quarter of the fraudsters were aged below 36 years, which is almost double the proportion identified globally.

• Investors and government agencies are more susceptible to being fleeced by fraudsters than any other category of victims. Government and investors together were the victims of more than $301m of these frauds.

• The value of frauds against government agencies has increased by almost four times and over six times for investors.

• Queensland and NSW top the fraud charts at $195 million and $124 million. A number of the significant investor frauds occurred in Queensland.

• Maintaining extravagant lifestyles and gambling were key drivers of frauds, regardless of gender.

• Locally and globally, whistle-blowers are becoming increasingly important in detecting fraud, particularly where the fraud involves collusion.

• While these frauds include hardy perennial practices such as fake invoices being produced to misappropriate funds, theft of client funds, and corporate credit cards being used to fund personal expenses, a growing number of these cases now involve elements of cyber-crime. Although the cyber threat is often seen as an external threat to businesses, cyber-crimes are increasingly being perpetrated by malicious insiders, who already have access to key business systems.

We are seeing an alarming increase in the number of spoofed emails, which are often addressed to senior finance personnel, purportedly from someone in the C suite, with instructions to transfer large sums of money into bank accounts.

We are finding that clients underestimate the threat from the malicious insider when it comes to cyber-crime, and as a result they are not paying sufficient attention to the basics. Identity and access control is often weak, and organisations often don’t understand where their critical IP assets are located and who in the organisation has access to them.

A number of frauds in the research were uncovered by whistle-blowers, who noticed suspicious behaviour and appropriately raised these concerns so they can be actioned. This is often the way that many fraudsters are caught and held accountable for their actions.

No matter what systems and controls are put in place, the best defence is often a vigilant employee noticing something amiss. It is important that they have a safe and confidential mechanism to report suspected fraud.

Many organisations are now using such a service – and more would be advised to do so. As our survey shows, fraud is not just something that happens to someone else – or in other countries.

*“The Fraud Barometer monitors the incidence of fraud cases in the Australian courts, with a value in excess of $50,000. It examines trends and characteristics, with a focus on perpetrators, victims and the nature of the frauds.”

**This edition considers all such frauds between 1 October 2015 and 31 March 2016.

**Article published by Gary Gill, KPMG Partner in Charge, Forensic, Australian Practice

What would attract HNWIs to invest in a family business?

Investment

Many family businesses are their own worst enemy. Their desire to maintain full control over their company often limits their financing options.

For them to grow and increase their profit, they need strong financing. So what are the options? Private equity or corporate strategies, but that limit or reduce the family business owner’s control over the business.

However, the owner’s desire to retain sovereignty over their business does open the doors to partnership with high-net-worth individuals (HNWIs) who are willing to bridge the funding gap.

HNWIs are more willing to invest in exchange for a minority stake in the company, maintaining the family owner’s majority control.

Not only can HNWIs provide a source of funding, they can also provide insights that are extremely beneficial to the business.

**Why would high-net-worth individuals want to invest in a family business?**

Simple. For the same reasons families form businesses in the first place – shared values, long-term vision and a personal rather than institutional approach to business.

The second most important is a similar understanding of risk.

Other important factors are the likelihood of easier negotiations and the fact that family-owned companies represent an efficient mechanism for capital preservation. Many firms would be willing to offer an equity stake for the right investor.

HNWIs value the personal interaction with members, particularly at a senior level, as this also provides them with the opportunity of giving strategic input. They like the fact that decisions happen quickly, there is greater collaboration, and focus is on the welfare and success of both the organisation and the family.

Additional benefits of such investments, as cited by HNWIs, are that the owners of family-owned corporations tend to provide more information on the company’s progress, and funds tend to perform better in the long term as the company expands and new opportunities arise.

Welcome to the Board

A big attraction for HNWIs is the potential of having a presence on the board in return for investment. However, the majority of these business owners are reluctant to relinquish majority ownership and control over their company.

What are the factors most likely to attract HNWIs?

• High profitability.

• Potential for strong organic growth.

• Long-term capital appreciation.

• Their desire for a medium level of risk.

• Strong cash flows.

• High solvency.

On the flip side, what would attract the business to an investor?

• The investment, obviously.

• Long-term horizons.

• Industry expertise.

• Low levels of interference.

So, are you in? If you want to expand your family business and jetset it towards further success, then forming an alliance with a high-net-worth individual may be the way to go. It’s a win-win relationship on many levels.

**Article published by Nick Wells – KPMG Partner, UK practice**
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Protection check-list for the FB

By Justin Dowd
Partner Watts McCray

FAMILY businesses are truly the backbone of the Australian economy, accounting for 70% of all Australian businesses with an estimated wealth of $4.3 trillion.

The value that is given to the economy is therefore enormous, in employment, the provision of goods and services and in fostering family relationships.

Many readers will be engaged in family businesses. These can be set up as a sole trader, a couple in partnership or sharing a company structure, to engage children and/or siblings and for the benefit of multiple generations of the same family.

The fact that family businesses are often founded on personal relationships is one of the strengths of those businesses. There is (at least at the start!) inherent trust, understanding, flexibility and compatibility.

Family businesses are often home based, with the finance provided by the founder/s and this is clearly easier and can be more flexible when close family members are involved.

However there can be downsides in a family business. Communication between family members can be taken for granted, leading to misunderstandings; relationships can fail; other personal circumstances can occur.

Businesses are conscious of the need to have insurance against various risks. Consideration has to be given to the possibility of untimely death or debilitating injury of the principal operators of the business.

Most people understand this but what if parties separate or divorce? What happens to the business then? What happens to the assets, as well as the liabilities of the business in that circumstance?

If the business involves more than one generation, this can become even more difficult.

Protection of the business can be achieved by having a considered structure; the best solutions for which are generally for the parties to enter into either a Financial Agreement or Deed of Family Arrangement that covers these possibilities.

Other legal issues arise: loans and advances of money should always be properly documented to avoid uncertainty at a later point.

Wills should be checked to see that the business assets are left in the way that the owner really intends.

Care must be taken to enter into financial and other legal contracts in the right names at all times.

Guarantees should only be given where necessary and with all parties fully understanding their meaning and potential obligations.

Company records, including the company’s constitution should be carefully kept.

Succession planning can become more difficult and very personal in a family business environment; arranging finances can also be problematic.

These problems should be considered in advance and dealt with in a logical fashion. Statistically, only a third of family businesses has a formal “Board” structure, only 12% have a “family constitution” and 20% have a succession plan.

These may never be needed, but if things go wrong, it will be too late then to try and attend to them.

Finally, hopefully having got past all these potential pitfalls, the successful business owner will want to retire, securing sufficient capital and income from the business to do so; and putting in place the best ownership structure for the next generation.

This requires careful legal, accounting and financial planning for the benefit of everyone involved.

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“Communication between family members can be taken for granted, leading to misunderstandings; relationships can fail; other personal circumstances can occur.”
– Justin Dowd
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By Geoff Lee  
State Member for Parramatta

NSW has never had a better State Budget with record spending on infrastructure. We are investing in Australia’s largest road and rail infrastructure projects. The Sydney Metro, Australia’s largest rail project, is now fully funded at a cost of up to $12.5 billion and WestConnex, Australia’s largest road project, is expected to be completed at around $16.8 billion, receiving $2.9 billion.

Over the next four years the NSW Government will invest a massive $41.5 billion on transport infrastructure, $5 billion on health infrastructure and $2.9 billion on education infrastructure projects.

Responsible financial management, targeting key in industry economic drivers and recycling of assets has supported NSW’s outstanding economic performance. NSW has close to zero net debt, over $3B in surpluses outstanding economic performance. NSW has never had a better State Budget targeting key in industry economic drivers and recycling of assets has supported NSW’s outstanding economic performance.

The Sydney Metro network, when complete will span 65 kilometres from the North West Rail Link, travelling under Sydney harbour and Sydney CBD to Bankstown. Stage 1 - Sydney Metro North West, is expected to open in 2019 with a metro train every four minutes in the peak. Construction work on Stage 2 - Sydney Metro city & South-west, is expected to start in 2017.

Sydney Metro will have the capacity to move 40,000 customers per hour with driverless trains running every four minutes in peak times. When completed, the Metro will increase capacity across the network by 60 per cent – great news for the congested Western Sydney for future jobs and productivity.

Likewise WestConnex receives $2.9 billion in the budget and completes the missing link between Parramatta and Sydney Airport by up to 40 minutes, and bypass up to 52 sets of traffic lights. This project alone is expected to create more than 10,000 construction jobs.

We are building accessible and reliable roads and transport networks. These projects will deliver significant direct and indirect economic benefits from improved workplace participation and increased productivity as well as improved social outcomes. Congestion alone is estimated to cost NSW more than $5B dollars annually.

We are also upgrading hospitals and building new schools in Western Sydney.

We are investing $1.6B spending in health infrastructure in 2016-17 which includes $99.4M for the Westmead Hospital redevelopment and a new carpark. Additionally, $58.1M to continue construction of the Blacktown and Mount Druitt Hospitals for Stages 1 and 2. The budget invests $2.6B in education infrastructure over the next four years including construction of Australia’s first vertical public and high schools right in the heart of Parramatta’s CBD. These schools will be the model for future inner-city schools where space is at a premium and demand is growing.

To quote, the NSW Premier Mike Baird: “When this government says it will build something we get on and build it - we have the billions of dollars set aside to deliver this transformational project for NSW.”

This is an impressive budget that sets up Western Sydney for future jobs and productivity growth. Record investments in roads and public transport, health and education infrastructure projects are important to ensuring our economy remains robust.

The Treasurer has delivered a budget that will deliver a strong, resilient economy that is well positioned to take on future fiscal challenges that may arise in coming years.

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Being a mentor as important as having one

By Stephanie Christopher
CEO The Executive Connection

In a booming business environment like Western Sydney, being successful carries more pressure than ever before. Some lucky business leaders know that the key to getting ahead is having someone you can bounce ideas off, someone who will hold you accountable to your decisions and someone you can discuss your business challenges with in confidence. This person is a mentor.

While many often talk about the great personal, and professional, success that stems from having a mentor, fewer discuss the significant value of what it means to be one.

At The Executive Connection, we provide mentoring to CEOs to help them maintain a competitive edge and challenge their thinking. I spoke to some of our mentors to understand why being a mentor is just as important as having one.

Joseph Scarf, business coach and mentor, New South Wales

“As a former leader, it’s in my nature to always be curious and passionate about business. Mentoring is a great way to keep me in touch and engaged in business, while also satisfying the desire to help others develop. There are new challenges to face in every session and this keeps me thinking and inquisitive about the changing business environment; enabling me to continue my own self-development as a business professional. While becoming a mentor requires a mind-shift and a sense of ‘letting go’, it’s an ideal addition to a successful career for those who want to step back, but still help others.”

Harvey Martin, business coach and mentor, Victoria

“In my 20 years of mentoring, I’ve found that the satisfaction of helping someone due to improve how they work never gets old, I get as much out of it as I put in. One of my personal achievements has been learning to be a better listener in order to ask the most valuable questions for my mentee; aiding my own skillset in the process. It also keeps me on my toes and keeps me current. When I was a business leader I never had a mentor, and that’s part of the reason I’m so passionate about being one myself, I wish I had that when I was a CEO.”

Tim Hantke, business coach and mentor, Western Australia

“I was fortunate to be mentored by Snap Printing founder, Paddy Thompson. From him I learnt that developing a wide range of relationships with people that have different perspectives on business was essential to my development as a leader. The same thing still rings true today. Mentoring via those relationships allows me to stay stimulated, connected, and challenged. I’ve been very privileged to be invited into the life of my mentees; to work with them cooperatively on growing them both personally and professionally.”

Many get more out of being a mentor than what they put in. If you’re looking for a rewarding and satisfying extension of an already successful corporate career, becoming a mentor could be a good move for you. Stephanie Christopher is Chief Executive Officer of The Executive Connection, which has more than 20,000 members globally and 1,200 members in Australia and New Zealand. For more information on The Executive Connection, or advice on becoming a mentor, contact Georgie Duckworth, Manager, Strategic Alliances, The Executive Connection on georgie.duckworth@tec.com.au

“Many get more out of being a mentor than what they put in. If you’re looking for a rewarding and satisfying extension of an already successful corporate career, becoming a mentor could be a good move for you.”

– Stephanie Christopher
What have we learnt?

Own goal of epic proportions

INTERNATIONAL

EXCLUSIVE by Former NSW Premier
Nathan Rees

S
O, last week Britons went to bed having voted to exit the European Union (EU) after more than 40 years.
The next day, they woke to find their Prime Minister had resigned. They woke to find their pound was down 15% against the US dollar. They woke to find the pound down against the Euro around 10%.

That is, inside 24 hours they were leaderless, and about to pay more for everything.

Then things got bad. Scotland said they might scuttle the arrangement in their Parliament; bearing in mind, neither of these United Kingdom countries voted to exit.

And, across the channel, far right activists in France were agitating for France to remove themselves from the European Union.

In response, the founding members of the European Union had a simple message for Britain; get out of our house now and don’t let the door hit you on the backside on the way out.

How did it get to this point? Paralyses around the world are scratching their collective head. Half of Britain is pounding its head.

The brutal truth is that the political class left the masses behind in their zeal for the European Union. Politicians (all stripes), the commentariat, big businesses, academia... all these groups, and others, have long assumed that the economic, cultural and practical benefits of the European Union were self-evident. They weren’t.

Increasingly, Britons felt isolated from decision making that had a real impact on their lives. Most commentary has been around the vexed issue of migration across the EU, and this was clearly a potent element for many in the ‘Leave’ campaign.

But the disconnect between the political class and the average Briton went deeper.

Stories abound about the overreach of the policy and legislative diktats being issued from the seat of the European Union in Brussels, Belgium.

It wasn’t just the big policy issues, like migration, which annoyed too many people. The little things also fed a disgruntlement, daily.

Take, for example, the standardisation of the wattage for kettles (yes, those needed to boil water for a cup of tea). This was standardised across the European Union. The result? In many locations, it took longer to make your cup of tea.

For the record, my personal view is that the United Kingdom should have stayed in the European Union. However, opinion leaders who held the same view failed to adequately explain the risks to leaving.

Instead, they concentrated on some pretty ethereal benefits - better employment and investment prospects, improved security, economic efficiencies. All of these are true, but they are notoriously difficult to demonstrate as being material in a particular household, or even village.

The architects of the ‘Remain’ campaign failed to exploit the best understood truism in politics; that fear beats hope, every time.

The brutal truth is that the political class failed to exploit the best understood truism in politics; that fear beats hope, every time. The United Kingdom now faces the very real prospects of a serious currency devaluation, reduced investment, slower job growth and increased social unrest in a country divided down the middle.

Resentment will simmer for years to come, and many respected economists are forecasting a recession.

According to some economists there will be a drop in economic growth of minus 3% during the transition period, and possibly minus 5% under a worst case scenario.

What does this mean for Western Sydney and the engine room of the Australian economy? Firstly, the European Union is Australia’s third largest trading partner after China and Japan. Secondly, around 40% of our trade with the EU is directly with Britain.

There is no crystal ball, and uncertainty will cast a long shadow over the economic policy. That conversation can never end and is worthwhile remembering as we head to the polls.

As frustrating as Australian politics can be, it pales in comparison with what has occurred in the United Kingdom over the last week.

It’s human nature to think things can get worse; but they can. Iceland beat England in the European Cup, a soccer tournament that’s quite a big thing.

Interestingly, the England manager is paid millions to do his job. The Iceland coach is a part-time dentist, doing it for the love.

There should be a moral in there somewhere; but in this crazy, mixed up world, I can’t find it.

Small agency - Creative approach - Great results
Blacktown City Council is working with developers and residents to retain the European heritage aspects of the former Australian Defence Industries site at Ropes Crossing.

An office block opened in 1957 by then Prime Minister Robert Menzies for the Australian Government’s munitions works is to become 25 residential units for the growing Ropes Crossing community. A new residential building containing 45 units will also be built on the site and Blacktown City Council negotiated an additional $35,000 landscaping works following representation from local residents.

“This shows how residents, council and developers can work together for a negotiated outcome that works for everyone concerned,” said Blacktown Mayor Stephen Bali.

“The Administration Building currently stands as one a few remaining structures of the former ADI site, providing valuable evidence of the Australian Government’s defence response to the Korean and Vietnam Wars. We are also working with residents to make sure their concerns are taken into account.

“The ADI site has great heritage and historical significance. It plays an important role in helping us understand the story of Blacktown City – our rich history, our identity and our people.”

Mayor Bali says these buildings are examples of council’s commitment to heritage projects.

“Council is dedicated to the conservation, protection and celebration of our City’s heritage and character for future generations to interpret and enjoy,” Mayor Bali said.

Historical Background
By the mid-1950s, with the outbreak of the Korean War, the Australian Government committed itself to new munitions production at the government-owned facilities at St Marys, in an operation known as ‘Project 590’. In January 1955 the well-known architectural firm Stephenson and Turner was commissioned to prepare plans for a new munitions factory to be completed by 1957.

The Administration Building was the principal office building on the former ADI site – and one of its largest – and housed senior administration and managerial staff.

In recent years it has approved the adaptive reuse of heritage sites such as the Muscanbury Winery Estate, Southridge House at Eastern Creek, which now stands as a café and Melrose House on the Grantham Estate at Seven Hills.

Mayor Bali says these buildings are examples of council’s commitment to heritage projects.

“Council is dedicated to the conservation, protection and celebration of our City’s heritage and character for future generations to interpret and enjoy,” Mayor Bali said.

Key points
- Council working with residents to shape project
- Site first developed by Defence Force in 1957
- Total of 70 new units for growing Ropes Crossing

The Administration Precinct, which included both the Administration Building and Fire Station and Watch Tower opposite, was a key component of Project 590.

In its size, organisation and architectural quality, the precinct reflected both the importance given to military manufacturing in post-war Australia and the nation’s desire to follow modern European and American examples in Architecture and planning.

The Administration Building is a good representative example of the innovative International Style Modernism of its architects, Stephenson and Turner, who were among the most prominent practitioners of Post-War Functionalism architecture and planning.

The curtain wall construction used for the Administration Building represents an early example of its type and is a rare example in a Defence/munitions site context.

The building’s architectural value is enhanced by the extent to which it has retained much of its original layout, components, fabric and detailing.

Source: Statement of Heritage Impact prepared by Rappaport Heritage Consultants
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DON'T MISS THIS OPERA AUSTRALIA PRODUCTION

Mozart’s The Marriage of FIGARO

As part of the 2016 national tour, Riverside Theatres will present Opera Australia’s new production of Mozart’s The Marriage of Figaro this August.

Mozart’s classic comedy has been entertaining crowds for centuries, and between the witty, fast-moving libretto and melodic, charming ensemble writing, it is not hard to understand why.

The much loved opera will retain the music and storyline of Mozart’s original, but will be performed in English with a chamber orchestra. The Marriage of Figaro retells the hilarious account of one household’s adventures over a single day of madness.

Masters are lusting over their servants, servants are outwitting their masters, and there are plenty of dress-ups, all in a day’s work!

Not only will the families of Western Sydney have the opportunity to enjoy the performance of this new production, but the younger residents will also have the chance to take to the stage.

Through Opera Australia’s Regional Children’s Chorus Program, local children will learn to sing songs from The Marriage of Figaro ahead of the opera arriving in town. They will then rehearse with the professional cast, and join them on stage as part of the performance.

The cast of The Marriage of Figaro is impressive with multiple principal artists from Opera Australia, plus a live touring chamber orchestra under the baton of conductor Paul Fitzimon.

The local children’s chorus will be under the direction of Opera Australia’s newcomer Regional Children’s Chorus Master Joshua van Kossenklemd and local choir leaders. Award winning creative duo Michael Gow (Away, The Kid) and Robert Kemp (The Revenger’s Tragedy, Hot Fudge and Ice Cream) have created this brand new production, featuring stunning period costumes and a clever set.

“When you add fantastic music by Mozart, some incredible singing, a small orchestra that’s producing the most amazing sounds for that number of people and have something that’s actually good to look at, I think it’s like an explosion,” said Kemp.

Lyndon Terracini, Opera Australia’s Artistic Director is on a mission to make people fall in love with opera, and he believes it is vital to reinvent productions regularly to make them contemporary and engaging for different kinds of settings.

“The Marriage of Figaro is a great opera to tour and with the Australian creative team we have to take on this opera, this will be a show audiences won’t want to miss! Michael Gow and Robert Kemp are masters of storytelling, and they have created a version of The Marriage of Figaro that will be unforgettable,” said Terracini.

Dates: 19 to 20 August at 7:30pm.
Tickets: Adult $59 / Conc $54 / 30 & Under $45.
Bookings: From the Box Office (02) 8839 3399 or www.riversideparramatta.com.au
Venue: Riverside Theatres – Corner of Church and Market Streets, Parramatta.

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The Marriage of Figaro is an opera in two acts by Wolfgang Amadeus Mozart, first performed on 1 June 1786. It is a comic opera in the form of a commedia dell’arte. The opera is in four acts and four scenes. The libretto is by Lorenzo Da Ponte, who also wrote the libretto for The Marriage of Figaro. It is based on the Italian commedia dell’arte play Il matrimonio segreto by Carlo Goldoni.

The story follows the adventures of Count Almaviva, Countess Almaviva, Figaro, Andante, and Susanna. The opera is known for its charming music and witty libretto.

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WESTERN SYDNEY BUSINESS ACCESS JULY 2016
Expert guide to understanding stress

By Di Bartok

T RAUMA, toxins and thoughts are the underlying causes of most physical and mental ills, international leader in stress management Dr John Hinwood said.

“These three main causes of illness, particularly stress, were first stated by Daniel David Palmer (the father of Chiropractic) in 1895 and it is still recognised today,” Dr Hinwood told Access.

The three T’s are broad reasons for people getting sick and chiropractors have long understood that chiropractic can help relieve havoc wreaked on the body and mind.

Dr Hinwood, who along with his business partner and wife Dr Judy Hinwood started out as chiropractors almost 40 years ago before moving to specialise in stress management, said we all need stress in our lives to survive - the kind of stress that makes you run from danger, for example.

It is the bad stress, that is, understress, overstress and distress, that harms and controls people’s lives.

“You can choose to be a victim or a victim but too often people like to blame others for their troubles,” Dr Hinwood said.

“And there are those who handle stress well over a short period of time. It depends on their philosophy of life.”

“Too many people are all about me, me, me and those who cope better tend to be helping others or wanting to make the world a better place rather than play the victim.”

Stress varies from vague feelings of that unsettled stomach before we have a job interview or we have a deadline to meet, to stress that stops us in our tracks and messes with our sleep, our happy relationships, our good work and our health.

But Dr Hinwood said it did take tenacity for someone to overcome some traumas - such as having, all through childhood, a parent calls you an idiot who would never achieve anything.

Physical trauma, such as being knocked over by a car, was accepted as a trauma that could harm health, but psychological trauma can be as devastating.

Nevertheless, Dr Hinwood believes that most people have the ability to change, to go from adversity to happiness.

“There are people who have come from very poor backgrounds to success, the rags to riches stories,” he said.

And those who do not succumb to negative talk about them.

When it comes to the workplace, Dr Hinwood stressed that there was “the unemployed and the unemployable.”

“Some people only want to participate on their terms,” he said.

But there were challenges when dealing with a “toxic” boss or colleague.

“When people are having trouble with bosses or colleagues, I recommend that they visualise bringing down a protective shield, or cylinder around themselves, when that person is around,” Dr Hinwood said.

Another problem with coping with life, is that we can be afraid of failure and yet failure can lead to success, as it did with Thomas Edison who had countless challenges along the way before “seeing the light”, as did the legendary Abraham Lincoln before becoming the 16th President of the United States.

We see parents these days who refuse to let their children take part in the NAPLAN (literacy and numeracy) tests because they don’t want them to fail,” he said.

The Dr Hinwoods run a public workshop The Stress to Strength Experience where people from home-makers to corporate CEOs come together for a weekend to learn how to gain mastery over stress and move into the calm. These people learn easy ways to move out of any ‘stress spiral’ that they are caught up in.

“Our purpose at Stress to Strength is to help you discover your way out of the stress-ness with simple, sustainable, self-care tools and strategies, and many excellent ones are on our website also,” Dr Hinwood said.

The Hinwoods have received humanitarian awards in Australia and the United States. They have published a series of practice management books for health care practitioners and a series of seven sought after books on mindset change in the You Can Expect A Miracle series available on Amazon.

The Hinwoods are available for speaking engagements, offering tools for business operators and executives to better cope with work stress in their Stress Management in the Workplace one-day workshop. For those in the caring professions, community organisations, teachers and others they present a very practical one day The Stress Management Toolkit seminar.

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“If you look at the best cities in the world, people work and study downtown.” – Andrew Borg-er, head of office development with Charter Hall, at the topping out of construction of the $220.5 million, 14-storey Western Sydney University campus in the Parramatta CBD.

“Church Street [Parramatta] at night was a ghost-town 20 years ago – now it’s a completely different story.” – Joff Perry, Merrylands Chamber of Commerce president, at the topping out of construction of the $220.5 million, 14-storey Western Sydney University campus in the Parramatta CBD.

“As a regional city with a population that will grow to more than a quarter-of-a-million by 2031, we need to revitalise our city centre and make inner city living a reality.” – Cr Karen McKeown, Penrith mayor, on an amendment to the Penrith Local Environmental Plan.

“It’s exactly what the area needs … the last thing built on Merrylands Road was Red Rooster and that was 35 years ago.” – Joff Perry, Merrylands Chamber of Commerce president, on plans to turn Merrylands into a modern shopping precinct.

“The Committee for Liverpool is a powerful voice for the city, bringing together a stellar group of leaders from across business, three levels of government, health, media, property, education, arts, sport and tourism.” – Christopher Brown, convenor, Committee for Liverpool.

“It presents us with a unique opportunity to continue development, extend the project and maintain strong sales momentum for several more years.” – Mark Steinert, Stockland managing director, on the company’s acquisition of 95 hectares of residential zoned land bordering its 198-hectare Elara community facility at Marsden Park.

“As frustrating as Australian politics can be, it pales in comparison with what has occurred in the United Kingdom over the last week. It’s human nature to think things can get worse; but they can. Iceland beat England in the European Cup, a soccer tournament that’s quite a big thing.” – Former NSW Premier Nathan Rees on BREXIT.

“The State Government still has to get a handle on small business needs, instead of businesses going cap in hand to them.” – Greater Blacktown Business Chamber President Trevor Oldfield on the State Budget.

“We’ve been expanding our profile and reach in Western Sydney and this move strengthens our overall footprint and mix of local service offerings.” – PwC Sydney Managing Partner Joseph Carrozzi on moving 200 people to Parramatta.

“Parramatta has become a focal point of economic growth in Sydney, with significant investment in a range of building and construction opportunities and hotel occupancy levels reaching a new high.” – Andrew Taylor, Director Acquisitions and Development Starwood Hotels and Resorts Pacific on the group’s plans to open a property at Parramatta.

“Bella Vista is on a solid growth trajectory, in terms of becoming a business centre for surrounding suburbs and Sydney more broadly.” – Zed Sanjana, CEO Quest Apartment Hotels, at the opening of the 147-room Quest Bella Vista.

“Bella Vista is on a solid growth trajectory, in terms of becoming a business centre for surrounding suburbs and Sydney more broadly.” – Zed Sanjana, CEO Quest Apartment Hotels, at the opening of the 147-room Quest Bella Vista.

“There have been sites, such as V by Crown apartments, 111 George Street (“Duo”) and the old Cumberland Newspapers site, that originally had DA approval for office towers but were changed to residential.” – CBRE director of Advisory & Transactions Services, Office Ben Lalic on the lack of A-Grade office space in Parramatta.

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**FUND OUR FUTURE - THE OVERPASS THAT’S A BLOCKAGE**

**BLACKTOWN CITY COUNCIL IS CONTINUING ITS DECADES-LONG CAMPAIGN FOR THE WIDENING AND UPGRADING OF THE TWO LANE FRANCIS ST OVERPASS AT ROOTY HILL.**

“The same amount of traffic that passes across the four lane railway bridge at Blacktown has to squeeze over a two lane bridge further down the line at Rooty Hill,” said the Mayor of Blacktown City, Councillor Stephen Bali.

“According to state government figures, some 24,000 cars a day use the Francis Street overpass and 29,000 a day use the Balmoral Street bridge.

“The simple road statistics win the argument about what has to be done,” he said.

As part of the national “Fund our Future” campaign, councillors from Blacktown City Council joined forces on the Overpass, calling on the Federal Government to build a better bridge.

“This traffic bottleneck of a bridge is also a potential health hazard, because it slows emergency vehicles to a standstill during peak traffic,” Mayor Bali said.

Together with Councillors Charlie Lowles OAM, Tony Bleasdale OAM, Deputy Mayor Jacqueline Donaldson and Mt Druitt MP Edmond Atalla, Mayor Bali called on the Federal government make good their promises to improve infrastructure.

“Two lanes was ok when the bridge was built in the 80s, but now the traffic flow is nearly four times its design capacity and the long queues every day demonstrate the problem,” said Councillor Bleasdale.

For decades, Blacktown City Council has been making representations to State Governments seeking to have this major traffic choke point unblocked, he said.

“At morning and evening peak hours, traffic is frequently reduced to a standstill in all directions,” said Councillor Donaldson.

“Council is also concerned that this congestion could risk lives by delaying emergency vehicle access to Mount Druitt Hospital.

According to estimates by Blacktown City Council engineers, the problem could be fixed for around $18 million.

“It’s not a huge amount for a federal government, and the responsibility is definitely theirs,” said Mayor Bali.

**BLACKTOWN’S 2016 YOUTH AMBASSADORS**

**BLACKTOWN CITY COUNCIL IS PROUD TO ANNOUNCE KIERAN HAGERTY, OF COLEBEE, AND PATRICK GLEESON, OF KINGS LANGLEY, ARE BLACKTOWN CITY’S 2016 YOUTH AMBASSADORS.**

The Mayor of Blacktown City, Councillor Stephen Bali, congratulated the two youths on their achievement and thanked outgoing 2015 Youth Ambassadors, Rachelle Rativo and Olivia Sargent for representing the interests of the young people of Blacktown City.

“I would like to commend Kieran and Patrick on becoming Blacktown City’s 2016 Youth Ambassadors,” Mayor Bali said.

“It’s wonderful to see young people like Kieran and Patrick wanting to be actively involved as leaders in their community.

Kieran, aged 17, attends Oakhill College and is also a Corporal in the Australian Air Force Cadets.

“I would consider it a privilege to be able to continue building upon my leadership and public relations skills through this program but most importantly to make a change in the community of which I am a part,” he said.

“I would also love to meet new people and discover more about the diverse community and culture of Blacktown.”

Patrick, aged 15, attends Glenwood High School and coached the school’s support unit in athletics.

“Seeing the impact that it had on their lives as they were given opportunities they never thought imaginable, had an immense impact on my life, he said.

“From this and representing the school at interschool promotional events I’ve developed a diversity of skills that will aid a Youth Ambassador including: seeking any help needed but also being self-reliant, a ‘why not’ attitude and strong ability to converse and relate with people from various backgrounds or situations.”

Blacktown City Council’s Youth Ambassador Program has been running since 1982 and is a chance for young people to represent the youth of Blacktown City for a period of twelve months.

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**TESLA SOFTWARE**

Early this year, Tesla 7.1 software introduced an array of new Autopilot features to further enhance the convenience and safety of the driving experience. While many of these features move the ball forward toward a safer autonomous future, none is more significant than the remote parking technology known as Summon.

Summon addresses three primary goals. First and foremost, Summon addresses a significant safety risk inherent to driver-operated vehicles in tight quarters. When maneuvering a vehicle in these conditions, the significance of driver blind spots grows. Areas immediately in front of, beside, or behind the car that rarely pose a threat in higher-speed operation on a roadway suddenly become home to pedestrians, pets, grocery carts, and clutter, often with disastrous consequences.

Between 2008 and 2011, NHTSA estimates that over 900 people were killed and another 52,000 injured by vehicles backing up in the United States alone. By enabling remote retrieval of Model S or Model X from a parking space, Summon provides the driver with a direct line of sight to the danger zones around it.

At the same time, ultrasonic sensors placed around the vehicle proactively guard against any unseen or moving hazards and enable the car to stop upon detection. If at any time during the Summon maneuver the driver decides to stop Model S or Model X, he or she can do so with a simple tap of the app, keyfob, or a door handle. While these additional layers of security will not completely eliminate accidents when using semi-autonomous features like Summon, when used correctly, they can reduce their occurrence relative to conventional driving.

Secondly, Summon significantly improves the convenience of the parking experience, providing access to narrow spaces that would otherwise have been off-limits given the difficulty they pose for opening, entering, or exiting a traditional door. In these scenarios, Summon makes the car much more accessible to loading children, passengers, or cargo.

Finally, Summon lays important groundwork for an increasingly autonomous world. One where the convenience and safety of transport vastly exceed what we are used to today.

Autopilot began this process on the highways. Summon begins it in your garage. As the technology advances, the complementary capabilities of each will converge.
When wine kids rule the domaine

VINERIES

By Darren Harris

In his prior life Jerome Castagnier was a professional classical and jazz trumpet player who has played for heads of state, including the French President.

In 2007, upon the retirement of his father Guy, he his artistic passion toward the family business.

The Castagnier family business is wine. Their domaine is located in Burgundy, just south of Dijon in central France. Burgundy is the spiritual home of the Chardonnay and the Pinot Noir grapes which are used to produce some of the world’s most famous and highly priced wines.

Jerome now shares his time between directing Domaine Castagnier’s winemaking and conducting a respected Burgundy-based orchestra that plays at venues throughout the region including at the Chateau Clos de Vougeot, Burgundy’s most famous castle.

The chateau was built in 1551 by the monks who farmed the vineyards and produced wine of serious reputation.

Today it is still in great condition and is used for many events. If you are in Burgundy it is certainly worth a visit.

Burgundy is a traditional area with many family holdings going back five or even 10 generations. The last decade has seen many changes with the younger generation taking over from their parents.

These “wine kids” have been to wine school, travelled the world and helped make wines in all corners of the globe. They understand tradition and innovation and combine both to make exceptional wines. Domaine Castagnier’s new found success can be attributed to Jerome’s ability to utilize the wonderful vineyards assembled by his maternal grandfather Gilbert Vadey.

Numerous well-sited parcels in the Cote de Nuits were purchased following World War II. The domaine owns Grand Cru vineyards in Clos de la Roche, Clos-St-Denis, Charmes-Chambertin and Clos Vougeot.

There are also charming villages wines from Gevrey-Chambertin, Morey-St-Denis and Chambolle-Musigny. Many have very old vines. In addition, Jerome’s negociant arm bottles some serious whites.

The domaine has taken off since Jerome took over the reins and today it is on all Burgundy aficionados watch-list. Whilst Burgundy is never cheap, Castagner’s wines offer some of the best value for money in this region of France where Chardonnay and Pinot Noir rule. They are worth looking out for!

For more information go to www.grandmillesime.com.au Darren Harris is managing director of Grand Millesime, specialist importers of fine French Wine.

“Burgundy is a traditional area with many family holdings going back five or even 10 generations. The last decade has seen many changes with the younger generation taking over from their parents.”

– Darren Harris
Exhibition takes a walk on the wild side

HAWKESBURY

A NEW exhibition opening on Friday, July 15 at Hawkesbury Regional Gallery invites visitors to embark on a journey of discovery and surprise through artist Rod McRae’s cutting edge Wunderkammer/After-life.

The journey explores human interaction with nature through the use of ethically sourced taxidermy animals.

Featuring real wild animals including a zebra, a lion, penguins, antelope, fox, fawn, fish, rabbits, a baboon and a polar bear, this ‘cabinet of wonders’ (from the German term referring to a cabinet or room full of curiosities) brings together sculpture and various media to discuss a broad range of conservation issues, from climate change to big game hunting.

Artist Rod McRae said: “Each work explores an animal ‘issue’ using real preserved animal bodies (taxidermy) to tell their stories. Using the real thing creates art that is both authentic and empathetic. I argue that sculptures of animals rendered in resin, plastic, stone, wood or metal cannot speak as directly to us as the real animal. Each work touches on a different aspect of the human-animal relationship including biodiversity, pollution, climate change, conservation and stewardship. Each work asks us to examine our responsibilities as fellow travellers on this planet”.

McRae first learned of taxidermy’s effects on people in the early 1980s. The New Zealand-born children’s book illustrator had just taken up a correspondence course in taxidermy, and, working from home, he tried his hand at stuffing and mounting animals, storing the specimens wherever he could.

“My flatmates would come home and find road kill and god knows what else in the freezer box with tails hanging out of it,” he added.

More confronting than finding a stuffed animal in the fridge, McRae suggests, is the matter of animal-human relations at large. Faced with real stuffed animals, not sculptures, audiences are cornered.

“There’s something very visceral about dealing with taxidermy,” he said, “something very emotional that people can’t hide from, can’t walk away from – they have to engage.”

Also opening is After-Humans, an exhibition of illustration and rendered models from students in the Diploma of Graphic Design Illustration at the Design Centre Enmore, Sydney TAFE explores the question, ‘what would happen to our beloved pets (in particular cats and dogs) if humankind vanished off the face of the earth, how would they survive and how would they evolve over time?’

Hawkesbury Regional Gallery is located at Deerubbin Centre (1st Floor) 300 George Street, Windsor, phone (02) 4560 4441.

Exhibition title: Wunderkammer/After-life and After-Humans
Dates: 15 July - 4 September

Rod McRae, Z is for zebra 2010, Burchell’s zebra skin, steel, timber, high density foam, glass, chalk, blackboard paint.

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Ticket sales are now open for the 26th Annual Western Sydney Awards for Business Excellence (WSABE) Gala night. The event will be held on Friday, August 19 at the Waterview in Bicentennial Park.

The WSABE Awards are the premier business event in Greater Western Sydney and recognise outstanding businesses by showcasing their achievements and exposing their excellence in the business community.

This year’s special guests include Gladys Berejiklian MP, NSW Treasurer, Luke Foley MP, Leader of the Opposition and Dr Geoff Lee MP Member for Parramatta plus other VIP guests.

Three new sponsors have joined the WSABE family - Senses Direct, UNE Business School - University of New England and Telstra Business Centre West Sydney. Principal Partner is Commonwealth Bank; major sponsor is City of Parramatta and category sponsors include DOOLEYS, Crown Group and Computerwex.

The WSABE Awards Gala night is an ideal opportunity for business owners to share the success of being a finalist with their family, friends and peers.

The evening acknowledges everyone's hard work and contribution to the business' success - a shared celebration of the business' achievements.

The Gala Evening promises to be a spectacle. Businesses are urged to purchase their corporate tables and tickets in advance for preferred seating.

Winners will be announced across 16 categories for their excellence in innovation, marketing, sustainability, business ethics, customer service and education among others.

WSABE encompasses the entire Western Sydney region which includes the 10 local government areas covered by the New South Wales government’s Office of the Minister for Western Sydney and the Greater Western Sydney Economic Development Board. These areas include Auburn, Bankstown, Blacktown, Fairfield, Hawkesbury, Holroyd, Liverpool, Parramatta, Penrith and The Hills Shire.

WSABE awards are not voted on. Instead submissions are rigorously assessed by highly qualified judges. This merit based process giving the awards prestige in Greater Western Sydney.

The Parramatta Chamber of Commerce has extended their thanks and appreciation to all supporting chambers, councils and their representatives and of course to our sponsors, partners and supporters.

Visit www.wsabe.com.au to book tickets or contact the chamber at wsabe@parramatta chamber.com.au or phone 9635 0022.
Why is teaching kids to draw not a more important part of the curriculum?

CREATIVITY

By Ari Chand

Causing Academic and PhD Candidate in Design, University of Newcastle

DRAWING plays a big role in our cognitive development. It can help us learn to write and think creatively, develop hand-eye co-ordination, hone analytic skills, and conceptualise ideas.

But drawing is rarely used as a tool for learning in schools. Generally, most high school teachers aren't trained in visual education.

Drawing is not something that should be confined to art lessons – it's a skill that can play a role in many different subject areas in school education, and later on in the workplace.

For high school students, drawing can be incorporated into learning in many ways, including visual mapping, reflective thinking, organising and presenting information, and a way of communication that can transcend language barriers.

But the transition from primary to high school often brings out insecurities in one's drawing ability. This means students can be reluctant to use drawing as a way of organising their thoughts.

Here's why drawing is so important, and why kids should be taught the skill in school.

How children learn to draw

Drawings are external representations of your thinking – and when you were little you were doing this all the time.

When people say they can't draw, what they actually mean is they can't draw something exactly as it looks. But, like any skill, drawing must be trained.

It is widely believed that there are six stages to drawing. These include:

Scribbling stage (2-4 years):
Children go through a process of understanding that their physical actions can dictate the marks they make. Initially this is random scribble (kinaesthetic activity), but develops to a more controlled activity.

Pre-schematic stage (4-7 years):
Children begin to use shapes and symbols to explore relationships and their environment.

Schematic stage (7-9 years):
Children develop a “schema”, or consistent way of portraying an object or person or environment. These images generally exhibit their knowledge of something.

Realistic stage (9-12 years):
Children begin to focus on detail and realistic features in their drawings. They are conscious of their peers and the level of detail in their drawings.

Pseudo-naturalistic stage (12-14 years):
Children begin to focus on the final product, on whether the image looks good and is

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pleasing to peers and parents. They begin to have an understanding of three-dimensional space in their drawings. Students can often be displeased with the outcome.

Crisis of adolescence/ artistic decision (14-17 years):

In the adolescent stage, a conscious decision must be made to continue drawing and engaging in visual thinking. Images created become highly individualised.

How drawing can help you think creatively

Drawing is used in many fields like medicine to teach observation skills in diagnosis, in anthropology as a method of taking field notes, in science to document experiments and processes, in design to conceptualise ideas, in architecture to map out and spatialise buildings, and in technology to develop prototypes.

Francis Wells, a cardiothoracic surgeon, does drawings in order to map out his surgery procedure, even to the extent of drawing with patient blood during the surgery (as seen below).

Sketching is the perfect tool for brainstorming and rapid idea generation or quickly recording field notes.

Visual mapping is a way of identifying problems and creating links. It doesn’t require you to draw something exactly as it is.

Learning simple visual organisation techniques like synectics, a connective thinking technique, gestalt theory, the psychology of meaningful perception, the role of thirds as a technique of composition, colour psychology, how we use colour to engage a viewer, and the principles of design can help students organise and engage information across the curriculum.

The University of Newcastle has a long-established Natural History illustration program that has seen the collaboration between science and illustration to visualise phenomena in the natural world. Students use drawing and illustration to communicate findings in fields like medicine, taxonomy and archaeology.

Drawing and innovation

A company in Sydney, Meld Studios, almost purely focuses on service design, and has recently redesigned the State Library of Victoria’s services.

They use drawings to help examine the way people interact with the library in order to meet new generational needs. They visually map drawings and notes about the different interactions people have with the library on a large forensic wall to better outline systems of service and user experience.

There arises a growing need for our education system to produce innovative and creative members of Australian society – students need to be creative thinkers.

The key way they can be creative is by learning to translate thoughts and ideas into real and tangible things.

THIS ARTICLE WAS FIRST PUBLISHED AT WWW.THECONVERSATION.COM.AU

Marsupial anatomy studies/process sketches, comparative watercolour anatomical cut-away illustration of a Grey Kangaroo, by author.
The term “artificial intelligence” (AI) was first used back in 1956 to describe the title of a workshop of scientists at Dartmouth, an Ivy League college in the United States. At that pioneering workshop, attendees discussed how computers would soon perform all human activities requiring intelligence, including playing chess and other games, composing great music and translating text from one language to another language. These pioneers were wildly optimistic, though their aspirations were unsurprising.

Trying to build intelligent machines has long been a human preoccupation, both with calculating machines and in literature. Early computers from the 1940s were commonly described as electronic brains and thinking computers from the 1940s were commonly long been a human preoccupation, both with their aspirations being unsurprising.

Text from one language to another language. Games, composing great music and translating intelligence, including playing chess and other games, perform all human activities requiring intelligence. But what worked for checkers failed to produce good programs for more complicated games such as chess and go.

Another early AI research project tackled introductory calculus problems, specifically symbolic integration. Several years later, symbolic integration became a solved problem and programs for it were no longer labelled as AI.

Speech recognition? Not yet

In contrast to checkers and integration, programs undertaking language translation and speech recognition made little progress. No method emerged that could effectively use the processing power of computers of the time.

Interest in AI surged in the 1980s through expert systems. Success was reported with programs performing medical diagnosis, analysing geological maps for minerals, and configuring computer orders, for example. Though useful for narrowly defined problems, the expert systems were neither robust nor general, and required detailed knowledge from experts to develop. The programs did not display general intelligence.

After a surge of AI start up activity, commercial and research interest in AI receded in the 1990s.

Speech recognition

In the meantime, as computer processing power grew, computer speech recognition and language processing by computers improved considerably. New algorithms were developed that focused on statistical modeling techniques rather than emulating human processes.

Progress has continued with voice-controlled personal assistants such as Apple’s Siri and Ok Google. And translation software can give the gist of an article.

But no one believes that the computer truly understands language at present, despite the considerable developments in areas such as chat bots. There are definite limits to what Siri and Ok Google can process, and translations lack subtle context.

Another task considered a challenge for AI in the 1970s was face recognition. Programs then were hopeless. To today, contrast, Facebook can identify people from several tags. And camera software recognises faces well. But it is advanced statistical methods rather than intelligence that helps.

Clever but not intelligent – yet

In task after task, after detailed analysis, we are able to develop general algorithms that are efficiently implemented on the computer, rather than the computer learning for itself.

In chess and, very recently in go, computer programs have beaten champion human players. The feat is impressive and clever techniques have been used, without leading to general intelligent capability.

Admittedly, champion chess players are not necessarily champion go players. Perhaps being expert in one type of problem solving is not a good marker of intelligence.

The final example to consider before looking to the future is Watson, developed by IBM. Watson famously defeated human champions in the television game show Jeopardy.

Dr Watson?

IBM is now applying its Watson technology with claims it will make accurate medical diagnoses by reading all medical research reports.

I am uncomfortable with Watson making medical decisions. I am happy it can correlate evidence, but that is a long way from understanding a medical condition and making a diagnosis.

Similarly, there have been claims a computer will improve teaching by matching student errors to known mistakes and misconceptions. But it takes an insightful teacher to understand what is happening with children and what is motivating them, and that is lacking for the moment.

There are many areas in which human judgement should remain in force, such as legal decisions and launching military weapons.

Advances in computing over the past 60 years have hugely increased the tasks computers can perform, that were thought to involve intelligence. But I believe we have a long way to go before we create a computer that can match human intelligence.

On the other hand, I am comfortable with autonomous cars for driving from one place to another. Let us keep working on making computers better and more useful, and not worry about trying to replace us.
Money can’t buy happiness - but it can put it on lay-by

By Brock Bastian
ARC Future Fellow, Melbourne School of Psychological Sciences, University of Melbourne

The fact that money can’t buy you happiness is generally well accepted. Happiness, it appears, is more about meaning and satisfaction than the acquisition of more stuff.

But money isn’t all bad. It can feed your family and pay off your mortgage, so it has its upsides.

Reflecting this reality, research consistently demonstrates a non-linear relationship between money and happiness. It shows that those of us who earn too little are unhappy, but so are those of us who earn too much.

The most up-to-date figures on this relationship suggest that, in Australia, $A100,000 is the income “sweet spot” for maximising happiness.

So, money in moderation appears to promote the most happiness. Still, perhaps it’s not just how much money we have, but also how we value and spend it that matters for happiness.

The pursuit of happiness

It is now well accepted that materialism – the love of things – tends to have adverse consequences for well-being.

People who hold these values tend to be less happy, depressed and less satisfied with their lives. This fact is best remembered when sitting at the traffic lights in your Toyota Corolla next to a much younger person driving a rather swish looking Mercedes sports convertible.

We also know that what people spend their money on is an important determinant of happiness. Money tends to reduce happiness when it is spent on more stuff for ourselves.

But money can bring happiness when we spend it on experiences rather than things, use the money to benefit others, and perhaps unsurprisingly, don’t waste it on insurance policies.

When we spend money in less materialistic ways, it may actually promote eudaimonia – a sense of well-being and the feeling of flourishing and excelling in life.

But is there any hope for those poor materialists? A recently published study suggests there may be.

Wanting vs. having

Marsha Richins of the University of Missouri examined whether buying things may actually promote happiness.

In three studies, consumers were asked about the emotions they experienced when contemplating an important purchase, while shopping for an important purchase, or when using the product after it was purchased.

After grouping the sample according to whether consumers reported either high or low levels of materialism, Richins found materialists experienced more positive emotion when contemplating a future purchase, and a decline in positive emotion after the purchase had occurred.

Richins also found that the experience of positive emotion when contemplating a new purchase was related to how transformative materialists thought the new purchase would be.

That is, whether they thought the product would make them more likeable, more attractive and closer to their friends. Whether it would mean that they would have more fun and enjoyment in life, and would they be more effective and efficient in their lives.

This experience of pre-purchase increases and post-purchase decreases in positive emotion was not evident for lesser materialists, who appear to be emotionally ambivalent about acquiring more stuff.

The findings of this research demonstrate that, for materialists, happiness lies in the anticipation, rather than the outcome of spending money on things.

This article was first published at www.thecommunity.com.au

	Happiness lies in anticipation rather than the outcome of spending.

My Retirement Bucket List

Over the Festive Season did you start day dreaming about working less and living more?

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Riding high above Hong Kong

RIDING the Peak Tram to the top of Victoria Peak high above Hong Kong has been a tradition amongst travellers to the former British Colony since 1888.

Recently I fulfilled a lifelong ambition to ride this amazing funicular railway which is more like a modern day rollercoaster than a traditional railway journey.

The journey begins in a bustling station on Garden Road near St Jo’s Cathedral. There were literally thousands of people lined up waiting to take the 1.4 kilometre journey into the clouds above the city of 10 million people.

It reminded me of a Disneyland ride, but I managed to secure a VIP pass which allowed me to bypass the waiting mass. Even then, the rush of people getting on to the tram was rather overwhelming, but we all eventually made it on board and I was lucky enough to snatch a seat.

It is an ingenious design straight out of the industrial revolution of the 19th century and was used to power mountain railways around the world.

Two trams use the single track route, passing on a loop halfway up the mountain. The weight of one tram proceeding down is used to draw the other tram up the mountain.

Steam power assisted the running of the cable until 1926 when an electric motor arrived by ship from Britain. Modern Swiss made trams now service the route with the track which has a Russian gauge.

In Hong Kong, my cable car charged up between high rise buildings at an acute angle and then passed through jungle. The views on the way were spectacular and everyone on board was busy using their phone to take videos and photos.

It was rather funny looking at people rocking and rolling along the tracks peering into their phones: an indictment of modern society I’m afraid.

When it first opened, the tram was for local residents only. You could even take your cow to market on board. Locals still use the tram to commute and there are four stations on the way. However times have changed and the tourist trade has now invaded Hong Kong, especially since it became open to visitors from China. These days, 11,000 people a day on average take the journey.

After just five minutes, we arrived at the top of the mountain 400m higher and it was nothing like I expected. The whole area has been modernised and is more like an outdoor shopping mall than your normal lookout.

The views are superb although the light mist described by my guide was probably pollution and it shrouded the vista. I’m afraid that is one of the hassles facing tourists in China today; the pollution is shocking in places.

I wandered around the shops and it was all very modern, a far cry from the colonial days. Still, I found it to be a laid back respite from the hustle and bustle of the teeming city far below.

In the centre of the main square is one of the historic cars from 1956. Looking into the history of the line I learnt that building of it was quite a major project in its own right.

All the equipment had to be hauled up the mountain by hand. The workers had no mechanical support. When it was completed, it was considered an engineering marvel. And so it remains today.

Just a tip, if you are part of an organised tour, you get the VIP treatment. I was on a tour from my ship Diamond Princess and just as well. Buying a ticket and queuing independently would have taken hours.

If you are staying a hotel in Hong Kong, ask the Tour Desk about the best way to take the Peak Tram. It will save you a lot of time and trouble.

However, make sure you “do the Peak Tram”. It was as stunning and fascinating as I imagined it to be.

Feature supplied by WTF Media: www.wtfmedia.com.au
ALL ABOARD FOR A MUSICAL EXPERIENCE

BRAVO – the cruise of performing arts

ELITE Travel has teamed up with Cruiseco, the leading provider of unique cruise experiences, to offer guests the opportunity to sail aboard BRAVO, a specialised performing arts voyage, featuring the largest line up of international artists from the performing arts ever assembled on water.

BRAVO will depart from the iconic Sydney Harbour on October 31 2017, on a seven-night journey through the South Pacific, aboard the luxurious Radiance of the Seas; with a full day in each port, to explore Isle of Pine’s beautiful white sandy beaches and Noumea’s lush tropical beauty.

BRAVO has been a fantastic addition to Cruiseco’s themed music cruises. From internationally acclaimed opera sensations and theatrical and musical favourites, to classical performers, BRAVO is a holistic musical experience.

With a diverse program, conducted by David Giménez, guests can soak up the sounds of the performing arts, while experiencing the stunning scenery and culture of the South Pacific.

BRAVO will showcase 30 acts and artists including the internationally acclaimed Spanish tenor, José Carreras; Australian tenor and composer David Hobson, and Australia’s leading lady of musical theatre Marina Prior.

With the added bonus of sailing through the crystal clear summer waters of the South Pacific aboard Radiance of the Seas, BRAVO is the perfect way to escape winter in 2017.

Prices start from AU$2,686 per person based on twin share in an Interior Stateroom. Fares include: seven nights aboard Radiance of the Seas; all meals (excluding speciality restaurants), entertainment; on board gratuities; port charges and government fees.

For more information regarding BRAVO please contact Elite Travel who is a Cruiseco member based in Parramatta, and we will take care of all your travel arrangements. Performing Art lovers if you thinking of travelling as a group please call us on 1800 627 746 and speak to a travel specialist who will be able to work out a group quote and look after all your needs.

Travelling with children, not a problem. Please request us for more information on info@elitetravel.com.au.

Cabins are selling fast! Call us today to reserve yours before they are gone!

Spanish tenor, José Carreras.

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*Prices are per person. All prices are based on twin share accommodation as specified including port charges, government fees and gratuities (excluding optional purchases), correct as at 29 June 2016. Offer valid for a limited time only, is capacity controlled, subject to availability/change and may be withdrawn at any time without notice. Oceanview cabins may have an obstructed view. Cancellation penalties and conditions apply. Terms and conditions can be found in the Choose Your Cruise BRAVO 2017 brochure.

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