

# NEWS

## Botany Bay Business Enterprise Centre News



April 2004

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**"TO PROMOTE THE DEVELOPMENT OF ECONOMIC WELL BEING IN THE COMMUNITY AND IN DOING SO, GENERATE EMPLOYMENT OPPORTUNITIES."**

### BRIDGING THE DIVIDE – A REGIONAL SHOWCASE OF BOUTIQUE FOOD AND WINES

Celebrating fine regional boutique wine and gourmet food from The Central Ranges Wine Zone, encompassing Orange, Cowra, Cabonne, Young, Mudgee and Bathurst, ensured a successful, enjoyable and informative evening made possible by the joint efforts of the Botany Bay and Bathurst BECs.

Some eighty BEC members gathered at the smart FX Centre - Sydney Corporate Park in Alexandria to learn more about these diverse producers situated just a few hours from Sydney, and to taste award winning boutique wines including: 5 Corners Wines, Pieter Van Gent, Kyeema, The Falls, Muylan and Hamlat located from Mudgee to Canowindra.

Accompanying these wines was a superb range of specialty gourmet products: a leading food company from Mudgee - Mowat's Bentivoglio Olive Oils, Cowra Smokehouse, Midnight & Dawn, very rare, fine and delicate pickled quail eggs, Mudgee Mustards, a very large array of delicious mustards, Mardie's Oils, Melrose Park of Mudgee, producing grass fed venison, Nutorious, freshly prepared macadamias and Zenfeldts, chocolate coated coffee beans.

John Morgan, Chairman of the BEC opened proceedings introducing the producers and wine makers leaving the floor to Joy Engleman, Export Facilitator for The Orange Group. Elaborating on the very special nature of the wine makers and food producers of the area she emphasised the hard work and sustained efforts of the individuals involved in these small yet prolific enterprises like 5 Corners Wines Mudgee where owners Grant and Suzie Leonard

came to Mudgee in 2001 for a short overnight stay and fell in love with the place deciding to "live the dream". In doing so they produced a Shiraz that was judged the "Best Shiraz in Australia" at the 2003 Australian Boutique Wine Awards.

Joy's enthusiasm was palpable and she summarised this by explaining: "We are building a bridge through food and wine with Guangzhou in China, so why can't we build a bridge across the Blue Mountains with our food and wine." The Honourable Tony Kelly, Minister for Rural Affairs and Minister for Local Government was in attendance and stated that he would encourage future projects between metropolitan and regional BECs to promote natural regional produce.

The message seemed to have been well understood as a Sydney guest leaving the function explained, "the evening has made me feel more interested in choosing a wine and the difference in wines, and I would like to take a whole week to visit the area properly."



Grant Leonard – 5 Corners Wines



(Left to Right) Mayor Ron Hoenig – Mayor of the City of Botany Bay, Warwick Asquith – Nalco Australia Pty Ltd and Charlotte Harvey-Jones – LJ Hooker Commercial South Sydney



(Left to Right) Honourable Tony Kelly, Minister for Rural Affairs and Minister for Local Government and Michael Tarte – Melrose Park Mudgee

## BUSINESS COMMENTS SOUGHT ON EIS FOR PORT BOTANY EXPANSION

Businesses in the Botany, Mascot and Alexandria areas were encouraged by Sydney Ports Corporation to make submissions to the Environmental Impact Statement on the expansion of the Port Botany cargo terminal at a recent breakfast seminar hosted by the Botany Bay Business Enterprise Centre.

The address was given at South Sydney Corporate Park, Alexandria, by Sydney Ports Corporation's Project Director for the Port Botany Expansion, Colin Rudd, who is also General Manager Projects.

Mr Rudd said some submissions had been received from residents and he encouraged local commercial and industrial companies to read the EIS and offer their comments on this important business issue.

The public exhibition period for the EIS ends on 29 March, 2004. A Commission of Inquiry will follow to allow further participation in the assessment process. This exhibition period is expected to take place during April.

Port Botany is the sixtieth largest container port in the world.

"The Port faces continuing strong container cargo growth and it needs to start expansion now in order to meet the extra capacity the port will require by approximately 2010. Last year, the Port of Botany handled more than 1.1 million containers and Sydney's container growth has been growing at about 7 per cent on average over the past 30 years. Consistent with world trade forecasts, container growth into the future is expected to be approximately 5.5 per cent," Mr Rudd said.



John Morgan – Chairman Botany Bay BEC

"We believe Port Botany is the best location to be expanded because of its proximity to NSW's major market – Sydney's metropolitan area. Most cargo we handle has its source or destination within approximately 40 kilometres of Port Botany.

The proposed new terminal would be opened in 2008. It would be located between the existing port and the parallel runway at Sydney Airport. The container terminal would extend about 550 metres west and 1,300 metres north of the existing Patrick container terminal. The new area would be about 60 hectares with five new berths and a capacity to handle up to 1.6 million containers annually when fully operational in approximately 2020/2025.

Combined with the existing facilities, Port Botany would handle 3 million containers annually by about 2025 and meet Sydney's needs for the next 20 to 25 years. If the current proposal is approved, the first berth would be operational by 2010.

The estimated total cost of the proposed expansion is \$600 million with Sydney Ports Corporation component being approximately \$350 million of which \$25 million would be associated community and environmental improvements, including enhancement of Foreshore Beach, a 10 fold increase of the migratory bird habitat at Penrhyn Estuary, landscaping and construction of a new four lane public boat ramp and boardwalk.

Mr Rudd said Sydney Ports Corporation did not plan to increase wharf prices to pay for the development. It would tender for operators at the new terminal to be on a cost recovery basis similar to that currently in place for Brotherson Dock.

He said dedicated freight rail to Port Botany will be extended to the new terminal. 25% of cargo is now transported by rail to and from the Port with 40% expected by 2010/2011.



Colin Rudd – Sydney Ports Corporation General Manager Projects and Project Director for the Port Botany Expansion

## BUSINESS AS USUAL – ACTION HOME BASED WORKSHOPS

A group of twenty successful small business people gathered to attend a “Home Based Business Program” conducted by Aub Eardley, Executive Officer of the Botany Bay Business Enterprise Centre, held at FX Business Centre, Sydney Corporate Park in Alexandria, to learn more about business planning and the strategic yet rocky road to success.

Diversity amongst this mixed group allowed for much interaction and cross communication. Home based businesses ranging from entertainment brokers, to publicists to exporters of Australian products, from makeup artists and computer experts; they all took time out of their busy schedules to attend a series of five three hour structured workshops.

Issued with comprehensive resources: Toolkit - business planning and Handbook - business planning, the main emphasis of the course was to combine the practical, straightforward approach of the proscribed texts with the “real life” drama of running a successful small business – to uncover some of the problems and pitfalls. Areas such as: the people, the opportunity, the context and the risk and reward.

Participants were called on to give real life examples of these issues and to interact with each other to problem solve and contribute towards a solution.

Guest speakers like Anna Peters, Managing Director of Anna’s Cuisina inspired the class with the history of her business and the long struggle to her end goal, emphasising the benefits of persistence, perseverance and practical application.

The texts prompted each businessperson to look carefully and systematically at their own business and in specific terms at themselves as the driver of the business. Questions relating to personal goals and values, loves and hates and areas for development helped individuals to look honestly and critically at all areas of their enterprise to try and focus critical attention on improvement. Reality check was the order of the day as stories were exchanged and alliances were formed. All in all the Home Based Business Programme seemed like a great success.

According to Aub Eardley: “The workshop has been a tremendous success. It has had a two fold benefits - bring small business people together to network and to learn strategy development and its application to home based business.”



(Left to right): Chantal Omodiagbe, Gillian Opie, Lisa Klein and Aaron Catley

## NEW MEMBER – ICA PROPERTY

ICA Property Group Delivers a broad range of property solutions to a diverse variety of clients, from the investor seeking strong returns, through to prospective tenants and tenants and owners looking for custom designed and built facilities.

### Needs Assessment

ICA Property Group provides a comprehensive needs assessment for tenancies to identify key operational requirements for their premises by working closely with each client to ensure the final facility design

accommodates the client’s corporate image, operational and staffing needs in line with future expansion requirements. The group has an overriding commitment to delivering highly customized facilities within set timeframes and budgets.

### Services

To ensure all these solutions are met, ICA Property Group have a wide range of services that are provided by a highly skilled in-house team.

Level 4, Building B, 11 Talavera Road, North Ryde NSW 2113

**Telephone:** (02) 8870 2900 **Website:** [www.icaproperty.com.au](http://www.icaproperty.com.au)

## MEMBER – PURRUNA

Since it was established 8 years ago, Purruna has specialised in the technology needs of small and medium sized businesses. These needs have included consultancy, purchasing and maintenance.

Rob Yeldon, Purruna's Managing Director, says "that to excel in looking after our clients we have to remain in touch with their requirements, the latest technology, but most of all take a flexible and understanding approach to their particular way of operating."

Rob explains that Purruna's small and medium business clients have the same needs as large enterprises and Purruna understands what it takes to achieve this. They provide businesses with simple solutions providing the technical framework required to support a business in today's world.

Purruna are wary of technology for technology's sake, and also the financial impact of any technology investment.

Some of the factors that Purruna finds increasingly appealing to clients is being able to work from home, rapid onsite

support, a helpdesk service available to companies covering any matter from networking to how to do a formula in a spreadsheet and the importance of disaster recovery in all businesses.

"We include the home as part of a business environment. It is impossible to limit the IT environment to the office these days" says Purruna's Gary Daly, who manages the team of technicians employed at Purruna.

Rob adds "Businesses also underestimate the importance of a solid disaster recover strategy, which we treat as a top priority."

Purruna is also a strong supporter of the community through its active sponsorships of Surf Life Saving Sydney Branch and Coogee Surf Life Saving Club, where Rob is Club President.

In summary, a client of Purruna's should only have to make one phone call for any technical need. Rob or Gary can be contacted on 8596 6000 or visit the website at [www.purruna.com.au](http://www.purruna.com.au)

Unit 22, 45-51 Huntley Street, Alexandria NSW 2015 **Telephone:** (02) 8596 6000

## NEW MEMBERS – BMW – RUSHCUTTERS BAY

Our large state of the art showroom offers the comfort of a hotel lobby.

We invite you to our Rushcutters Bay showroom where you can browse through our exhaustive range of new and used BMW models, exploring our exclusive BMW Lifestyle boutique and enjoy a piping hot cappuccino while watching Foxtel or talking to friends.

We also have a dedicated business centre area for business people on the run. Our Concierge, Sam, as well as our professional reception team are on hand to assist you with your needs.



65 Craigend Street, Rushcutters Bay NSW 2011 **Telephone:** (02) 9334 4555 **Website:** [www.bmwsydney.com.au](http://www.bmwsydney.com.au)

## CLIENT – DARING DESTINY

### 'Your Reality is your Destiny – Change it'

Each of us lives in a reality that we have created and that we perceive to be true and finite. It is when that reality no longer supports us and we need to make changes, that many of us become 'stuck' and stay in unsuitable situations, unable to move forward.

**Services** – Individual or relationship counselling and/or coaching to assist you to make the changes needed in your life for you to lead the life you want. The counselling sessions focus on the situation(s), skills needed, outcome(s) desired and when. Coaching is done pro-actively on my part to assist you daily, weekly or monthly step by step to set up your new life.

**Environment** – The quiet, calming atmosphere will help relieve the stresses from your day, enabling you to focus on what is important to you. The counselling room is discreet and sessions are confidential.

**About me** – Registered Psychologist in NSW since 1998, I have conducted adult and children's programs on resilience, relating and action plans to succeed. I have been counselling individuals in NSW and overseas (Europe), facilitated adult groups overcoming issues of co-dependency and consulted to families nurturing siblings with a disability or mental illness.

### Amanda Riessen

Psychologist, B.A.(Psy), Post Grad Dip (App Psy)

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