



Economic Development Newsletter

Message from the Mayor

It is always a challenge to start a year and this year is no exception. I believe 2016 will be very exciting; however there will be some hurdles to jump over. The economic scene is still recovering from the GFC but the world still needs to eat, drink, use electricity, use gas and burn coal, and a number of people want a gold ring.

The reality of living in the Banana Shire is we have all the sectors to cover what everyone needs, from a great rural sector to a very productive gold mine.

On the world scene there are a number of factors that are out of our control but what we can control is how we conduct ourselves, how we apply ourselves to our jobs and our businesses make that personal touch something special that allows your job or business to be seen as special also.

Let's not get dragged down by forces out of our control, let's work on the positives, the things we can control ourselves, our attitude, our desire to get better at what we do.

Cr Ron Carige

MAYOR

Showcasing Local Businesses

Flat Filters - Thangool

Flat Filters is a regulated waste transport and disposal company based in Thangool. Regulated waste is collected from local businesses, mines and industry and disposed of locally (trap gully) or transported to Brisbane. Flat Filters also specialize in mobile oil filters and filter services. This local business has been operating since 1995 and employs five (5) people. Flat Filters services the entire Banana Shire area and the business has recently grown to support increasing demands.

Flat Filters is located on the Burnett Highway, Thangool and can be contacted on (07) 4995 8175. The friendly staff are great to deal with and have a great customer service focus.

Nominations:

Small businesses are major contributors to the local economy. The Banana Shire is privileged to have a wide range of small businesses. If you would like to nominate a local business to be showcased in Council's Economic Development Newsletter please send an email to enquiries@banana.qld.gov.au.

Positive planning framework and culture

An enabling environment for business and industry growth is created through a positive planning framework and culture that supports economic growth.

Council has been active in and is committed to advancing this goal through its strategic land use planning, economic development and development assessment functions. This includes:

- Ensuring the draft Banana Shire planning scheme promotes economic outcomes and provides a reasonable degree of certainty for new investors, existing businesses and the community.
- Providing timely and free pre-lodgement advice and development application facilitation services.
- Facilitating projects that make a positive contribution to the Shires employment, business and industry base.
- Fast tracking simple development applications and assisting 'Mum and Dad' applicants.

- Ensuring that planning provisions for commercial and industrial land uses are streamlined to facilitate and promote business expansion and investment.
- Ensuring that adequate land and infrastructure is available for business and industry growth.
- Ensuring the draft Banana Shire planning scheme encourages and facilitates the development of tourism opportunities and diversification of the rural economy.
- Ensuring economic resources and activities are protected from incompatible development and land use change.

Council's planning and development staff provides an exceptional level of service, which aligns with Council's customer service charter and is aimed at improving community and investment confidence. Indeed, a positive planning culture supports economic growth and the prosperity of a region or area.

Biloela Shopping World Expansion

The expansion of the Biloela Shopping World will involve:

- Expansion of the existing supermarket.
- A new Discount Department Store (DDS).
- Additional specialty shops and food premises.
- A stand-alone food premises with drive-thru (McDonald's)
- Re-location of the existing service station.

The expansion will increase the Gross Lease Area (GLA) of the development from 7,508m² to 13,967m².

An Economics Needs Analysis was prepared for the proposal to demonstrate that the proposed quantum of additional floor space will not threaten the viability or continued operation of other retailers in Biloela. The analysis concluded that the combination of the substantial positive economic benefits from the proposal serve to more than offset the trading impacts that could be anticipated for a small number of the retail centres in the region.

The Economic Report estimates that some 33.8%, or \$67.1 million of retail spending, is currently escaping the Biloela Shoppingworld main trade area. The expansion would result in the retention of a proportion of retail spending that is currently escaping to other higher order shopping centres, including those located within the Gladstone and Rockhampton urban areas.

In terms of employment, **some 465 direct jobs (including jobs for young people) will be created from the proposal** (i.e. in the centre and during the construction period), with **a further 567 jobs created in the broader community** from the supplier induced multiplier effects.

The analysis also finds that there is a distinct need for the proposed Biloela Shoppingworld expansion having regard to:

- The growing population and the associated demand for additional retail floor space;
- The continued development of Biloela as a key retail destination for Banana and North Burnett Shires;
- Major retail tenant demand, including discount department stores and specialty operators; and
- The current high level of escape expenditure from Biloela and subsequent savings in fuel costs/travel times.

On 9 December 2015 Council resolved to approve the application for the Biloela Shopping World expansion.

New Year's Resolution

Does your business have a New Year's Resolution? Is there something your business would like to do better in 2016? Have you reviewed your businesses successes and failures in 2015?

Reviewing past operations, setting targets for the year ahead and finding solutions to problems is essential for your businesses success.

The beginning of a new year is also a great time to review your business model and make any changes based on the past years performance. For further information including access to business model apps and a template business model canvas please visit www.businessmodelgeneration.com.

Make 2016 better than 2015.

Tune into the popular 7 steps to business success online learning series

Have you or someone you know recently started a new business, or would like to in the near future?

[Tune into the popular 7 steps to business success online learning series.](#)

The week-long series includes webisodes, resources and links to further learning materials, to help would-be small business owners enhance their chance of success.

The topics discussed are:

- Consider your suitability
- Consider your idea
- Consider your market
- Consider your competition
- Consider your environment
- Consider your finances
- Consider your start-up.

[LIKE OR SHARE](#) our videos and information, or use our graphic on your social media platforms, webpages and e-newsletters.

Here's how you can engage with 7 steps to business success:

Visit:

www.facebook.com/businessqldgov

<https://www.business.qld.gov.au/>

<https://twitter.com/Businessqldgov>

Ways to grow your business

The QLD Government business and industry portal provides information on understanding if your business is ready to grow. It also introduces you to some ways that you can do it. Growing your business can bring many benefits. For example, you can take advantage of new opportunities, expand your products or services, attract more customers, increase sales, and employ more staff. For more information visit <https://www.business.qld.gov.au/business/business-improvement/ways-grow-business>.

The Australian Government business website Check also provides tools and information to help you grow your small business. For more information visit <http://www.business.gov.au/small-business/Pages/expand-your-small-business-skills.aspx>

Some ways to grow your business might include:

- **Open in another or alternative local location** – a new location may provide greater exposure, provide for expansion and increase access to other businesses.
- **Form an alliance** - aligning yourself with a similar type of business can be a powerful way to expand quickly.
- **Diversify** – sell complementary products or services, set an your business online and import or export yours or others' products.

- **Target other markets** – are there other markets out there for your product or service? The answer is always yes.
- **Expand Globally or via the Internet** – the world is an open book and easily accessed via the world wide web.

Business growth often means more jobs, which is an indication of a prospering economy.

Economic Development News

You may be interested in reading, in addition to the Banana Shire Council Economic Development Newsletter, economic development news from surrounding shires. Links to the surrounding shires are provided below:

- Western Downs Regional Council – <http://www.wdrc.qld.gov.au/>
- Central Highlands Regional Council – <http://www.centralhighlands.qld.gov.au/>
- Rockhampton Regional Council – <http://www.rockhamptonregion.qld.gov.au/Home>
- Maranoa Regional Council - <http://www.maranoa.qld.gov.au/>

Business Assist - Department of State Development

The Department of State Development is the lead agency driving Queensland's economic prosperity and championing the interests of business and industry for the benefit of all Queenslanders.

The offices of the Department of State Development (DSD) for Central Queensland – Regional Economic Development, are located in Gladstone and Rockhampton

Some areas of assistance are:

Delivering informative sessions and training in areas such as:

- Building Business Resilience
- Writing Capability Statements
- Tendering for Government Business
- Supporting the delivery of programs developed by other agencies such as:
 - Mentoring for Growth
 - Business Review

For more information please visit the web site www.statedevelopment.qld.gov.au

Main office - Rockhampton

Visit: Level 2 - 209 Bolsover Street
Rockhampton QLD 4700

Post: PO Box 113
Rockhampton Qld 4700

Tel: **07 4924 2914**

Email: Rockhampton@dsd.qld.gov.au

Gladstone

Visit: Level 1, 20 – 22 Herbert Street
Gladstone QLD 4680

Post: PO Box 5114, Gladstone Qld 4680

E-mail: Busassit@dsd.qld.gov.au

Building our regions

The \$200 million Building our Regions Regional Infrastructure Fund (Building our Regions) is a targeted infrastructure program for local government projects. The primary purpose of the Building our Regions program is to provide funding for critical infrastructure in regional areas of the state, while also supporting jobs, fostering economic development and improving the liveability of regional communities.

The program forms a key element of the Queensland Government's overarching economic strategy - Working Queensland.

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Phone: 07 49929 500 Fax: 07 49923 493

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Web: www.banana.qld.gov.au

For more information visit <http://www.statedevelopment.qld.gov.au/regional-development/building-our-regions.html>

Low interest rates announced for Productivity Loans

QRAA Chief Executive Officer, Cameron MacMillan has announced low interest rates for the Queensland Government's Sustainability and First Start Loans for primary producers.

Fixed interest rates for loans drawn down from 1 January 2016 are 3.39 per cent for one year, 3.38 per cent for three years and 3.56 per cent for five years. Queensland primary producers can access Productivity Loans of up to \$650,000 to improve the viability of their primary production enterprise.

The loans have no set up or exit fees, no hidden costs and repayment terms of up to 20 years. The option of joint lending with commercial banks is also available for producers who need additional finance beyond the maximum productivity loan amount of \$650,000.

Producers wishing to apply must ensure they submit complete applications, as applications are assessed in order of receipt and only complete applications can enter the assessment queue.

Producers should not self assess – QRAA Client Liaison Officers are available to meet on-farm to discuss the loan criteria, terms and conditions and assist with the application process.

For further information visit www.qraa.qld.gov.au or contact us on **Free call 1800 623 946**.

Expand your small business skills

With a small business, you are often relying on your own and your employees' skills to run most aspects of the business. Therefore, expanding your business skills is important for your business to grow.

There are a number of ways to expand your small business skills, including:

- Employing new people with new or different skills.
- Training yourself and your staff - Check out free or low cost courses and programmes you may be eligible for via <http://www.business.gov.au/small-business/Pages/expand-your-small-business-skills.aspx>

New date for the 2016 Queensland Small Business Week

The Queensland Government will celebrate the enormous contribution of small businesses to local communities with the return of Queensland Small Business Week in 2016, from 16 to 21 May.

The Week will feature a number of events and activities including workshops, conferences, webinars, training sessions, panel sessions and open days to enable business owners and operators to network, gain valuable knowledge and learn new skills. The Week has been rescheduled to May following consultation with the Queensland Small Business Advisory Council and the Chamber of Commerce and Industry Queensland, to better align with other events, and provide more preparation time for event hosts and stakeholders.

For more information or to register interest in being involved in the Week, visit the Business and Industry Portal or email smallbusiness@dtesb.qld.gov.au.

Time is running out to get SuperStream ready

Employers, super changes will impact you, it's time to get ready!

You only have two quarters left until SuperStream becomes mandatory.

For more information visit <https://www.ato.gov.au/Newsroom/smallbusiness/Super/Time-is-running-out-to-get-SuperStream-ready/>

Growing the Queensland Economy on Twitter

Check this out https://twitter.com/QldEconDev?ref_src=twsrc%5Etfw

Don't be scared, Be Prepared

Information on preparing your business in the event of a natural disaster is available via:

- <https://getready.qld.gov.au/>
- <http://www.banana.qld.gov.au/disaster-management1> **Business Resilience**

Are you prepared for the next threat, interruption or challenge?

For more information on Business Resilience including risk management and business continuity planning please visit –

<https://www.business.qld.gov.au/business/running/risk-management/business-continuity-planning>

Starting a Business

The Queensland Government Business and Industry Portal provide a range of information on starting a business in QLD. This includes things to consider before you start as well as tools such as a business planning kit and market research kit. The website also has information on available support services such as business workshops and webinars.

For more information visit the <https://www.business.qld.gov.au/business/starting>.

Business Support

A detailed list of government agencies and organisations providing business support is available [here](#).

Where to search for government tenders

Each year, federal, state and local governments make thousands of tender requests to the private sector for the supply of goods and services.

The QLD Government, Business and Industry Portal provides a comprehensive list of websites you can use to find information about government tenders. For more information visit <https://www.business.qld.gov.au/business/running/winning-new-business/determine-capability-plan-tender-response/search-government-tenders>

The Banana Shire Council publishes information on its website in relation to currently advertised tenders, quotes and contracts.

For more information visit <http://www.banana.qld.gov.au/tenders>

Upcoming events

A full list of upcoming events in the Banana Shire is available via [Events](#)

Current Development Applications

Council publishes an updated list of current development applications which is available [here](#)