

TalkingBusiness

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Paul's Corner

Welcome to the June edition of Talking Business. It is hard to believe we are already in the sixth month of the year and that tax time is once again upon us!

This is a more practical edition of the magazine, with many articles urging businesses to be aware of common and avoidable problems, including NBN's top advice for evading online scammers, the importance of understanding the commercial leasing process before signing on the dotted line, and tax tips for small businesses. There is also a feature on what to expect when tapping into the Indonesian market, and lessons learned or insights from other Greater Dandenong businesses.

We have included important information on the South Gippsland Highway level crossing removal, including project deliverables, timelines, as well as your opportunity to engage on design and construction impact. Other developments include the launch of the \$60 million corporate hub at Logis Estate, and the welcomed announcement that worldclass hotel, The Holiday Inn, is coming to the area – which will boost tourism and economic development.

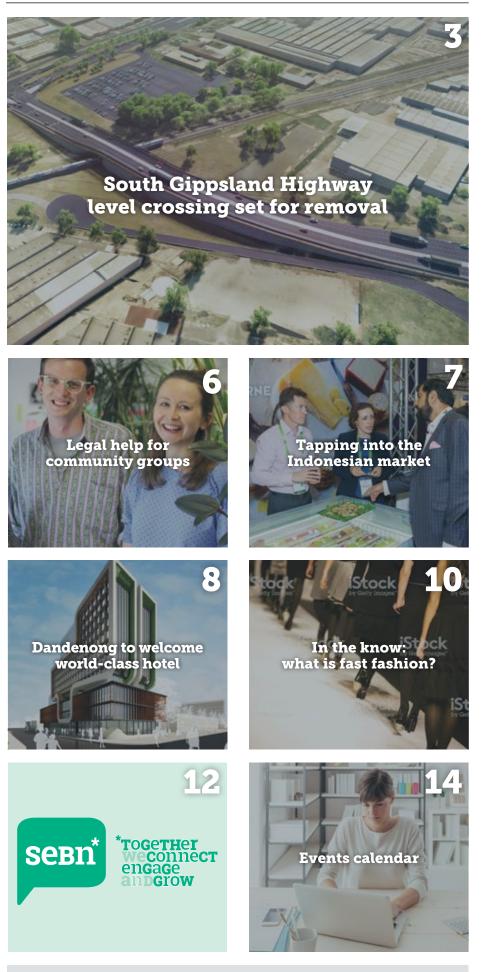
More and more we are seeing a push toward environmentally sustainable practices as a means of offsetting rising energy costs, while also fulfilling corporate social responsibility. South East Melbourne Manufacturing Alliance (SEMMA) shed some light on the value of collaboration in this space through a practical case study on page 15. The opportunity to source an environmental upgrade agreement (EUA) as an innovative way to finance sustainable projects is also highlighted.

Have a great next quarter in business.

Paul Kearsley

Group Manager, Greater Dandenong Business (Includes Economic Development, SEBN and Activity Centre Revitalisation)

FEATURES



Cover: Worker installing solar panels on a businesses' building to offset rising energy costs.

South Gippsland Highway level crossing set for removal

"Removing the level crossing will allow more train services to run in the future and improve access to facilities and services either side of the rail line."

One of Melbourne's busiest level crossings at the South Gippsland Highway, Dandenong South will become much safer when replaced with a new road bridge.

In 2015, the Victorian Government established the Level Crossing Removal Project to remove 50 dangerous and congested level crossings across Melbourne by 2022. An additional 25 level crossings were added to this target in 2018 for removal by 2025, and Melbourne's south-east continues to benefit from this important commitment.

The South Gippsland Highway is a dangerous and congested level crossing, with over 31,000 cars and trucks travelling across it daily. Southeast Melbourne is one of Australia's busiest manufacturing regions, which means that good freight connections are critical.

Some of the many benefits of removing the level crossing and

replacing it with an elevated road design include:

- A more reliable road network
- Improving safety for pedestrians and road users
- Improving connections and slashing travel times
- Improving freight connections in the area – 40 per cent of Victoria's manufacturing happens in the south-east
- Creating hundreds of jobs and supporting our freight industry
- Allows for future transport upgrades.

"The road bridge design minimises disruption to the local community, manufacturers and the transport and freight industry with other designs taking up to a year longer to construct," Project Director Steve Brown said.

"Removing the level crossing will allow more train services to run in the future and improve access to facilities and services either side of the rail line. The design features a new shared path that will benefit pedestrians and cyclists."

The road will be constructed with two lanes in each direction. Works will also include the construction of a new Princes Highway and South Gippsland Highway intersection.

"The new intersection at the Princes Highway and the South Gippsland Highway will be better and safer for cyclists and pedestrians and for drivers who will no longer merge into fast flowing traffic," he said.

The community will get an opportunity to engage on key aspects of the design and construction impact in mid-late 2019.

To keep up to date on the project, sign up to email updates here: levelcrossings.vic.gov.au/contact/ subscribe

Project timeline



City of Greater Dandenong reaccredited as White Ribbon workplace

FAMILI VIOLENCE

The City of Greater Dandenong is proud to announce its reaccreditation as a White Ribbon workplace for the next three years. Following its initial accreditation in 2016, Council has continued to focus on a range of initiatives to prevent and respond to violence against women.

The CEO of White Ribbon Australia advised the Council in writing that: "Through the three year period of accreditation, City of Greater Dandenong has continued to demonstrate effective leadership, resource allocation, communication, HR policy development and training to create a safer and more respectful workplace.

"Reaccreditation reinforces sustainability of the work completed by City of Greater Dandenong and reinforces the Council's leadership in contributing to national cultural change to prevent and respond to violence against women."

Violence against women is a serious, prevalent and preventable issue in Australia. Whether it occurs in or beyond the workplace, it affects the health and safety of employees, their wellbeing and their productivity. Workplace culture, organisational reputation and bottom-line profit and loss are also adversely impacted.

City of Greater Dandenong's CEO, John Bennie, said: "This reaccreditation makes a statement about the type of organisation the City of Greater Dandenong is, and sends a very strong message to our community that the Council is committed to the wellbeing of both our staff and residents." Statistics show that one in three women experience physical and/ or sexual violence perpetrated by someone known to them, and one in five women experience harassment within the workplace.

NO to Family Violenc

For more information on Council's preventing family violence initiatives visit greaterdandenong.com/ whiteribbon





Stop and use the retail lease checklist before signing on the dotted line

For most business owners, entering a retail lease is a big decision and the whole experience can be confusing, daunting and overwhelming.

This is evident in the number of disputes between landlords and tenants lodged to the Victorian Small Business Commission (VSBC), representing more than half of their total applications – which equates to over 900 retail tenancy disputes annually.

To help combat this issue, the VSBC has published an information brochure called *Retail Leases – important facts for tenants* (the fact sheet) to reduce the risk of future conflict.

This fact sheet is designed to educate, inform and direct tenants to undergo due diligence before entering into a retail lease agreement.

Often prospective tenants are unaware of the repercussions of misunderstanding the finer details of a retail lease agreement. These details include the costs, limitations and other factors that could seriously hinder their business and, potentially in some cases, result in financial loss.

"I hope that by reading the Retail Leases fact sheet and completing the checklist, small business retailers will be better informed and gain the confidence to engage in lease negotiations."

Unfortunately, such cases are familiar to the VSBC, where many businesses end up after communications between the landlord/agent and tenant have broken down.

Victorian Small Business Commissioner, Judy O'Connell, said: "I hope that by reading the Retail Leases fact sheet and completing the checklist, small business retailers will be better informed and gain the confidence to engage in lease negotiations."

The right advice

If you are in doubt, the VSBC recommends you get a commercial lawyer to assist you. The cost invested in obtaining legal advice at this stage can be insurance against any hidden liabilities that could cost your business in the future should a dispute arise.

In the unfortunate case you find yourself in a dispute with your landlord or agent, the VSBC is there to assist you. You can speak to someone in person by calling 13 VSBC (13 8722).

The fact sheet is available at www.vsbc.vic.gov.au

Before entering into a commercial lease, it is recommended that you first contact Council's Planning Department to ensure your business plans for the premises are permissible. If you require further information, email council@cgd.vic. gov.au and type 'Town Planning Enquiry' in the subject line.



Legal help for community groups

Community groups, not-forprofit organisations and social enterprises in the City of Greater Dandenong can access resources and support on a range of legal matters through not-for-profit charity, Justice Connect.

Justice Connect's Not-for-profit Law Business Development Lead, Ms Angela Van Dam, said the organisation aimed to connect people with legal help and to close the gap between the legal system and those locked out of it.

"At Justice Connect, we share our legal knowledge to help community groups and not-for-profit organisations thrive," Ms Van Dam said. "We do this by training them about the laws that apply specifically to them, giving them resources to help them in their day-to-day work and supporting them so they don't feel swamped by the law. We make the law easy so not-for-profits and social enterprises can get on with doing what they do best, making a difference in their community."

Ms Van Dam said Justice Connect offered telephone advice as well as access to a range of online resources, including webinars and training.

"Not-for-Profit Law Training is our social enterprise. We offer bite-sized learning at our online legal training sessions. All our training is presented by lawyers who talk like us, not in legal jargon. "Our enterprise also offers legal training tailored to the needs of community groups and organisations. Our training is easy to follow and we provide take-home supporting material, so our trainees can better implement their learnings and spread their knowledge further."

Ms Van Dam said profit made through Justice Connect's training programs was directed back into its service.

"We're here to help the helpers. They give up their time to volunteer so it's important that there's help for them. If we take care of the legal stuff, then community groups can concentrate on what they do best."

For more information, visit www.nfplaw.org.au or call 8386 4449.

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Sustainability Awards

The Greater Dandenong Sustainability Awards have opened once again, being officially launched at the Sustainability Festival on 7 April.

The awards identify champions in our community whose achievements can be seen and adopted by others. Now in its fifth year, the awards recognise leadership and innovation in sustainability, rewarding those striving to help make Greater Dandenong one of the most sustainable municipalities in Australia.

The Industry Category is open to commercial, industrial and retail businesses both large and small. Your sustainable initiative can be simple or large, every step taken is a positive step towards a more sustainable community. The awards will be announced at a Gala dinner on Monday 21 October and all applicants will be invited to attend. The dinner is a fantastic opportunity to network with other businesses, get inspired and highlight your own great work in this space.

Entries close on Friday 21 June. For more information and to apply visit greaterdandenong.com/ sustainabilityawards **BOURNE** Victoria Australia

Tapping into the Indonesian market

"If you want to do business with Indonesia, you have to do your homework and gain an understanding of the culture and how things are done."

Have you ever considered expanding your business into Indonesia? Perhaps you have tried but have been unsuccessful, or you do not know where to start?

Those who have experience in this area agree that the first step is to focus on building effective and respectful relationships.

Former journalist and correspondent for the ABC, Helen Brown, said the knowledge and insight she gained while working in Indonesia is what had inspired her to establish BisnisAsia in 2017 to help businesses build stronger and smarter ties with Asia.

"When I worked in Indonesia I saw that the western style of doing business resulted in missed opportunities simply because many Australians didn't react appropriately to the nuances in their business communication," Ms Brown said.

"Indonesia is friendly, so often the first meeting will go well but the opportunity then seems to have been lost or diminished because Australians didn't know how to keep the business conversation going. Indonesia is a challenging market and it does require extra effort to establish your value." Ms Brown said that Indonesians placed great importance on building respect and trust first.

"If an Australian business is going into Indonesia, or any Asian country, then I would highly recommend travelling to the market to start to develop the cultural skills needed so that you can better understand how your product or service fits into the market and how you can create a business strategy that is more suitable for the Asian market."

One local business that has been successfully exporting its products to Indonesia for almost 30 years is Dandenong-based Halycon Proteins.

Managing Director, Philip Strong, said the company, which manufactures specialty food ingredients such as vegetable protein extracts, soya sauce, yeast extract and malt extract powders, valued its Indonesian market. Both he and his Business Manager travel to the country at least twice a year to meet with existing and potential clients.

"It is an important market to us so it is important to put in the continued effort," Mr Strong said. "If you want to do business with Indonesia, you have to do your homework and gain an understanding of the culture and how things are done. I think it takes at least six to 12 months to establish initial contacts and build a relationship. I was fortunate to have an Indonesian colleague who helped me understand the culture, so it's helpful if you can find someone who understands and who can guide you and help you learn all you can."

Trying to establish itself in the Indonesian market is another local business, Granny's Food. The family-owned and operated business produces a range of European-style dumplings from its Dandenong South premises.

Owner Tatiana Kuzovova said Granny's Food distributed its products in Australia and New Zealand and was now in the process of trying to establish itself in the Indonesian market.

"We have found a distributor in Indonesia and so far they have been very helpful. We are in the process of finalising a new design for our packaging over there and we hope to receive our first order soon," she said.

Dandenong to welcome world-class hotel

A new 11-storey hotel complex will open in Dandenong in 2021, helping to boost the local economy and tourism.

Construction of the Holiday Inn & Suites is expected to commence in the first quarter of 2020 and the mixed-use development will include two levels of office space, 160 guest rooms, dining and bar facilities, a gym, conference and meeting facilities, and retail shopping via separate access. It will also feature a long-stay suite component for corporate travellers looking to stay for extended periods.

The City of Greater Dandenong's Group Manager Greater Dandenong Business, Mr Paul Kearsley, said this new development was great news for the region.

"As the world's largest hotel brand, Holiday Inn will attract guests from around Australia and the world to Dandenong"



"The City of Greater Dandenong is committed to strengthening existing businesses and attracting new investment to the area," Mr Kearsley said.

"Our state-of-the-art industrial estates, thriving activity centres and position as south east Melbourne's CBD makes the City of Greater Dandenong an ideal location for such a development. It will help cater for the growing number of business travellers and boost our local tourism industry."

The hotel will be located at 64 Cheltenham Road, Dandenong, a short walk from Dandenong train station and the Dandenong business district.

InterContinental Hotels Group (IHG) Senior Director of Development – Australasia, Mr Abhijay Sandilya, said IHG was thrilled to take its partnership with Barnes Capital to the next level with its third hotel signing together in Victoria.

"As the world's largest hotel brand, Holiday Inn will attract guests from around Australia and the world to Dandenong," Mr Sandilya said.

Managing Director at Barnes Capital, Mr Martyn Barnes, said: "Holiday Inn Melbourne Dandenong will be an important component of the government's Revitalising Central Dandenong project, and we're so proud to support it. I expect it to be the new home-away-from-home for the thriving business, industrial and public-sector community."



NBN Co urges Australians to be wary of scammers amid rise in calls

NBN Co, the company building and upgrading Australia's telecommunications and broadband network, is urging residents to be wary of scammers impersonating the wholesale network provider.

New information has recently been published on the company's website to help residents understand how to identify and avoid scammers posing as NBN Co.

The advice follows an 84 per cent increase in enquiries about suspected scams made to the wholesaler's contact centre since October 2018. Approximately 28 per cent of those calls originated from residents in NSW; 24 per cent from Victoria and 19 per cent from Queensland. NBN Co's Chief Security Officer, Darren Kane, said: "With nearly three in four homes and businesses now able to connect to the nbn™ access network, given it's not automatic it's vital people understand the steps involved in making the switch, including how and when NBN Co and retailers will communicate with customers.

"It's important to remember the key point of contact for Australians connecting to the nbn[™] access network will always be their preferred phone and internet service provider. This is because NBN Co is a wholesaleonly company and does not sell services directly to the public."

For more information on scams, please visit: www.nbn.com.au/ scamadvice

NBN Co's top tips for protecting yourself against scammers

- Visit NBN Co's website at www. nbn.com.au/scamadvice for information on how to identify and avoid potential scammers or for advice if you suspect you have been scammed.
- Remember NBN Co is a wholesaler, which means they do not sell phone or internet services directly to the public. People need to contact their preferred phone and internet provider in order to make the switch.
- Do not share your financial information (i.e. bank, credit card or gift card details) or personal details with an unsolicited caller or doorknockers trying to seek payment for an nbn[™] service.
- Never give an unsolicited caller remote access to your computer or devices via the installation of programs.
- NBN Co does not make automated calls (i.e. robocalls) to advise of disconnections to a service. Please do not engage with these calls.
- If in doubt, hang up and call your retail service provider on their official customer service centre number to check if the call is legitimate. Do not use contact details supplied by the caller.

In the know: what is fast fashion?



We all know fashion trends are ever changing shaped by the illustrious catwalk, celebrities, influencers and the season, and keeping up with the speed of trends is financially challenging from both an individual and business perspective.

Over the past two decades, the "fast fashion" business model has emerged providing a cushion to the problem, with brands and retailers responding to trends through the quick production of lower quality, imitation versions of clothes at an affordable price.

Large-scale clothing manufacturers, selling at bargain prices, replicate the trends of the season enabling those with less disposable income to fit in and freely express themselves. While there are positives associated with the model, fast fashion also has a dark side.

The speed at which garments are produced correlates with an equally as high clothing turnover rate. This creates a huge amount of textile waste, which is a massive environmental concern. A 2017 YouGov report found almost a quarter of Australians have thrown away an item of clothing after wearing it only once, and four in 10 have binned unwanted garments. In addition to the effect these decisions have on our landfill crisis, there is the vast amount of energy, water and chemicals used to make fast fashion possible.

There is also a human cost. Garment workers often work in dangerous environments on low wages and without basic human rights. For example, the global community had a wake-up call in 2013 when the Rana Plaza clothing manufacturing complex in Bangladesh collapsed, killing over 1,000 staff members. A focus on speed and a competitive market price sees many businesses cut corners, outsourcing to countries who do not abide by fair working conditions to save production costs.

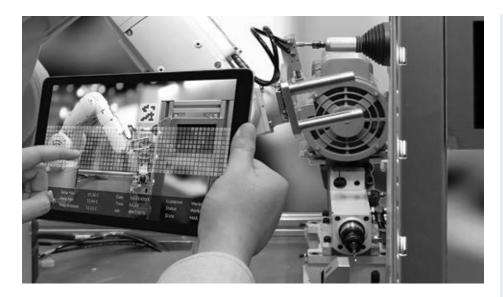
The consumer plays an integral role in tackling the fashion culture through awareness raising among family and friends, buying fewer clothes and wearing them for longer and perhaps shopping at local opportunity shops.

Businesses need to consider where they stand on the issue in the wake of the "conscious buyer" revolution. Positive initiatives to reduce the negatives associated with the movement are slowly being introduced. For example, offering 'behind the scenes' glimpses to consumers via social media and 'track your product' services to increase transparency on where apparel is made and by whom.

One promising sign is the 'Make Fashion Circular' initiative in New York. The program actively promotes sustainable initiatives, including businesses who make clothes from safe and renewable materials. encourages the notion of wearing clothing repeatedly and promotes the use of old garments being recycled into new ones. Attracting influential international brands such as Burberry, Gap Inc., H&M, HSBC, NIKE Inc. and Stella McCartney as core partners, this movement asks businesses, governments, innovators, and citizens to ioin forces.

Will fast fashion see the change that has swept the disposable cup, plastic bag and plastic packaging sectors? Only time will tell.

To learn more about becoming an ethically conscious fashion brand visit www.ellenmacarthurfoundation.org/



Industry 4.0: new partnership to drive local manufacturing transformation

Greater Dandenong manufacturing leaders may be among those to benefit from a new partnership between Australian Mathematical Sciences Institute's (AMSI) all-sector, all-discipline APR.Intern program and the Innovative Manufacturing Cooperative Research Centre (IMCRC).

Set to transform manufacturing, the agreement will see 23 skilled PhD students matched with big business and SMEs to drive advanced and digital manufacturing solutions.

APR.Intern Director and Melbourne Enterprise Professor, Gary Hogan said the program's partnership with the IMCRC put new technologies, business models and digitalisation at reach of companies, including big business and SMEs while enhancing PhD industry preparation.

"We are excited to open this powerful platform to skilled PhDs to develop industry skills while delivering real innovation solutions to local business leaders, including in Greater Dandenong," he said.

Over the course of three to five months, the internships will see PhDs

work with manufacturing innovators to drive projects with support from their academic mentor.

As well as benefiting from research expertise, participating industry will attract a rebate under APR.Intern's National Research Internship (NRIP) program on project costs after IMCRC funding support up to \$13,000.

"Low risk and high-impact, it is the perfect platform for advanced and digital manufacturing leaders to discover the benefits of engaging with skilled researchers," said Hogan.

About APR.Intern

AMSI's APR.Intern program is Australia's only national all sector—all discipline internship program placing PhD students into short-term industry and university research collaborations. Driving innovation and accelerating PhDs in industry, the program is open to all STEM PhD students with emphasis on gender equity and regional disadvantage.

For further Information visit, https://aprintern.org.au

Green finance to help businesses reduce energy costs

Is your business struggling from rising energy costs? Since 2017, Council has been offering environmental upgrade agreements (EUA) to help businesses finance building upgrades that reduce operating costs; increase built asset values; improve energy and water efficiency; and minimise waste. These agreements allow businesses to become more environmentally sustainable and financially resilient in response to the ongoing challenge of growing energy costs.

What are the financial benefits?

EUAs also help businesses overcome cash flow concerns by providing 100 per cent of the required finance with flexible loan repayment options. Council has partnered with Better Building Finance and other financial institutions, such as Bank Australia, to make green loans available to businesses in the City of Greater Dandenong (CGD).

How do Environmental Upgrade Agreements work?

EUAs are similar to normal loans or finance obtained directly from a bank; however, for businesses within the CGD, Council acts as the collection agent introducing a levy on the property that enables loan repayments to be made via the council rates.

How can I access an EUA green loan?

To find out how your business can benefit from an EUA, contact Building Better Finance on 9658 8740 or email info@ sustainableaustraliafund.com.au

Who is Better Building Finance?

Better Building Finance is the leading facilitator of Environmental Upgrade Finance (EUF). They are the third party administrators of the EUAs and work closely with Councils and businesses to drive innovative financial and sustainable outcomes for businesses.

For further information visit www.betterbuildingfinance.com.au

Community Revitalisation project changes lives

Since its inception, Greater

Dandenong's Community Revitalisation program has been supporting the most disadvantaged local job seekers to build their capabilities and in the process, find work. For some clients, receiving career counselling and learning how to write a resume has had the biggest impact.

When Maya joined the Career Counselling program in 2018, she was living in a broom cupboard. She had no job, money or confidence. She wanted desperately to work, but experienced rejection after rejection. Her work ethic was good and she had a flexible outlook – but just could not connect.

Maya began one-on-one career counselling with a qualified practitioner, started to trust that she would eventually find work and had her skills gaps identified. Until this time, she did not know why she was not 'employment ready'. She improved her knowledge, wrote a new resume and learned about Australian workplace culture – gradually becoming more confident.

On the home front, Maya found a secure place to live and began regularly volunteering for a local organisation. In early 2019, she attended an event organised by the Community Revitalisation team that gave her interview practice with local employers looking to fill real positions. Maya's sunny personality and strong sense of humour emerged and coupled with her work ethic, employers loved her. She is now in secure employment with one of those employers and working well.

Maya's life turned around because she had targeted assistance to identify her own skills gaps, was willing to make the changes and was connected to local services that helped her to do so. The program has referred clients to hundreds of different resources, training and skills development courses across the region, as well as instigating projects and activities to help clients change their lives for the better.

For more information on the Community Revitalisation project, please contact Jennifer Ebdon by email jebdon@cgd.vic.gov.au

In2Work program providing valuable insights

Bringing together employers and jobseekers to identify barriers in recruitment and selection is proving to be a very valuable activity, with three successful workshops now delivered as part of SEBN's Community Revitalisation project.

Emerging issues for jobseekers include a lack of feedback following an unsuccessful application, and a lack of local experience that prevents them from securing the job.

Employer barriers include jobseekers having the required

level of English – written, read and spoken – to enable them to work safely in the workplace. Assessing whether jobseekers have the right attitude and motivation to do the job is another challenge.

The process of collectively unpacking these barriers is creating a greater understanding of the challenges faced by everyone in the employment arena and leading to the exploration of possible solutions.

Employers interested in joining this workshop series can contact Jennifer Ebdon by email jebdon@cgd.vic.gov.au

SEBN's new CEO Series explores IT challenges

Research suggests that more than 70 per cent of digital and information technology (IT) projects fail to deliver against expectations, cost more than expected, take longer than anticipated and fail to deliver on promised outcomes. So, why do so many IT projects fail and what can organisations do to manage them better?

On 8 March, SEBN launched its new CEO Series with the germane lunch session – 'When Technology Fails to Deliver'. Facilitated by Simon Waller, founder of the Digital Champions Club, Simon took senior managers and CEOs through a two-hour interactive session to uncover why IT projects do not often deliver on their intended outcomes. Most importantly, he then explored ways to implement projects that do succeed.

Participants reportedly found the session very insightful with key actionable takeaways they could implement at their respective organisations. For more information on the SEBN CEO Series contact sebn@cgd.vic.gov.au

Ignite Greater Dandenong – Hackathon

In March 2019, the dynamic Marcus Barber of Looking Up Feeling Good led a Mini-Hackathon as part of the Ignite Greater Dandenong program.

Hackathons provide a collaborative forum where business problems can be workshopped and solved through multiple perspectives and expertise.

The session was fast, stimulating and gave participants fresh perspectives on their business planning. Attendees learned about the 'Hackathon' process, collaborated on ideas, made forward projections and tackled issues along the way. Another larger Hackathon will take place later in the year.

Ignite is a free program designed to equip startups or existing micro businesses with the necessary knowledge, skills and advice to successfully launch or grow their business. New participants can join at any time. If you require further information email ignitegreaterdandenong@cgd.vic.gov.au.



Little India receives a face lift



Improvements to shopfronts and facades in Dandenong's Little India precinct are turning heads.

The precinct has been undergoing a program of staged improvements, including general maintenance, new business signage and freshly painted verandas and facades, all of which is adding colour and vibrancy to the previously ageing shopping strip.

Place Manager Activity Centre's Revitalisation, Jenny Pemberton-Webb, said: "It's fantastic to see the transformation going on at Little India. Shopfront presentation plays a significant role in placemaking and attracting customers, so it's important they look professional, engaging and represent the personality of the store.

"These improvements are bringing new life to the area and are clearly differentiating each store with their own unique colour pallet."

The improvements are one of a number of initiatives highlighted in the Indian Cultural Precinct Framework, which is revitalising the cultural hub recognised by the State

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Government as Victoria's first Indian Cultural Precinct.

"We've proudly engaged the expertise of Greater Dandenong businesses in delivering this project, which makes it a real local effort. Pop Creative Collective undertook the design work and Central Signs brought the vision to life through quality signage," said Ms Pemberton-Webb.

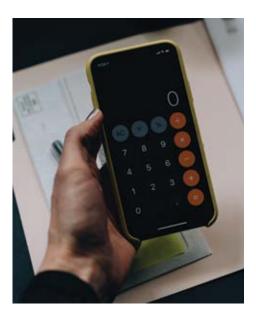
The program is funded through a State Government grant delivered by the City of Greater Dandenong.

Tax tips for small businesses

If you are a small business owner, follow these tips from the ATO to get your tax right this year:

- Report all of the income you make through your business, whether you receive the money in person or online.
- To claim deductions for the costs of running your business, the money must have been spent for your business – not a private expense.
 If it was partly for private use, only claim the portion related to your business. For more information, visit ato.gov.au/incomeanddeductions
- Take advantage of the concessions that may apply to your small business, such as the instant asset write off. Find out more at ato.gov.au/ concessionsataglance
- Don't forget to keep records to prove what you report and claim in your tax return.

For more information, tools and services for small businesses, visit the ATO's support page at ato.gov. au/sbsupport or see a registered tax professional.













Events calendar 2019

CITY OF GREATER DANDENONG RUN **BUSINESS EVENTS**

3 June

Understanding the Australian Tax system Hosted by the Dandenong Library

EXTERNALLY RUN **BUSINESS EVENTS**

5 June

Single touch payroll Hosted by Monash City Council

12 June **Employer Essentials for small business** Hosted by Kingston City Council

12 June Single Touch payroll for small business Hosted by Kingston City Council

2 Julv

Record Keeping (Not GST Registered) Hosted by Frankston City Council

6 August **Record Keeping (GST Registered)** Hosted by Frankston City Council

Tuesday 9 July Tax Essentials Hosted by Frankston City Council

9 August

2019 Women's Business Lunch: The magic of winging it! Hosted by the Casey-Cardinia region

Bookings, locations and further enquiries relating to these events please visit: Greater Dandenong Business events – www.greaterdandenong.com/smallbusinessworkshops Dandenong Library events – Phone 1300 630 920 External run events – please visit the respective event organisers' website.

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Online training for free anytime, anywhere

If you are a Greater Dandenong Library Service member you have access to online training tools to support your learning and development anytime, anywhere.

Lynda.com is one of the great tools available providing webinars on a range of topics from finance, marketing, leadership development as well as photography lessons and much more.

To access this training, simply jump onto greaterdandenong.com/libraries

and using your membership log-into the 'Vault' section:

Once you are logged in, follow these steps;

- 1. Select the second from the left circular button titled 'Business'.
- 2. Underneath the title 'Doing business at the libraries' select the hyperlink – Lynda.com – this will take you down to this specific section of the website.
- 3. Select the hyperlinked text 'View Lynda.com videos for free' - This will now take you to the portal for Lynda.com.
- 4. Arriving on the landing page, the site will ask you to enter your library membership details (membership number and password). After entering your details you will have access to explore the Lynda.com online archives.

5 August Starting your business right Presented by Dandenong library services

12 August

Business planning essentials Presented by Dandenong library services

19 August

Tax essentials for small/home-based business Presented by Dandenong library services



\$60M corporate hub launched at Logis Estate

McLaren Developments, in partnership with Pomeroy Pacific, recently hosted a ground-breaking ceremony to kick-off construction of its \$60 million mixed use corporate hub positioned within the Logis Estate in Dandenong South. In attendance was the City of Greater Dandenong Mayor, Cr Roz Blades, as well as a host of other prominent individuals.

Perfectly positioned just moments from Eastlink, the development of this 2.5-hectare site comprises 18 warehouses, a service station, and over 8000sqm of showroom, retail and office space. Logis Connect represents a major mixed-use development in one of the bestlocated industrial parks in South East Melbourne.

Corplex will build the project with Cameron Real Estate and Burgess Rawson undertaking the remaining sales and leasing. With 1200sqm floor plates, Logis Connect provides an array of premises sizes catering for the smaller owner-occupiers, self-managed superannuation investments right through to the large multinational occupier.

With completion due mid-2020, Logis Connect is set to bring about many positive opportunities for the community.



Collaboration yields energy saving results

Victoria's manufacturing industry is the most intensive in the country, but with operations of this scope and success, comes the challenge of power management and its impact on the bottom line.

Executive Officer of SEMMA, Adrian Boden, said: "In the last three to four years our membership has experienced energy cost increases between 200 and 300 per cent respectively, so we've been focusing on identifying and connecting organisations that can bring sustainability and reduction to the power bill".

Corex Plastics, a manufacturer of corflute located in Dandenong South, were among the impacted and recognised the need for better energy management. Through their membership with SEMMA, they were connected with Simble Energy as a solution collaborator.

Corex CEO, Simon Whiteley, said: "I jumped at it because I could see the connection between our business and our energy footprint. If we're busy, we use more energy. What it's allowed us to do is use that energy efficiently, in a way that gives us a better outcome productivity-wise".

Simble Energy introduced their energy management system, SimbleSense, which by tracking the energy consumption of individual machines through to entire production lines, has given Simon the ability to identify areas for improvement. Results included:

- Prevent energy waste, including saving in excess of \$200 a day for nonproduction days
- Optimise production lines by revealing previously unknown inefficiencies, including over 50 per cent savings from a single water pump
- The ability to identify and prioritise efficiency opportunities based on actual energy performance
- Identify opportunities for preventative maintenance, minimising production downtime.

The largest gain from the motoring system is likely the 15 per cent reduction of Corex's average cost of energy per kilo of plastic, inspiring Corex to continue down this path.

To join the community of manufacturers experiencing the same challenges in our changing world, many of which can offer support, collaboration and solutions to your problems, contact SEMMA on info@semma.com.au

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