

# Talking Business

September 2021

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## Paul's Corner

At the time of writing this Victoria was in the grips of its sixth lockdown. This is not unfamiliar territory, however it does not make it any easier to navigate. Businesses, families, students all feel the strain when this happens, and it affects us all differently. Please remember to remain strong, be vigilant and follow the advice of the Chief Health Officer. These measures are in place to help keep everyone safe and to restore some freedoms as quickly as possible.

In this issue we celebrate the wonderful collaborative efforts of local businesses. These businesses have generously donated their time, resources, and products to support the Kindness Project as we endeavour to help those most vulnerable in our community. Read the heart-warming story on page 7 and learn more about how your business can get involved.

On page 8 we provide vital information on how small businesses can continue to remain COVIDSafe. With the help of our three new COVID Project Support Officers, Council is here to support you and your business with these requirements. Read our article on page 8 to learn how we can assist you.

We also share the details and outcomes of the recent Working for Victoria initiative, implemented by the Victorian Government, in response to the displacement of workers due to COVID-19. This team of workers undertook a business audit and gave us an exclusive look into our industrial heartland, collecting critical data on the area. You can read about this on page 10.

Finally, I encourage you to continue to play your part and shop local. Your contribution goes a long way to supporting our resilient business community.

We hope the next few months are productive for you and your business. Remember if you're seeking business support don't hesitate to reach out to our Greater Dandenong Business team via [business@cgd.vic.gov.au](mailto:business@cgd.vic.gov.au) or 8571 1550.

**Paul Kearsley**  
**Director Business, Engineering**  
**and Major Projects**

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**sebn\***  
**Together we connect engage and grow**

## Information in your language

The City of Greater Dandenong is proudly the most culturally diverse in Australia. Our residents come from 157 different birth places and speak more than 200 languages.

Communicating with everyone can be challenging, but Council is working to make information as accessible as possible. Our website includes a Google translation function, which can change the language across all pages of the website. The function currently translates more than 85 languages, including Afrikaans, Arabic, Chinese, German, Hebrew, Khmer, Urdu and Vietnamese.

Council place a select number of articles from this magazine onto the website to allow for information to be shared in multiple languages.



Look for the icon attached to stories in this magazine then visit [greaterdandenong.vic.gov.au/talking-business](https://greaterdandenong.vic.gov.au/talking-business) and click on the translation icon on the top right corner of the screen to select another language.

**Cover:** Danielle Ashley and volunteers from Kindness Community

Information was correct at time of publishing. Please check our website for up to date information.



# Sharing the story of Springvale's first hospital

Do you know that Springvale's first hospital has evolved into a unique community health service? Now, new interpretive signage helps passers-by share in the experience. Greater Dandenong City Council unveiled a new interpretive sign to mark the location of Springvale's first hospital.

Standing at 3-metres high, the towering Community Hospital Interpretive Sign shares the story of Springvale's unique community health services. Located along Buckingham Ave, in front of Monash Health Springvale, the

sign acknowledges the significant contribution the hospital and health centre have made in delivering innovative health care and services for Springvale.

The Springvale Community Hospital Interpretive Sign is the latest interpretive sign for the City of Greater Dandenong's activity centres and forms part of an ongoing place making program across Springvale, Noble Park and central Dandenong which aims to share local narratives and stories of key locations across these areas.

The project is funded through the Placemaking and Revitalisation Business Unit of Greater Dandenong City Council.

Mayor Angela Long said the sign aims to share the story of Springvale's first hospital and its evolution into a unique community health service.

"It is a striking design featuring a brief story, historic image and hero words laser cut into the top of the sign making it unique and identifiable from a distance. It's a brilliant structure which pays homage to the history of the site," said Cr Long.

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## Springvale Hub receives architectural award

Springvale Community Hub is living up to its promise of becoming the new community heart of Springvale, providing the community with a safe and inclusive space for a range of activities.

Council has welcomed the positive feedback from members of the public and is proud the site is attracting the attention of industry leaders in design, public architecture and sustainability.

On June 18 Springvale Community Hub received the William Wardell Award for Public Architecture and Award for Urban Design in the 2021 Victorian Architectural Awards. The hub was also nominated for the Sustainability and the Melbourne Prize.

As the popularity of the hub continues to grow, patrons have reflected on the benefits of having such an accessible space that is truly welcoming and safe for all. Mayor Angela Long said it was pleasing to see the outcomes of the detailed plans come to fruition.

"During consultation for the hub, the community told us they wanted an area that was safe for them to enjoy. It's pleasing to see the initiatives we put in place are achieving this goal, and we've made a commitment to regularly monitor that our patrons continue to feel safe," Cr Long said.

"The precinct was designed with lots of exit points, CCTV, and an emphasis on good lighting. We also

minimised places where people can hide, including ensuring plants won't impede views of patrons by selecting trees with high trunk lines."

"Bright and far reaching lighting on our paths and projected through the big screen means walking through the area is safe at all times," Cr Long said.



Springvale Community Hub. Photo credit: John Gollings

# A snapshot of our Greater Dandenong tourism sector

Tourism is not new to Greater Dandenong, but it is new to Talking Business. We now have a regular section of the magazine where we share the tourism offerings we have in our city. This will include articles on our tourism operators, what's happening in our accommodation and hospitality venues and let's not forget the adventure/ action venues across our municipality.

**If you're a local tourism operator and have a story you'd like to share, we'd love to hear from you or if you have a tourism question, send an email to our Food Enterprise and Tourism Officer, Helen Beekmans via [helen.beekmans@cgd.vic.gov.au](mailto:helen.beekmans@cgd.vic.gov.au).**

'Best of the best' right here in Greater Dandenong!



Freshly baked goods from Brady Road Bakery.



Hats off to Brady Road Bakery and 3 Sons Café both who won Best Bakery and Best Café in the Monash/ Dandenong area, as voted by the Herald Sun readers.

Both are family owned businesses. Brady Road Bakery is located in Dandenong North and 3 Sons Café in Keysborough.

Many Dandenong North locals know of the Brady Road Bakery. They have been established for over 30 years and their loyal customers wouldn't be seen going anywhere else. They are well known for their freshly baked goods which include pies, pastries, donuts and not to mention their mouth-watering cannoli. They now proudly hold the title of "Best Bakery in Monash/Dandenong" and they also placed 5th overall in Victoria.

Brothers Andrew and Frank Bua are the owners of Brady Road Bakery and their continued passion for



***"Winning this award has brought recognition for all the hard work our loyal and hardworking staff have put in over the years, especially during COVID times".***

quality and customer service has served them well. Andrew Bua commented "Winning this award has brought recognition for all the hard work our loyal and hardworking staff have put in over the years, especially during COVID times".

3 Sons Café is a hidden gem located in Keysborough's active industrial pocket. The café has quickly become a favourite among workers at the neighbouring factories and warehouses on Kirkham Road.

The freshly renovated venue is a unique Industrial style café combining the modern café


experience with food to go options. Owners Brent, Jenny and Luke Manning wanted to create a peaceful place for workers to relax in while on a lunch break or meeting with friends and colleagues.

3 Sons Café "Best Café" in the Monash/Dandenong area award is proof that the Manning's dedication to service excellence, great food and exceptional coffee is a winning combination.

Congratulations to these two outstanding businesses who have braved a rough 18 months. We wish them further success for the future.

# From a food trailer to a shop front, with a nod to "nonna"



 Joe DiLisio, born and raised in Dandenong North, has opened a café in a nod to his 'nonna'. Following her

passing Joe wanted to reignite his grandmother's passion for making cannoli.  
Joe's story is one of starting small and growing with a passion for celebrating and sharing traditional Italian handmade pasta. His customers must agree. Joe's business started from a food trailer, then grew as online orders took off. Joe has now boldly opened an outlet locally.

You can now get freshly baked authentic cannoli at Joey's Cannoli's in Birch Avenue, Dandenong North. They are experts when it comes to traditional handmade cannoli's and other gourmet baked goods. Joe proudly told us how much he wanted to serve his community. He thought what better way than to open a shop in the area and share a piece of his heritage with locals.



Joe DiLisio with his handmade cannolis


**Did you know?**

- 1989** the year the Dandenong Plaza Shopping Centre opened
- 30 years** Springvale has traded as an Asian cultural precinct
- 2015** Dandenong was recognised as Victoria's first Indian Cultural Precinct

# New take on an old favourite



Japanese Gyoza from Granny's Food

 Diversifying your product line is always a challenge, but not for Granny's Food.

Famously renowned for their Russian dumplings, Granny's Food introduced a new product line to their business – Japanese Gyoza.

This vision was the brainchild of Tatiana Kuzovova, one of the owners of Granny's Food. Whilst Tatiana was studying in Japan she loved to eat a variety of Gyoza. She studied in the city which is well known for this type of product, so her research was vast. Tatiana spent time working in a Gyoza factory in Hamamatsu city and this along with

her connections there enabled her to get a good sense of what goes into a delicious Gyoza.

Closer to home her connections grew. Her daughter studied in a Japanese school in Huntingdale and Tatiana forged further connections within the local Japanese community and identified a demand for a great Gyoza.

In 2020, Granny's Food started to manufacture their Japanese Gyoza. The recipe is traditional and as authentic to a true Gyoza as possible. Their product is a healthier version and also enables those with food allergies to enjoy their product.



eat



see



do



shop

# Local businesses get behind annual Sustainability Festival

Greater Dandenong City Council's sustainability festival 'Forever Fest: Sustainable Living for Now and the Future' kicked off on Saturday 22 May 2021. Day three was dedicated to business.

The nine-day festival was delivered in a hybrid model with some events online and others at the Springvale Hub. Dandenong South business Brick Lane Brewing hosted Forever Fest's ambassador Dianne McGrath. Chatting all things sustainable brewing was a great way to start the day. At the Springvale Hub, Transdev and Volgren also displayed new zero emission electric

buses, proudly manufactured in Greater Dandenong.

The Greater Dandenong Chamber of Commerce also delivered a fascinating presentation alongside Chisolm Institute. 'Sustainable Thinking' discussed how and why you should create positive and innovative change in business, something that is essential in the face of the climate emergency.

Ward Petherbridge, from the Forever Fest's major sponsor Smart Recycling, shared the story behind his business and how what most would consider 'waste' can be transformed into useful and environmentally friendly products.'




Forever Fest Ambassador Dianne McGrath and Volgren Sales Executive Greg Reichelt with Transdev and Volgren's zero emissions electric bus

Forever Fest focused on the eight themes of Council's Climate Emergency Strategy, which was prepared in response to Council's declaration of a Climate Emergency in January 2020. 'Business and Economy' is one of the eight themes of Council's Climate Emergency Strategy 2020-2030.

**Learn more: [greaterdandenong.vic.gov.au/forever-fest](https://greaterdandenong.vic.gov.au/forever-fest)**

## Fresh ideas on reducing food waste

 Clover Fresh believes sustainability is an important responsibility for all businesses. This has led to the business focus, not only on reducing their food waste but asking other local businesses to come on the journey with them.

Clover Fresh is a local fresh sandwich manufacturer who supply retail and others such as cafés, hospitals, clubs, universities, schools and major events.

Karen Mitchell, from the customer and business development team, said "Clover Fresh have a strong

commitment to improving their impact on the environment. Our aim is to recycle and reduce not only food waste but also packing and disposable waste."

Clover Fresh are working on improving their forecasting and buying ingredients with minimal wastage. Any food waste will be sent to a farm for feed so it can be disposed of organically. Clover Fresh are aiming to invest in either a compost facility onsite or supply the food waste to generate energy. "Our ultimate goal over the next 24 months is to achieve zero landfill," said Mrs Mitchell.

Clover Fresh have now connected with Greater Dandenong Council's South East Business Network (SEBN). SEBN is helping Clover Fresh with

advice and assistance. Clover Fresh also plan to connect with SEBN's Waste Forum and Sustainability Victoria over the next few months to continue their sustainability journey.

Mrs Mitchell said, "We would love to work with other local food businesses to share information and resources in order to make the area, and our industry more sustainable."

**To connect with Clover Fresh, contact them at [cloverfresh.com.au](https://cloverfresh.com.au).**

**Are you a local food business who is looking to reduce your waste? Here's what you can do:**

Contact Sustainability Victoria at [sustainability.vic.gov.au](https://sustainability.vic.gov.au). You can also connect with SEBN to learn more about sustainable initiatives at [greaterdandenong.vic.gov.au/sebn](https://greaterdandenong.vic.gov.au/sebn).

## Victoria's new Environment Protection Laws

The newly amended Environment Protection Act came into effect on 1 July and is changing the way Victorian businesses manage their impact.

This new Act directs the focus towards prevention of the risk on public health and the environment rather than focusing on the consequences of increased pollution.

**Learn more:**  
[epa.vic.gov.au/about-epa/laws/new-laws](https://epa.vic.gov.au/about-epa/laws/new-laws)



# Business community rallies around Kindness Project



Danielle Ashley from Kindness Community



*“We had a nine-year-old from the local community come to Melbourne Cable Park with his savings jar to buy a hot meal for someone. That’s what this movement is all about ...”*



Hollywood may be a world away from Bangholme, but one of its movies has inspired a Greater Dandenong attraction to give back to the community in a creative way.

Ian Clark, owner of Melbourne Cable Park, has set up a ‘Pay it Forward’ system to support registered charity, Kindness Community.

## A COVID kick start

Mr Clark says it was during lockdown four in May 2021 when the Park began selling take-away meals to keep its on-site chef engaged that they identified a need to reallocate leftover food.

“We approached the Council, which gave us the name of some suitable organisations, and that’s how we connected with Danielle Ashley from the Kindness Community.

“The first week we had 30 meals to donate, and Danielle asked if they could heat them up in our kitchen. At the time, Kindness Community was serving meals in the park under shelter,

so I helped to organise a council building nearby to relaunch the meal centre indoors,” Mr Clark explains.

Melbourne Cable Park now has incorporated the initiative into its online sales so when customers purchase tickets to the aqua fun park, they can also purchase a \$5 hot meal for a disadvantaged person or contribute financially to the Kindness Community.

## Greater Dandenong businesses showing heart

Danielle Ashley grew up in Dandenong and is the founder of Kindness Community, which began in March 2020 to assist with the issue of food security.

“Through Ian’s and our own contacts, we receive support from many amazing local businesses,” Ms Ashley says, whose background is in natural health.

“Fruitastic kindly provides fruits and vegetables; Lé Coffee Chick sources donations from their coffee

van route; Clover Fresh provides sandwiches and wraps; and Hansa Butchery and Smallgoods also regularly donates goods.”

## Far-reaching effects

Kindness Community now serves dinner to over 100 people a week, which includes a 6pm service each Tuesday night at Memorial Hall in Dandenong, and the delivery of meals to homeless shelters in Dandenong with the leftover meals.

According to Mr Clark, Kindness Community received a heart-warming contribution recently.

“We had a nine-year-old from the local community come to Melbourne Cable Park with his savings jar to buy a hot meal for someone. That’s what this movement is all about and we encourage businesses to pay it forward, too.”

**Businesses interested in supporting Kindness Community can visit [kindnesscommunity.org.au](https://kindnesscommunity.org.au) for contact details or to donate.**

## Noble Park revitalisation

Noble Park has been selected as one of six new suburban revitalisation initiatives in Metropolitan Melbourne. The Revitalisation project will provide a needed boost to Noble Park activity centre as part of the Victorian Government's Suburban Revitalisation Program. The Suburban Revitalisation Program established by the Victorian Government, recognises that regional and local stakeholders are best placed to identify and respond to community needs and aspiration.

The project aims to complement business activity and visitor attraction to Noble Park Activity centre while building on the centre's sense of community spirit and much-loved village character. The project will build on activity that has historically provided important multigenerational community facilities, streetscape upgrades, encouraging sporting and recreational pursuits and improve the general amenity of the retail centre

The project is overseen by a newly appointed Board with key community stakeholder representatives. The State Government convenes the Board and is focussed on strategic investment that will support the activity centres' revitalisation.



## A helping hand - keeping your customers safe and supporting your business be COVIDSafe



Greater Dandenong City Council has recently welcomed three COVID Project Support Officers to support small businesses and culturally and linguistically diverse communities be COVIDSafe.

The Officers have been out and about visiting hospitality and retail businesses, providing them with information packs, advice and assistance regarding the latest COVID-19 directions and specific business requirements. Including:

- Support with setting up QR codes
- Providing a COVIDSafe Plan template
- Measuring density quotients
- Providing advice regarding the six principles of COVID Safe workplaces and showing business where they can access the latest COVID-19 updates and directions
- Providing information on grants and funding available to businesses during a COVID-19 outbreak or lockdown

All businesses are now required to use the Victorian Government QR Code Service to check-in their workers, customers, clients and other visitors on arrival. Businesses should also have a completed COVIDSafe Plan and apply the six principles for COVIDSafe workplaces.

- Practice physical distancing
- Wear a face mask
- Practise good hygiene
- Keep electronic records and act quickly
- Avoid interactions in enclosed spaces
- Create workforce bubbles.

If you would like a visit from a COVID Project Support Officer, please email Council at [COVID19@cgd.vic.gov.au](mailto:COVID19@cgd.vic.gov.au) with your business name and contact details.

**Learn more: [coronavirus.vic.gov.au](https://coronavirus.vic.gov.au)**

## Springvale Boulevard receives Victorian Government funding

Springvale Boulevard project has received a much-needed boost of \$900,000, as part of the Victorian Government's Suburban Revitalisation Program. The project aims to transform Springvale Road into a signature boulevard, reinforcing the Springvale Activity Centre as one of Melbourne's leading cultural destinations. When completed, Springvale Boulevard will be an iconic gateway to Sensational Springvale.

Council looks forward to seeing a significantly improved shopping and visitation experience with new opportunities created for outdoor dining to stimulate business activity. The Boulevard will mean a more walkable and well-connected centre, one with increased landscaping and street trees, widened footpaths and new street furniture. It is envisaged that this will encourage residents, commuters and visitors

to spend time and money in Sensational Springvale.

Works have commenced on stage one located along Balmoral Avenue and Windsor Avenue, Springvale.

Council would like to formally recognise and thank the Victorian Government for their support in the funding of this project.

**Learn more: [greaterdandenong.vic.gov.au/springvale-boulevard](https://greaterdandenong.vic.gov.au/springvale-boulevard)**



# Thinking outside the cube to thrive



The facility at Monash Health

From losing one year's worth of work within hours, to becoming the first pop-up COVID-19 testing clinic in Victoria, the evolution of Dandenong South business Spacecube during the pandemic has been remarkable.

Spacecube launched nine years ago to provide temporary and semi-permanent event spaces that could be constructed within hours. Once the pandemic impacted all major events, Spacecube's work disappeared, including the business' largest event, the Australian Grand Prix.

"Once the Prime Minister announced a ban on all large-scale events, we basically lost our next 12 months' business within six hours," CEO of Spacecube, Mark Davies, said.

With the COVID-19 situation rapidly changing overseas and hospitals overrun with patients, Mark knew a similar situation could occur locally, so he worked with the health industry to create the first pop-up COVID-19

testing clinic in Victoria. "We were seeing these makeshift tents on TV and knew we had world-class infrastructure that could be built quickly," Mark said.

"We reached out to the Department of Health and other healthcare providers, and within two days of planning, we built the first pop-up COVID testing clinic at Eastbound Medical Centre in Bentleigh, with construction only taking us 90 minutes."

With this success, Monash Health approached Spacecube to construct a two-storey, 360 m2 semi-permanent hospital.

"We built it within one day, and it was in operation for 13 months," Mr Davies said.

"Once the hospital was removed, it was then transferred to the Kingston Centre where it will be used again, meaning we have a sustainable product."

**Learn more: [spacecube.com](https://spacecube.com)**

## Help for small businesses from the ATO

### Tax time tips

If your business makes a tax loss, you may be able to:

- carry forward that loss and claim a deduction for your business in a future year
- carry back your tax loss and claim a refundable tax offset in your 2020–21 and/or 2021–22 company tax returns

- offset current year losses if you're a sole trader or an individual partner in a partnership and meet certain conditions.

**Visit: [ato.gov.au/businesslosses](https://ato.gov.au/businesslosses) for more information.**

For more resources, including how to stay up to date, quick links, tools and fact sheets on common expenses, visit [ato.gov.au/SBtaxtimetoolkit](https://ato.gov.au/SBtaxtimetoolkit)

## Attracting quality staff



Around 4.3 million Australians – or one in five have a disability.

And yet, only one in two people with a disability are employed.

Greater Dandenong City Council has tapped into this resource by taking on graduate interns with a disability. This program has been so successful that over half of the candidates have been retained at the end of their month-long internship to undertake further work.

Councils latest intern Misha, our eighth graduate, is studying Law at Monash and will work on a National Disability Insurance Scheme project coordinated by the Municipal Association of Victoria to document employment programs.

Misha said, "I am looking forward to gaining work experience while contributing to an exciting project".

The Internship program at the Greater Dandenong City Council is supported by the Australian Network on Disability (AND) and is open to all industries.

AND Relationship Manager, Amber Tratter said "It's widely agreed that the most valuable way to improve employment outcomes for people with disability is through innovative programs that help set them up for a lifetime of work. Internships, mentorships and employer-led recruitment strategies expose businesses to people with disability and give vital work experience to jobseekers".

**Learn more: [and.org.au/pages/resources.html](https://and.org.au/pages/resources.html)**



AUSTRALIAN NETWORK  
ON DISABILITY

# Shining a light on our industrial precincts

Through a special Working for Victoria initiative, the City of Greater Dandenong was fortunate to have a team of dedicated people undertake a business review in its primary industrial areas. These areas included Dandenong South, Dandenong Central, Keysborough, Noble Park and Springvale.

The Working for Victoria initiative was implemented by the Victorian Government, to employ workers displaced due to COVID-19.

The on the ground team surveyed nearly 7,000 businesses and collected critical data. When speaking with businesses, the team enquired into their business sector,

number of employees, vacancy rates and floorspace. During the survey, of particular interest were businesses experience with sourcing raw materials / supply streams, environmental initiatives, and barriers to employment.

This data will help Council better understand our industrial landscape and businesses to target future initiatives. Specifically, the collection of this consistent data ensures Council:

- has access to base-line data for businesses in industrial areas of the municipality
- is positioned to share key business insights with internal and external stakeholders

- has the capacity to monitor and track trends and changes to inform business policy/strategy
- understands trends within the industrial and commercial business landscape of the council
- can identify clusters that provide uniqueness.

The data also reveals how business character contributes to the reasons why people visit and how businesses relate to and support each other.

Applying the analysis ensures that future initiatives are targeted and not based on assumptions. It encourages more strategic and sustainable approaches to strengthening the municipality's industrial areas.

## Fast Facts

**6,775**

Business sites audited

**2,884**

Business surveys completed

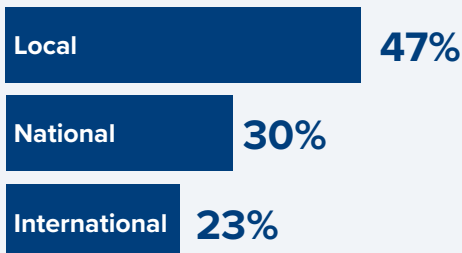
**11Mm<sup>2</sup>**

Total Building Floorspace

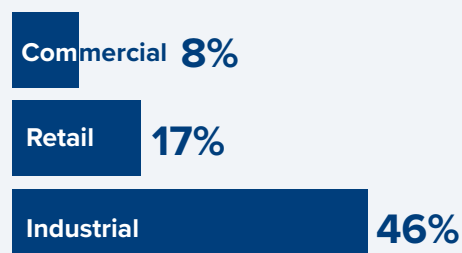
## Key observations

- Almost half of businesses surveyed (47 per cent) sourced their raw materials locally
- Vacancies make up 14 per cent of tenancies
- Sensor technology accounts for 42 per cent of environmental initiatives undertaken by businesses in Dandenong South
- Surprisingly, of businesses surveyed 97 per cent expressed they faced no barriers to employment

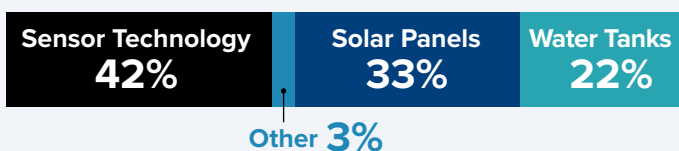
## Supply Stream



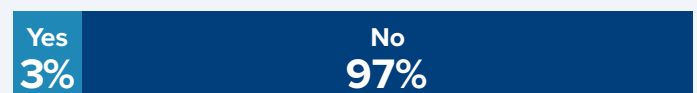
## Business Mix



## Top Business Environmental Initiatives Implemented



## Barriers to employment



# Dandenong Sports and Events Centre review

Artistic impression of proposed Dandenong Stadium site which accompanied the Team 11 bid in 2018

Construction of a major stadium next to Dandenong Train Station is back on the agenda after the Andrews Government committed to the development of a feasibility review and business case in July.

The Dandenong Sports and Events Centre (DSEC) is proposed to have an initial capacity of approximately 15,000 and be designed to host professional men's and women's football (soccer), rugby league, rugby union matches as well as major concerts and multicultural festivals.

With flexible design principles, the DSEC would also be designed to become a 365-day hub with a major indoor function room for conferences, expos and celebrations, as well as space for education and training programs, community outreach programs, offices and retail.

The feasibility review will tie together the considerable amount of work undertaken by the City of Greater Dandenong and Development Victoria throughout the 2017-18 'Team 11' A-League bid.

The Victorian Government has committed \$100,000 to the business case – to be developed by Deloitte Australia – funding which is being matched by Greater Dandenong. The business case is due to be submitted to the State and Federal Governments for consideration by the end of 2021.

The business case announcement comes on the back of the relocation of A-League champions Melbourne City Football Club to Casey Fields in Cranbourne East.

The Club's new City Football Academy is being developed in conjunction with the City of Casey and

will ultimately comprise of six pitches and a two-storey administration and high-performance building.

With its close proximity to Eastlink and the Monash Freeway, as well as Dandenong Station's connection to three train lines (Pakenham, Cranbourne, Bairnsdale) and more than 20 metropolitan bus routes, the DSEC is perfectly positioned to become South East Melbourne's home of major sport and entertainment events.

Victorian Minister for Tourism, Sport and Major Events Martin Pakula said "The development of a feasibility review and business case is an important step for the proposed Dandenong rectangular stadium.

"All stakeholders need to have full information at their disposal and that's what this work will provide."

## Opportunities with Melbourne City Football Club

The momentum behind Melbourne City Football Club's move to South East Melbourne is growing, with the Club making its presence felt around the community.

Melbourne City CEO Brad Rowse hosted approximately 20 local business leaders for a roundtable presentation at the Greater Dandenong Council Chambers in

July. The Club outlined its football, community outreach and business networking plans for the region as it prepared to take residence at Casey Fields from August.

Greater Dandenong CEO John Bennie also presented Council's vision for its partnership with Melbourne City, which comes on the back of the 2017-18 'Team 11'

bid to bring a professional football (soccer) club to town.

A planned October launch event has been postponed (Covid restrictions), but the Club will continue to engage with the local business community.

**If you would like to be put in touch with the Club, please contact Matt Windley, Partnership Liaison, on [Matthew.Windley@cgd.vic.gov.au](mailto:Matthew.Windley@cgd.vic.gov.au).**



## Why not join your peers in a manufacturing network?

**We share with each other and learn from the best!**

SEBN Network Groups | Roundtables include:

- Manufacturing Leadership
- Workplace Health & Safety
- South East Quality Network
- Manufacturing Xcellence
- Developing Young Leaders
- Waste | Sustainability
- Export | Globalisation
- CEO Mentoring Program

Groups meet monthly and are open to all manufacturers across the region.



The Chobani team at its Dandenong factory

## Call out to employers *Insights video series*

Another exciting initiative to come out of the SEBN stable again focuses on attracting talent to local businesses across all sectors. A series of videos with local employers is being produced through our Community Revitalisation project to inform local jobseekers of the fabulous array of employment opportunities available to them in their local area.

Destined for the SEBN website, the videos highlight businesses and employers in a range of sectors including manufacturing, health, horticulture, hospitality, and logistics. We'd love to hear from you if you would like your business to feature in this series - contact Jennifer at [jebdon@cgd.vic.gov.au](mailto:jebdon@cgd.vic.gov.au)



## SEBN Women in Business

Embrace the opportunity and get involved in SEBN's women in business activities:

A new program has been developed for 2021 and 2022 for our Women in Business network across four key themes of Connection | Communication | Personal Brand | 'Out of the Box'.

**Join now – [sebn@cgd.vic.gov.au](mailto:sebn@cgd.vic.gov.au)**

Showcasing Women in Business Events Series featuring special guest speakers who have succeeded in their field of business.

**For further information please contact [sebn@cgd.vic.gov.au](mailto:sebn@cgd.vic.gov.au)**

## Body Language with Dr Louise Mahler



Dr Louise Mahler

More than 80 people were captivated with Dr Louise Mahler, keynote speaker at SEBN's Showcasing Women in Business event in August. Dr Mahler lived up to her 2021 Speaker of Excellence award during her Speaking Words of Wisdom presentation with a dynamic and engaging illustration of the importance of body language and visual cues – rather than words – for effective communication, particularly during online meetings. She delighted with demonstrations on how to hold our body and use our voice to manage emotion in times of challenge. As one participant wrote, *“Louise is a great presenter, lively, funny and very engaging. Really useful and topical event”*.

Don't miss the next SEBN Showcasing Women in Business on 18 November with the fascinating Clare Bowditch.

**SEBN has just launched a new Women's program and will host some fascinating speakers over the coming months. For more information and a program flyer email: [sebn@cgd.vic.gov.au](mailto:sebn@cgd.vic.gov.au)**

# U-Neek Bending takes off with Government grant



F35 at Avalon, Victoria

Metal engineering company U-Neek Bending has secured more than \$200,000 from the Federal Government to increase its competitiveness on a global scale.

U-Neek can now continue its work on the F35 Joint Strike Fighter program and keep production – and jobs – at its facility in Dandenong South. The company was one of six Australian small businesses to receive a Defence Global Competitiveness Grant.

Director Dale Theobald said the grant's flow-on effects would help both suppliers and customers.

"This is not only a project of national significance, but one that is important for our business to grow its export market in industries such as defence," says Mr Theobald.

"We've been supplying this project for four years and we manufacture a critical part of the plane. It involves sourcing the material, bending and forming, welding, heat treatment

and surface treatment and testing as well. With the latest part, it's an increasingly complex process and we're working with local companies, such as AW Bell, as part of the supply chain."

According to U-Neek's Managing Director, Les Sabo, the company is a leader with a huge range of capabilities.

"We make some really tricky parts, and work with tubes as small as three millimetres in diameter, which has set us apart. The new F35 Fighter part requires new equipment, new tooling and new processes to manufacture it, and the investment is obviously substantial.

"We service a lot of sectors so we're able to channel our energies in the industries that are performing well, and plan for the future to create further jobs. It's really fantastic to see the Federal Government supporting Australian manufacturers and



Solar thermal energy project at ANU, Canberra

recognising the industry is alive and well," says Mr Sabo.

The privately-owned company is almost 60 years old and moved to Dandenong South in 2007, now employing 42 full-time employees.

"U-Neek has been a member of SEBN for at least 35 years. We go to all sorts of presentations and it's fantastic for keeping the industry across new innovations and issues that come up for manufacturers," Mr Sabo says.

**Learn more: [uneek.com.au](http://uneek.com.au)**

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## DANDENONG MARKET

## TRADER STORIES

Dandenong Market is home to more than 200 small business with staff who represent 156 different nationalities and each with their own story. This month the Market highlights two traders who were forced to make incredible sacrifices to better the lives of those they love. Jawad and Ali both sought refuge in Australia to escape the threat of the Taliban but the pair paid the ultimate price.

Learn more about the stories of Ali and Jawad at [dandenongmarket.com.au](http://dandenongmarket.com.au).

## Kabul Kitchen



Ali from Kabul Kitchen

Kabul Kitchen is owned by long-time friends Ali Haidari and Mohammad Sarwari who sought refuge in Australia to evade war in Afghanistan. The future business owners travelled via the same boat and both spent time in the same detention centre on Christmas Island before finally meeting years later. They both laugh about the coincidences to this day.

At just 17 years of age, Ali left his family behind while escaping the threat of the Taliban in Kabul. He made his way to Pakistan where he began working as a chef. He travelled through Malaysia before making the treacherous journey to Australia.

Ali has called Dandenong home since being granted his permanent residency in 2011 and eventually fulfilled his dream of opening a stall at the Market in 2017.

Ali and Mohammad are well known around the Market for their traditional menu which includes authentic Afghan mantu, kebabs and Kabuli palow. The pair also specialise in traditional bread which is baked in a tandoor oven and is always served warm.

“We sell more than 7,000 pieces of our hot bread every week,” says Ali. “It’s very popular.”

The foodie friends recently opened an adjoining eatery in 2019 which celebrates Afghan cuisine. They are immensely proud to share their culture with the wider community and are often seen working late into the night. Why, you might ask? Ali works hard in order to provide for his young family he was forced to leave behind in Iran.

Ali sends money back home to his family and hopes that his wife and son, who have spent six years waiting for visas, will soon be able to join him in Australia.

Kabul Kitchen is open every day until 9pm on Cleeland Street.

## Baker Boys



Jawad from Baker Boys.  
Photo credit: Norm Orloff, News Limited

Baker Boys bakery is owned by Jawad Ali Zaza, who found a home at Dandenong Market after fleeing the Taliban and his home in Afghanistan before September 11.

But to leave would mean making the ultimate sacrifice. Jawad left everything he’d ever known; his life, his family and his pregnant wife who

had fled to Pakistan.

“When I arrived in Australia, I was given a temporary protection visa. I wasn’t able to return home to my family. I was heartbroken,” said Jawad.

With previous baking experience, Mr Zaza eventually found work in businesses like Baker’s Delight and Ivan Pies. Jawad spent three years developing his skills and learning all about baking Australian style breads, pies and pastries.

In 2004, Jawad finally received permanent residency and was able to return to Afghanistan. The new father was introduced to his three-year-old son whom he’d never met. In 2005, his family joined him in the new life that he had built in his new home in Australia.

Mr Zaza purchased his first bakery in 2010 which had stores in both Oakleigh and at Dandenong Market.

“I love the multiculturalism of the Market and am very proud of the fresh bread, pastries and cakes I am able to create,” he said.

Trading under the name Baker Boys, Jawad specialises in oven-baked breads and pizzas as well as scrumptious pies, pastries and other baked products. His breads are based on traditional family recipes and techniques, however, Jawad also likes to combine Afghan recipes with Australian style breads to make his food unique.

Jawad and his wife now have three sons who often help in the shop. The name Baker Boys pays homage to the three boys he treasures most.

Baker Boys is open every Tuesday, Friday, Saturday and Sunday until 4pm in The Pantry (stall P15).



In this issue of *Talking Business* we hear from the Greater Dandenong Chamber of Commerce on the new-look 2021 Greater Dandenong Chamber Business Awards. Nominations for the Business Awards are now open, and the program is free to enter.

As the second strongest municipal economy in Victoria, even during COVID residents of Greater Dandenong can thank the business community for services that continue to operate during difficult times. It's this business community that gives our children their first local job, that makes a local take away coffee on Saturday morning possible, and a short commute to work better for our lifestyle.

The Greater Dandenong Chamber of Commerce Awards program exists to recognise, celebrate and reward business excellence in Greater Dandenong. In doing so, the Chamber held their COVID-friendly online showcase on Thursday 15 July.

The night showcased pre-recorded videos interviewing owners about their business story. Followed by a live Q and A session with the

business representatives to further understand the elements of their business success. After hearing from successful businesses, we turned our focus to talented students in the local region – as talent is essential to any business's success.

An additional round of Business online Showcase Awards is scheduled for October, prior to the final in-person event in December. Do you know an inspirational business operating within the Greater Dandenong region? Get in touch with them and let them know about the awards and encourage them to enter.

“The Chamber Awards Showcase is an opportunity for Award Sponsors (local businesses) to see the direct benefits of supporting other local businesses to tell their story and gain promotion through excellence.

This is businesses helping other businesses to increase their reach, gain free promotion and be rewarded for the contribution they make to our community” said Lisa Moore, President of the Greater Dandenong Chamber of Commerce.

#### Learn more:

[greaterdandenongchamber.com.au/awards-information](https://greaterdandenongchamber.com.au/awards-information)



Award nominees from top left to bottom right: Jay Grenfell and Jonathon Buntz (ABU Engineering), Aaron Goodall (KLM Spatial), Ian Mackie (Snap Printing), Hamida Banu Sulaiman, (Classic Grillz), Natalie D'Rozario (Chisholm student), Geraldine Bilston (Chisholm student)

## Essity AustralAsia collaboration “On-shoring the supply chain”

Local manufacturer Essity AustralAsia, has been tackling the issue of onshoring supply chains as a result of the COVID-19 pandemic, pivoting to local suppliers.

After observing the demand for hospital-grade hand sanitiser, they embarked on an ambitious strategy via global brand Tork to fully develop a local supply chain for sanitiser and its accessories, including dispenser bottles and stands.

“At the start of COVID, our sanitisers and the stands were produced in Europe”, said Matthew Arblaster, Essity's Operations Manager at Springvale. “One of the first things we saw at the start of the pandemic was severe supply chain constraints for sanitiser.”

In collaboration with Quality Blow Moulders based in Dandenong South, a mould for the required self-collapsible dispenser bottles were developed at an astounding pace.

“Seeing the first bottles come off the line within just six months, we were all congratulating each other”, said Robin Craigie, Marketing Manager (Washroom) for Tork.

Ensign Laboratories were a natural fit as a contract manufacturing partner, based in Mulgrave and geographically close to the Essity facility, they rapidly developed a high-quality sanitiser. To supply hospitals and health care facilities with medical-grade hand sanitiser, the product requires certification from the Therapeutic Goods Administration (TGA) and Ensign Laboratories have the technical know-how and experience needed to achieve that.

In parallel, Essity reached out to the South East Melbourne Manufacturers' Alliance (SEMMA) to be connected with local metal fabricators who could assist with manufacturing stands. Hilton Manufacturing, located in

Dandenong South, responded quickly to help develop and supply several solutions.

Now, in addition to supplying the local market, Essity are looking into exporting the hand sanitisers to other regions still experiencing COVID restraints, such as the Middle east and Latin America.

**This story was supplied by SEMMA. SEMMA is the peak industry association representing over 200 leading manufacturing companies located in South East Melbourne, Australia's most dynamic manufacturing region.**

Learn more: [semma.com.au](https://semma.com.au)



Employees with the first batch of hand sanitiser.

## From paper to pixels...

Did you know the Talking Business magazine is available electronically?

To swap to a digital version email  
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