



Chairman's report

We trust you're all safe and well, and back into the swing of things following the Christmas break. We would like to extend our sincere appreciation to those that have worked tirelessly in the tourism, hospitality, retail and health sectors to cater to the influx of visitors into our beautiful region over the holiday period.

2012 is looking very exciting for Mildura Development Corporation (MDC) with a number of projects continuing from 2011, and a number of new projects on the horizon.

We continue to support the exploration and establishment of large-scale solar in the Mildura region, and remain very excited that Solar Systems has started construction on their site at Carwarp. In addition to this our Solar Hubs project is peaking with large numbers of locals requesting quotes for solar installations to their homes and businesses. Read more about Solar Hubs on page 3.

Our work into investment and irrigation modernisation in the region continues as we develop strategies to provide to the State government. We're also pleased to welcome Olam Orchards new almond processing facility at Carwarp, and the employment and industrial opportunities its establishment offers our region.

MDC, along with Mildura Rural City Council, Wentworth Shire Council and a number of local organisations and industry sectors are advocating strongly for the early rollout of the NBN. Our campaign is entitled NBN4 Mildura-Wentworth, and we will be developing a digital economy strategy, highlighting the benefits of broadband services to all areas of our community.

We ran a very successful Organics workshop in November, and we are looking forward to the Small Business workshops coming up in February-March. We continue to work on the new edition of the Mildura Region Economic Profile, and look forward to publishing this in the next couple of months.

And, we welcome John Tesoriero to the MDC staff, appointed in December to the role of Project Manager – Innovation and Renewable Energy Development.

Visit www.milduraregion.com.au to learn more about us, and find out how we're supporting a prosperous region.

Dane Huxley - Chairman



Dave Reilly from Gurra Downs Date Palms speaking at MDC's organics workshop



Image courtesy of Mildura Tourism www.visitmildura.com.au

Fast Facts

The population of the Mildura region is 61,457
54,337 in Mildura Rural City Council
7,120 in Wentworth Shire Council

Mildura airport is the busiest regional airport in Victoria, with 220 flights per month and 200,675 passengers in the 12 months to November 2011

16.2% of all people employed in the Mildura region work in the retail sector

23% of all citrus produced in Australia comes from the Mildura region

Fact Sheets about the Mildura region can be downloaded from our website www.milduraregion.com.au

supporting a prosperous region

New almond processing facility brings new jobs

Mildura Development Corporation welcomes the establishment of Olam Australia's new \$60million state-of-the-art almond processing facility at Carwarp. This new processing plant is expected to generate 90 new jobs for the local region.

In November, Minister for Manufacturing, Exports and Trade, Richard Dalla-Riva, visited the region to make the announcement of the Victorian government's contribution to this project via the \$10million Business Flood Recovery Fund which was set up to drive investment and jobs growth in flood-affected regional areas.

While in Mildura, Minister Dalla-Riva also met with Mildura Development Corporation, Mildura Fruit Company, Treasury Wine Estates and Thurla Farms.

Olam Australia is a subsidiary of Singapore-based Olam International which owns and operates integrated agribusinesses in 65 countries.

The new plant will be situated close to Olam's almond orchards and will be one of the world's largest and most efficient plants of its kind, capable of processing 40,000 tonnes of almond kernels annually.



Small business workshops

Mildura Development Corporation has been successful in obtaining funds via the Victoria government's Small Business Workshops and Seminars program to deliver workshops to help your business during 2012. Each workshop/seminar is capped at 20 participants, so get in quick to avoid disappointment.

Your business online 15 February, 5.30pm - 9pm \$30 per person
This workshop is ideal for business owners wanting to increase their online presence and utilise the internet to manage and market their business more effectively

Networking seminar 1 March, 5.30pm - 7.30pm \$20 per person
Learn the art of effective networking in this fun, friendly and interactive session, ideal for any business owner wanting to widen their circle of business contacts.

Better business practices 13 March, 5.30pm - 9pm \$30 per person
This interactive workshop will show you how easy it is to improve and implement good business practices and processes to help your business run more effectively and be better able to deal with whatever comes your way.

Marketing for growth 19 March, 5.30pm - 9pm \$30 per person
If you're a business owner and have a basic understanding of marketing but want to know more, this workshop is for you. You'll learn how to launch new products successfully, how to conduct market research that reveals niches previously unknown, why knowing your customers better can aid your marketing efforts, and much more.

Get your business organised 28 March, 5.30pm - 7.30pm \$20 per person
Prevent poor time management in your business by attending this seminar. Learn how to identify and remove distractions, how to prioritise effectively, useful strategies for productivity, and other tips on how to create more time in your day.

Book your place online via our events calendar at www.milduraregion.com.au or call into our office at 101 Lime Avenue, Mildura.



Shanghai wine buyers visit Mildura

The Board of Mildura Development Corporation were delighted to welcome Mr Jack Ye and Ms Season Zhang from South Latitude Wines in Shanghai to Mildura in early December. Jack has recently constructed the first Australian Wine Culture Exhibition Centre in Shanghai which will display and sell Australian wine to the ever increasing market in Shanghai.

Over the course of their visit to the Mildura region, Jack and Season were able to connect with a number of local wineries and winemakers and were very impressed with the quality and varieties of wine produced.

This was Jack and Season's first visit to any wine producing region in Victoria and was brought about through Mildura Development Corporation and Sunraysia Institute of TAFE's recent visits to China and working with the Victorian Government Business Office in Shanghai.

Have you subscribed to our News & Updates Service?

Send an email to info@milduraregion.com.au or call 5022 0722 to subscribe and you'll receive a weekly email from us informing you about business and networking events in the region



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www.twitter.com/milduraregion

Organic Workshop

Global demand for organic products has increased rapidly in recent years with a growth rate of 11.8% per annum. Consumers are becoming more health conscious and are prepared to pay a market premium for organic products.

With funding from the Federal government's Enterprise Connect Workshop, Industry Intelligence and Networking (WIIN) program, Mildura Development Corporation ran a workshop in November for businesses considering converting to organics.

Over 50 attendees listened to speakers from Gurra Downs Date Palms, the Victorian Department of Primary Industries, Murray River Organics, TM Organics and Strategy Audit.

Topics included organic weed and pest control, the organic accreditation process, converting from conventional to organic farming, and marketing.

If you would like information about converting from conventional to organic production, contact Helena Howe at our office for a copy of the workshop information, on 5022 0722 or email helena@milduraregion.com.au

Are you a part of the Mildura Region Business Directory?

Free registration is available from our website
www.milduraregion.com.au

Mildura Region Solar Hubs

Mildura Region Solar Hubs (MRSH) is a project led by Mildura Development Corporation in partnership with Sunraysia Institute of TAFE, Mildura Rural City Council, Sunraysia Sustainability Network and the National Centre for Sustainability – Mildura Campus, with funding from Sustainability Victoria. It aims to help local residents understand existing photovoltaic (PV) solar panel technologies and advise on the installation of affordable, good quality rooftop systems to their homes and businesses.

Mildura Solar have been announced as the preferred supplier for MRSH after 6 months of research into the solar industry both locally and nationally.

500,000 homes across Australia now enjoy the benefits of reduced electricity costs due to solar PV systems, and in some cases residents are profiting from excess power fed back into the electricity grid.

The MRSH PV packages are designed for our local climatic conditions. They include all government grants, 10 year full manufacturer's warranties on panels, an optional 20 year warranty on inverters, and a 5 years installation warranty.

If you'd like to obtain a quote for your home or business please contact Tim Brand, Solar Hubs Project Officer, at Mildura Development Corporation on 5022 0722

For further information visit www.milduraregionsolarhubs.com.au

NBN4Mildura-Wentworth

The National Broadband Network (NBN) is an Australian Government initiative and represents the largest ever infrastructure project undertaken in this country.



It is a new broadband network that will provide access to high-speed broadband.

Mildura Development Corporation has joined forces with Mildura Rural City Council, Wentworth Shire Council and representatives from a number of local organisations from sectors including health, education and welfare, to advocate for the early roll out of the NBN in our region.

Access to broadband infrastructure will improve our ability to grow and attract businesses and investment. It is vital for the health and education sectors, and will help improve community inclusiveness.

NBN4Mildura-Wentworth will consult with the local community in preparing a digital economy strategy, and will also work with Regional Development Australia (RDA) Boards in the Loddon-Mallee and Murray regions.

To learn more about NBN, visit www.nbn.gov.au



MDC Chief Executive Anne Mansell, at the launch of Mildura Region Solar Hubs

Meet the Directors



Dane Huxley - Chairman

Dane is the Chief Executive Officer of the Mildura Base Hospital. He made Mildura his home in January 2000, and since that time has been actively involved in a number of local organisations including the Mildura/Wentworth Arts Festival, Northern Mallee Primary Care Partnership and Mildura Rural City Council's Audit Committee.



Pam Strange - Director

Pam is the Horticulture Climate Adjustment and Networks Project Manager with the Victorian Department of Primary Industries. She has been a volunteer with the Make-A-Wish Foundation, Mildura Branch, since its inception in May 2008, and has lived in the Mildura region since 2005.



David Stevenson - Director

David is the Managing Director of SMGT, Director of Australian National Institute, Director of the Mildura District Hospital Fund, Director of Grange Advisors and Director of GrangelIT.



Jenny Grigg - Director

Having spent 30 years as partner of a family farm at Patchewollock, Jenny is now a Mildura resident and currently Director Business Development at Sunraysia Institute of TAFE. She is also a Board member of the Foundation for Australian Agricultural Women (FAAW).



Chris Ellis - Director

Chris is General Manager Fruit Supply with Sunbeam Foods. He is a Board Member of Dried Fruits Australia, Industry Research and Development and Marketing committees, Chairman of St Joseph's College Advisory Council and has held various roles in junior sporting clubs.



James Golsworthy - Director

James is a Director of the planning and development consulting firm James Golsworthy Consulting Pty Ltd which specialises in land use planning matters for retail, commercial, industrial and residential projects. He has professional experience in areas of local government, management, land use planning and consultancy and is a school councillor at the Nichols Point Primary School.



Tony Martin - Director

Tony has spent the last 30 years as a horticulturist within the Merbein irrigation district and as a private diverter at Boeill Creek. He is Deputy Chair of the Mallee Catchment Management Authority and also Chairs the Industry Advisory Committee of Horticulture Australia Ltd for the Dried Grape Industry.



Greg Pahek - Director

Greg is the General Manager of Trilogy Financial Group, and has recently returned to Mildura after working for Macquarie Bank, Merrill Lynch and J.P. Morgan. Greg has a broad range of finance experience which includes advising large Australian companies on capital raisings, debt structuring, mergers and acquisitions and business strategy and valuation.



Cheryl Rix - Director

Cheryl is the General Manager at Western Murray Irrigation, and also a producer of grapes and citrus for the export market. She is a Director of the Wentworth Community Bank, and has been actively involved on a volunteer basis in the community over a number of years.



Cr Nick Cavallo - Observer

A Councillor of Mildura Rural City Council, and partner of Leading Edge Computers Mildura, Nick maintains an observers' position with the Board of Mildura Development Corporation.

Business events in the Mildura region

30 January Master Class for Executive PAs:

Plan and manage conferences

This workshop is designed for the Executive PA who wants to sharpen their skills and professional development.

15 February Your business online

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1 March Networking seminar

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13 March Better business practices

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19 March Marketing for growth

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22 March 'Adverse Action' Dismissal Claims

Adverse Action Dismissal Claims - Protect your business by attending the VECCI workshop.

28 March Get your business organised

Prevent poor time management in your business by attending this seminar. Learn how to identify and remove distractions, how to prioritise effectively, useful strategies for productivity, and other tips on how to create more time in your day.

For further details about these and other business events, visit www.milduraregion.com.au and select 'Events Calendar'

If you have a business event you would like promoted via our online events calendar, please contact this office

MDC takes no responsibility for information supplied by other organisations, or events or training offered by other organisations

Our staff



Anne Mansell
Chief Executive Officer



Helena Howe
Economic Development Project Officer



Tim Brand
Solar Hubs Project Officer



John Tesoriero
Innovation & Renewable Energy Development Project Manager



Cathy Violi
Economic Development Officer