

**Issue 24 Minister's Comment.** Register now for ICN's **Major Projects Forum** in August!  
**New ICN office** in Melbourne's South East. Register your interest in opportunities with the **Parkville Comprehensive Cancer Centre and Regional Rail Link. Rio 2016 Olympic Games and the 2014 Brazil Football World Cup** – register your interest now. ICN engages **new Enterprise Connect Business Adviser**  
**ICN networking events** at the Grand Prix's Torque Bar. Greater **access to opportunities** for Ballarat businesses.



## Minister's Comment

Thanks to our diverse industry base and strong and stable economic fundamentals, Victoria has emerged from the global financial crisis leading Australia on key economic indicators such as job creation and building approvals.

The challenge now is not just to maintain the momentum of the recovery but keep developing new opportunities for Victorian companies, both locally and internationally, driven by assets like our skilled workforce and very strong population growth.

I see this as a central priority for the Industry and Trade portfolio and I am consulting widely with industry about how best to identify and capture these opportunities and build a strong and sustainable industry base for the long term.

To help achieve this goal, we will keep delivering the \$245 million Victorian Industry and Manufacturing Strategy and strengthen a whole of Government approach for industry growth that deals with key issues like skills, infrastructure, sustainable resources and a strong business environment.

This will include continuing to maximise local content wherever possible in our unprecedented investment in key infrastructure which includes desalination and irrigation projects, expanding and improving our road and rail networks and upcoming major projects like the Melbourne Park Redevelopment, the Melbourne's wholesale fruit and vegetable markets relocation and the Hamer Hall redevelopment.

Central to this commitment is the Victorian Industry Participation Policy (VIPP) which has now been applied to over 1,400 projects valued at over \$27 billion and has achieved average local content levels of around 86% and over \$618 million of import replacement.

ICN has played a major role in these outcomes and I look forward to working with it on putting the VIPP and other initiatives like the Transport Infrastructure Manufacturing Scheme to work to give more local companies every opportunity to build their future by helping build the future of Victoria.

**Jacinta Allan MP**  
Minister for Industry and Trade

## New ICN Office to Work with Businesses in Melbourne's South East

Businesses in Melbourne's south east can now benefit from improved access to ICN services with a new office operating out of the Victorian Business Centre in Dandenong.

James Ewenson is based at the office on Thomas Street, Dandenong working with businesses in Melbourne's south east, from the Yarra Ranges to the Mornington Peninsula.

For more information businesses in these regions are encouraged to contact James on 0417 101 740 or at [jewenson@icnvc.org.au](mailto:jewenson@icnvc.org.au)

You are invited to ICN's  
**Major Projects Forum 2010**



## Do you want to find out how you can become involved in Victoria's major projects?

Register now to attend ICN's Major Projects Forum 2010 – a full day event focusing on business opportunities with Victoria's largest projects to be held on Tuesday, 3 August.

This full day event will provide you with the opportunity to learn about Victoria's current and upcoming major public and private projects and how your business can access the opportunities these present. Presentations will be followed by a three-course sit down lunch and an afternoon networking with key project representatives and industry colleagues.

Date: Tuesday 3 August 2010

Time: 9.00am – 4.00pm (registration from 7.45am)

Location: Melbourne Convention and Exhibition Centre

Cost: \$150 per head plus GST, includes morning tea and a three course lunch

RSVP: Register your attendance at [www.icnvc.org.au](http://www.icnvc.org.au)

**For more information or to register your attendance please visit [www.icnvc.org.au](http://www.icnvc.org.au) or call (03) 8689 2500.**

## Register Now for New Project Opportunities

Two of Victoria's most exciting new major projects are currently taking registrations of interest from suppliers via ICN.

**Parkville Comprehensive Cancer Centre** – This \$1.07 billion project will provide Victoria with a world-class cancer centre. The project will be delivered as a Public Private Partnership, under which the appointed private sector partner will have responsibility for design and construction of the project, including procurement of all new furniture, fittings and equipment. Register now at ICN's Project Gateway [www.projectgateway.icn.org.au](http://www.projectgateway.icn.org.au)

**Regional Rail Link** - This \$4.3 billion project is a critical component of the Victorian Government's Victorian Transport Plan and is the largest single rail investment in the State's history. Formal procurement for this project is scheduled to commence in the second half of 2010 and ICN is working with the Department of Transport and project bidders to identify local industry for the project. Register now at ICN's Regional Industry Link [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au)

## Register Now for Opportunities in Brazil

The Rio 2016 Olympic Games and the 2014 Brazil Football World Cup present significant opportunities for Australian industry and ICN is seeking registrations of interest from companies keen to become involved.

Australia is well-placed to leverage off its world-class reputation in this sector earned during the 2000 Sydney Olympic Games and Melbourne 2006 Commonwealth Games, and further enhanced through the significant involvement of Australian companies in the Beijing 2008 Olympics and the Delhi 2010 Commonwealth Games.

The Australia Brazil Sports and Events Alliance (the Alliance) comprising ICN Victoria, Austrade and the Australian International Sporting Events Secretariat (AISES) will identify and develop project opportunities with these major events and will provide advice to Australian companies bidding for work in Brazil.

For more information or to register your business please visit ICN's Project Gateway – [www.brazilgames.icn.org.au](http://www.brazilgames.icn.org.au) or contact ICN International Business Capability Adviser Candida Costa-Wong on (03) 8689 2524 or [ccosta@icnvic.org.au](mailto:ccosta@icnvic.org.au).



## ICN Expands Business Support Services in the Loddon Mallee Region



Enterprise Connect  
Business Adviser  
Peter Renfrew

Peter Renfrew commenced this month as ICN's Loddon Mallee Enterprise Connect Business Adviser. Based at the Victorian Business Centre in Bendigo, he will work closely with ICN Loddon Mallee Regional Manager Noel Morton to assist the region's SMEs remain competitive and access new business opportunities.

ICN is a partner organisation of Enterprise Connect, an Australian Government program that provides Business Reviews for eligible businesses at no charge.

For further information on Enterprise Connect services in ICN's Loddon Mallee region please contact Peter Renfrew on 0400 58 59 58.

For further information on ICN services in the Loddon Mallee region please contact Noel Morton on 0409 182 952.

To check your eligibility and to find out more about Enterprise Connect services call the Hotline on 131 791 or visit the website [www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au).



## ICN Networking Events at the Grand Prix's Torque Bar



ICN networking event at the 2010 FORMULA 1 AUSTRALIAN GRAND PRIX

Feedback following six industry networking events hosted by ICN at the 2010 FORMULA 1 AUSTRALIAN GRAND PRIX has been extremely positive, with more than 73 per cent of survey respondents claiming that the events had led to or were expected to lead to business outcomes and future opportunities.

ICN would like to thank the Australian Grand Prix Corporation, the Government and industry representatives who gave their time to present at the sessions and contributed significantly to the success of these events.

For more information and to view available presentations from the events please visit [www.icnvic.org.au](http://www.icnvic.org.au)

## RIL Assists Ballarat Businesses Access Major Local Contracts



Nicholson Construction renovation works on the Ballarat Town Hall

A number of Ballarat-based businesses have benefited from being registered with Regional Industry Link (RIL) after winning significant contracts with the local council.

The companies won the contracts after being notified of the opportunity to bid by emails that were automatically generated by RIL. The email alerts are a key feature of RIL, which matches the requirements of buyers with the capability of businesses registered on its database.

The projects were listed on the RIL website by the City of Ballarat, which uses RIL to identify suitable suppliers and ensure it engages local industry wherever possible.

Ballarat earthmoving company Midwest Earthmoving won five contracts over several months with the Council after receiving notification of the opportunities from RIL. Midwest Earthmoving ESQ Manager Terry Charlton commented:

"This work has enabled Midwest Civil to maintain our workforce and will have economic benefits for the region with most of the spending taking place locally."

Other businesses that have won significant contracts with the City of Ballarat after receiving RIL alerts, include Nicholson Construction, H Troon, Pipecon and commercial building company SJ Weir.

To register your business and start receiving automatic alerts to relevant opportunities, please visit [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au) or contact Jim Barraza on (03) 8689 2534.