

NTICN news

April 2010

A monthly publication for NT Business and Industry

For more information on articles contained in this newsletter contact the NT Industry Capability Network:

TOP STORY

Joint venture to further Aboriginal Economic Development for Darwin

Indigenous Business Australia (IBA) and Larrakia Development Corporation (LDC) have joined with the Toga Group in the formation of a joint venture partnership in the Vibe & Medina Hotels in Darwin's new Waterfront Precinct.

The joint venture partners along with various stakeholders will celebrate tonight what is an exciting new joint venture that is structured to provide long-term benefits to the Larrakia and the broader Darwin community.

The key focus of this joint venture is its ability to contribute significantly toward providing opportunities for furthering Aboriginal employment and economic development in Darwin.

Leveraging employment outcomes is a particular focus of this venture, with potential for many local Larrakia and other Aboriginal people as well as Darwin based non-Aboriginal people to be employed within the hospitality project and construction phase of future stages of the Waterfront development.

There will be opportunities for Aboriginal businesses to provide goods and services in operating and maintaining the Hotels in the areas of event management, landscaping, property maintenance, art-productions and sales, cultural tours and promotions and many more support services.

LDC's recently announced trade school, specifically designed to meet the needs of Larrakia and other Aboriginal and Darwin people will have an important link to the Hotels providing essential work experience opportunities to students in the program.

LDC's Chief Executive Officer Greg Constantine sees this long term investment as an opportunity for the Larrakia Development Corporation to be recognised as a serious contributor to the Government and industry in Darwin and through-out the NT.

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WELCOME

Time seems to be passing businesses by too quickly once again. It feels like only yesterday that we were enjoying the joy of the Christmas break. In reality, it was only yesterday that we here at NTICN were attending a Fair Work 2010 compliance workshop to ensure that our systems were compliant and ready for tax time.

And so it starts again, with 8 weeks to go, the end of financial year panic sets in...new budgets to do, group certificates to get right, pay reviews to do, performance reviews, tax, all the joys of running a business at this time of year.

After taking a look at the careers section in the paper over the past week, it became apparent that the number of jobs advertised is on the increase. We have to ask, are NT businesses thriving and increasing their staff numbers or are they re-living the Darwin LNG experience and losing critical staff to the major projects that are now revving up in Western Australia and Queensland? Are businesses just quiet at the moment? A number of companies we have spoken to over the past few weeks have indicated that the later is more apparent, with work slowing up coming into end of financial year.

So what can businesses do in the quieter times? Prepare!

Prepare. What does this mean to your business? It means money to many. In the quieter times, we understand that preparing for the future costs money that you may not have to spare. But are you aware that there are numerous FREE or low cost business 'audits' available to you and some of these actually offer financial assistance for you to access so you can finally complete your quality assurance, gain your accreditations, tidy up your book keeping, get staff trained, review your OH&S or undertake basic business improvement programs.

Over the next few newsletters we will show you ways of finding some of these programs (private and government) through our newsletter. If you do have the time, please take the time to review your business and allow it to grow.

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BUSINESS RESOURCES

Business Upskills is a program of practical, hands-on and informative workshops facilitated by industry experts to help business owners develop and strengthen their businesses. For more information go to:

www.nt.gov.au/dbe/upskills/index.shtml

Small Business Advisory Services (SBAS) The Small Business Advisory Services Program aims to maximise the growth potential, prosperity and sustainability of small businesses. It provides enhanced access to information and advice on issues important to sustaining and/or growing small business in response to the current global financial crisis. For more information go to www.ausindustry.gov.au

Remote Enterprise Centre - The Centre provides a range of services designed to link remote small and medium enterprises (SMEs) to new ideas, technologies and markets. Services include:

- A Business Review conducted for free by one of our Business Advisers
- The Tailored Advisory Service provides funding to implement actions identified in the Business Review

For more information go to: www.enterpriseconnect.gov.au

NTICN STATISTICS

Month of April 2010*

Number of enquiries processed: 313
Total estimated value: \$47,688,194
Number of NT** companies nominated: 682
Number of new companies registered: 25

*Figures only for 1-30 April 2010 inclusive
**Companies that are registered and operating within the Northern Territory

PROJECTS

Minemakers – Moving Closer to Production

Additional samples of product have been sent to overseas customers for further evaluation. A mobile crushing plant has been now been moved to site for further processing of sample product stockpiled late last year.

Further exploration of resource continues on site while Minemakers await final NT approvals.

A suitable site in the Port of Darwin precinct has been allocated for a storage shed, which will hold 150,000t of product, and of a conveyor system. It is expected that a formal agreement with the Darwin Port Corporation will be signed in the coming quarter.

FreightLink has advised it can presently provide an initial haulage capacity of 0.5Mtpa on the line without additional capital investment.

INPEX

Onshore “FEED” contractor JKC Joint Venture Group released over 56 work packages on Project Gateway being for both Tier-1 and Tier-2 capability. These package releases have given NTICN the opportunity to nominate both NT and Australian vendors with more than 400 companies being put forward after confirming proven capability. JKC will now use this information to assist in the Front End Engineering & Design “FEED” stage of the project.

Crocodile Gold

Crocodile Gold continue to build resources in their Howley, Iron Blow and Toms Gully projects. The Howley Project is focused on a “Big Pit” mine concept.

Local contractors continue to be engaged with Crocodile Gold.

Emmerson Resources

Emmerson Resources continue to liaise with NTICN in identifying local supply chains for their requirements.

Excalibur Mining

Excalibur has commenced an Exploration Review across its Tennant Creek assets to be completed during the next quarter.

Excalibur continues exploration in the historic Nobles Nob and Juno mining areas which are located some 13km south of Tennant Creek. Excalibur have lodged notice of intent with the NT Government.

Vista Gold – Mt Todd

NTICN continue to work closely with Vista Gold management to identify any local opportunities.

PROJECTS

ENI—Blacktip project

The Black Tip Gas Plant construction and commissioning phases continues. The plant is currently supplying all of Darwins power generation gas requirements. Monadelphous’ construction division are in the very final stages of construction and hand over to the Wood Group is to commence. Once this is complete the Wood Group will take on the roll of maintenance and services contractor.

With the plant becoming fully operational, Darwin service industries can look forward to being able to bid to supply services and goods for many years to come.

Kitan Oil Field

Eni started development of the Kitan oil field, located in the Joint Petroleum Development Area (JPDA) between Timor-Leste and Australia.

The Kitan field will be developed through three sub sea completion wells connected to a FPSO (Floating Production Storage and Offloading). First production is expected to commence in late 2011.

ConocoPhillips Darwin LNG

ConocoPhillips are working into the start of their shut down. Major contractors and equipment have been confirmed, change out components have been sourced, manufactured and where required, transported to Darwin.

Local companies have been strongly engaged with the local Monadelphous Service & Maintenance division being the lead contractor on the job for onshore plant works. Clough-AMEC are managing the offshore works and have engaged a large support barge which houses the offshore workforce and all change out components. The offshore work force consists of 600 plus.

SIHIP

Across the Territory work has commenced in 21 communities employing in excess of 100 Indigenous people to assist in the delivery of SIHIP.

The total of new houses completed and handed over to tenants is now six with the completion of three more houses this month. By the end of 2010 it is expected that 150 new houses will have been completed along with 1000 refurbishments and rebuilds.

The program is currently on track to achieve targets of 750 new houses, 230 rebuilds and 2500 refurbishments by 2013.

PROJECTS

Sunrise

Petroleumnews.com.au, 29 April 2010

THE Sunrise joint venture has decided on a floating liquefied natural gas development as the preferred processing option for the Greater Sunrise fields in the Joint Petroleum Development Area, Timor Sea.

“Following an extensive and rigorous commercial and technical evaluation of the various development options available to the Sunrise JV, including building non-shore processing plants at Darwin and in Timor-Leste, a floating LNG processing facility best satisfies the key development requirements outlined by the IUA [International Unitisation Agreement],” Woodside Petroleum chief executive officer Don Voelte said.

“We expect that the selection of a floating LNG processing option will, in addition to generating significant long-term petroleum revenue, provide a broad range of social investment, employment and training opportunities for Timor-Leste.”

The IUA signed by the Timor-Leste and Australian governments in February 2007 requires the Sunrise JV to develop Greater Sunrise to best commercial advantage consistent with good oilfield practice.

Voelte added the Sunrise JV would continue to work with both governments to progress development of Greater Sunrise.

Woodside had previously said that its FLNG plans would involve the use of a vessel capable of producing 4 million tonnes of LNG per annum along with condensates through a phased development with seven initial production wells.

The Greater Sunrise fields lie about 450km northwest of Darwin and are estimated to contain about 5.13 trillion cubic feet of gas and 225.9 million barrels of c o n d e n s a t e .

BUSINESS RESOURCES

Are you a company that offers a FREE or low cost business assessment / review programs that industry can benefit from?

If so, we would love to inform our database of 3500 Northern Territory companies of the services you offer.

If you are interested in assisting NT industry prepare for the future, please send us through some information of your service to be included. Send information through to info@nticn.com.au



Want to know more about construction in the Borroloola region?

Come to the Borroloola Construction Forum – an open meeting to talk about planned construction projects for the region and how businesses can maximise opportunities this work creates.

Session 1: NT Government Budget Presentation, Project updates about SIHIP, sewerage upgrades, residential subdivision, McArthur River Mine activities, Shire projects and McArthur River Bridge works will be presented.

Session 2: This session will involve discussion on the way forward.

Date: 7 May 2010

Location: Shire Services Office, Borroloola

For more information please contact Phil Anning on 0401 118 100 or Caryn Chalk on 89738102.

The Borroloola Construction Forum is a joint initiative of the Gulf Economic Development Committee and NT Government.

TOP STORY CONT...

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“I believe that this investment will give us significant credibility in our efforts to secure a range of future business opportunities for Larrakia and other Aboriginal people,” Mr Constantine said.

Toga Group Executive Chairman Ervin Vidor is delighted to partner with the Larrakia Development Corporation and Indigenous Business Australia.

“The Vibe & Medina Grand Darwin Waterfront Hotels are performing strongly and receiving excellent guest feedback and we are looking to further focus on providing Aboriginal training and employment opportunities,” Mr Vidor said.

IBA Deputy Chair Bob Blair said this investment provides an avenue for Indigenous Australians to bridge the gap through access to income and capital growth, employment and training and business development opportunities.

“This joint venture encapsulates what IBA is all about - helping Indigenous Australians participate in the wealth and prosperity of this nation,” Mr Blair said.

IBA and LDC acquired a 50% share in the Vibe & Medina Hotels in December 2009 with the Toga Group subsidiary Medina Property Services to manage the Hotel operations.

April 2010

Company: Captovate
Contact: Michael Hawkes
Location: 28 Austin Lane, Darwin
Tel: (08) 8941 6888
Website: www.captovate.com.au
Email: info@captovate.com.au



2009 was a stellar year of growth for digital marketing and communications studio *Captovate*, and 2010 is already heading the same way with new people, new premises and even bigger new contracts all on the cards.

Captovate took on some mammoth projects last year, such as the West MacDonnell Ranges Online Visitor Centre, where Captovate is managing the content production component of the biggest digital development the Territory has seen. Due to be completed in July, this will deliver rich and enticing audio, video and images of Central Australia's iconic West MacDonnell Rangers to audiences from all over the world.

Another big project due to wrap up soon for Captovate is the development of the Darwin City Council website. Having already created a handful of smaller sites such as the Grind Online youth site and the Elected Members Intranet, Captovate has a strong working relationship with the Council. They have seen the development of the main site through from scoping the infant idea, to delivering the engaging, functional and informative community portal that is due to be launched mid-this year.

But while there are a few big jobs winding up, the pace is certainly not slowing for Captovate. The recent awarding of a major contract to design and develop E-Learning packages for the Department of Health and Families has added a new angle to their already diverse capacity, and the demand for their high quality web design and online marketing services is stronger than ever.

Captovate won recognition for their outstanding achievements in the form of a Northern Territory Small Business Champion Award, a great reminder of just how far they've come in such a short time, and how much further they could go in the fast growing digital industry in the years to come.

After evolving into a tight team of nine multi-skilled designers, developers and communicators over the past year, the arrival of communications and marketing industry gun Geoff Totham in early 2010 has further defined Captovate as a unique digital communications agency, able to deliver comprehensive, innovative marketing solutions both online and off.

If your company has recently been involved in an exciting or innovative project, or if you simply have increased your company's capability in order to broaden your contracting opportunities, we'd like to know about it.

Send your *Industry Capability Showcase* story and photo/s to: Charmaine Barrett, email: charmaine.barrett@nticn.com.au

Note: Company Showcase selection is at the discretion of the NTICN. Contributing company will be contacted and confirmed prior to publication.

NEWS

IMPORTANT

Northline Launches New Service

Northline are starting the first regular Less than Container Load (LCL) service from China to Darwin.

The first ship will leave Shanghai for Hong Kong and Darwin on 20 May 2010 with Northline's first LCL shipments.

For more information on this service, contact Peter Hopton on 8901 7035 or email peter.hopton@northline.com.au

Update your company profile today!

Please contact our office immediately to obtain a copy of your business profile to update !

*There is more chance for your company to be nominated for upcoming opportunities if all **contacts, capabilities and products** are correct and updated regularly.*

Phone: 08 8922 9422

INFORMATION FOR BUSINESSES...

FREE training for business

Get OnLine NT is a program designed to assist small businesses across the Northern Territory and is designed specifically to present the vital information that you must know to successfully market online.

- Significantly enhance web presence
- Increase website usage
- Engage in e-business capabilities to help reduce costs
- Improve market opportunities

For more information visit www.getonlinent.com.au or call 1800 229 500

AIDN-NT/DMO Defence & Industry Briefing

Defence Materiel Organisation BAO NT have organised Defence personnel to talk to industry about the strategic reforms that Defence have announced and the potential impact at a Federal and State/Territory level. This is a "not to miss" opportunity for any business dealing with, or wishing to deal with, the Australian Defence Force.

When: Thursday 6th May 2010

For more information contact AIDN NT on 8947 2033 or email xo@aidnnt.com.au

SEAAOC 2010 & Mining the Territory

The South East Asia Australia Offshore Conference is Northern Australia's largest and longest established petroleum conference and is being held at the Darwin Convention Centre 22-24 September 2010

For more information on attending or exhibiting visit www.seaaoc.com

Northern Territory Chief Minister's Export and Industry Awards

Application for the Northern Territory Chief Minister's Export and Industry Awards will open on 2 June 2010.

For more information about the awards please contact Polly Henry at pHenry@chambernt.com.au or 8982 8125

Indigenous Business Development Program (IBDP)

Are you an Indigenous Territorian? Want to start a business or grow your existing business? The Indigenous Business Development Program (IBDP) can help you. The IBDP IBDP is a Territory Government program to help grow and develop Indigenous businesses across the Territory.

- Learn about how the program can help you.
- Find out if you qualify for a grant

- Learn about other services that might help your business.

To find out more, call 1800 256 923 or email ibd@nt.gov.au

Are you a small business? Do you want to know how to get more from your web presence to help increase your bottom line? Are you looking to expand your opportunities through an online shop? The Small Business Online program has funded 47 service providers across Australia to help you achieve this and more.

Contact AusIndustry on 13 28 46 or email hotline@ausindustry.gov.au for more information

OH&S Consultancy Services

The Chamber of Commerce NT now offers an OH&S consultancy service.

The services provided includes:

- NT specific training for business owners, managers, supervisors and elected health and safety representatives
- Advice on NT OH&S legislation as it affects businesses
- Assistance with implementation of safety management systems
- Audit of existing safety management systems.

For further information, contact John Emslie on 8982 8110 or email jemslie@chambernt.com.au

Australian Innovation Festival

To be launched in the Northern Territory on April 29, Desert Knowledge Australia will be hosting the NT's events until the 25th May 2010.

The 2010 festival theme is "Building Sustainable Businesses", and events will also feature the 4Cs of Innovation – Creativity, Connections, Collaboration & Commercialisation.

The festivals objective is to create greater public awareness of the importance of innovation and entrepreneurship.

To take part in this audio-conference held over multiple sites around Australia, email info@ausinnovation.org or visit www.ausinnovation.org for further information.

Tourism Accreditation

Tourism NT undertakes marketing and distribution activities which helps promote tourism operators and their products and services. From 1 July 2010, accommodation properties, attraction charging an entry fee, tours, vehicle or

vessel hire will need to be accredited to be able to be involved in the certain activities provided by Tourism NT.

For more information on the policy an accreditation facet sheet can be found at www.tourismnt.com.au or contact Tourism NT to find out more details: phone 08 8999 3807 or email kirsty.hunt@nt.gov.au

End of Financial Year is Quickly Approaching

If you have a Fringe benefits tax (FBT) liability for the year ending 31 March 2010, you must lodge a FBT return by **21 May** for 2010.

If you do not have a FBT liability for this financial year then you will need to complete a Fringe benefits tax - notice of non-lodgment form which is available on the ATO website.

ATO's business support service gives you access to their experienced tax officers who can answer your questions and help you get on top of your tax issues. Talk to them if:

- You want help understanding what you need to do
- You're having difficulty meeting your payment obligations.

For further information on FBT returns, FTB notices of non-lodgement or free tax support, visit www.ato.gov.au or phone 13 11 42.

2010 Excellence in Building and Construction Awards

Entries for the 2010 Excellence in Building and Construction Awards are NOW OPEN.

These awards recognise the excellence of MBANT members over the last two financial years and aim to encourage, recognise and promote best practice in the Construction Industry, including the work of Apprentices.

For more information on the Awards or other events listed, please contact Krystal McConnell on 8922 9666 or visit www.mbant.com.au

Safe Work Australia's model Work Health & Safety Regulations

The Work Health and Safety laws are currently being harmonised between each State and Territory (including Regulations and Codes of Practice) due to the regulatory inconsistency in the current laws around the Nation. The draft model WHS Regulations package will be released in October 2010 for a four month period for public comment. Keep an eye on the Safe Work Australia website for further information. www.safeworkaustralia.gov.au

GENERAL

2010 Telstra Business Women's Awards

The nation wide search for Australia's most inspiring business women is on again with the **2010 Telstra Business Women's Awards** now open for nominations.

The NTICN's Charmaine Barrett was awarded the **Marie Clare Northern Territory Young Business Woman** of the year last year and is keen to assist with any questions relating to the award or the nomination process.



Everybody must know at least one inspirational business women, so to nominate yourself or someone that inspires you, visit www.telstrabusinesswomensawards or call 1800 817 536. Nominations close June 21.

Introduction to Petroleum

The APPEA Introduction to the Petroleum Industry Seminar is being held in Darwin on Thursday 15 July and is a must attend for those with an interest in the upstream oil and gas industry.

This seminar is recommended for:

- Government administrative staff
- NGOs
- New petroleum company employees or those looking for employment
- People who supply services to the petroleum industry (finance, law, engineering, environment, safety and others)

Go to www.appea.com.au and click on the APPEA Events page to access the course information sheet.

Trade mission to Balikpapan

The Territory Government is calling for expressions of interest from Northern Territory businesses wishing to participate in a **trade mission to Balikpapan** in Indonesia from 17 to 19 June.

The expo will expose Territory companies to a range of service and supply opportunities in the Indonesian mining market. Participants may be eligible for financial assistance under the Territory Government's Trade Support Scheme (TSS).

For more information on the TSS, visit www.tradesupport.nt.gov.au.

For further information on the trade mission, contact John McCue on 8946 9553 or john.mccue@nt.gov.au

MAJOR PROJECTS LIST

COMMITTED				
Project	Proponent	Project type	Start	Value (A\$M)
Blacktip Gas Project	Eni	Gas	2007	500
Darwin LNG 2010 shut-down	ConocoPhillips	LNG	2010	300-400
Darwin Waterfront Re-development	NTG/ Darwin Cove Consortium	Hotels, Apartments, public spaces	2005	800
Brewer Estate Power Station and Transmission lines to Alice	Power Water Corporation	Power Station	2008	50
Pit expansion	ERA, Ranger	Uranium	2007	TBA
Weddell Power Station	Power Water	Power Station	2007	126.6
SIHIP	Territory Housing	New and upgraded remote housing	2008	672
RAAF Darwin	Dept of Defence	Base Redevelopment Stage 2	2008	49.8
Robertson Barracks	Dept of Defence	Redevel. & Hardened Network Army	2008	72
RAAF Tindal	Dept of Defence	Base Redevelopment Stage 5	2008	58.7
RAAF Tindal	Dept of Defence	AEWC System	2008	64.2
Wonarah Phosphate Mine	Minemakers	Phosphate	2009	107
PLANNED				
Ichthys	INPEX	LNG Plant, Darwin	2009	25B
Nolan's Bore	Arafura Resources	Rare Earths	2009	TBA
LEAP Accommodation	Dept of Defence	New accommodation at NT Defence locations	TBA	210
PROPOSED / POTENTIAL				
Darwin LNG Train 2	ConocoPhillips	LNG	TBA	TBA
Browns Deposit	HNC (Australia) Resources Pty Limited (HAR)	Copper	TBA	TBA
Sunrise Gas Project	Woodside	Natural Gas / LNG	TBA	TBA
Tassie Shoals	MEO	Methanol / LNG	TBA	TBA
Darwin Energy Project	Cogen	Condensate	TBA	10B
Petrel/Tern/Frigate FLNG Project	GDF Seuz/Santos	LNG	TBA	TBA
<i>Due to the nature of projects this information is subject to change. Please confirm currency with NTICN. Information sourced from: NTG Construction Snapshot; NTG Potential Mining Projects in the NT</i>				