

Ian has a full time fencing manager, his office manager and two of his sons in the business, plus other contract staff as needed. "One of my boys is interested in electronics, so we're developing that in line with our business plans."

Getting away from the day to day hands on work of the business continues to be part of the game plan. "I have to find a way to be part of the vision without being a part of the physical work." This ties in with his ambition to introduce electronic based services. "We do things other people don't like doing, but we have to find a way to automate them. I have to remove myself from the business or I'm spreading myself too thin."

The electronic ID may create work managing the records the tags create, which along with his thoughts of getting into cattle semen sales and A.I. may, in his words, "make the office income producing."

In time, this may let him start the regular staff meetings around the BBQ that he recognizes would let the ideas flow and keep team spirit high. Although this will remain a challenge as there are no set hours for the Noble Management team. "Yesterday we left here at 4.30 am and got back at 9pm" says Ian of a day in which he traveled to Cooma to pregnancy scan 3000 ewes.



**Discount Health and Fitness**  
Discount Health and Fitness is owned by Jared McGrath, and stocks a wide variety of nutritional supplements for those intending to gain weight for bodybuilding and weight training. Located at 95-97 Crawford Street, Jared will be able to help you find what you are looking for.

**Awards Time**

There are many awards for small business and for enterprising projects, but one with a difference is the new NSW/ACT Community Enterprise Awards.

There are four categories: the Business Enterprise Award for business associations, groups or networks; the Events and Tourism Award for local tourism events; the Youth Enterprise Award for entrants under 27 years of age, and the Local Council Enterprise Award.

These are only for regional areas, and winners must have made a contribution to the region through their activity.

Entry is free, and nominations close on August 31.

The awards are being organised by Awards Australia that also organises Young Achievers.

For more information and to download a nomination form, see the Awards Australia website on [www.awardsaustralia.com](http://www.awardsaustralia.com)

**Friday funnies! from Dr. Shayne Yates**

"Old" is when your friends compliment you on your new crocodile shoes..... but really you're barefoot.

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**Scanning the future in regional business**

"We're doing things that other people don't like to do" says livestock contracting specialist Ian Willersdorf of Noble Management at Yass.

Making the most of this opportunity has paid off for Ian, who started his family based business in 2000.

Ian had a background in the rural sector, having managed properties of 2500 cattle and 27000 sheep and been a shearer before moving into the IT industry in rural and regional telecommunications.

His current business blends his previous experience, enabling him to offer services that help graziers improve their productivity. "I knew technology in regional and rural areas and I knew livestock" says Ian. His competitive advantage comes in being able to combine these two seemingly disparate specializations. "A lot of people can do livestock, but you need to look at the next step, and using technology is vital for productivity."

Ian believes that many graziers are at the point where they cannot make any more cost cuts without having an impact on productivity. "They have to spend some money to increase productivity, but not increase infrastructure such as computer equipment."

Ian sees several ways for graziers to use technology to increase productivity, and offers services accordingly that he plans to use as the base for his business growth. He offers pregnancy scanning and electronic livestock ID in addition to the traditional livestock services of shearing, marking and fencing.

"Electronic ID will be the biggest driver because it will create the need for record keeping. I see a niche where graziers will not want to invest in the computer equipment and tag readers themselves, so we will put somebody in to do it and take the equipment in". This is where Ian sees Noble Management "doing the things that other people don't like to do". "We can put in specialists who know what they're doing and take the hassles out of the job. We also use best practice in safety and equipment." Electronic ID is important as exported livestock needs traceability.

Growing the business has not been without challenges for Ian. "We took on an office manager, because sometimes I'm the only one who can do a certain job, but then the bookwork isn't done." Like many small businesses, Ian found it hard to justify an office position that wasn't income producing. This brought another decision point for Ian. "I had to decide if this was a family business or if I should build on my own professionalism and work with staff who may not have the same levels of motivation as myself."

Story continued on back page of newsletter...



Ian Willersdorf scans this ewe to see if it is pregnant. Amongst other services, Ian's business, Noble Management, offers pregnancy scanning and electronic livestock identification.

**A word from Steve**

This edition of Qbiz News brings you another story about a regional business that's growing to meet customer demand, and making the most of an opportunity. This time it's a rural business with a difference.

We look at some of the federal budget news for small business.

With a big line-up of events for the second half of the year at QBEC, we have put in a special flyer for your office noticeboard - listing our events on one side and a guide to some useful business websites and phone numbers on the other.

We also explain how our Small Business Answers Officer can help you find information especially about government assistance for business.

Steve Jamieson  
Manager - QBEC



**Queanbeyan Business Enterprise Centre**

Look who's new in the region!!



### Vanilla Pod Cafe

Vanilla Pod Cafe is yet another exciting new business to open in Queanbeyan. Located at 182 Crawford Street, the cafe not only boasts freshly ground coffee and sweets in a quiet, relaxing atmosphere, but also features an array of scrapbooking papers and accessories. Vanilla Bean is owned by Margaret Chenhall (below left), Kellie Rollins (below right) and Melissa Wighton.

### Star Q Deli

Star Q Deli opened in early May, and is owned by Paul Dawton (above right), Bernie Baz, Ron Baz, Alan Imlrie, Andrew Pickwell and Joe Pino. The deli has a warm, relaxed atmosphere, perfect for quick coffee in the afternoon or an evening dinner. The deli specialises in woodfired pizzas, however it is also home to a variety of pastas, salads and much more. Star Q is open from 11am to 9pm daily.



## News from our Small Business Answers Officer

### The budget and small business

In the recent federal budget, some of the highlights for business were:

#### In the agricultural sector:

- The continuation of the **Farm Help** program, which provides income support and re-establishment assistance for farmers. For families that choose to leave the farm, the maximum re-establishment grant will be increased from \$45000 to \$55000.
- The **FarmBis** program, which subsidises training for primary producers, has received an additional \$66.7 million over 4 years.
- Finally in the rural sector, the government has provided funding to continue the Rural Financial Counselling service for four years.

Regional Partnerships is an Australian government program that provides funding to projects in regional Australia that strengthen growth and opportunities for economic participation; improve access to services; support planning of new opportunities and assist structural adjustment. This funding is open to the private sector, and is to be boosted by an additional \$77.6 million over the next four years.

Small businesses that have registered for GST voluntarily although they do not meet the minimum income level at which GST registration is compulsory will now be able to lodge their BAS and pay GST annually, instead of quarterly.

If you provide staff with a laptop for work, you will know that this is FBT exempt, in the budget this exemption has now been extended to printers that are attached to laptops.

### New e-business moves

Two new Internet based initiatives for business from the Australian government are: the new small business website [www.smallbusiness.gov.au](http://www.smallbusiness.gov.au). This is an easy to read, fresh looking website that covers such topics as starting a business, running a business, home based business and has a list of business events and other useful resources.

The other time saver for small business is the Australian Tax Office's new business portal, which allows you to lodge your Business Activity Statement online and review previously lodged returns. Check this out at [www.ato.gov.au](http://www.ato.gov.au).

## Business grants

Many businesses are not aware that they may be eligible for a grant from the Australian government. Typically these are for established businesses that are developing innovative technology, products or services. They are also often offered on a matched contribution basis.

For example, new Commercial Ready program, which commences in October 2004 will build on the R&D Start program. It offers grants to companies conducting systematic R&D.

Call AusIndustry on 13 28 46 for more information on Commercial Ready.

Call Diane Heather on 6297 0298 for information on other grants.



**Mega Health**, located at 222 Crawford Street, is a fantastic place to buy your organic products - anything from hair dye to nutritional supplements, CDs to health foods and vitamins. Sally Brumley has returned to the region after living in sunny Queensland for a number of years, commencing trade at the end of May.

## Popular Free ATO Tax Basics Seminars offered again.

The Australian Taxation Office in conjunction with the Queanbeyan Business Enterprise Centre will be presenting the popular Tax Basics seminars again in Queanbeyan.

The locations and dates are:

Queanbeyan 10th November 2004

This seminar will run from 9.00 am - 4.00 pm.

Morning & afternoon tea and a light lunch will be provided.

Topics to be covered at the seminar

are: ABN, BAS, Income Tax & Deductions, Record Keeping, GST, PAYG (instalments & withholding), Business Structures, Superannuation Guarantee & Alienation of Personal Services Income.

Bookings are essential as numbers are limited. To reserve your place at this free seminar please contact Fiona at the QBEC on 6297 3121.

For more information on the content of the presentation please call Sharon Brennan at the ATO on 6216 3869.

## BEC News

Celebrating her first anniversary

Our administration manager Fiona Campbell celebrated one year of working at the QBEC on July 7.

Fiona is the friendly voice answering the phone, and the competent organiser of our monthly networking breakfast. Along with this, Fiona also handles accounts, greets BEC visitors and generally ensures the office runs smoothly.

We're delighted to celebrate this anniversary with her!

## Calling all QBEC clients

You may receive a call from us in the next few weeks as we are updating our database of client contact details. We want to make sure we can send you newsletters, breakfast invitations and news of business events, and to do this we will be calling everyone on our database to obtain your up to date business contact details.

We thank you for your co-operation in helping us to keep helping you as part of the Queanbeyan business community.

## QUEANBEYAN Willprint

Phone: 6297 4439 Fax: 6297 0970

## DSRD Training Workshops

Small Business Training Workshops are offered by the Queanbeyan BEC on a regular basis. 'There are a number of Workshops which we have the resources to deliver' said Steve Jamieson, Manager of the Queanbeyan Business Enterprise Centre. 'We are running these modules on the third Thursday of every month from 9.30am till 12.30pm at the QBEC premises'.

The modules available include:

*Small Business Today—Is It for You, Researching your Business, Marketing and Sales,*

If you are interested in participating, call Fiona at the QBEC on 6297 3121 for further details.

## ANSWERS on Australian Government programs

Diane Heather is the Small Business ANSWERS Officer at the QBEC. Her role is to help small business become more aware of Australian Government assistance and advice; to encourage business networking and to promote the use of e-business.

The role extends into the southern highlands, and southern tablelands as well as the Queanbeyan region. ANSWERS can help you with informa-

tion on technology commercialization, getting into exports, apprenticeships, rural and regional programs, R&D support amongst many things.

Contact Diane on 6297 0298 or email [diane@qbec.com](mailto:diane@qbec.com)



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