

Regional Rail Project Business Support Catalogue

v2

Connecting regional businesses to programs that can enhance skills and capability



Contents

1. Who should use this catalogue?	3	6. Aboriginal and Torres Strait Islander Business support programs	21
2. What is the Regional Rail Project?	4	Indigenous Business Australia	22
3. What is in this catalogue?	6	National Indigenous Australians Agency (NIAA)	23
4. Key contacts for this catalogue	7	Many Rivers	24
5. Programs and grants	8	Supply Nation	24
Dubbo Regional Council	8	NSW Indigenous Chamber of Commerce	25
NSW Government Business Connect	10	Training Services NSW Aboriginal Programs	26
The Exchange Dubbo	12	7. Apprenticeship and Trainee support for employers	28
Australian Federal Government – The Entrepreneurs’ Programme	13	Training Services NSW	28
Public Works Advisory and Regional Development	15	The Continuing Apprentices Placement Service	29
Regional Development Australia Orana	16	Apprenticeship Support Network Australia	30
Dubbo Chamber of Commerce	17	The Apprentice Employment Network	31
Business hubs and commercial business support options	18	External Links	32

1. Who should use this Catalogue?

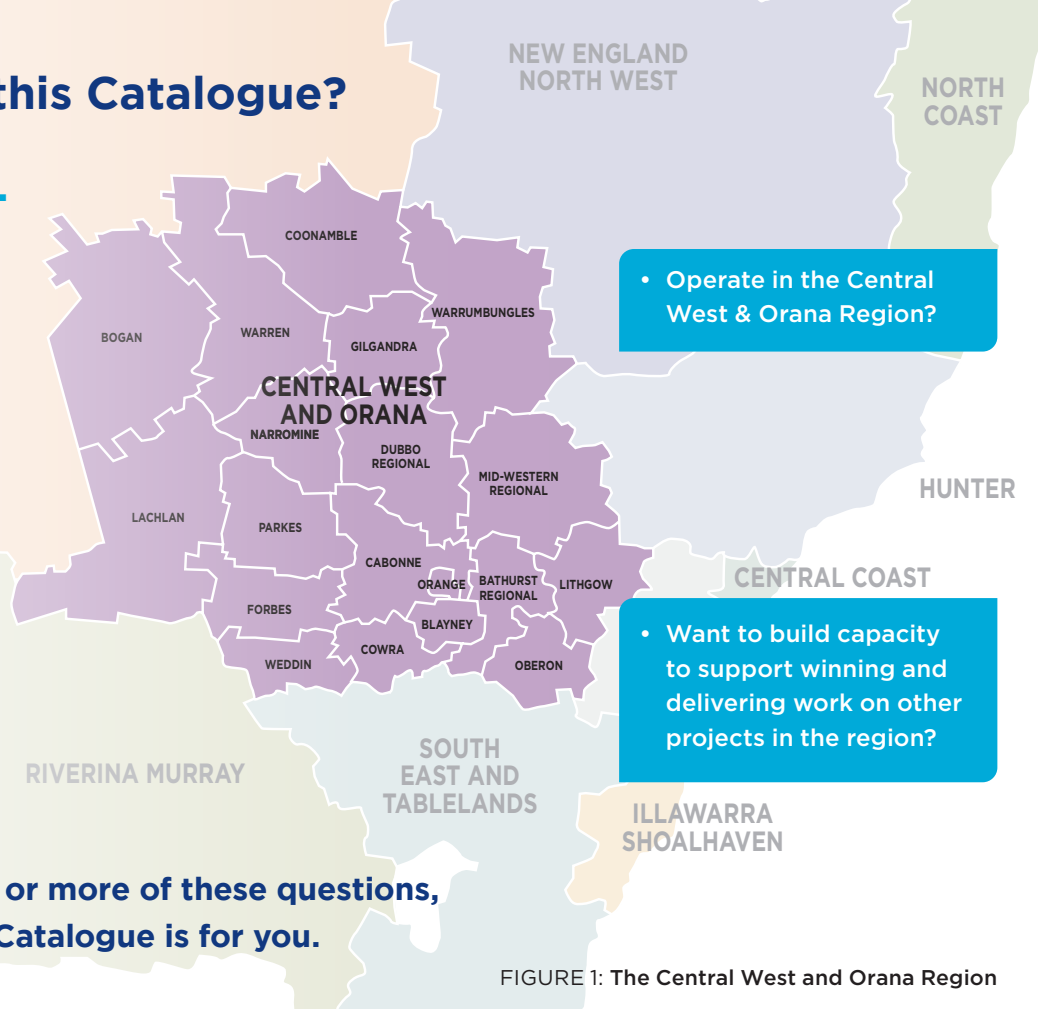
Does your business...

- Want to supply goods and/or services to the Regional Rail Project (the Project), for example (but not limited to) landscaping, building systems, rail component supply or civil works?

- Have a contract to supply goods and/or services to the Project (including contracts that require specific jobs and skills targets to be met)?

- Operate in the Central West & Orana Region?

- Want to build capacity to support winning and delivering work on other projects in the region?



If you answered YES to one or more of these questions, then this Business Support Catalogue is for you.

FIGURE 1: The Central West and Orana Region

2. What is the Regional Rail Project?

The NSW Government is replacing the ageing NSW regional rail fleet of XPT, XPLOER and Endeavour trains.



Artist's impression of the updated maintenance facility design.
Indicative and still subject to change during detailed design.

The new regional trains will improve safety, accessibility, amenities and reliability for customers who travel between Sydney and many regional centres in NSW, as well as Canberra, Melbourne and Brisbane.

The NSW Government awarded the contract to deliver the Project to Momentum Trains in February 2019. Momentum Trains is an international consortium comprising CAF, UGL Rail Services, Pacific Partnerships, CAF Investment Projects and DIF Infrastructure V Coöperatief.

As part of the Project, a new train maintenance facility will be built in Dubbo to stimulate the regional economy and help create sustainable job opportunities and skills. Opportunities exist for businesses to tender for work with consortium partners and their sub-contractors to deliver the new maintenance facility and support ongoing maintenance activities. The jobs, skills and industry participation (JSIP) program within the Project aims to develop the skills of local small to medium enterprises (SMEs), helping them tender more successfully for this and future projects.

To support these opportunities the Project has identified three key priority areas and objectives:



FIGURE 2: JSIP Strategy for the Project

This catalogue promotes Local, State and Federal programs aimed at supporting businesses. Throughout the document several different terms are used for the original people of Australia and their descendants – depending on the program being discussed. The NSW Government is committed to using inclusive language that recognises all First Nations Peoples in Australia.

3. What is in this Catalogue?

This Business Support Catalogue provides information on programs, grants and general support for businesses to build capability and capacity, such as accessing funding to expand their operations or service offerings, or develop their employees' skills.

The Catalogue focuses on support for businesses in and around the Central West and Orana Region (Figure 1), although other businesses across NSW may benefit from these programs. There may be other programs relevant to your business that are not included in this Catalogue – you can explore other opportunities in consultation with your local Council or Chamber of Commerce.



4. Key contacts for this Catalogue

For further support using this Business Support Catalogue, contact: [Momentum Trains JSIP Hub at project@momentumtrains.com.au](mailto:project@momentumtrains.com.au) or by visiting [64 Wingewarra Street, Dubbo](#).



For information on the NSW Government's JSIP-related policies or if you are interested in having your business used as a case study in future versions of the Catalogue, contact Transport for NSW at: JSIP@transport.nsw.gov.au.

For more information regarding the Regional Rail Project visit www.transport.nsw.gov.au/projects/current-projects/regional-rail



5. Programs and grants

Dubbo Regional Council



Type of support: Dubbo Regional Council's Economic Development team help business and industry with connections, economic statistics, access to grants and funding, workforce development and more.

Note: If your business does not operate in the Dubbo area, please contact your local Council and/or Chamber of Commerce for potential business support and advice.

Targeted business: All

Details:

- **Connections:** Put businesses in touch with the right people.
- **Research and statistics:** Help businesses make well-informed business and investment decisions.
- **Development programs:** Support business growth and sustainability.
- **Monthly communications:** Updates on campaigns, activities and business opportunities.
- **Workforce development:** Help businesses attract, develop and retain a skilled labour base.

- **Product development:** Assist businesses and industry to expand their products or service offerings.
- **Economic Modelling:** Data to support businesses, including investment decisions.
- **Access to Grants:** A free grant finding tool for local businesses, community groups and not-for-profits can be found by visiting:
www.grantshub.grantguru.com.au

Contact details:

Tim Nichols, Economic Development Team Leader,
Dubbo Regional Council

Phone: **(02) 6801 4126**

Email: ecdev@dubbo.nsw.gov.au

CASE STUDY: Dubbo Regional Council – Economic Development Services team support

Helping win Government tender success story

Location: Dubbo, NSW

Services: Building contracting

A local building contractor had committed to tender for work on a Federal Government funded construction project in the Dubbo region. As well as the usual contractor based submission information required, they were looking for an edge as to how their submission could stand out from the competition.

The contractor decided to include economic data and projections supplied by the Economic Development Team, to demonstrate that if the local contractor was successful, what the impact to the local economy would be.

The information demonstrated if they were chosen as primary contractors, the economic flow on effects to the local economy would be extremely beneficial in increasing economic output, supporting local jobs and also supporting the local supply chain.

The construction company was also provided with a letter of support and was subsequently successful in winning the project work.

Why should you contact Dubbo Regional Council?

Dubbo Regional Council takes a holistic approach to economic development, growth and expansion. This involves supporting the attraction of new investment via new businesses, development of existing businesses, expansion of industries, workforce development, events support and jobs and skills development.

We can put you in touch with the right people in the right place to get things done, whether that's the right staff in the right department to get through the Development Approval process efficiently, or putting you in touch with different Council departments that can assist in getting your business operation up and running.



Type of support: General business advice: business planning, budgeting, human resource.

Targeted business: Small to medium enterprises

Details:

- **Specialist advice:** Dedicated and personalised advice by an expert business advisor in areas such as business strategy, recruitment and retention, financial management, etc.
- **Every Business Connect advisor is accredited**, with experience running their own business and formal qualifications in a business-related discipline.
- **Entitlement:** First four hours are free.



Contact details:

Daniel Fisher, Dubbo Regional, Gilgandra and Cobar Business Advisor, Central NSW Business HA

Mobile: **0439 082 608**

Online: to book an appointment visit:

<https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>ⁱ

Debbie Barwick, Chairperson and Executive Officer, NSW Indigenous Chamber of Commerce

Mobile: **0413 068 445**

Online: to book an appointment visit:

<https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>ⁱⁱ

Other advisors

If you have a very specific need (e.g. language, industry, technical issue), consult the full directory and find the business advisor with the right skills by visiting:

<https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>ⁱⁱⁱ

CASE STUDY: NSW Government Business Connect

HR & staffing support success story

Business name: SqueegeeMEclean^{iv}

Services: Window cleaning

Location: Parramatta, NSW

Support: HR & staffing

Kevin Galea knows that in business, a first impression can be the difference between a loyal customer and a missed opportunity. His window cleaning business, SqueegeeMEclean, looks after more than 140 customers in Parramatta on a regular basis. Kevin first noticed the Business Bus in the centre of Parramatta Square, but it wasn't until he began the process of hiring new staff that he reached out for business advice.

“Finding the right people was so hard. I would hire someone and spend time training them, before realising they weren't a good fit for the business. It became a vicious cycle and I spent more time trying to manage staff than look for new business. This went on for about six or seven months before I decided to reach out to the Business Connect program.”

Kevin Galea, Business Owner

Kevin was placed in the expert hands of Robert Green, a Business Connect advisor with more than 45 years' experience in small business. “Bob played an important role in the recruitment process, giving me advice on what to look out for and high-level oversight every step of the way,” he said.

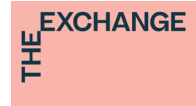
Thanks to Robert's support and advice, Kevin was able to hire two staff who now deliver exceptional service and results for SqueegeeMEclean's clients. He now meets with Robert on a monthly basis to make sure his business continues to grow, and he stays accountable every step of the way.

For more information visit:

www.business.nsw.gov.au/support-for-business/success-stories/hr-and-staffing/squeegee-me-clean



The Exchange Dubbo



Type of support: The Exchange Dubbo is a co-working space, innovation hub and community of business owners, that allows others to connect, grow and succeed.

Targeted business: All

Details:

A membership fee applies, providing access to:

- **Co-working space:** 40 co-working desks available to rent per day, with access to high-speed Wi-Fi, communal kitchen, breakout areas and lockers.
- **Private offices:** 1-3 person offices available per day or on a permanent basis, with access to communal areas and high-speed Wi-Fi.
- **Meeting rooms:** Available for groups between 1 and 10 people to rent per hour or day, with access to communal areas and high-speed Wi-Fi.
- **Training and conference space:** Large space suitable for groups between 8 and 40 people for meetings, videoconferences, training and other events.
- **Podcast studio:** Sound-proof podcast booth available for hire, with the option to also hire podcasting and recording equipment.

- **Photoshoots:** Hire The Exchange for your business product shoots, team photoshoot or corporate headshots.
- **Education and upskilling:** The Exchange runs a number of programs and events throughout the year aimed at building community, empowering business owners, and increasing the visibility of regional Australia.
- **Networking events:** The Exchange hosts a number of networking events throughout the year to connect likeminded small business owners in the region.
- **Community membership:** Yearly membership options available, providing members of the Exchange with exclusive events, discounted rates and access to our online network of members.
- **The Exchange Ventures:** Consulting and professional services firm providing expertise in design thinking and facilitation, stakeholder engagement and mapping, and partnership for regional program delivery.

Contact details:

Phone: **0435 312 768**

Email: start@yourexchange.co | Website: www.yourexchange.co

Address: **The Exchange Dubbo, 98 Macquarie St, Dubbo NSW 2830**

Australian Federal Government – The Entrepreneurs' Programme



AusIndustry
Entrepreneurs' Programme

Type of support:

The Entrepreneurs' Programme delivers advice and grants to enable high-potential businesses to strengthen, grow, innovate and commercialise nationally and globally.

The program has a unique suite of services specially designed to help you achieve your business vision, with access to expert advice that money can't buy, and financial support through grants and incentives.

Why should your business join the Entrepreneurs' Programme?

The Entrepreneurs' Programme can get you from where you are to where you want to be.

It will help you to strengthen and grow your business, to be more competitive and productive, attract investors and commercialise your products, and work with the research sector to innovate and solve problems.

When you join the program, you get practical advice and mentorship from a dedicated team of facilitators, who will work together with you to help achieve your business's vision.

Targeted business:

Australian small and medium businesses, and start-ups, in specified growth sectors.

Services:

- **Growth services:** Improve your capability to trade in Australian and global markets, leverage growth opportunities, and improve your supply chain performance with advice and funding to make it happen.
- **Strengthening Business:** Get your bushfire-affected business back on track with support from a business expert (location specific).
- **Accelerating Commercialisation:** Develop your novel product, process or service into production and available on the market with expert advice and funding.
- **Innovation Connections:** Connect with the research sector to get funding for collaborative research projects to develop innovative solutions.
- **Incubator Support Initiative:** Get funding for incubators who support Australian start-ups with an international focus, and get experts in to improve success.

Find out more:

For more information, including on how to join the program, visit www.business.gov.au/EP or call **13 28 46**.

CASE STUDY: Australian Federal Government – The Entrepreneurs’ Programme

Business development and strategy success story

Business name: Steber International

Steber International, located in Taree, NSW, manufactures custom-made water vessels for commercial, recreational and composite uses, including for the Australian Navy and law enforcement.

Its mission was to develop a hybrid diesel-electric boat prototype capable of switching between the two depending on the situation.

With advice and support from the program’s expert facilitators, Steber International was able to access two Innovation Connections grants to support research and development collaboration with Ampcontrol CSM to supply the electronic components and the University of Newcastle to develop novel technology that allows the automatic shifting between the two power sources.

In December 2020, the unique 22ft test rig was successfully launched on the beautiful Manning River in Taree.

The project showcases the potential which can be unlocked through experience, mentorship, and collaboration—the cornerstones of the Entrepreneurs’ Programme.

“This exciting research and development project has unlimited potential across the entire marine landscape and as a next step we plan to demonstrate the versatility and strengths of the vessel to prospective end users.”

Alan Steber, General Manager, Steber International



Type of support: The Public Works Advisory and Regional Development branch of the Department of Regional NSW delivers programs to support local communities, build strong industries, activate regional economies and grow investment in NSW.

Targeted business: All

Details:

- **NSW Investment Concierge Service:** Supports companies looking to establish or expand in regional NSW.
- **Regional Investment Attraction Package:** Offers a range of incentives to attract new and growing businesses to regional NSW.
- **Regional Skills Relocation Grant:** Funding for regional businesses to assist with the relocation costs of eligible skilled workers from metropolitan areas.
- **Regional Growth Fund:** Supports infrastructure to grow regional centres, activate local economies and improve services in regional NSW.
- **TechVouchers:** Connects SMEs with experts in a relevant field of research to embark on innovative joint research projects.

- **Boosting Business Innovation Program:** Gives small businesses access to research organisations to build strong local business communities and stimulate economic growth in metropolitan and regional NSW.
- **NSW Women Entrepreneurs Network:** A community of women entrepreneurs supporting women entrepreneurs across NSW.
- **Additional support:** Guidance on setting up a business in NSW, advice on investment attraction, coordination across government agencies and regulatory bodies, assistance in identifying business-to-business solutions and opportunities, introductions to national and state industry associations, and advice on accessing grants and other financial incentives.

Contact details:

Ben Morgan, Business Development Manager, Central West/
Orana Regional Development Team

Mobile: **0428 842 282**

Email: ben.morgan@dpc.nsw.gov.au

Alison van der Linden, Senior Project Officer, Office of Regional
Economic Development

Mobile: **0436 643 625**

Email: alison.van@dpc.nsw.gov.au

Regional Development Australia Orana



Type of support: Regional Development Australia Orana work in partnership with governments, local communities and other stakeholders to develop initiatives that enable the Central West region to grow sustainably.

Targeted business: All

Details:

- **Connections:** Link businesses to government and contracting opportunities. Business to business introductions. Investment support.
- **Workforce development:** Workforce and skills research, policy and advocacy, migration support for employers, settlement support.
- **Business strategy:** Regional statistics, industry analysis, business planning support, business case development, tender writing.
- **Funding:** Help identify sources of capital to fund start-up and expansions, provide resources for finding and applying for grants.
- **Exports:** Connect exporters to global customers.

Contact details:

Megan Dixon, Director of Regional Development, Regional Development Australia – Orana

Phone: **(02) 6885 1488**

Email: admin@rdaorana.org.au

Address: **Suite 4, Level 1, 47-59 Wingewarra Street
PO Box 1357, Dubbo NSW 2830**

Success Stories:

www.rdaorana.org.au/news/success-stories/



Dubbo Chamber of Commerce



Dubbo Chamber of Commerce

Type of support: Dubbo Chamber of Commerce represent the interests of business and provides opportunities for businesses within the Dubbo community to build and maintain a vibrant and healthy local economy.

Targeted business: All and individuals

Details:

A membership fee applies, providing access to:

- **Connections:** Networking, speaking and marketing opportunities through our regular events;
- **Business strategy:** Business advice and support on issues impacting on your business.
- **Information:** Regular email Newsletter – news, events, local business issues.
- **Promotion:** Listing in Chamber Members Directory, promotion of your event on DCoC Facebook and Twitter pages.
- **Support services:** NSW Business Chamber Alliance services, including: Workplace advice over the phone on Industrial Relations, HR, International Trade, legal and marketing.

- **Resources:** Legally compliant templates and samples of essential commercial documents; online business tools, resource and business health check; webinars on important business topics – usually several a month.
- **Workshops:** Local Dubbo workshops and training.

Contact details:

Phone: **0457 844 883**

Email: admin@dubbochamber.com.au

Address: **Suite 2, 167 Brisbane St, Dubbo NSW 2830**

Postal Address: **PO Box 309, Dubbo NSW 2830**



Business hubs and commercial business support options



Type of support: There are various business hubs and commercial business support options available in the region that start-up/innovation businesses can access.

Targeted business: Start-ups and innovation businesses

Details:

Examples of start-up business hubs include:

Upstairs

203 Russell Street, Bathurst

The Exchange

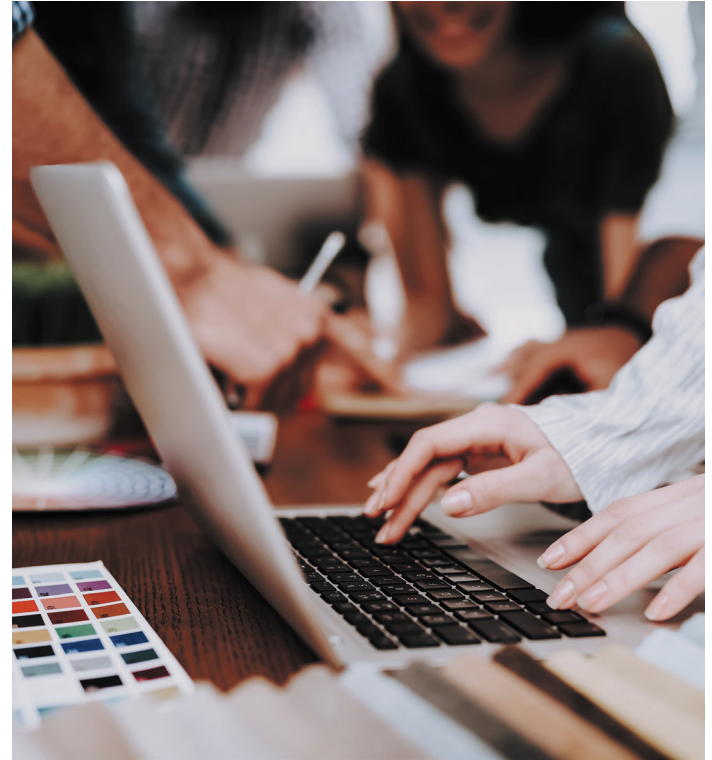
98 Macquarie Street, Dubbo

They typically provide programs and pathways to foster business growth, and dedicated work stations that support networking.

Business advice: there are various commercial businesses operating in the region that offer business support/development services.

Contact details:

Contact your local Council for further advice/information.



CASE STUDY: Upstairs – start-up business hub in the Central West

Helping a start-up to grow success story



Business name: Constructive Energy Pty Ltd

Location: Bathurst, NSW

Services: Energy efficiency, renewable energy action plans and facilitation.

Current Reach: Central West / Orana / Far West / Riverina

Key clients: Local government, builders, commercial and industrial business founded by Ashley Bland in November 2018 with first year profit at \$1,400. Current projections for 2020 are \$300K.

Support: Office space, mentoring, business planning and practical advice.



“The Upstairs start-up Hub provided exactly what I needed to start my business; affordable office space, mentoring, business planning, practical advice, referrals and a positive and supportive working environment. I have also gained two contract employees and evolved my business plan to the point of offering end-to-end services in energy, both efficiency and renewable generation, across regional NSW, VIC and SA. I have no doubt that I would not be in this position without Upstairs.”

Ashley Bland, Managing Director.

Ashley and a new member have begun a collaboration to develop a new entity – novel gen-retailer with national/global potential. Linking energy generation and delivery with smart management. Market projection is \$100 million in five years. Both Ashley and this new member continue to work on their original business.

Address: **PO Box 789, Bathurst NSW 2795**

Phone: **0488 033 301**



6. Aboriginal and Torres Strait Islander Business support programs

Indigenous Business Australia



Type of support: Indigenous Business Australia was created to assist and enhance the economic development opportunities of Aboriginal and Torres Strait Islander people across Australia.

Targeted business: Aboriginal and/or Torres Strait Islander businesses

Details:

- **Business skills workshops^{viii}:** Including business information sessions, and online course.
- **Specialist advice/business support^{ix}:** Access to external business consultant for advice in areas such as procurement and tendering, accounting and growth strategies.
- **Connections:** Links to other networks and resources.

Contact details:

Laitia Koroiwasa, Senior Development Officer

Phone: 1800 107 107

Email: www.iba.gov.au/email-us/

Address: Level 21, 66 Goulburn Street, Sydney NSW 2000

Postal address: PO Box K363 Haymarket NSW 1240

CASE STUDY: Natural skincare products

Indigenous Business Australia provided the business with critical support in developing its business and marketing plan to be able to share cultural knowledge of traditional usage of native plants, and to keep culture and language alive.

For more information see www.nativesecrets.com.au



Type of support: The NIAA is committed to implementing the Government's policies and programs to improve the lives of all Aboriginal and Torres Strait Islander peoples.

Targeted business: Aboriginal and/or Torres Strait Islander businesses

Details:

- **Funding:** Administers the Indigenous Advancement Strategy budget with grant opportunities under six programs*
- **Grant guidelines** can be found by visiting: www.grants.gov.au
- **Training and employment:** Tailored Assistance Employment Grants connect Aboriginal and Torres Strait Islander peoples with sustainable jobs. Three streams of funding: Employment, School-based traineeships and Cadetships. The grant application process can be found by visiting: www.niaa.gov.au/indigenous-affairs/employment

Contact details:

Ciorsdan Daws, Senior Engagement Officer Central West - Western NSW, National Indigenous Australians Agency

Phone: (02) 5852 1006

Email: ciorsdan.daws@official.niaa.gov.au

Address: Level 1, 65 Church St, Dubbo NSW 2830

CASE STUDY: Recruitment services

Business name: First People

Services: Labour hire and Indigenous workforce placement and training across Australia.

Location of manufacturing plants: Dubbo, NSW

Current reach: Distribution throughout Australia

Support: First People is a partnership between two Supply Nation 100 percent Aboriginal owned businesses. First People provides jobs for Indigenous people on rail projects throughout QLD, NSW and VIC, and the Dubbo Hospital upgrade. They are also the maintenance contractor for a Dubbo project (Rare Earth Mine), achieving a significant Indigenous presence on site.

The NIAA provided support through their Indigenous Entrepreneur Fund to help First People purchase key equipment and update outdated equipment to support the Aboriginal workforce.

For more information see www.firstpeople.com.au



Type of support: Many Rivers is a for-purpose organisation that provides Microenterprise Development (MED) and Community Economic Development (CED) support to Indigenous and other Australians who want to access the economy, however for various reasons lack the financial or practical business support to do so.

Targeted business: Small businesses with a special focus on Indigenous Australian businesses

Details: Specialist support/business support: Free support for eligible businesses on business start-up and strategy from local business coaches

Funding: Business coaches support access to micro business loans (loans up to \$5,000 for a sole business and up to \$10,000 for businesses with additional owners)

Other services: Access to pro-bono legal advice and tools for keeping business records

Business can undertake a self-assessment for eligibility here:

<https://manyrivers.org.au/are-we-right-for-you/>

Contact details:

Phone: **1300 626 974**

General: enquiry@manyrivers.org.au or visit

<https://manyrivers.org.au/>

CASE STUDY: Athletics coaching

Business name: XDS Engineering

Services: XDS Engineering innovates and develops products for the metal industry, manufacturing an impressive range of agricultural tools to improve both safety in the work environment and the overall experience in the field.

Location: Warialda, NSW

Current reach: Moree Region

Support: Many Rivers supported the business to grow through providing a micro-loan.

The local business coach supported the business owner with managing the business finances including cashflow and assisted the business owner navigate challenges such as the COVID-19 pandemic.

Business owner was also matched with a Many Rivers mentor for further specialised support.

For more information visit:

www.manyrivers.org.au/client_stories/

Type of support: Provides Australia's leading database of verified Indigenous businesses.

Targeted business: Aboriginal and/or Torres Strait Islander businesses

Details:

- **Connections:** Provides an extensive database of verified Aboriginal and/or Torres Strait Islander businesses.
Supply Nation is the Australian leader in supplier diversity. They join the biggest national database of Aboriginal and/or Torres Strait Islander businesses with the procurement teams of Australia's leading organisations and government departments to help them engage, create relationships and do more business.
- **Registration and certification^{xi}:** Businesses can either be registered or certified as an Aboriginal and/or Torres Strait Islander business by Supply Nation, which can support businesses to access targeted procurement opportunities such as those facilitated by the NSW Aboriginal Participation in Construction Policy^{xii}

Contact details:

Peterson Opio, Relationship Manager – NSW

Mobile: **02 9056 1334**

Phone: **1300 055 298**

Email: Peterson.Opio@supplynation.org.au

CASE STUDY: Photography services

Business name: Darkeye Photography

Services: Photographer, video production and editing services.

Location: Geurie, NSW

Current reach: Orana Region and statewide

Support: Darkeye Photography is a family photography business based in Central West NSW, offering a wide range of photography services including wedding, corporate and event photography. They also have an inflatable photo booth used for weddings and parties.

Becoming certified with Supply Nation provided the business with exposure to a wider client base and provided opportunity to work on major projects.

For more information see:

www.darkeye.com.au

Type of support: Peak body for Aboriginal business and consultancy for Government and industry purchasing teams in NSW.

Targeted business: Aboriginal and/or Torres Strait Islander businesses, Government agencies, corporates and large tier one companies.

Details:

- **Connections:** Maintains the NSW Aboriginal Business Portal^{xiii} connecting contract ready and certified Aboriginal suppliers to Government and industry purchasing teams.
- **Business support and advice:** Works with purchasing teams and suppliers to improve their capacity of engagement.
- **Consultancy Services:** The NSWICC offers a diverse suite of professional services to support Aboriginal Businesses to establish and grow competitive businesses. These services are extended to support the engagement of Aboriginal businesses by Government and industry procurement and purchasing teams.

Contact details:

Address: **86 Racecourse Rd, Rutherford NSW 2320**

Phone: **02 4932 7722** | Email: **admin@nswicc.com.au**

CASE STUDY: Electrical materials

Business name: Australian Indigenous Electrical Wholesalers

Services: Supply of all electrical material from start to end of works. Cables and accessories, lighting, data comms, general wiring accessories, switchboards, building automation and security.

Location of manufacturing plants: St Marys, NSW

Current reach: National Supplier. Currently supply to HMAS sterling WA and Walgett Hospital

Support: The New South Wales Indigenous Chamber of Commerce (NSWICC) provided personal support that was culturally appropriate to the needs of a new Aboriginal business. They supported AIEW to better understand procurement objectives and policies and how to establish a competitive marketing position. The business has grown since its establishment winning successful contracts with many projects delivered by major tier one contractors such as CPB Contractors and John Holland. NSWICC has further helped support the business through a procurement course and connecting the business with networking events to meet various government and tier one contractors. The business was registered in 2018 and started trading in 2019, and since then has grown, and continues to grow, thanks to the personal connection of the staff of NSWICC.

For more information see: www.aiew.com.au

Training Services NSW Aboriginal Programs



Type of support: Training Services' Aboriginal Initiatives Unit manages several programs to support workplace mentoring, improving access to employment and training, and creating business opportunities for Aboriginal and Torres Strait Islander people.

Targeted business: All

Details:

Programs include:

- **Smart and Skilled and Deadly** provides access for eligible Aboriginal students to fee-free government subsidised training in priority skill areas, up to and including Certificate III, with approved training providers. Subsidised training is also available for higher qualification levels.
- **The Way Ahead for Aboriginal People Program** provides mentoring services for Aboriginal apprentices and trainees who need additional support in the workplace.
- **New Careers for Aboriginal People** is a free program for Aboriginal people seeking employment and training advisory support services.

- **The Aboriginal Enterprise Development Officer Program** is a free program for Aboriginal people considering starting up their own business or expanding their current business. They can provide advice, support and referral services; including assisting in the development of a business plan, arranging accredited small business training, providing information on financial management, providing ongoing mentoring support once a business is up and running, and providing information on how to apply for funding.

Contact details:

Jason Wright, Training Services Manager, Training Services NSW

Phone: **13 28 11**

Email: jason.wright44@det.nsw.edu.au

General: TS.Orange@det.nsw.edu.au

www.training.nsw.gov.au





7. Apprenticeship and Trainee support for employers



Training Services NSW

Apprenticeships and traineeships information for employers

Type of support: Support for employers and supervisors working with or wishing to take on Apprentice and trainee employees.

Targeted business: All

Details:

- **Advice:** support for employers who already have an apprentice or trainee on topics including supervising and conflict resolution, including templates^{xiv} such as for apprentice/trainee training plans.
- **Financial assistance^{xv}:** provides linkages to State and Commonwealth Government funding and subsidies including potential insurance premium reduction and payroll tax rebates.
- **Aboriginal programs** that may assist employers and trainers.

Contact details:

Jason Wright, Training Services Manager, Training Services NSW

Phone: 13 28 11

Email: jason.wright44@det.nsw.edu.au

General: TS.Orange@det.nsw.edu.au

www.training.nsw.gov.au



The Continuing Apprentices Placement Service



Type of support: Matching service between prospective employers and apprentices/trainees.

Targeted business: All (note: available only to apprentices/trainees on the National Skills Need List^{xvi})

Details:

- **Connections:** free matching service matching apprentices (who have recently had their employment ended) with prospective employers via the Continuing Apprentice Register^{xvii}
- **Advice:** once an apprentice/trainee is selected by the employer, a CAPS officer will assist the employer contact an Australian Apprenticeship Network Provider that will advise on eligibility for incentives and provide other support

Contact details:

Jason Wright, Training Services Manager, Training Services NSW

Phone: 13 28 11

Email: jason.wright44@det.nsw.edu.au

General: TS.Orange@det.nsw.edu.au

www.training.nsw.gov.au



Type of support: The Australian Apprenticeship Support Network (Apprenticeship Network) provides information and advice about apprenticeships.

Targeted business: All

Details:

- **Advice:** for both employers and apprentices/trainees. Network providers give personalised advice and support services from pre-commencement to completion of apprenticeships (including free career consultations^{xviii} with expert career advisers)
- **Connections:** employers can advertise entry level roles on the partner website Skillsroad^{xvii}

Contact details:

Free career consultations: http://www.apprenticeshipsupport.com.au/Register-for-a-free-career-consultation?utm_source=Transport_NSW&utm_medium=Brochure&utm_campaign=Business_Support_Catalogue

Skillsroad: https://www.skillsroad.com.au/recruit?utm_source=Transport_NSW&utm_medium=Brochure&utm_campaign=Business_Support_Catalogue

Phone: 1300 363 831

Email: info@apprenticeshipsupport.com.au

Why should you contact Apprenticeship Support Australia?

Apprentices and trainees can play a vital role in delivering big projects, strengthening your workforce and contributing to overall business growth.

With offices in Dubbo and Orange and a group of local experts working across the entire Central West and Orana region, Apprenticeship Support Australia are ready to support you, whatever your goals are. They have signed up over 1 million apprentices and trainees over the last 20+ years and are excited to work with you and your business to find the right fit for you.

They offer employers holistic business-wide training advice and can assist in recommending suitable qualifications, advice on how to access Government funding for training, help with matching and recruitment of new staff, as well as ongoing coaching, mentoring and support of apprentices and trainees.

The Apprentice Employment Network

Type of support: The Apprentice Employment Network is a peak body representing a network of independent, not-for-profit Group Training Organisations in NSW and ACT.

The Apprentice Employment Network works to create high quality apprenticeship and traineeship opportunities.

Group Training is a training and employment arrangement where an organisation, known as a Group Training Organisation (GTO), employs apprentices and trainees under an Apprenticeship / Traineeship Training Contract and places them with host employers.

A GTO assumes the employer responsibilities for the quality and continuity of the apprentices' and trainees' employment and training. The GTO also manages the additional care and support necessary to achieve the successful completion of the training contract.

Targeted business: All

Details:

Benefits of undertaking an apprentice or trainee through Group Training:

- AEN take the hassle out of finding the apprentice or trainee and take the responsibility of employing the apprentice or trainee.



**Apprentice
Employment Network**
NSW & ACT

- AEN cover all of the apprentice or trainee entitlements including sick leave, holiday leave, superannuation and workers compensation costs.
- All of the administration and government paperwork is handled by the GTO.
- All training is arranged by the GTO.
- GTOs work to a set of National Standards to ensure the highest quality of service is provided.

Contact details:

Jason Sultana, Executive Officer, Apprentice Employment Network NSW & ACT

Phone: **0419 466 584**

Email: jason@aennswact.com.au

External Links

- i <https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>
- ii <https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>
- iii <https://business-connect-register.industry.nsw.gov.au/pages/SearchAdvisor5.html?type=local>
- iv <https://www.smclean.me/>
- viii https://www.iba.gov.au/wp-content/uploads/147-10-2019_BusinessSkillsWorkshops-flyer-002.pdf
- ix <https://www.iba.gov.au/business/support/>
- x <https://www.niaa.gov.au/indigenous-affairs/grants-and-funding/funding-under-ias>
- xi <https://supplnation.org.au/benefits/supplier/>
- xii <https://www.procurepoint.nsw.gov.au/policy-and-reform/construction-procurement-policy/aboriginal-participation-construction-policy-apic>
- xiii <https://nswicc.com.au/nsw-aboriginal-business-portal/>
- xiv http://www.training.nsw.gov.au/forms_documents/index.html#training-plans
- xv https://www.training.nsw.gov.au/apprenticeships_traineeships/employers/funding.html
- xvi <https://www.australianapprenticeships.gov.au/search?keys=national+skills+needs+list>
- xvii <https://online.training.nsw.gov.au/vtu/caps/learner-search.action>
- xviii http://www.apprenticeshipsupport.com.au/Register-for-a-free-career-consultation?utm_source=Transport_NSW&utm_medium=Brochure&utm_campaign=Business_Support_Catalogue
- xviii https://www.skillsroad.com.au/recruit?utm_source=Transport_NSW&utm_medium=Brochure&utm_campaign=Business_Support_Catalogue

If you are interested in registering your supplier business for upcoming NSW Government works the following websites provide information on the registration process.

1. <https://buy.nsw.gov.au/schemes>; and
2. <https://www.tenders.nsw.gov.au>

**Transport for NSW
Regional Rail Project**

Level 18, 477 Pitt Street
Sydney NSW 2000

P: 1800 684 490

E: projects@transport.nsw.gov.au

Dubbo Office

Level 1, 258 – 260 Macquarie Street
Dubbo NSW 2830