



^ Weekly Times front page for Wednesday, 27 February 2019 issue

National media spotlight shines on LAMPRO and LUPINS FOR LIFE

TWO farming families feature in the 2018 Weekly Times Coles Farmer of the Year awards announced recently.

Let's applaud their success.

Tom and Phoebe Bull of Holbrook were announced winners of 2018 Farmer of the Year awards.

The LAMPRO sheep stud operated by Tom and Phoebe Bull also won the 2018 Sheep Farmer of the Year category.

Read more here: <https://bit.ly/2H4Bpay>

Lupins For Life – Finalist - 2018 Farm Magazine Innovative Farmer of the Year

Gary and Heather Drew farm at their property 'Northwood' at Brocklesby growing wheat, canola and lupins.

In a light bulb moment, Gary Drew saw potential for his 100ha lupin crop as a new superfood for human consumption. In just two years, the Drew family created Lupins For Life, a food manufacturing business based at Jindera which processes their entire lupin crop grown at Brocklesby – their efforts have been recognised as a finalist in the awards.

[Read about Lupins For Life in this issue.](#)

Work On Your Business Training Series

For many of us, it's easy to be busy working in your business. But how do you find time or the support needed to help you work on your business.

Council has designed the Work On Your Business series, to run from later in March to May 2019.

The series is sponsored by Greater Hume Council.

[Read more in this issue](#)

Small Business Fair

Thurs, 7 March - Wodonga – 7.30am to 1.00pm @ The Cube

Bringing together business leaders, experienced business owners and government agencies for small businesses – by **Australian Government's Department of Jobs and Small Business.**

Learn how to improve your cash flow, simplify tax, enhance your knowledge of digital tools that help you connect with customers, and find out more about the Government's suite of incentives and benefits aimed at business growth.

To register <https://bit.ly/2tG6Jod>

highlights:



Jindera Garden Supplies
Opens in Jindea Industrial Estate



Holbrook Tyre Service
New owners take charge



Lupins for Life
Paddock to plate success



Industrial land available
Holbrook and Jindera

Lupins For Life

I sat down with Roger Drew, Managing Director and Chris Johnston, Business Operations Manager, at their manufacturing facility at Jindera earlier this week to learn about the Lupins for Life story.

Gary and Heather Drew farm at their property 'Northwood' at Brocklesby growing wheat, canola and lupins as a rotational crop.

In a light bulb moment, Gary Drew saw potential for his 100ha lupin crop as a new superfood for human consumption. The idea presented an opportunity for other members of the Drew family to work together on the project, so Gary's brother Roger took the reins as Managing Director, and his sister, Chris returned from a corporate career in the city and took charge of operations.

In just two years, Lupins for Life was launched and now processes their entire 100ha annual lupin harvest.

Lupins are a pulse crop, a legume, which has been eaten in the Mediterranean for centuries. In Australia, Western Australia is the largest producer, with the majority of the crop exported as a livestock food source. An important factor was that research and science had recognised that the lupin seed could be the new weapon against modern illnesses, like heart disease and diabetes linked to obesity. Lupins for Life are Australia's only company to select premium sweet WHITE lupins (Albus) a better tasting lupin.

"Lupins are very high in protein and fibre and low in carbs, salt and fat," says Roger.

"We wanted every step in the production process to be local, supporting our rural communities" said Roger Drew, so setting up a processing plant locally was the next



▲ Roger Drew and Chris Johnston at Lupins For Life production facilities at Jindera

step. Processing of the lupin seeds at Jindera results in a range of flour, kibble, crumb and semolina products; and the world-first Protein Flake.

Sales are growing, as well as momentum for this new superfood, with the take up of the product range by bread manufacturers, restaurants and retail outlets. The Drews attend trade expos spreading the word and have had very encouraging response from the industry, both here and overseas.

Locals can enjoy the full Lupins for Life product range, by shopping online at lupinsforlife.com.au or at local outlets

as listed on their website.

While farmers are now starting to look skyward across Greater Hume awaiting the autumn break, Gary Drew is preparing his paddocks for the next crop of lupins.

Gary can sit in his tractor satisfied that his dream to create a new superfood is well on its way to fruition, with the likely winner growing in his paddocks.

▼ Lupins growing at 'Northwood', Brocklesby



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But how do you find time or the support needed to **help you work on your business.**

Council has designed the Work On Your Business series, to run from later in March to May 2019.

The series is sponsored by Greater Hume Council.

Participants will need to attend monthly sessions. There's 3 in total. Each session will run 2 hours from 5.30pm, venue TBA.

You will learn about and learn to apply business concepts to your own business.

In session 2 and 3 you will continue working developing your business concepts.

In between sessions participants are able to access additional support by phone to talk one on one with the presenter (total of 1 hour per business).

Areas of training can cover business fundamentals, marketing basics, promotions, getting your business on-line, systems and processes, business planning.

For any business established in Greater Hume Council area

1. Say 'yes' to join in the WORK ON YOUR BUSINESS series
2. Register to attend all three sessions in the WORK ON YOUR BUSINESS training series. That's 3 sessions, 1 x 2 hour attendance each month for March, April and May at a Greater Hume venue
3. Commit to attend, and apply the learning to your business
4. Take advantage of the extra one on one support (one on one discussion by phone or in person) you can access as part of the series.

Council's commitment is to

1. Organise the training venues and communicate with participants.
2. Provide funding and meet costs of the presenter, venue hire, catering.
3. Undertake a satisfaction survey with you at the end of the series.

Council is NOW looking for expressions of interest from businesses. **Places ARE LIMITED to 20 businesses. Register NOW with Marg Killalea P 60 360100.**



^ Vickie Burkinshaw Chief Changemaker

Council has engaged Vickie Burkinshaw, Chief Changemaker of Purple Pyjamas to provide the training.

Vickie is Chief Changemaker of Purple Pyjamas, a consulting firm that helps people and organisations achieve positive change. Vickie is passionate about helping people build sustainable enterprises and earn money while they sleep.

She is a professional facilitator, trainer, coach, writer and mentor providing inspiration and support to a range of businesses and social enterprises across Australia.

Vickie has worked with hundreds of start-ups, established business and big corporates to support their growth and manage change.

Jindera Garden Supplies

has opened at 1 Jarick Way, Jindera Industrial Estate. Owners are Jim and Kellie Watson and son, David. The business is open 7 days a week, 8am to 4pm.

The business is a new venture for the family, who also operate Watto's Haulage at Jindera. "We saw the potential to provide local landscaping supplies for home owners and developers building at Jindera and surrounds and across the Greater Hume area" said Kellie. "New residential estates and a fast growing population factored into our decision to set up the business at Jindera.

"Given we deliver to site seven days a week, home owners can now source garden supplies locally and quickly", added Kellie.

M: 0448 600 433.



^ Pictured above are David Watson standing and Jim Watson in the driver's seat



New owners take charge of Holbrook Tyre Service

Shane and Ashley Harrison and the Finlay family (James and Erin Finlay and Simon and Sarah Finlay) took over Holbrook Tyre Service in May 2018.

The Finlay family farm at Morven and Cookardinia and are proud to part of the local Greater Hume community. "Then about a year ago Holbrook Tyre Service was put on the market, and we saw it as a good opportunity to expand our business interests" said James Finlay.

Located in the historic precinct of Albury Street, changes to the business haven't gone unnoticed.

Holbrook Tyre Services now has street appeal with a silver zinaculum 'facelift' and fresh modern signage.

"We have come in with the aim to streamlining the tyre business, expand mechanical services, offering electronic wheel alignments and tyre balancing, and we are investing in our staff" said James.

"We supply and fit tyres for all cars, trucks, and heavy earthmoving equipment, and we are doing roadworthys" said Shane, General Manager. "Plus Holbrook Tyre Service is an authorised agent for Husqvarna ride-on lawn mowers and garden equipment", he added.

"Our focus now is ensuring that the business provides a competent service for all types of equipment from lawn mowers, small equipment through to light vehicle servicing as well as farm machinery" added James.

One new (old) face is Bill Sullivan, servicing lawn mowers, water pumps, chainsaws, etc.

Services include -

- New tyres for cars, trucks, earth moving equipment
- Full mechanical repairs
- Tyre fitting and repairs
- Electronic wheel alignments
- Car and truck wheel balancing
- Roadworthy inspections
- Small motor repairs and servicing
- Husqvarna ride-on lawn mowers and garden equipment

Holbrook Tyre Service is located at 81 Albury Street, Holbrook. Open 6 days.



^ Shane Harrison and James Finlay at the customer entrance to the revamped Holbrook Tyre Service

AusIndustry visiting Greater Hume businesses this week

Nicola James, Regional Manager South West NSW is heading our way this week.

Nicola is visiting businesses in Greater Hume to talk about programs, and advice for established businesses to help them innovate and grow through:

Entrepreneur's Programme, Research and Development Tax Incentive, Innovation Connections Program & Manufacturing Efficiency Funding.

If you have missed an appointment slot, you can contact Nicola direct M: 0429 838 024.

business.gov.au

BUSINESS START UPS The Essentials

Do you have a business idea?
But you need assistance to
get you started?

Business Connect

Start-ups: Essentials workshops are running in Greater Hume in April 2019.

When and Where

Tuesday, 2 April
Jindera Community Hub
Book here
<https://bit.ly/2IN6BgU>

Thursday, 4 April
Holbrook Library Complex
Book here
<https://bit.ly/2CcTkj1>

Enquiries to Kevin Bascomb
M: 0402 857 041



Industrial land for sale



Council's new industrial estate at Jindera offers fully serviced allotments. Services include water, sewer and electricity with natural gas infrastructure nearby. Prices are from \$20 per sqm (exc GST).

The Holbrook Industrial Estate is located close to on/off ramps for quick access to the Hume Freeway. Services include water, sewer and electricity with natural gas infrastructure nearby. Prices are from \$17 per sqm (exc GST).

Enquiries: Steven Pinnuck or Marg Killalea T: 6036 0100.

Post job vacancies to Jobs Riverina

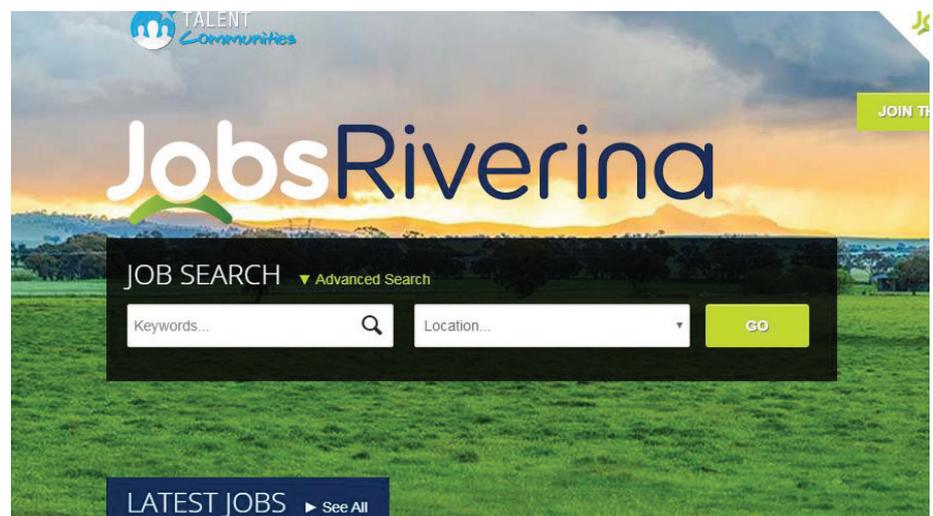
Are you a local business looking for new staff?

Your job vacancies can be posted to jobsriverina.com.au at no cost.

Jobs Riverina is an initiative of Regional

Development Australia Riverina.

RDA's mission is to help local businesses grow by assisting them to find the staff they need to grow their business as well as to attract new business to the region, so that more people can live, work and play in our beautiful part of the world.





Get the latest economic stats

Council subscribes to the REMPLAN Economic Profile for Greater Hume Council area, with free public access a feature.

It's our local economy at a glance. Get headline stats on local population, employment, output, tourism and gross regional product (GRP).

From this page explore and understand our local economy in terms industry contributions, the role of tourism, workforce characteristics and trends. You can compare our local government area's stats to the Riverina region, NSW and Australia. To view the profile <https://bit.ly/2UeBXy5>

Need a will ? there's a way

NSW Trustee and Guardian visits Albury

The Trustee and Guardian Wagga branch visits Albury on the 3rd Wednesday of each month to provide services to the local communities. If you need to make or update your Will, Power of Attorney or Enduring Guardian T: 02 6932 7800 to make an appointment. tag.nsw.gov.au

Cyber Security Small Business Program – grants for cyber security health checks

Provides businesses with 19 or fewer employees with a grant of up to \$2,100 for a certified small business cyber security health check to determine business risk and areas that need attention. Who can apply?

At a minimum, you must: have a certified small business health check undertaken by a certified CREST approved provider, have an Australian Business Number (ABN), be registered for the Goods and Services Tax (GST), employ 19 or fewer full-time equivalent employees, and be either an entity incorporated in Australia, a partnership, or a sole trader. Other eligibility requirements apply.

Applications close: 30 June 2020 5:00 pm AEST. Contact information 13 28 46 <https://bit.ly/2ELS6Ep>

Instant asset write-off

The Australian Government has announced the \$20,000 write-off will run through to June 30 2020. The scheme, which allows businesses with less than \$10 million in turnover to write-off a purchased asset worth less than \$20,000 in their tax return for that year, will also be extended to cover assets up to \$25,000.

On 29 January 2019, the Prime Minister announced that the government will introduce legislation to increase the \$20,000 instant asset write-off threshold to \$25,000 from 29 January 2019 until 30 June 2020. This proposal is not yet law.

"Many small businesses don't know about the instant asset write-off and I think it's really important the government, through possibly the ATO, let's small businesses and their accountants know what's happened," said Small Business and Family Enterprise Ombudsman, Kate Carnell.

"When I've been out on the road talking to small businesses; it's amazing how many of them don't have any idea and don't know what it can be used for."

<https://bit.ly/2NGY2mz>

Single Touch Payroll

Single Touch Payroll (STP) changes the way employers report their employees' tax and super information to the ATO.

Employers with 19 or less employees Parliament has passed legislation to extend STP reporting to all employers from 1 July 2019.

There is a range of no-cost and low-cost Single Touch Payroll (STP) solutions available <https://bit.ly/2XBfbmr>

Micro employers (1-4 employees) will also have a number of alternative options that are not available to employers with 20 or more employees – such as initially allowing your registered tax or BAS agent to report quarterly, rather than each time you run your payroll.

Exemptions to STP reporting will also be available if you have no internet or an unreliable connection.

Source: Australian Tax Office ato.gov.au

Business Contacts

Editor Business News



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Executive Assistant - Governance & Economic Development



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Council Offices

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The ingenuity of small business in our area continues to delight.

Tony Beaumont who operates a key cutting business called by to tell me about his latest venture, **T and M Harnesses**.

Tony and Michelle Dinsdale are making dog harnesses and marketing the equipment online through **Facebook and direct selling** at local and regional markets. "Sales have been great" said Tony.

