



## Issue 17

The latest in business news, events and training

### Fusion Hair and Beauty Studio opens in Albury Street, Holbrook

*The Oxford Dictionary defines fusion as ..... the process or result of joining two or more things together to form a single entity.*

Sisters Jessica and Stephanie Slattery attitude is one of 'fusion' as they developed their business idea, culminating with the recent opening of their new hair and beauty studio at 123 Albury Street, Holbrook.

Describing themselves as locals with a passion for the hair and beauty industry, Jess and Steph's business ethos is to make people feel good about themselves.

The fit-out of the new premises took six months and was managed hands-on by both sisters. Jess and Steph couldn't be happier, they have created a modern ambient studio space in which clients can escape to, relax and enjoy a full hair and beauty service.

Steph is the hairdresser in the team with a big focus on hair colouring having developed a large following as a 'blonde creating specialist' and keratin straightening services, while Jessica is the beauty therapist offering clients waxing, tinting lashes and tanning.

The sisters have used social media to market their business and have successfully built a strong online following which has given them a solid platform to launch from. Congratulations to Jessica and Stephanie.

**Fusion Hair & Beauty Studio**  
Bookings 0488 442 261



< Stephanie and Jessica Slattery at Fusion Hair & Beauty Studio, 124 Albury Street, Holbrook



@Fusionhairbeautystudio



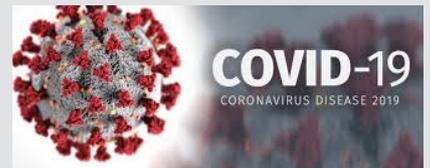
Fusionhairandbeautystudio

### COVID-19 latest advice

Service NSW is the one source of truth.

Business operators with questions about COVID-19 and any impacts on their business are reminded to check official websites rather than solely relying on the media or social media. Council recommends that businesses check the Service NSW website for the latest advice

<https://www.service.nsw.gov.au/covid-19>



### Restrictions on services during COVID-19.

Follow the rules around gatherings, and stay safe whether you are working, visiting family and friends, or going out.

Australia's federal, state and territory governments have put restrictions in place to slow the spread of COVID-19. Stay up-to-date on the restrictions about what you can and can't do under the rules

<https://preview.nsw.gov.au/covid-19/what-you-can-and-cant-do-under-rules>

Do you have a COVID-19 Safety Plan for your business?  
To read more > page 4

**STOP PRESS**  
View the new Country Change videos where new residents talk about their move to the Greater Hume region  
<https://www.countrychange.com.au/towns/greater-hume/>

### Highlights:



Fusion Hair Beauty Studio new business in Greater Hume



Mt Alfred Phone Tower is up and running!



Inland Rail Update Albury to Illabo project



LED Streetlight project 863 streetlights in Greater Hume



Recently I stepped into the Seed Solutions Australia (SSA) head office in Bond Street, Holbrook, to meet staff and to learn more about the business.

Seed Solutions Australia (SSA) is a newly founded business specialising in seed cleaning, grading, grower production and wholesale marketing.

In 2019 SSA established two cleaning plants, tailored towards cereal, annual and perennial grass seed, clover seed and other forage seeds. Specialised machinery form an important part of the processing infrastructure, and allow a wide variety of seeds and grains to be processed and packaged.

Despite a hot, dry start to 2020, bush fires and COVID-19, the business has significantly expanded, doubling seed cleaning volumes from the previous season, and employing five full time staff. With further growth projected in 2021, plant upgrades and increased warehousing have improved capabilities and efficiencies for cleaning in the future.

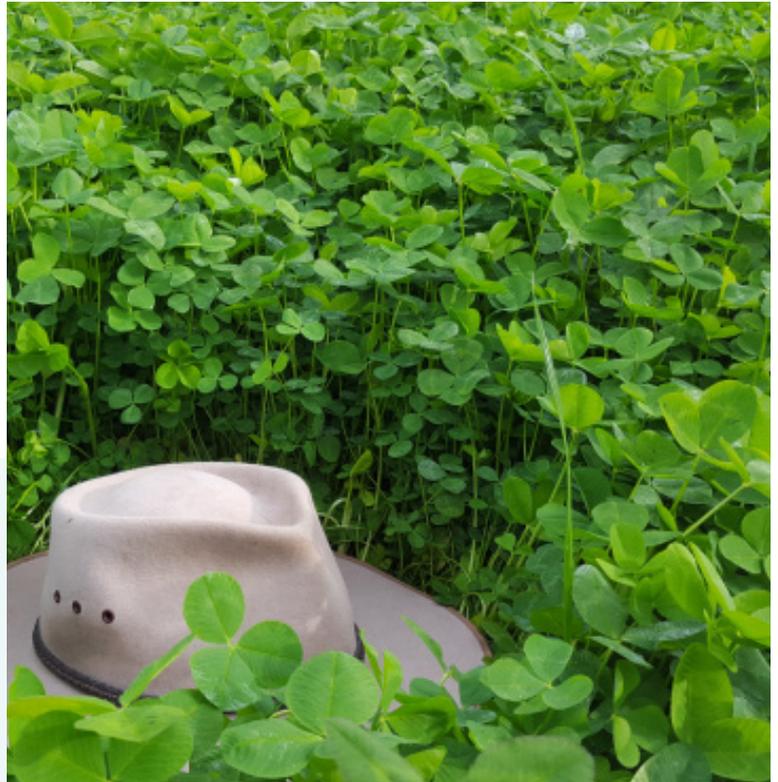
“We are fortunate to be in a stage of rapid growth” says Andrew Landale, Managing Director.

“And this has allowed us to bring in advanced technology to support our progress; it’s a very exciting time for us”.

Seed Solutions Australia plays a central role in establishing connections and facilitating the production of seed between growers, plant breeders and the major seed production companies.

Through the implementation of their Quality Assurance program, SAA manages a grower network that supports production under industry standards, ensuring the genetic, physical and physiological integrity of the seed available for production and growth.

The production of new, improved forage varieties allow for significant advantages, such as higher yields, better disease resistance, higher quality



and palatability. Seed multiplication programs are implemented by SSA, through their grower community, by partnering breeders with local farmers to grow new varieties under local conditions.

Our seed grower contracts are available for a range of species and varieties most of which require grazing to assist with dry matter control.

“The Riverina and Southern Slopes of NSW have all the resources and climate suited for seed production. Our soils, access to water either rainfall or irrigation and our proximity to key markets makes us attractive to seed production companies.”

**Seed Solutions Australia (SSA) is a newly founded business specialising in seed cleaning, grading, grower production and wholesale marketing.**

“The breeding and genetics of seed has come a long way the last 20 years, and by partnering with the seed breeding companies, we are able to bring improved varieties to be tested and multiplied in our local environment.”

“The global community, through the Sustainable Development Goals, has committed to achieving a world free of hunger by 2030. This will require the sustained production of about 60 percent more food than at present, food that is both nutritious and safe, and produced in ways that do not damage the environment.

Under most scenarios, there are no surplus land or water resources to deploy to increase agricultural production.

In fact, the most sustainable path to this goal is through enhanced productivity in a sustainable way. That means producing more yield with fewer external inputs. To support this, farmers need to use well-adapted crop varieties”. Published by: The Food and Agriculture Organization of the United Nations and Africa Seeds Rome, 2018.

Seed Solutions Australia (SSA) is a member of the Australian Seed Federation (ASF), which is the peak industry body. Further to directing his new company, Andrew has a role within the ASF Supply Working Group, which focuses on compliance in the supply chain of seed, starting from production and following through to the end consumer. This role is particularly important in supporting companies involved with processing, quality testing and growing seed.

“Anything ‘ag’ seems to be enjoying a very sweet zone and should remain so for some time” suggests Marg Killalea, Editor of Greater Hume Business News.

**Agriculture strongly underpins the local Greater Hume economy as it represents 30% of total output and the sector is the largest employer with over 1100 jobs representing 33% of total employment in the region.** Source: Remplan.

# INLAND RAIL

## Inland Rail Albury to Illabo project update

### What we are doing

Inland Rail is progressing the design for enhancement works on the Albury to Illabo project.

We will be sharing the early reference design and discussing the Multi Criteria Analysis to determine suitable options at major project sites along the alignment. Your feedback will be considered as we progress the project's reference design.

## Information sessions

We are hosting a drop-in session in Culcairn to provide the communities of Greater Hume and Lockhart a general project update and share early designs for these key sites:

- Culcairn footbridge
- yard clearances at Culcairn, Henty, Yerong Creek and The Rock.

Thursday 25 February, 11:00am – 1:00pm.

Balfour Street, Culcairn.

Register for online session

Can't make the drop-in?

Join our Greater Hume/Lockhart online session on Thursday 18 February, 5:00pm – 6:00pm.

To register call 1800 732 761 or email

[inlandrailnsw@artc.com.au](mailto:inlandrailnsw@artc.com.au).

We will send you a link.

More info <https://inlandrail.artc.com.au>



^ Culcairn footbridge

## Tourism event series and mentoring program to drive new ideas and accelerate product development

### DESTINATION INSPIRATION EVENTS & MENTORING PROGRAM

Destination Riverina Murray and Murray Regional Tourism have partnered to deliver Destination Inspiration events across the Riverina Murray region in February and March 2021.

Each event is anchored by a panel of inspirational tourism operators who have done exceptional things in the industry. The operators will share their stories and deliver key insights, lessons and learnings to inspire participants to create new or enhanced visitor experiences for the region.

The events will be followed by a 6-month mentoring program for up to 15 participants with hands-on support to build the capacity and capabilities of tourism businesses towards the development of new visitor experiences.

Tickets for the event series are \$40 and are now on sale for the following locations and dates in early 2021:  
Albury on Thurs 25 Feb  
Wagga Wagga Tues 2 March

Participants will be provided with a digital toolkit including:-

- Destination NSW resources including the Develop, Promote, Sell series and resources from Visit Victoria.
- Business development resources from Destination Riverina Murray and Murray Regional Tourism.-
- An invitation to apply for the Mentoring Program.
- A list of key contacts for government and non-government organisations who can help you progress your tourism business idea

Contact:

Sara Hope

Destination Riverina Murray

M: 0409 763 789

E: [sarah.hope@destinationrm.com.au](mailto:sarah.hope@destinationrm.com.au)

### Did you know?

#### Residential Sales April to June 2020 Quarter

LGA	No of sales	Median	Annual change in median
Albury	163	\$350,000	+4.17%
Wagga	196	\$381,000	+04.25%
Greater Hume	34	\$257,000	+28.23%

Source: NSW Communities and Justice <https://bit.ly/3pmlqYP>

#### Building Approvals, 2020-2021 FYTD

LGA	No of new houses	LGA	No of new houses
Greater Hume	34	Albury	186
Federation	41	Wagga Wagga	163

Source: ABS

863  
streetlights  
to be  
converted  
to LED



SWITCHING to LED

technology in the Greater Hume Council area will see a 213 MWh annual reduction in power consumption



THE LED  
UPGRADE  
WILL  
DELIVER  
SAVINGS  
OF UP TO  
**50%**  
IN ENERGY  
CONSUMPTION

LED'S ARE MORE ENERGY EFFICIENT THAN OLDER HID TECHNOLOGY RESULTING IN A REDUCTION OF GREENHOUSE GAS EMISSIONS INTO THE ENVIRONMENT

**FACT**

THE OPERATING COST OF LED'S IS SIGNIFICANTLY LOWER THAN THE EXISTING TECHNOLOGY WHEN CONSIDERING BOTH MAINTENANCE AND ENERGY SAVINGS

LED'S PROVIDE MORE UNIFORM AND RELIABLE LIGHTING CREATING SAFER PUBLIC PLACES FOR THE COMMUNITY



## COVID-19 Safety Plan for NSW businesses

Having a COVID-19 Safety Plan in place will help to protect your staff, workers, customers and visitors.

Develop a COVID-19 Safety Plan specific to your industry and register so customers know your business is COVID Safe.

COVID Safe businesses and organisations are committed to getting back to work while protecting the community and preventing the spread of COVID-19.

The NSW Government has created COVID Safety Plans templates for many specific industries, including:

- Agriculture
- Construction and tradespeople
- Manufacturing and warehousing
- Transport freight and logistics

<https://www.nsw.gov.au/covid-19/covid-safe#industry>

## LED streetlight project provides long-term benefits

Work to upgrade more than 863 streetlights to energy efficient technology is nearing completion as part of a major energy efficiency project that will save hundreds of thousands in electricity bills and reduce greenhouse gas emissions for the ratepayers of Greater Hume Council.

The switch to LED technology is seeing a 213 MWh per year reduction in power use, delivering savings of approximately \$67,000 each year in maintenance and electricity costs.

Director Engineering, Greg Blackie, said Greater Hume Council was committed to becoming more sustainable, and the LED upgrade is just one initiative in Council's strategies to achieve energy and operational efficiencies in the next 10 years.

"Streetlighting is a significant expense for Council, costing around \$150,000 each year. With more than 863 streetlights across Council's footprint, the upgrade will go a long way to reducing costs and providing significant long-term savings," said Mr Blackie.

"LEDs are far more energy efficient, require less maintenance and have a significantly longer life."

Mr Blackie said LED streetlights consuming around 17 watts each will replace existing high-energy lights consuming between 50 and 100 watts.

"Council is investing approximately \$434,000 to complete the bulk upgrade, with the costs expected to be recouped within a period of 6 years."

# Land Development in Greater Hume

## Holbrook and Jindera Industrial Estates

Enquiries regarding industrial land at Holbrook and Jindera has been constant and demand strong right across 2020. All available allotments at both sites sold or under offer.

Council is now progressing the next stages of industrial land development at Holbrook and Jindera estates.

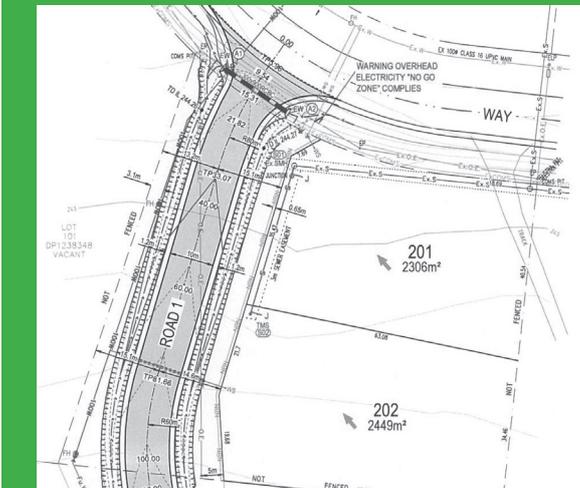
New enquiries for industrial land in Greater Hume are welcomed.

Contact Marg Killalea T: 02 6036 0100.



## Jindera Industrial Estate Proposed Stage 3

Enquiries : Contact Greater Hume Council



## Jacob Wenke Drive Subdivision - great uptake on Stage 1

The Jacob Wenke Drive Residential subdivision has been undertaken by Council to support new home development in Walla Walla.

Allotments are fully serviced. One block remains for sale in Stage 1 - Lot 78 - 1,157 sqm priced \$69,500 GST Incl. Contact Council with your enquiry to secure your piece of affordable residential land in Walla Walla.

**Jacob Wenke Drive Residential Estate Walla Walla**  
 Stage 2 enquiries welcome





On Demand Regional Buses Public Transport for the towns of Holbrook, Woomargama, Mullengandra, Morven, Culairn, Gerogery, Jindera, Burrumbuttock, Walla Walla, Henty, Yerong Creek, The Rock, Uranquinty.

If you live in or near one of these towns and need to travel into Albury or Wagga give them a call.

Please give at least 24 hours notice before your travel, when you book Regional Buses will arrange a time to pick you up from your home, a location

of your choice and then transfer you to the destination of your choice.

This is a door to door service.

After you have booked you will receive a text message the night before your travel with your pick up times and arrival times.

There are two buses running, the Burrumbuttock bus and the Holbrook bus.

The Burrumbuttock bus services Burrumbuttock, Walla Walla and Jindera into Albury from 7:00am to 7:00pm Weekdays.

The Holbrook Bus operates from 7:30am Woomargama, Holbrook, Morven, Culairn, Gerogery into Albury at

9:00/9:30 on Monday, Wednesday and Friday ( on Fridays we also do include Mullengandra).

On Tuesdays we leave 7:20 Woomargama, Holbrook, Morven, Culairn, Henty, Yerong Creek, The Rock, Uranquinty into Wagga Wagga.

On Thursday we leave 7:30/8:00 Henty, Culairn, Gerogery into Albury.

We leave both Albury and Wagga at 2:30pm to come back home, also with this service we will give you free transfers around Albury and Wagga.

**Regional Buses pick up prepaid parcels for people (and businesses) in Albury and Wagga.**

To book the service

M: 0448 353 281 or

E: [bookings@regionalbuses.com.au](mailto:bookings@regionalbuses.com.au) between 7am and 5pm.

## Business Connect - free online toolkit

Business Connect has launched an online toolkit packed with over 50 pre-recorded webinars, training videos and factsheets.

Resources are free and accessible 24/7, offering practical advice and training on a range of topics.

From building an online store and understanding Facebook marketing to redefining your product or service for recovery, cashflow for agribusiness - COVID-19, businesses can find a wealth of tips to help them cope and adapt.

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

Your local Business Connect Advisor is Kevin Bascomb  
E: [kbascomb@becadvice.com.au](mailto:kbascomb@becadvice.com.au)  
M: 0402 857 041  
W: <https://becadvice.com.au>



^ Kevin Bascomb

## In 2021 work on your business

### Online toolkit webinars

Need a Website? Lets start with a landing page – Tues 16 Feb starts 1:30PM  
Time 180 mins.

#### PART A

Are you ready to build a landing page for your website? In this two part workshop, we will introduce you to different platforms and assist you in building a landing page that can be expanded into a full website. Check out what you will learn

Part A what you will learn:

- \* Wix, Weebly or Wordpress website? Or Shopify, Squarespace or Magento? - pro's and con's of 2021's top platforms
- \* How do I choose which platform is best for my type of business?
- \* What are the best platforms for SEO, Blogging, Free Plans, Ecommerce, Membership?
- \* The hub of your business
- \* Must-have's for your website

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



## Digital advice and assistance for businesses

Digital advice worth knowing

Operating across southern & western NSW, businesses now have access to individual support to grow their digital capabilities through the Australian Small Business Advisory Services (ASBAS) Digital Solutions program, delivered by BEC Business Advice in this region.

Through the delivery of this program, we are able to provide business with low cost, high-quality advice and assistance on a range of digital solutions to help them meet their business needs and grow their digital capabilities.

Appointments can be at your place of business or another location that suits you.

Name: Michael Douglass  
Title: Head of ASBAS Digital Solutions  
Email: [mdouglass@becadvice.com.au](mailto:mdouglass@becadvice.com.au)  
Mobile: 0401 924 444

## Mobile Phone Tower at Mount Alfred turned on

Telstra has advised that the new mobile phone tower at Mount Alfred was switched on Thursday 28 January 2021.



^ Mount Alfred Mobile Phone Tower

## Telstra 5G coming to Holbrook

Telstra has a proposal to upgrade a Telstra Mobile Phone Base Station with 5G at 110 Albury Street, Holbrook.

You can provide feedback to the proposal to Emily Wardlaw on behalf of Telstra.  
M: 0422 685 472  
E: [consultation@acquirecomm.com.au](mailto:consultation@acquirecomm.com.au)  
by Thursday 25 February 2021.



## Greater Hume Shire Councillors



^ Back Row: Cr Tony Quinn, Cr Annette Schilg, Cr Doug Meyer OAM, Cr Jenny O'Neill  
Front Row: Cr Matt Hicks, Cr Lea Parker, Cr Heather Wilton, Cr Denise Knight, Cr Terry Weston

Mayor, Cr Heather Wilton Holbrook  
[hwilton@greaterhume.nsw.gov.au](mailto:hwilton@greaterhume.nsw.gov.au)  
02 6036 2610

Deputy Mayor, Cr Doug Meyer, OAM Henty  
[dmeyer@greaterhume.nsw.gov.au](mailto:dmeyer@greaterhume.nsw.gov.au)  
0429 690 999

Cr Matt Hicks Jindera  
[mhicks@greaterhume.nsw.gov.au](mailto:mhicks@greaterhume.nsw.gov.au)  
0419 602 780

Cr Jenny O'Neill Jindera  
[joneill@greaterhume.nsw.gov.au](mailto:joneill@greaterhume.nsw.gov.au)  
0438 263 417

Cr Denise Knight Jindera  
Retired from Council on 20 Aug 20

Cr Tony Quinn Gerogery West  
[tquinn@greaterhume.nsw.gov.au](mailto:tquinn@greaterhume.nsw.gov.au)  
0429 674 933

Cr Annette Schilg Walbundrie  
[aschilg@greaterhume.nsw.gov.au](mailto:aschilg@greaterhume.nsw.gov.au)  
0429 906 401

Cr Lea Parker Holbrook  
[lparker@greaterhume.nsw.gov.au](mailto:lparker@greaterhume.nsw.gov.au)  
0427 362 723

Cr Terry Weston Culcairn  
[tweston@greaterhume.nsw.gov.au](mailto:tweston@greaterhume.nsw.gov.au)  
0407 933 127



### Did you know?

#### JobKeeper Payments Sept 2020

<https://treasury.gov.au/coronavirus/jobkeeper/data>

A study of the Greater Hume Postcodes

Postcode		@ Sept 2020
2642	Jindera +	236
2644	Holbrook	92
2658	Henty	64
2659	Walla Walla	43
2660	Culcairn	51

REMPLAN estimated 29.2% of local businesses applied for JobKeeper support in Greater Hume LGA.

## Buy Local in Greater Hume



The Australian Financial Complaints Authority is open and here to assist small businesses



The Australian Financial Complaints Authority (AFCA) is an independent, not-for-profit, non-government organisation. AFCA helps individuals and small businesses resolve complaints about financial products and services.

The service is fair, free and independent. So it's a free service for small businesses and consumers to access.

AFCA replaces the Financial Ombudsman Service, the Credit and Investments Ombudsman and the Superannuation Complaints Tribunal.

AFCA's capacity to deal with small business complaints is significantly greater than predecessor schemes.

For AFCA to consider your complaint, the financial firm must be a member of our organisation.

We define a small business as having fewer than 100 employees (an increase from 20 employees), and we can consider complaints about small business credit facilities up to \$5 million (previously \$2 million).

What types of small business complaints can AFCA consider?

AFCA can consider a broad range of financial problems including:

- errors in banking transactions and credit listings
- difficulty repaying loans, credit cards and short-term finance where your financial position has changed
- mistakes in guarantor arrangements
- errors in leasing contracts
- inappropriate provision of credit
- denial of an insurance claim (such as car, building and travel)
- mistaken internet payments
- inappropriate investment advice.

Contact AFCA on 1800 931 678

[afca.org.au](http://afca.org.au)



## Get the latest community and economic stats

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

REMPPLAN Community delivers comprehensive insights into the unique demographic characteristics of the Greater Hume area.

REMPPLAN Economy is our local economy at a glance. Get headline stats on local population, employment, output, tourism and gross regional product (GRP).

To view the profiles google [remplan.greaterhume](http://remplan.greaterhume.nsw.gov.au)

## What is the PPSR ?

### Personal Property Securities Register

Every day you may be putting your business at risk when buying, selling, leasing or hiring out goods, or selling valuable goods on consignment. Do the goods you are buying have money owing on them?

Will you get your goods or money back if your customer goes broke?

You can't avoid these common transactions, but you can protect yourself.

Why use the register ?

The register offers your business excellent risk protection. It is also a tool that can help you raise finance using your business goods and assets.

Using the register can protect you in the following ways:

- When buying goods
- When selling goods on retention of title or consignment
- When leasing, renting or hiring out goods.

[ppsr.gov.au](http://ppsr.gov.au)



## Business Contacts

Editor Business News



Marg Killalea  
Executive Assistant - Governance & Economic Development



Steven Pinnuck  
General Manager

## Council Offices

Holbrook Office  
General Manager / Corporate Services/ Community Services / Economic Development

39 Young Street, Holbrook,  
NSW 2644  
P 02 6036 0100  
E [mail@greaterhume.nsw.gov.au](mailto:mail@greaterhume.nsw.gov.au)

## Service NSW for Business

Service NSW for Business offers personalised support to small business owners as they start, run and grow their businesses, and as they adapt and recover in times of crisis.

Contact NSW Business Concierge Navpreet Kaur for free, step-by-step guidance over the phone and via email.

Navpreet Kaur M: 0409 125 274



^ NSW Service Business Concierge - Navpreet Kaur