



Looking ahead:

Mon 16th February

**Doom and Gloom...**  
or new opportunities?

Luncheon with special  
guest speaker Mr  
Edgard Kagan—  
Economic Counsellor,  
US Embassy, Canberra

11.45am—2.00pm  
Picnic Point  
\$55 members  
\$65 non-members

Thu 26th February

Resources & Energy  
Series—Supply Chain  
& Procurement Work-  
shop

7.15am—11.30am  
Cathedral Centre  
\$20.00 members  
\$27.50 non-members

Date Claimer:  
Toowoomba Food &  
Wine Festival  
Sunday 31st May 2009

Register & pay for  
these events online at  
[http://  
toowoombacham-  
ber.com.au/  
ecommerce.htm](http://toowoombachamber.com.au/ecommerce.htm)  
(secure credit card  
transaction)

**President's Message**

Welcome to 2009! Well – the bad news regarding the Global Financial Crisis (GFC) still seems to be dominating media airwaves. Toowoomba still seems to be holding up and I hope that 2009 will be prosperous for us all.

Drive around the streets of Toowoomba and you will see millions of dollars worth of construction projects underway. Everything from shopping centres and art galleries to hospitals and football fields are expanding across the Garden City.

**It's a sign of confidence.**

And Toowoomba has every reason to be confident for the future. We are the economic and commercial hub of the Darling Downs - our prosperity has grown out of agriculture, health services, manufacturing, education and construction. The city enjoys low unemployment and a steadily increasing population (growth is 1.9 per cent per annum).

The Surat Basin Energy Province is gearing up to be one of the most significant providers of clean coal in **Queensland**. There's a sense of urgency about the region as mining companies together with the Queensland Government are moving quickly to complete infrastructure projects across the region.



Shane Charles, President

**It's early days yet but several** power stations are already operational whilst many more are still under construction. Meanwhile geologists, surveyors and engineers from some **of the world's largest mining** companies have been scouring the terrain to prepare for massive mining operations.

Communities are changing from historic agricultural bases to the new era of open cut mining. With change comes opportunity.

Geographically, Toowoomba is perfectly placed to provide a range of services to the mining sector and to the smaller towns in the Surat Basin. **Admittedly it's unfamiliar territory** for many local businesses. The Toowoomba Chamber of Commerce has addressed that issue by providing educational opportunities as well as tours of the Province. The response from our members has been overwhelming.

There is a real sense of excitement about the opportunities the Surat Basin Energy

Province will bring to Toowoomba. That enthusiasm is manifesting throughout the **business community and it's likely that the construction we're seeing** now across the city is just the beginning.

However, as we all know – before we can take advantage of these opportunities, we must get infrastructure development right. We still are awaiting the extensions to the airport (which are promised by Toowoomba Regional Council by December 2009), the 2<sup>nd</sup> range crossing, the Charlton – Wellcamp industrial precinct and an appropriate rail network. Without this infrastructure we may miss out on some real opportunities.

It is with much pleasure that your Chamber is supporting the TRC with its petition to stop bypassing the range bypass. I encourage all members to print the petition, sign it, distribute it amongst friends, fellow staff members, and family. With the Global Financial Crisis setting in, the government is still talking about releasing funds for infrastructure development. We need to be at the top of the pile when it comes to funding allocation for that reason we fully support the council initiative and ask our members to assist as much as they can.

Shane Charles



# 'The voice of business'

## Welcome to new members...

A Strong Chamber is good for **Business...**

We heartily welcome these new members AND members who have joined to complement their existing CCIQ membership, presented in no particular order:

Thank you and welcome back to those businesses who have renewed their Corporate Chamber Membership...

- Equifab Pty Ltd
- Dinki Di Sheds
- B & S Wilshire Pty Ltd
- Personnel West Assoc Inc
- BTK Communications
- Quota International
- Gypsy Gourmet
- Moore Lewis & Partners
- McCormack Industries
- Lifeline Darling Downs

- South Queensland Law
- Barbecues Galore
- Financial Planning Association of Aust
- AON Services
- e-Computing
- Matrix Planning Solutions
- Elliotts Accounting
- Southern Queensland Institute of TAFE
- Comtel Pty Ltd



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## Surviving the Tough Times Seminars

The global financial crisis has dominated world headlines over the last 12 months and the implications are now taking a toll on Qld business. With experts forecasting an imminent significant downturn in the Qld economy, businesses must take the opportunity now to plan for the future.

Your Chamber is pleased to support a series of regional seminars being held by CCIQ (Chamber of Commerce & Industry—Queensland) with the Toowoomba seminar to be held on 4 March at Burke & Wills Hotel.

A special one-off Business Recovery membership package is available to Toowoomba Chamber members, so please make sure you identify yourself as a member of the Toowoomba Chamber of Commerce

For further information on the seminar and how to book please follow this link—  
<http://www.cciq.com.au/Business-Connections/Surviving-Tough-Times.aspx>

UDIA Toowoomba proudly presents: Mr Gary White—Deputy Director General, Department of Infrastructure and Planning will discuss the SEQ Draft Regional Plan and the implications for Toowoomba at a special briefing luncheon to be held at Picnic Point on Thursday 26th February 2009

To RSVP for this must-attend event please contact: 07 4620 0700

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Don't miss your opportunity to contribute



## New Members - Gillam Homes

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Over the past 25 years Gillam Homes has won more than 24 awards for innovative design and construction quality. The awards cover everything from beautiful bathrooms to use of Colorbond, renovation and workmanship

Husband and wife team, Leanne & Phil Gillam, **are the owner operators and they're proud of their ability to stay on budget and complete a project within the contractual time frame.**

**'Our past client satisfaction and excellent track record speak for themselves,' said Leanne. 'We want our customers to have a fulfilling and enjoyable experience when building their home with us'**

Gillam Homes has embraced the concept of energy efficiency and sustainability

**'We recently won a state award for Energy Aware Home. It's totally solar powered, has special heater bank walls and an extra thick slab. It really is a design that was ahead of its time.'**

One category Gillam Homes is especially proud of is **'sloping sites' for which they've** achieved seven awards

**'The Toowoomba area is abundant with sloping building blocks so it's something we have had to master,' Leanne said. 'We don't see a sloping site as a negative at all—in fact it's an opportunity to create something really unique.'**

For more information about Gillam Homes, visit their website [www.gillamhomes.com.au](http://www.gillamhomes.com.au) or call 4696 8319

### SPECIAL OFFER

*From now until the end of June 2009*

*All signed contracts go in the draw to win a home media package valued at more than \$4000*

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GRAND CENTRAL

## Member Profile - McConachie Stedman

McConachie Stedman is a one-stop-shop for businesses of all sizes. Its services cover nearly all the advice a small, medium or large business would need to be successful.

General Manager, Philippa Jones-Christ, said clients appreciated the fact that nearly all their business service needs were met under one roof.

**"Our business teams work together to ensure our clients are getting comprehensive advice across all areas,"** she said.

Based in Toowoomba, the McConachie Stedman team regularly travels around South-East and Central Queensland to meet the needs of its clients.

Able led by partners Mark Liesch, Allan Rother, Jane Heidrich, Myles Smith, Bill Barrett, Scott Cutmore and Ian Yeo the firm has teams to cover:

- Accounting Services
- Taxation Advice & Compliance
- GST and PAYG Advice & Compliance
- Management Services
- Super Retirement Solutions
- Self-Managed Superannuation
- Financial Planning—Authorised representatives of Professional Investment Service Pty Ltd
- Audit Activities
- Human Resources Support—Recruitment, Induction, succession planning, communication audit
- Lending—Commercial and home loans
- Insurance

For more information about the services offered by McConachie Stedman, visit the website [www.mccon.com.au](http://www.mccon.com.au) or contact 0746 321996 [mail@mccon.com.au](mailto:mail@mccon.com.au)

# 'The voice of business'

## **Doom and Gloom...** *or new opportunities?*

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His financial opinion has been sought by countries around the world and **now he's** coming to

Toowoomba to shed light on the current global melt-down.

Edgard Kagan is an economic counsellor at the American Embassy in Canberra, and is perfectly positioned to offer an educated insight into the continuing financial crisis.

He has been invited to the Garden City by the Toowoomba Chamber of Commerce to be guest speaker at its next business lunch on Monday February 16.

To be held at the Picnic Point Function Centre from noon, the informative, two-course luncheon will allow business owners to keep up to date on the latest financial events affecting markets – and ultimately develop better strategies to help weather the storm.

During the two-hour seminar Mr Kagan will focus on

the current monetary environment in America and how it will affect the economic outlook for both the US and Australia in 2009 and beyond.

A respected financial analyst, **Mr Kagan's State Department** career has



spanned the globe since first commencing as a Foreign Service Officer in 1991.

Since then he has had a number of assignments at US Embassies including Tel Aviv (Israel) and Côte d'Ivoire (West Africa).

He took up the position of Chief of the Political Sections External Unit in Beijing, where he was responsi-

ble for following United States/China relations and **China's foreign policy**, including the Six-Party Talks on North Korea.

His expert analysis and educated observations may be exactly what business owners need to stay on track in 2009.

The luncheon is open to both members and non-members of the Toowoomba Chamber of Commerce and bookings can be made via the Chamber website or by contacting 4637 9276.

Lunch details:

Monday 16th February 2009

11.45am registration for a 12.00noon start

Venue: Picnic Point Function Centre

Tickets are \$55.00 for members and \$65.00 for non-members and include a superb two-course luncheon

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**Clive**  
**BERGHOFER**  
LAND SALES

*Future Leaders kicks off again for 2009!*



# Heritage

## Building Society

any young person aged 18-35 who is involved in business in Toowoomba.



When Patsy Rowe speaks, people listen.

The best-selling author first established a name for herself with a light-hearted take on the building industry in her book *No Sweat, Not to Worry, She'll be Jake*.

Since then she has written another nine books and now travels the world speaking at more than 100 corporate engagements each year.

Miss Rowe was recently in Toowoomba to share her insights on life and the background to her success with Future Leaders!

Future Leaders met at Platinum International Hotel in James St to hear how a focussed personal and professional approach could help put them on the road to success.

Monita Falknau from Widdle Wombat said **'Learning about business etiquette in a relaxed atmosphere with other young people is a fun way for us to develop skills that will serve us well through our careers.'**

Tony Austin of APG Plumbing was also pleased **with the event 'It (the event) was extremely well run and it's a credit to the Chamber of Commerce and Future Leaders that they are able to obtain the services of a speaker the calibre of Patsy.'** he said

Future Leaders hold regular bi-monthly networking events and membership is open to

Membership continues to grow each month and the group attracts a diverse, energetic and dynamic group of young professionals and tradespeople

If you, or any of your team are interested in more information on membership, please contact the Chamber office.

Welcome to our newest Future Leaders:

*Michelle Ng*

*Matthew Walls*

*Cassie Shanahan*

*Chantal Beasley*

*Annabel Curtis*

*Rick Li*

*Ben Horner*

*Rebecca Gillam*

*Rebecca Vale*

*Daniel Spencer*

*Athena Bingham*

*Madonna Stewart*

*Brett Irvine*

*Shamus Garmany*

*Nicole Burke*

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**'Bring it on, where there is uncertainty there is always opportunity'** said Ingrid Moffat, Principal of IMC Recruitment & HR

See the attached PDF from IMC for special offers to Chamber members for this month

Removing Monkeys...  
by simplifying business systems

Find out more about personalised  
system improvement support for your  
business

Contact Kim Schafer on 0429 699 977  
or visit [www.schaffen.com.au](http://www.schaffen.com.au)

**Darling Downs  
Brick Sales**

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**Be seen... Be heard...**



*Future Leaders with  
Patsy Rowe  
4th February 2009*



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## Community Calendar

*Victorian Bushfire Relief Appeal —Financial support is desperately required as this is most easily distributed. If your business is able to support in this way, please visit [www.vinnies.org.au](http://www.vinnies.org.au) or call the Donation Hotline on 13 18 12..*

*Black Toyota and Budget Toowoomba are preparing to send an 8 tonne truck full of donated goods to Victoria for distribution by St Vincent de Paul. Donations of cash and essential items are already pledged by businesses in Dalby and Oakey. Toowoomba businesses can assist by delivering donations to Budget in James Street before Friday 13th February. For further information , please call Jane Edwards (nee Black) on 0418 784 528*

*COMMUNITIES AFFECTED ARE PARTICULARLY IN NEED OF PERSONAL TOILETRIES SUCH AS TOOTHPASTE, TOOTHBRUSHES, BABY DUMMIES, BABY ITEMS SUCH AS BOTTLES, NAPPIES, RASH CREAMS, FORMULA, NAPPY WIPES; TAMPONS, DEODORANT, UNDERWEAR, SOCKS ETC AND LARGER SIZE (18+ LADIES & XXL+ MENS CLOTHES) FOR SANITARY PURPOSES, PLEASE ENSURE THAT TOILETRY ITEMS ARE NEW AND UN-OPENED; ALSO DESPERATELY NEEDED ARE SCHOOL ITEMS, NON-PERISHABLE FOOD ITEMS, SHOES, SMALL TOYS ETC*

*Heritage Building Society have announced that it has established a Heritage Disaster Relief Account of \$10,000 and will be supporting its fellow Australians in need by working with The Salvation Army Disaster Relief Fund to assist victims of both the bushfires raging across Victoria and the devastating floods in North Old. All Heritage branches will be collecting donations that will help fund The Salvation Army's emergency response to these disasters. Donations can also be made directly to The Heritage Disaster Relief Account*

*BSB                    638-010  
Account:            11625570  
Account Type:    S1*

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# The Chronicle