

**Partnering Business Development - Forum
NOTES from Monday 4 June 2007**

CHAIR Michelle Macgregor Owen

ORGANISATIONS IN ATTENDANCE

Parramatta City Council
UWS, College of Business (Engagement)
UWS, Urban Research Centre
Law Society, WSBC partner - Mathews Folbigg
ABL – NSW Business Chamber
Granville TAFE
Greater Western Sydney Economic Development Board
DSRD
DECC
BASI

Welcome and Introductions

Attendees welcomed; each attendee in turn introduced themselves around the table.

Updates on Progress following on from the 2 March 2007 forum

Chair asked for open discussion regarding any further information or progress following on from the previous forum.

BASI outlined the opportunities they were exploring with the Parramatta Chamber regarding the running of joint – events. An open invitation was given to others to join with BASI in running joint events.

DSRD also mentioned the opportunities coming up with Small Business September.

ABL mentioned their new website which was about to be launched

Granville TAFE - Abadarby is setting up a new sector. This came about because the people of Abadarby recognised the gap in people missing out on university entrance and having no other venue for further education.

WSBC – exploring a confidential opportunity which would have significant influence on the finance sector.

Through Connection X some great speakers coming up:

- Peter Fitzsimons
- Siimon Reynolds 'How to Market'

DECC – Sustainability Advantage Program: aimed at medium to large companies, working to educate on sustainability this will have a CBD focus.

Increasing participation by business at events and seminars

To demonstrate what type of tools each person in attendance could possibly tap into, the Chair asked each person to go around the table and share how many contacts they had on a database or access to.

How can we increase the Participation?

- Sharing information through newsletters
- Manufacturing week was a good example of being able to tap into other events and piggy back on others events. A good one to keep in mind that is coming up is Small Business September. Others are encouraged to think about linking into this and plan to work towards it.
- Some other Key Focuses could be 23rd June – Education Expo being run at Rosehill (this will cover from school right through to further education) another is Transport and Logistics this is to address a skills shortage and they are linking into the education expo
- Climate Change – Regional Environmental Innovation Network to be held on 27 June.

Roundtables feedback

Five round table feedback seminars were held with different industry groups. This was run in an informal open forum where the attendees were able to speak freely.

PCC provided the group with handouts on each of the round tables that was held.

Key Commonalities that arose from each Forum were:

- Employment Issues
- The need to continue to market the City
- A requirement to focus on creative, innovative points of difference

Proposed Projects for 2007/08

A spreadsheet of proposed projects for the 07/08 FY was handed out for discussion and feedback. Lots of interest was indicated in partnering on these. Good support and positive comments on the work PCC had done in the timeframe.

Where to From Here?

- PCC have almost completed draft of Partnership Plan and would email out for comments before going to Council at end of June.
- Agreement to meet in another Quarter or so.