



# Industry Development Centre (Hunter) Ltd (IDC)

## ANNUAL REPORT 2008

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## Table of Contents

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Company Overview	2
Board of Directors	4
Management and Staff	5
Chariman's Report	6
Executive Officer's Report	8
IDC Innovation	11
IDC Conference Centre	25
Business Tenancy	28
Sponsorship and Support	30

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## Company Profile

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The Industry Development Centre (Hunter) Ltd (IDC) is a not-for-profit business services organisation established in 1992 to assist industry development in the Hunter Region and thereby create employment opportunities. Originally funded through a Federal Government initiative the IDC is now funded through fee-for-service activities including commercialisation services, delivery of NSW State Government innovation support initiatives, a well-established conference centre and business tenancy.

### Purpose:

The purpose of the IDC is to help Industry in the region develop.

### Objectives:

- To provide access to expert advice from government and Industry sources.
- To strengthen linkages between regional businesses and research institutions.
- To promote the development and use of new technologies in existing and new businesses.
- To encourage businesses to expand their focus to national and international markets.
- To attract new businesses to the region.

### *Innovation – Helping inventors and innovative small businesses commercialise new ideas*

IDC is a leading Australian innovation development services provider, specialising in commercialisation products and services to help Australia's inventors and innovative small businesses evaluate, develop, protect and commercialise new ideas. Each year IDC

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provides assistance to more than 1500 innovators from across Australia. With its strong networks with government, business, research and education providers, the IDC is well-positioned to assist innovators take their ideas from '*concept to commercialisation*'.

### *Conferencing – The Meeting Place for Business*

The IDC Conference Centre remains Newcastle's specialist business function facility. The Centre was purpose-built to host a spectrum of events including conferences, meetings, seminars, workshops, exhibitions, training, team building, recruitment days, examinations and more.

The Centre offers full in-house conference support services including equipment, secretarial and office support, award-winning catering and complimentary visitor car parking. IDC is located in a tranquil setting surrounded by natural bushland, adjacent to the University of Newcastle and is only 15 minutes from Newcastle's CBD or 5 minutes off the F3 Freeway.

### *Business Tenancy*

Further to its innovation development services division and conference facilities, the IDC is also a leading provider of business accommodation for Newcastle small-to-medium sized businesses. The Centre's facilities and location make it a unique and ideal place for businesses to operate from. Tenants at the IDC offer a range of specialised technology-focused services, from research and development through to training and computer programming.

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## Board of Directors

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The IDC Board comprises the following members of the Newcastle community:

**Hon. Peter Morris**

Chairman

**Ralph Asquith**

**Dr Moira Gordon**

**Evelyn King**

**Gary Kennedy**

**Jeff Phillips**

**Jane Gilchrist**

**Allan Bargwanna**

Company Secretary

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## IDC Management and Staff

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At 30 June 2008 IDC management and staff included:

**Darrell Nicholls**

Executive Officer

**Le-Anne Stewart**

Centre Manager

**Troy White**

Commercialisation Manager

**Merri Bell**

Innovation Adviser

**Andrea Pugh**

Marketing Assistant

**Lisa Standen**

Administration Officer

**Carly Roebuck**

Receptionist

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## Chairman's Report

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Over the past year the Board has considered periodically the changes that will flow from the termination at 30 June 2009 of the IDC's 21 year lease of the IDC building.

Discussions have been held with Vice-Chancellor Professor Saunders of the University of Newcastle seeking a continuance of the IDC presence in the Centre for a further period of five years. We feel that the innovation role of the IDC, coupled with that of Newcastle Innovation and AusIndustry, will continue to provide a strong innovation cluster in the Hunter. We are waiting for a favourable response from the University.

The year to 30 June 2008 has been one of continued refinement of our innovation services and products and solid support from our tenants despite their approaching departure date. Use of our conference facilities has been strong in what is a very competitive market. The professional quality service provided by our staff has undoubtedly been a major factor in that result.

Operating outcomes overall show a slight improvement during 2007 – 2008 on last year after adjustment is made for investment-related recovers and write downs, the details of which are shown in the annual accounts and reports.

The relationship with the NSW Department of State and Regional Development is solid, aided by our staff exceeding contractual targets, in spite of budget constraints.

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The IDC's principal objective since establishment has been to help existing businesses grow and new businesses to be established. This has entailed policy and product changes over the years to ensure help was going where it was most needed. This will be the case again post 30 June 2009 and it will be the major matter the Board will have to determine once the tenure question is settled.

Integrity and impartiality in provision of information associated with the IDC's products is a strength that the IDC has built over time. It is a valuable asset that must be protected to enable the IDC to continue its services to industry. The new Federal Government, with its added emphasis on industry development programs, may well open up new opportunities for the IDC to serve industry and inventors.

The IDC has built a national reputation for accuracy, quality of service and product knowledge, which has resulted from the commitment, courtesy, loyalty, attention to detail and customer respect that our staff have provided. Led by Executive Officer, Darrell Nicholls he and they deserve the Board's congratulations and commendation.

On 5 November 2007, Directors Trevor Gerdson and Catherine Henry concluded their service with the IDC. I thank them for their valuable service. On the same date we welcomed Jane Gilchrist to the Board. Her expert knowledge of intellectual property (IP) law has been a valuable addition to the Board.

I want to thank each of my fellow Directors for the support I have received, for the time they give to the IDC and their readiness to help whenever needed.

**Hon. Peter Morris**  
Chairman

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## Executive Officer's Report

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During 2007-2008 the Industry Development Centre (Hunter) Ltd (IDC) continued to build on its strong base of innovation support services to assist more than 1500 inventors and innovative small businesses maximise the return from their intellectual capital and further enhance its position as a “Centre of Excellence for Innovation”.

As well as an extensive range of products and services tailored directly to the needs of inventors, the IDC is able to tap into its wide circle of strategic alliance partners, within both all tiers of Government and industry, to open doors for its clients that may otherwise be closed. It was pleasing to note the extent and range of industry sectors within which the IDC provided technical, marketing and commercialisation services for these clients, and also the geographic coverage of these support services.

The IDC remains committed to the education component of its services and, in conjunction with NSW Department of State and Regional Development (DSRD), Davies Collison Cave Patent and Trade Mark Attorneys, IP Australia and AusIndustry, delivered a range of seminars and consultations across New South Wales during the year. These seminars provided regional centres a level of expert advice normally restricted to the capital cities. Through the electronic and web-based media, the IDC has continued to support clients from these regional areas in further developing their ideas and products toward successful commercial outcomes.

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The delivery of the Innovation Cluster Program also provided another avenue to promote innovation awareness to small business in the Hunter. In addition to the Building and Construction Cluster the IDC conducted a pilot program in Advanced Manufacturing targeted at the Textile, Clothing and Footwear industry in the Hunter and Central Coast.

The IDC recognises the longstanding strategic partnership it has with DSRD in the provision of a range of Government-sponsored programs including the Innovation Advisory Service, the *ausinvent* online Advisory Service, Regional Innovation Advisory Services and the Innovation Cluster Program. This relationship extends to the regional offices of DSRD, particularly the Hunter and Parramatta, with which the IDC has forged strong alliances that benefit our mutual clients.

Provision of innovation related sponsorship also allows the IDC to promote awareness of the benefits of innovative thinking within the small business and education sector. This year the IDC continued to support the TAFE Hunter Institute Innovation Excellence Award as well as the MAP Marketing Fastest Growing Awards 2008<sup>®</sup>. The IDC also provided support to the Hunter Founders Forum and Hunter Manufacturing Awards.

My congratulations and thanks go to the IDC Innovation Team of Troy White, Commercialisation Manager, Merri Bell, Innovation Advisor and Andrea Pugh, Marketing Assistant for their commitment and professionalism in the delivery of high quality services and support to our innovation clients.

Strong professional operation of the building and conference facilities and an effective administrative support is crucial to the overall

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success of the IDC. The Centre has consistently maintained an occupancy rate of 100% and has hosted more than 320 conferences and meetings during the year. It continues to be used to support groups exploring further opportunities in the Hunter as part of the IDC commitment to providing “a meeting place for business”. Congratulations to Centre Manager, Le-Anne Stewart and her team Lisa Standen, Administration Officer and Carly Roebuck, Receptionist, for the professional way they have presented the facility.

The IDC maintains its commitment to staff training with staff members attending a range of courses on word-processing, spreadsheets, desktop publishing, project management, time management, first aid, professional business writing, responsible service of alcohol as well as extensive on the job training.

I acknowledge and thank the Board of the IDC and in particular the Chair the Hon. Peter Morris for their support and encouragement throughout the year. I am fortunate to be a part of this strong IDC team committed to the growth of an innovative culture and the flow-on of benefits to small business and the economy as a whole.

**Darrell Nicholls**  
Executive Officer

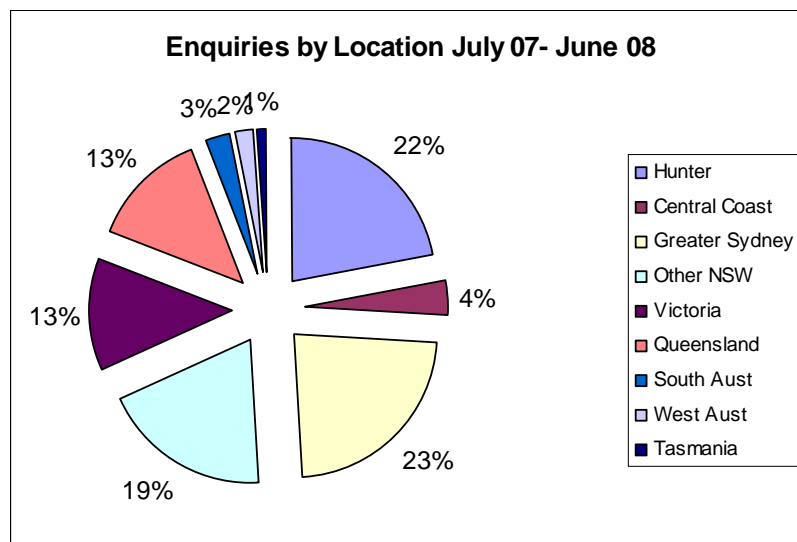
## IDC Innovation

*'Helping inventors and innovative small businesses commercialise new ideas'*

IDC remains a leading and trusted provider of innovation development services, helping Australia's inventors and innovative small businesses commercialise new ideas. Through delivery of various state government-sponsored innovation support initiatives and a range of highly specialised commercialisation products and services, in 2007-2008 IDC provided help to more than 1,500 innovators from across the country.

While based in the Hunter, the company's client base has continued to expand nationally. The location and spread of inventors and innovative small businesses IDC has assisted in the past year is presented below.

**Table 1**



## GOVERNMENT-SPONSORED INNOVATION SUPPORT INITIATIVES

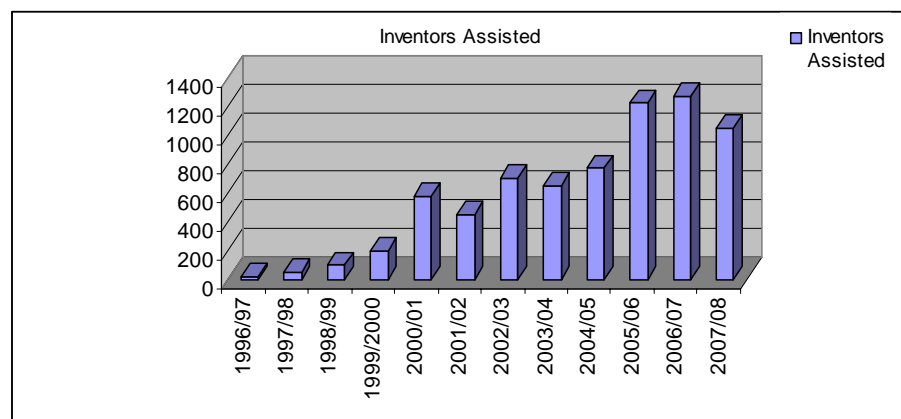
Various government-sponsored innovation support initiatives proudly delivered by IDC throughout the year include the following:

### Hunter Innovation Advisory Service



On behalf of the NSW Department of State and Regional Development (DSRD), IDC continued to deliver the *Hunter Innovation Advisory Service*. The service provides innovators from the Hunter and northern NSW with access to free advice and support and partially subsidised services including Innovation Assessments (technical and/or commercial) and Innovation Market Reviews. During the year more than 1,000 NSW innovators utilised the service, as shown in Table 2 below.

**Table 2**



*Inventors assisted through the Hunter Innovation Advisory Service, as delivered by IDC on behalf of DSRD.*

## Regional Innovation Advisory Service



As an extension of the *Hunter Innovation Advisory Service*, IDC conducted four *Regional Innovation Advisory Service* programs on behalf of DSRD to assist innovators from parts of regional NSW develop their new ideas. The programs, themed '*Building on Bright Ideas*' included free information seminars and free one-on-one consultations with an *Innovation Advisory Service* representative and/or intellectual property professional. In delivering the programs, IDC was joined by IP Australia, AusIndustry and patent and trade mark attorney firm, Davies Collison Cave in providing assistance to participants.



*Building on Bright Ideas Seminar, Newcastle May 2008*

Dates and destinations of *Regional Innovation Advisory Service* programs delivered included:

- Albury, 17 – 18 October 2007;
- Ballina, 6 - 7 May 2008 (as part of the *Innovation Northern Rivers*);
- Coffs Harbour, 8 – 9 May 2008 (as part of the *Coffs Coast Innovation Showcase*); and
- Newcastle, 14 – 15 May 2008 (as part of the *2008 Hunter Means Innovation Festival*).

As indicated, the various programs were held in conjunction with respective local area innovation festivals, which were all held as part of the wider *2008 Australian Innovation Festival*. Overall the programs were extremely well-received and combined, helped more than 140 regional NSW innovators.

[www.ausinvent.com](http://www.ausinvent.com)

IDC continued to administer [www.ausinvent.com](http://www.ausinvent.com) – the online gateway to DSRD’s *Innovation Advisory Service* initiative. During 2007-2008 the website attracted a total of approximately 42,000 visitors.



Five *Hunter Innovation Advisory Service* success stories prepared by DSRD were also added to the site’s popular Snapshot Gallery.

*Hunter Innovation Advisory Service* clients showcased during the year included:

- John Fenwicke – *“Tap valves a water saver”*;
- Terry Gosschalk – *“Many uses for Blowfly Sander”*;
- Ian Lowrey – *“Collapsible chest makes room when empty”*;
- Neal Borland – *“Flowstopper enables safer pipe welding”*;
- Kevin Williams and Allan Taylor (Coastal Innovations) - *“Speed Eave makes joining panels an easy task”*.



## Innovation Clusters

Throughout the year IDC also delivered two innovation cluster programs on behalf of DSRD. The programs allowed participating businesses to tap into the knowledge of industry experts and peers through a series of monthly meetings, designed to help members better identify, evaluate and implement advanced technologies and management techniques. Cluster programs included:

### Advanced Manufacturing Innovation Cluster



*Site Tour of WCT, February 2008*

IDC delivered the *Advanced Manufacturing Innovation Cluster* pilot program for the local Textile, Clothing and Footwear industry. This cluster program was developed specifically to assist small manufacturers in the Hunter and Central Coast and included a number of sessions including a site tour of highly successful textiles manufacturing plant, Wax Converters Textiles Australia (WCT) at Rutherford, NSW (pictured).

### Building and Construction Innovation Cluster

The longstanding *Building and Construction Innovation Cluster* continued to address a wide range of topics for members. Monthly meetings held covered the following:

- One Page Business Plan;
- Latest Developments in Pest Control;
- Insurances – Tips and Traps;
- Resin Injection and Slab Balancing;
- Contracts: A Sword and Shield;
- Wind Power – The Bahrain Experience;

- Energy Efficiency, Heating and Cooling;
- Strategic Marketing;
- Developments in Battery Powered Tools;
- Measuring and Controlling Business Costs; and
- Online Quoting.

## IDC COMMERCIALISATION PRODUCTS AND SERVICES

Further to government-sponsored innovation support initiatives, IDC also continued to provide Australia's innovators with a comprehensive suite of products and services to help commercialise new ideas. IDC's range of highly specialised commercialisation products and services continued to expand and evolve – tailored specifically to meet clients' needs. Commercialisation products and services offered by IDC were delivered in four main areas, including the following:

### INFORM

- Innovator's Guide
- Commercialisation Consultancy (including Innovation Express™)
- Commercialisation Mentoring

### PROTECT

- Confidentiality Agreement
- Legal Agreements Kit
- Visiting Patent Attorney Service

### EVALUATE

- International Product Search
- International Patent Search
- Regulatory Review

- Technical Assessment (Design Review)
- Commercialisation Assessment
- Commercialisation Assessment (Investment Ready)
- Industry Opinion

#### COMMERCIALISE

- Commercialisation Plan
- Grant Consultancy and Writing
- IP Licensing Opportunity
- Innovation Pitching
- Promotional Program
- Licensing Negotiation
- Project Management

Throughout the year IDC helped clients with innovations from a vastly diverse range of industries, including but not limited to the following:

- |                              |                             |
|------------------------------|-----------------------------|
| • Plumbing                   | • Motor Sports              |
| • Fire Protection            | • Building and Construction |
| • Furniture and Bedding      | • Water Tank                |
| • Infant and Nursery         | • Medical Devices           |
| • ICT                        | • Gift and Homewares        |
| • Camping/Outdoor Recreation | • Electronics               |
| • Scrapbooking               | • Music Products            |
| • Surfing                    | • Electrical Hardware       |
| • Digital Games              | • Water Sports              |
| • Gas                        | • Craft and Hobby           |
| • Automotive Accessories     | • Fencing                   |

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## STRATEGIC ALLIANCES AND PARTNERED PROGRAMS

IDC's strong alliances and links with industry and government partners is a key strength in providing clients with access to a wide range of specialist information, advice, support and services. IDC's network includes organisations covering the following areas:

- Intellectual Property
- Finance
- Research and Testing
- Marketing
- Capital Raising
- Distributors
- Prototype Development
- Legal
- Business Start-Up Advice
- Funding and Grants
- Manufacturing

Over the past twelve months IDC has worked in conjunction with alliance organisations to deliver a range of joint initiatives, including:

### NSW Department of State and Regional Development (DSRD)

- Delivering a range of innovation development support programs including *Hunter Innovation Advisory Service*;
- Participating in seminars, workshops and forums to address the needs of small business and inventors with regard to innovation support;
- Delivering *Regional Innovation Advisory Service* programs in Albury, Ballina, Coffs Harbour and Newcastle;
- Delivering commercialisation advice and support at the Parramatta offices of DSRD as part of IDC's Innovation Express™ service; and
- Delivering the *Building and Construction Innovation Cluster* and new pilot Innovation Cluster program to the Hunter and Central Coast textile, clothing and footwear industry as part of the Technology Awareness Program.

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### ABC's 'The New Inventors'

- A number of IDC clients have appeared on the show.

### AusIndustry

- Jointly promoting the range of support programs available through AusIndustry; and
- AusIndustry also took part in the Regional Innovation Advisory Service programs delivered in Albury (October 2007), Ballina and Newcastle (May 2008).

### Davies Collison Cave (DCC) – Patent and Trade Mark Attorneys

- Delivered Visiting Patent Attorney service in partnership. The service provides NSW innovators with free initial consultations with a registered patent and trade mark attorney to assist in the protection of their intellectual property. During the year more than 160 innovators took advantage of the service;
- DCC continued to operate a representative office in Newcastle at the IDC, which represents the first permanent patent and trade mark attorney presence north of Sydney in New South Wales;
- The IDC also delivers its Commercialisation Consultancy, Innovation Express™ service through DCC's office in Sydney's CBD; and
- DCC also took part in the Regional Innovation Advisory Service program delivered in Albury (October 2007), Ballina, Coffs Harbour and Newcastle (May 2008).

### Hunter Area Consultative Committee (HACC)

- Working closely with HACC on Federal Government initiatives regarding innovation and invention development.

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### Hunter Business Centre (HBC)

- Member of the expert panel for the Hunter Entrepreneurs' Program conducted by Hunter Business Centre (HBC) under a program funded by AusIndustry.

### Business Enterprise Centres (BECs)

- Provided support and information to small business clients.

### Hunter Founders Forum

- Supporter and member of the Hunter Founders Forum, which encourages investment in innovative businesses located in the Hunter by facilitating introductions between businesses and potential investors; and
- IDC's Executive Officer, Darrell Nicholls is an Accredited Nominated Advisor (NOMAD) to innovative businesses seeking to take part in the Forum.

### Hunter Institute of TAFE

- Consultant to the Innovation Excellence Program designed to recognise and encourage innovation in business improvements and/or inventions by Institute staff and students;
- Sponsor of the TAFE Hunter Institute Innovation Excellence Award, presented this year to Ourimbah's Children's Services Team; and
- Member of the judging panel for the awards.

### Hunter Manufacturing Awards Inc (HMA)

- Supported and actively promoted HMA, which works collaboratively with key regional organisations to highlight the achievements of Hunter manufacturers and the importance of manufacturing in general.

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### Hunter Means Innovation Festival

- Actively participated in the management committee that facilitated the *Hunter Means Innovation Festival*, which delivered 47 events over a two week period in 13 different locations throughout Newcastle, the Hunter Valley and Central Coast;
- Sponsor and active promoter of the Festival through a range of IDC publications and websites; and
- Delivered a *Regional Innovation Advisory Service* program in Newcastle as part of the Festival.

### Industry Capability Network (ICN)

- Worked closely with ICN representatives to promote the capabilities of Australian manufacturers.

### IP Australia

- Hosting the first IP Australia Regional Access Point, which provides a computer workstation at the IDC where clients can access IP Australia data free of charge;
- Distributing a wide range of IP Australia publications; and
- IP Australia also took part in the Regional Innovation Advisory Service delivered in Coffs Harbour in May 2008.

### Newcastle Innovation

- Conduit into specialist advice from the University of Newcastle for IDC clients.

### Newcastle Master Builders Association

- Delivery of the *Building and Construction Innovation Cluster* as part of the Technology Diffusion Program.

## COMMUNICATIONS, EVENTS AND MEDIA

IDC's portfolio of websites continued to provide support to clients and promote Australian innovation. Throughout the year the group of sites attracted approximately 75,000 visitors combined. IDC's websites include:



[www.idc-hunter.org.au](http://www.idc-hunter.org.au)



[www.innovation.org.au](http://www.innovation.org.au)



[www.patentattorney.org.au](http://www.patentattorney.org.au)



[www.patentsearch.com.au](http://www.patentsearch.com.au)

Along with IDC's band of websites, the company's publications, including IDC E-News (a free electronic newsletter) continued to keep subscribers up-to-date on all the latest innovation-related news and events.

Throughout the year IDC also participated in a range of events including the *2008 Hunter Means Innovation Festival* - the first innovation festival to be held in the region. The festival ran over a two

week period in May and was filled with 47 different events that showcased the Hunter's intellectual capital and creative innovations. IDC was represented on the management committee and as part of the Festival held a *Regional Innovation Advisory Service* to help local inventors and innovative small businesses develop their new ideas.



*Putting Ideas to Work seminar, Sydney May 2008*

IDC was also invited to present at a variety of events held throughout the year including seminars '*Pitching to Big Business*' held by Sydney Innovation Advisory Service in Chatswood and '*Putting Your Ideas to Work*', presented by

the Department of State and Regional Development in Sydney city.

IDC also appeared in various print and broadcast media throughout the year including Newcastle Herald feature "Bright Sparks, The Hunter's mothers and fathers of invention" in September 2007 and Channel Seven's television program, Today Tonight in June 2008 for a segment on "Mums making money from big ideas". A number of IDC innovation clients also appeared in the media, on ABC's popular television program, 'The New Inventors'. Some IDC clients to have featured include:

**Piccolo** by Eric Coates

"The Piccolo is a battery operated device which has changeable heads so that you can fit both an interdental probe for cleaning between your teeth as well as a



*Image provided courtesy of The New Inventors, ABC*

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conventional electronic toothbrush head keeping it all in one neat unit to sit next to your bathroom sink so you don't forget to use it!"<sup>1</sup>

**freeFORM Board** by Tony Susnjara



"Freeform Board is a novel exercise device that exercises the entire network of muscles including deep postural muscles."<sup>2</sup>

*Image provided courtesy of The New Inventors, ABC*

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<sup>1</sup> ABC, The New Inventors, 2008, <<http://www.abc.net.au/tv/newinventors/txt/s2189942.htm>>.

<sup>2</sup> ABC, The New Inventors, 2008, <<http://www.abc.net.au/tv/newinventors/txt/s2225463.htm>>.

## IDC Conference Centre

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### *'The Meeting Place for Business'*

The IDC hosted over 320 corporate conferences, seminars and training events in 2007-2008. These events brought over 7,800 visitors to the Centre, showing a slight decrease in actual events from 2006-2007 while value adding has enabled income to increase.



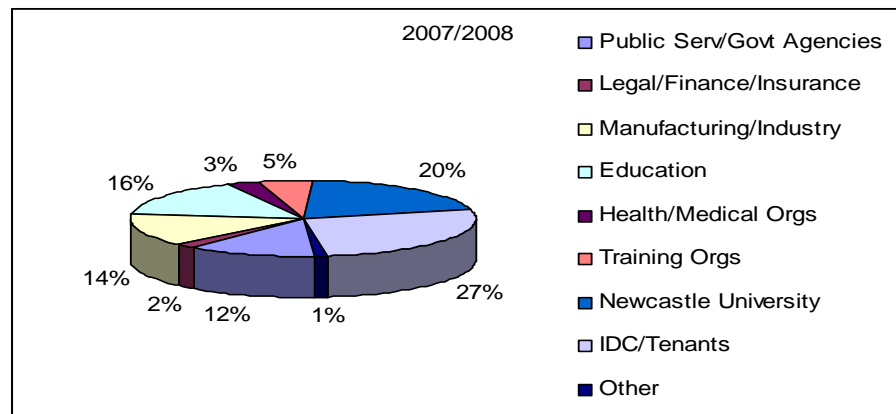
The success of the 2006-2007 planned marketing strategy to raise awareness of the IDC as the chosen meeting place for business - particularly in the areas of Education, Legal and Finance, and University and Public Service/Government organisations - is obvious in the increase in bookings over these areas.

The marketing strategy targets included:

- Past and current clients of the IDC Conference Centre;
- Prospective clients; and
- 2007 local MICE Expo.

In excess of 300 companies and organisations were forwarded emails, which included a letter of invitation to view the IDC facilities and a copy of the 2008 Conference Pack.

Our client base for 2007/2008 is shown in the following Table:



The IDC also welcomed on board as regular clients:

- Department of Defence;
- Energy Australia; and
- Pacific National.

An increase in bookings was received from the following IDC current clients:

- University of Newcastle;
- United Group Rail;
- BHP Billiton;
- Hunter New England Area Health; and
- Orica Mining.



## Selected Events Held at the IDC



The IDC provided the venue for community and school groups hosting the Department of Education's "Harmony Day" and the Federal Government's "Defence 2020" events for selected students from

schools throughout Newcastle, the Hunter and Central Coast.

In conjunction with Newcastle Innovation, the IDC provided the venue for a local art exhibition by students from the University of Newcastle titled, "The Art of Science".



Star Anise Gourmet Catering continued as the contract caterer for conference events at the IDC. From small meetings, large multi-day conferences, and networking events, all catering needs were well cared for.

## Business Tenancy



During 2007-2008, the IDC offered serviced business accommodation to thirteen businesses. A one hundred percent occupancy rate was maintained throughout the financial year, and is better

than the average office market occupancy rate in Newcastle. This reflects the high demand for a well-presented professional business location.

As at 30 June 2008 the IDC was home to:

- AusIndustry;
- Aviation Performance Systems;
- CHD Partners;
- Davies Collison Cave;
- Ecowise Environmental;
- Garrad Hassan;
- Microster;
- Newcastle Innovation;
- Quality Data;
- Ramsden Telecommunications Training;
- Richard Ford;
- Solutions Business Development; and
- Travelworld Group – Administration.



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## Building Management

Preventative and ongoing maintenance systems continued, including an upgrade to the external building and car park lighting from a timer system to light level activation.



The 2007-2008 annual tenant survey showed excellent results with minimal issues raised and positive feedback from all IDC tenants.

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## Sponsorship and Support

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In 2007 - 2008, IDC was pleased to provide sponsorship and support for a range of local organisations and events, reflecting the organisation's ongoing commitment to regional development within the Hunter. Sponsorship and support provided included:

### Hunter Institute of TAFE – Innovation Excellence Awards



*Winners, Ourimbah's Children's Services Team*

IDC was proud to continue its sponsorship of the TAFE Hunter Institute Innovation Excellence Award. The Award recognises innovations by staff and students of the

Hunter Institute that demonstrate commercial potential either within the TAFE system and/or in the business world. This year's winner was the Ourimbah Children's Services Team.

### MAP Marketing Fastest Growing Awards 2008®



MAP Marketing's Fastest Growing® is a leading business-to-business event that rewards and recognises growth in private enterprises throughout the Newcastle, Hunter, Central and North Coast regions. IDC was proud to be a continued sponsor of the Fastest Growing® Innovation industry award category, which aims to acknowledge the commercialisation of innovative new products and services. This year's IDC Innovation award went to Heat Pack

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Originals by Torinat – manufacturer of novelty heat packs for children.

#### [Hunter Founders Forum](#)

Founders Forum is an angel investor network devoted to assisting early-stage investment opportunities. Members from throughout the Hunter invest, sit on boards, make introductions, consult and share their experiences with other angels and business associates. IDC's Executive Officer, Darrell Nicholls is a Nominated Advisor (NOMAD) for the Hunter Founders Forum.

#### [Hunter Entrepreneur's Program](#)

The Hunter Entrepreneur's Program is aimed at young entrepreneurs with an innovative service, product or process that are ready and committed to grow their business. It is designed to help them develop skills to grow and/or become investment ready. IDC sat on the panel of experts, providing mentor services to this year's Hunter Entrepreneur's Program participants.

IDC was also a proud supporter of:

- Hunter Manufacturing Awards;
- Women in Business Mentor Program;
- Hunter Means Innovation Festival;
- Newcastle University – Fine Arts Exhibition; and
- Peer Support Group.