



# Industry Development Centre (Hunter) Ltd (IDC)

## ANNUAL REPORT 2009

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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 1000 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**

**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 2009 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

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## Chairman's Report

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On 12 February 1992 Federal Cabinet determined that \$5.3 million be provided to the Industry Development Centre [Hunter] Ltd (IDC) for the purposes of providing industry development services in the Newcastle region.

“Industry Development Services” were defined as services aimed at providing or facilitating access to expert advice from government and industry sources, strengthening linkages between regional businesses and research institutions, promoting the development and use of new and improved technologies in existing and new businesses, encouraging businesses to extend their focus to national and international markets and attracting new businesses to the region.

In the years since, the IDC has pioneered the provision of a range of services to grow industry and employment in the region funded initially by the Commonwealth grant and subsequently from internal resources. It built up the IDC as a “Meeting Place for Business”, it mapped the first industry clusters and funded the establishment of industry networks, facilitated the provision of a full time service in the Hunter by the Industrial Supplies Office of NSW (now the Industry Capability Network), the one-stop shop provision of information on all forms of government assistance to businesses, assisted the development of a cohesive regional development strategy and established a local Innovation Advisory Service for inventors that now provides service across Australia.

The IDC has well and truly fulfilled its “Industry Development Services” obligations to the Commonwealth in relation to the funding provided.

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The key to the success of the IDC has been the ability to adapt - and sometimes develop new - services as the needs of businesses have changed over time. Undoubtedly this will continue into the future.

The transfer of control of the IDC's building to the University of Newcastle on 30 June 2009 requires a redirection of the functions performed and services provided by the IDC. Terms agreed with the University on future tenure will enable the IDC to continue to play an effective role in the development of industry in the region.

The staff and Board have built a strong national reputation for integrity, accuracy, quality of service and impartiality in the operations of the IDC. This is an asset that must be protected and utilised as the IDC reshapes its activities in the next stage of its development services to business and community.

Whilst the global financial crisis affected the IDC's investment and general income during the past year, Executive Officer, Darrell Nicholls and staff members did remarkably well to maintain high quality reliable services to the IDC's clients and tenants as the end of the lease approached. They are to be commended for their achievements and loyalty.

On 4 November 2008, Director Evelyn King concluded her service on the Board. I thank her for her important contributions to the work of the Board.

The IDC is indeed fortunate to have Directors prepared to give readily of their time, skills and support in the interest of the community. I appreciate their commitment and effort greatly and I thank them.

**Hon. Peter Morris**

Chairman

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## Executive Officer's Report

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2008-2009 was a transition year for the Industry Development Centre (Centre). Twenty-one years ago the Industry Development Centre (Hunter) Ltd (IDC), then the Hunter Technology Centre, with the funding support of the Federal Government, conceived and built the Centre. Over that time IDC established the facility as “the meeting place for business” and a significant player in the business landscape of the Hunter.

As well as providing first class conference facilities, the Centre became the home for some of the region's most innovative businesses. With its proximity to the University of Newcastle and ready access to major transport links, the Centre provided a unique location as an interface between the academic and business worlds.

On 30 June 2009 the building was formally handed over to the University of Newcastle as part of the original lease agreement.

Managing the orderly and seamless transfer of the facility to the University provided a unique set of challenges to the management and staff of IDC. With the changing nature of the use of the building it was necessary to terminate all existing lease and license agreements. Many of these tenants had been at the Centre for a number of years and in particular Microster and Quality Data had been tenants for more than 15 years. The IDC staff worked proactively with all the tenants to assist them to find alternate accommodation and to manage the move with the minimum disruption to their business operations. Our staff also worked closely with the University of Newcastle to manage the transfer of building service providers to maintain continuity during the transfer. I acknowledge the commitment and effort of all staff during this trying

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time and in particular the Centre Manager, Le-Anne Stewart whose project management of this transfer ensured that the handover happened with a minimum of disruption. I also acknowledge the cooperation and support from the Facilities Department of the University of Newcastle during this whole process.

While the building and its facilities was the public face of the organisation over this time, the IDC has - and continues to - deliver a range of programs that provide expert advice from government and industry sources and promote the development and use of new technologies in existing and new businesses to encourage business growth and attract new business to the region. These services have evolved over time to meet the changing needs of the business community and in many instances have been the catalyst for attracting additional government departmental representation to the region.

Over the past seven years, the IDC has delivered a range of programs supporting innovative individuals and small to medium businesses to identify, protect and commercialise their innovative ideas. These services have provided, in addition to a high level of educational content, a planned pathway and strategy to take the idea to market. The success of this program is testament to the dedication and professionalism of the staff that deliver it. In particular I acknowledge the input from Troy White, Commercialisation Manager (with the organisation for 7 years), Merri Bell, Innovation Adviser (5 years), Andrea Pugh, Marketing Assistant (4 years) and Lisa Standen, Administration (2 years). Their time with the organisation is evidence of this commitment.

The Board of the IDC has reaffirmed its commitment to continuing the support and development of innovative businesses in the region and is pleased to confirm that the University of Newcastle has provided

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office space within the building for these services to continue. The IDC will be located within an innovation precinct that will comprise Newcastle Innovation, the Clean Energy Innovation Centre and AusIndustry. This cluster will provide synergies that will further enhance innovation within the region.

I acknowledge the support I have received from the members of the Board during this challenging period and in particular from the Chair the Hon. Peter Morris. It is this strong partnership between Board, management and staff that will continue to deliver strong outcomes to innovative small business and the whole regional economy.

**Darrell Nicholls**

Executive Officer

## IDC Innovation

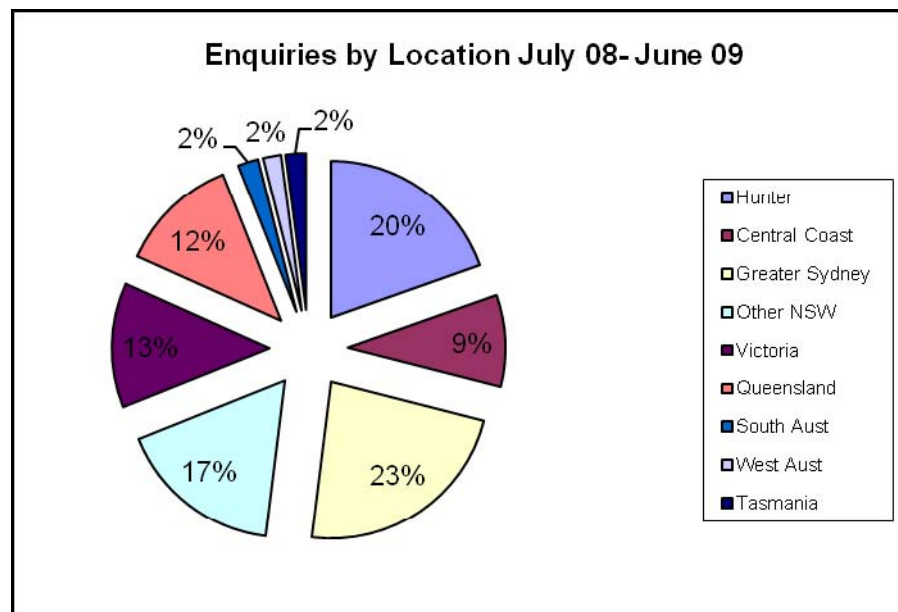
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*'Helping inventors and innovative small businesses commercialise new ideas'*

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 2008-2009 IDC assisted more than 1,500 innovators from across the country in developing their new ideas.

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 had the opportunity to assist in the past year is presented in Table 1 below.

**Table 1**



## GOVERNMENT-SPONSORED INNOVATION SUPPORT INITIATIVES

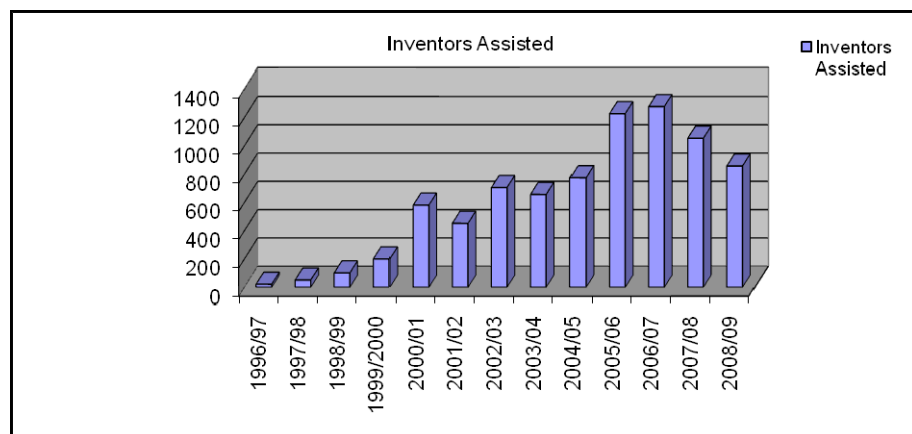
Various government-sponsored innovation support initiatives proudly delivered by IDC throughout the year included the following:

### Hunter Innovation Advisory Service



On behalf of Industry & Investment NSW (I&I NSW) 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, approximately 900 NSW innovators utilised the service, as provided in Table 2 below.

**Table 2**



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

## Regional Innovation Advisory Service



As an extension of the *Hunter Innovation Advisory Service*, IDC conducted two *Regional Innovation Advisory Service* programs on behalf of I&I NSW 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 Davies Collison Cave Patent and Trade Mark Attorneys and The Commercialisation Academy in providing assistance to participants.



*Building on Bright Ideas Seminar, Central Coast 2009*

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

- Port Macquarie, 14-15 May 2009 (as part of the *Mid North Coast Innovation Festival*); and
- Central Coast, 28 May 2009 (as part of the *Home-Based Business Week 2009*).

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As indicated, the various programs were held in conjunction with respective local area events, which formed part of the wider 2009 *Australian Innovation Festival*. Overall both programs were extremely well-received and combined, helped more than 60 regional NSW innovators. Feedback provided by a number of program participants included:

*"Thank you for the opportunity of attending last Thursday's 'Building on Bright Ideas' seminar. We found the whole event very informative. Our pre-arranged meetings with the Innovation Advisor and patent attorney were valuable as they were both very supportive in our ideas. They gave us lots of advice and offered us follow-up contacts if we need. For small business it is good to have the seminars available and we really appreciate the support provided"*

**SUE CONDON, Wyoming NSW**

*"Just to let you know how much we enjoyed the "Building on Bright Ideas Seminar" held on the Central Coast last week. We found it extremely informative and well presented. We both came away with a clear and more realistic understanding of the process and feel quite enthusiastic and motivated. We found the time spent with the Innovation Advisor was helpful and to the point. They were able to answer all our questions and were clear and concise. We have found everybody within your organisation and its associates to be friendly and helpful".*

**GLENYS SHORTER, Picketts Valley NSW**

*"My business partner and I found the 2 hr presentation at the recent Regional Innovation Advisory Service held in Port Macquarie extremely informative and interesting. The speakers held our attention throughout the seminar demonstrating their knowledge & understanding of the specific topics on which they spoke. The one-on-one consultation the following day was motivating, positive and gave us food for thought. I wish we were aware of this service 18 months ago. I would have no hesitation in recommending this service to anyone with a great idea. Thank you."*

**JENINE BOEREE, Elizabeth Beach NSW**

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*"I recently attended a seminar for first time inventors and came away with the right information to go forward with my ideas, it's thanks to the presenters who spoke with conviction about the path most travelled by inventors...all I can say is, if you're sitting at home on what you think are good ideas but don't where to go with them, do as I did and contact IDC hunter they have the expertise to make your ideas come to life..."*

**CHRIS KEM, Umina Beach NSW**

*"As a small business owner, it is not always possible to find the specialist services we require in our local area. Through the RIAS program I was able to attend a personal interview with a patent attorney and a commercialisation specialist from the Industry Development Centre (Hunter) Ltd. Their expertise enabled me to confidently discuss the possibilities and mechanisms for protecting our innovative compost material and the success this has brought our landscape supplies business will be ongoing. Thank-you for the opportunity to participate in this program, and I look forward to similar programs in the future."*

**MICHELLE LOVE, Wauchope NSW**

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

IDC continued to administer [www.ausinvent.com](http://www.ausinvent.com) – the online gateway to I&I NSW's *Innovation Advisory Service* initiative. During 2008-2009 the website attracted close to 44,000 visitors.



Two new *Hunter Innovation Advisory Service* success stories prepared by I&I NSW were also added to the site's popular Snapshot Gallery. Clients showcased during the year included:

- Simon Hassan – "[Safesack - the theft-proof alternative to traditional backpacks](#)"; and
- Tony Haney – "[Pegmate](#)".



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## IDC COMMERCIALISATION PRODUCTS AND SERVICES

Further to government-sponsored innovation support initiatives, IDC continued to provide Australia's innovators with a comprehensive suite of products and services to help commercialise their new ideas. IDC's range of highly specialised commercialisation products and services also 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)
- Innovation Market Review
- Industry Opinion

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## 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:

- Vending
- Homewares
- Furniture
- Bedding
- Building and Construction
- Camping/Outdoor Recreation
- Scrapbooking
- Transport
- RV and Caravanning
- Fitness
- Fire Protection
- Electrical Contracting
- Vending
- Craft and Hobby
- Electronics
- ICT
- Electronic Signage
- Plumbing

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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 (IP)
- Business start-up advice
- Research and testing
- Marketing
- Capital raising
- Prototype development
- Industrial design
- Legal
- Finance
- Funding and grants
- Manufacturing
- Product standards

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

### Industry & Investment NSW (I&I NSW)

- 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 for innovation development;
- Delivering *Regional Innovation Advisory Service* programs in Port Macquarie and Central Coast; and
- Delivering commercialisation advice and support at the Parramatta offices of I&I NSW as part of IDC's Innovation Express™ service.

### ABC's 'The New Inventors'

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

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### AusIndustry

- Jointly promoting the range of support programs available through AusIndustry.

### 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;
- 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 'Protecting Your Brand' seminars in Newcastle 30 Sep 2008 and 12 May 2009 and Regional Innovation Advisory Service programs delivered in Port Macquarie, 14-15 May 2009 and Central Coast, 28 May 2009.

### 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; and
- HBC presented two free seminars in partnership with IDC. 'Protecting Your Brand' seminars took place in Newcastle 30 Sep 2008 and 12 May 2009.

### Business Enterprise Centres (BECs)

- Provided support and information to small business clients.

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### 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.

### 2009 Hunter Central Coast Innovation Festival (HCCIF09)

- Actively participated in the *2009 Hunter Central Coast Innovation Festival (HCCIF09)*;
- Sponsor and active promoter of the Festival through a range of IDC publications and websites; and
- Delivered a *Protecting Your Brand* seminar in Newcastle (12 May 2009) in conjunction with HBC as part of the Festival.

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### Industry Capability Network (ICN)

- Worked 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;
- Distributed a range of IP Australia publications to innovation clients; and
- Actively promoted IP Australia services, news and events through a range of IDC publications and websites.

### Newcastle Innovation

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

### Morgan Cradock

- Morgan Cradock presented on raising capital as part of Regional Innovation Advisory Service programs delivered in Port Macquarie, 14-15 May 2009 and Central Coast, 28 May 2009.

## COMMUNICATIONS, EVENTS AND MEDIA

### Communications

IDC's portfolio of websites continued to provide support to clients and promote Australian innovation. Throughout the year the group of sites attracted approximately 77,000 visitors combined. At 30 June 2009, IDC's suite of websites included:



[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)

In January 2009 a New Inventions Gallery and IP Licensing Opportunity page were added to [www.innovation.org.au](http://www.innovation.org.au). The additional pages have attracted increased visitors to the website and provided added publicity for IDC clients.

Along with IDC's band of websites, the company's publications, including IDC E-News (a free electronic newsletter) continued to keep

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subscribers up-to-date on all the latest innovation-related news and events. Subscription numbers to IDC publications also continued to increase.

### Special Events

Throughout the year IDC participated in a range of special events including the *2009 Hunter Central Coast Innovation Festival (HCCIF09)* - the second innovation festival to be held in the region.



*Protecting Your Brand, Newcastle May 2009*

The festival ran Friday 8 May, to Friday 22 May and included a wide range of events programmed to 'show off' the region's special talents for innovation. As part of the festival IDC delivered a free seminar, 'Protecting Your Brand' in conjunction

with HBC to help small businesses in the Hunter learn how to protect their key business assets - their brands.

IDC was also invited to present at a variety of events held throughout the year including seminar, '*Pitching to Big Business*' delivered by Sydney Innovation Advisory Service in Chatswood and interactive panel discussion



*Flying Solo LIVE!, Sydney September 2008*

as part of *Flying Solo LIVE!* held 17 September 2008 at the Australian Technology Park in Sydney.

## Media

Further to participating in a range of special events IDC also appeared in various print, digital and broadcast media throughout the year including 'MySmallBusiness' sections of The Sydney Morning Herald, Brisbane Times and The Age. A number of IDC innovation clients also appeared in the media, on ABC's popular television program, 'The New Inventors'. A number of IDC clients to have featured include:

### **The Cutter** by Bill Rayner

The *Cutter* is a handheld paper trimming tool, of similar shape to a computer mouse. The tool can be used to trim paper stock including card or photographs and is safe to use on flat surfaces without the need for a cutting mat.



*Image provided courtesy of The New Inventors, ABC*

### **Carportable** by Tony Songest



*Image provided courtesy of The New Inventors, ABC*

"CarPortable is a tent-like structure that can be assembled and disassembled in minutes, and can cover all kinds of cars."<sup>1</sup>

<sup>1</sup> ABC, The New Inventors, 2009, <<http://www.abc.net.au/tv/newinventors/txt/s2509380.htm>>.

### **Bed Slip** by Jason Hood

The *Bed Slip* is a bedding accessory, which fits to the base mattress of a bedding ensemble/mattress set to provide the appearance of a solid bed base frame. The accessory provides an alternative to fabric bed



*Image provided courtesy of The New Inventors, ABC*

skirts/dust ruffles/valances/box spring covers and has been designed as a DIY bedding accessory, which can be easily fitted to ensembles/mattress sets of varying sizes.

### **Smart Staff** by Bevan Steffensen



*Image provided courtesy of  
The New Inventors, ABC*

“The Multi Purpose Measuring Staff (MPMS) is a new design of staff to take out the calculations in levelling work thus saving time and limiting mistakes.”<sup>2</sup>

<sup>2</sup> ABC, The New Inventors, 2009, <<http://www.abc.net.au/tv/newinventors/txt/s2347024.htm>>.

## IDC Conference Centre

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

In 2008-2009 the IDC hosted more than 320 corporate conferences, seminars and training events, which attracted more than 7,700 visitors to the Centre.



Scheduled marketing activities continued to raise awareness of the IDC as the preferred 'meeting place for business' as evidenced through increased bookings. Marketing initiatives included direct mail, print advertising features in local area newspapers and business



publications and special offers to members of the Hunter Business Chamber members. In excess of 300 targeted organisations were invited to view IDC facilities and provided with a copy of the

2008/09 Conference Pack.

Following seventeen years of outstanding service as the preferred conference venue in the Hunter, at 30 June 2009 the IDC building contract expired and conference facilities and services drew to a close.

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## Business Tenancy



During 2008-2009, the IDC provided serviced business accommodation to thirteen businesses. A full occupancy rate was maintained throughout the year, which is better than the average office

market occupancy rate in Newcastle.

In 2008-2009 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.

As at 30 June 2009 the IDC building contract expired and business tenancy was no longer provided.

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## Building Management



The 2008-2009 annual tenant survey provided much positive feedback with minimal issues raised regarding IDC building management.

Preventative and ongoing building maintenance systems continued throughout the year and at 30 June 2009 building management and maintenance was handed over to The University of Newcastle, following expiration of the IDC building contract.

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## Sponsorship and Support

Throughout the year 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



*Winner, Adam Hobbs with IDC's Executive Officer, Darrell Nicholls*

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 third year student, Adam Hobbs.

### 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

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of experts, providing mentor services to this year's Hunter Entrepreneur's Program participants.

IDC was also a proud supporter of:

- Hunter Manufacturing Awards;
- 2009 Hunter Central Coast Innovation Festival (HCCIF09); and
- Peer Support Group.