

Supporting Industry

Round Table

Since 2002, over 650 business and industry representatives have participated in 50 meetings of the Chief Minister's Business

Supporting Business

The Territory Government is continuing to assist local business by providing information and development services through Territory Business Centres and programs such as UpSkills, Business Growth, October Business Month and the Chief Minister's Business Round Table.

More than 404 business people have attended the 2006-07 UpSkills Workshops and 30 business people have been assisted with business coaching. October Business Month 2006 attracted around 3000 people across the Territory and this year will focus on issues such as labour shortage, business planning, managing growth, uptake of technology and globalisation.

Programs will continue to be implemented to assist the establishment of Indigenous enterprises, support partnerships between Indigenous and other corporate entities, and provide business support services.

In 2007-08, the Government will continue to assist Territory businesses to grow internationally with joint industry-Government trade missions, offices in Jakarta, Manila and Dili, and continuing with the Growing Our Trade Route strategy to develop the Territory's international trade opportunities. The Trade Support Scheme (\$0.4 million) will continue to assist Territory businesses to market their products overseas, and export training workshops will help to increase businesses' export readiness.

Territory Business Centres

Territory Business Centres are the first point of contact and referral for business services and products provided by Territory Government agencies. They are located in Darwin, Alice Springs, Katherine and Tennant Creek.

At the Territory Business Centre, people can lodge licence applications, register a business name, conduct a business name search and access the Business Licence Information Service to find out about all relevant licence and permit requirements for operating a business in a particular field in the Territory. The centres also provide accurate information on all business assistance services and products offered by Government.

Business Information Kits Online

Four online Business Information Kits are now available from the Territory Government website, designed to assist people to find information on starting and running a business in the Territory. Critical stages covered in the kits are starting a business, growing a business and when businesses are ready to move out of home. Topics covered include tourism, manufacturing, food and home-based business sectors.

An online tool is also available to help businesses find property-specific zoning and planning information.

www.nt.gov.au/businessinformationkits



Supporting Tourism

Destination Marketing Campaign

Tourism NT's destination marketing approach will continue in 2007-08, promoting the six priority destinations of Darwin, Katherine, the Alice Springs area, Uluru-Kata Tjuta, the Tennant Creek and Barkly area, and Kakadu and Arnhem Land (\$2 million). The focus will be to convert interest into higher and longer visitation, and to promote visitation during the shoulder seasons. Other initiatives totalling \$1.9 million including strengthening online and website capabilities and cooperative marketing activities with industry.

Destination Alice Springs for adveNTure

Alice Springs will be promoted as the adventure capital of the Northern Territory, with a \$2.1 million campaign which includes a television commercial filmed around Alice Springs, print advertising and online promotion on the Lonely Planet website, along with cooperative trade activity with industry players such as Flight Centre, Qantas Holidays, Voyages, APT, AAT Kings, and Great Southern Railways.

Cruise Ship Visits

Cruise ships visiting the Port of Darwin increased by 34 per cent in 2006, delivering more than 10 700 passengers to the Top End, spending on average \$150 per person per day onshore.

Also in 2006, 80 Australian and international naval ships visited Darwin, with spending estimated at between \$150 and \$200 per person per day.

Airlines

The Territory is well placed to become the hub for Australian air services to the region. With around 75 per cent of interstate and international visitors entering the Territory by air, efforts to increase aviation services are a priority.

In 2006, average weekly international seat capacity into the Territory increased by 26.6 per cent to 2547 seats. Tiger Airways will expand its operations to five weekly services in 2007. Six direct international charter flights from Fukuoka in Japan to Alice Springs are also expected to inject about \$1 million into the local economy.

Domestic seat capacity increased by 7.2 per cent in 2006 to an average of 22 594 seats per week. Greater capacity is expected in 2007, with Jetstar resuming daily Darwin to Melbourne services from April and increasing Adelaide to Darwin services to five per week.

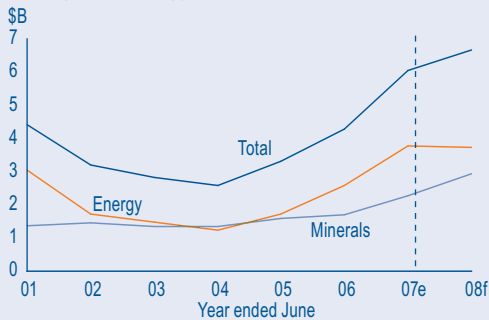
Australia's First National Landscape

In December 2006, the Australian Government announced the Red Centre Way as Australia's First National Landscape (see map on page 12).

As part of the National Landscape Initiative, the Red Centre Way will be promoted nationally and internationally through joint Territory and Australian Government marketing operations, to increase visitor numbers to the region.



Mining and Energy Value of Production and Processing



Source: Northern Territory Treasury, Department of Business, Economic and Regional Development

Mining

Bringing Forward Discovery, at \$12 million over four years, continues the Government's commitment to encouraging investment and growth in the mining industry, including: high quality geological information for industry to promote the mineral and petroleum prospectivity of the Territory (\$6.65 million); promoting Territory mining, exploration and investment opportunities (\$0.5 million); and facilitating exploration and development through efficient granting and maintenance of mineral and petroleum titles (\$2.7 million).

Alice Springs Mining Services Expo

In March 2007, Alice Springs hosted the second annual Mining Services Expo and Supply Seminar. The event included 47 exhibitors representing a broad range of business and industry sectors. More than \$2 million in new business was written as a direct result of the event in 2006, and feedback from the 2007 Expo is very positive, with 72 per cent of respondents saying they had picked up business or potential business through the event.

Defence Support

Defence activity is a major contributor to the Territory economy with a large defence force presence in Darwin, Alice Springs and Katherine, and defence spending approaching \$1 billion a year (50 per cent on salaries and 50 per cent on operations). Defence Housing Australia also manages more than 2200 properties in the Territory and is making significant investments in new housing developments at Lyons and Muirhead.

The Territory Government continues to focus on helping build local capability to service Defence's general and specialised needs, and to identify opportunities for local contractors and suppliers to engage with Defence and Defence families.

Bulk Commodities Transported in the Territory

Commodity	From
Manganese	Bootu Creek
Iron ore	Frances Creek (from July 2007)
Cobalt, nickel, lead, copper, silver	Browns Deposit (near Batchelor)
Gold	Pine Creek
Uranium oxide	Jabiru
Lead and zinc	McArthur River
Alumina and bauxite	Exported from Gove
Liquefied natural gas	Exported from Darwin

Defence Contracts

Local firm General Dynamics Land Systems Australia will handle training and maintenance requirements for the M242 cannons mounted on ASLAVs and Armidale Class Patrol Boats, both of which are stationed in Darwin. Staff are qualified to train others and this makes Darwin the centre for M242 maintenance in the South East Asia and South West Pacific regions, greatly increasing local employment opportunities.



Through an industry development strategy, the Government aims to help local industry build its capability and capacity to secure Defence support projects, both directly and with key prime contractors.

Design work has also begun on the proposed Defence support hub site, adjacent to Robertson Barracks, which will provide a strategic location for industry to support the work needed for Defence projects and equipment including armoured vehicles.

Supporting Primary Industry

The Territory agribusiness sector continues to show strong growth, with significant development opportunities in agriculture, horticulture, livestock, aquaculture and mining. In 2007-08, a range of initiatives will support primary producers:

- in horticulture, grower accreditation and certification of produce will ensure Territory horticulture produce meets necessary standards for domestic and export outlets (\$0.98 million), new and innovative plant development including biofuels, fodder, cut flowers and fruits (\$0.88 million);
- financial assistance for primary producers and land managers will improve their business and resource management skills through FarmBis (\$0.9 million);
- for livestock industries, the National Livestock Identification System assists in identifying and tracing individual Territory cattle from property of birth through to slaughter, for food safety, product integrity and market access purposes (\$0.32 million);
- research, development and extension will maximise pastoral production with environmental sustainability (\$1.45 million);
- investigation, analysis and assessment of ground and surface water capacity, and drilling and testing production bores, ensure proven water supplies have the capacity to support allied business investment in the regions (\$4 million); and
- providing information on soil, vegetation, water resources, flood forecasting, tide and sediment flows (\$1.1 million).

In aquaculture, the Government has joint ventures with Aboriginal organisations in Kulaluk and Maningrida to develop mud crab farming and production for local markets. Research and development of other aspects of the Territory's aquaculture industry will continue, including the production of barramundi fingerlings and the trepang hatchery (\$1 million).



Trepang Hatchery

The joint project between the Government and local trepang harvester Tasmanian Seafoods for a trepang hatchery is producing juvenile trepang at the Darwin Aquaculture Centre. Tasmanian Seafoods is now looking at expanding into a commercial operation. It is expected to produce 640 tonnes of trepang a year, increasing Territory exports and employment opportunities.