



MEDIA RELEASE

Local Forum to help East Arnhem contractors win more business

Friday 19 August 2016

Around fifty people from the construction and trades industry and interested parties filled the Gove Country Golf Club on Wednesday 17th August to hear about the current situation and future opportunities in East Arnhem Land, including tips to improve their chances of securing business opportunities on offer.

Co-hosted by Developing East Arnhem Limited (DEAL) and the Northern Territory Government Department of Business, *Positioning Your Business for Success a Forum for Local Contractors and Tradies* provided two speakers from the Northern Territory Government, Jim Rogers, Senior Executive Director East Arnhem (Department of the Chief Minister), and, George Hutchinson, Regional Director East Arnhem (Department of Infrastructure), along with two speakers from Rio Tinto, Emma Murray, Manager Services and Debbie Humphreys, Specialist Sourcing. From regional trends, to specific tender processes and projects on the horizon, these speakers provided a good insight into the opportunities that lay ahead.

The keynote speaker for the event, CEO and owner of Registered Training Organisation Accrete Pty Ltd, Mark Leahy provided an engaging talk about how to be more competitive during the tender process and described methods to help local East Arnhem businesses win tenders.

Mr Leahy expressed the importance of operators in remote regions such as East Arnhem building networks within the construction industry, and developing networks with other local service providers, such as people skilled at tender writing. "Look not to only network in the region but beyond, understand what your strengths are and look to collaborate with partners to bid and win the larger local projects that might otherwise go to an outside firm" Leahy said.

DEAL CEO Carley Scott said "We know the competitive environment is changing. Here, outside the region and the Territory, industry is becoming more competitive. We want we want East Arnhem Land operators to win future work and will continue to organise information and networking sessions such as today's forum to help you succeed."

Mr Leahy reminded the audience they were in a region of the Australia where there was much support being provided to help business “In the competitive world of business use all the tools at your disposal” he said “don’t be shy about approaching entities set up here such as DEAL and the Department of Business to help”.

Further business development and networking sessions will be hosted in East Arnhem Land shortly as part of October business month. Keep an eye on DEALs Facebook page for more information www.facebook.com/DevelopingEastArnhemLimited

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To interview DEAL CEO Carley Scott, please contact Tom Foster 08 8987 0564.

About Developing East Arnhem Limited

Developing East Arnhem Limited (DEAL) was established in November 2014 to support economic development in the region. The organisation was established as an independent company with seed funding provided by the Northern Territory Government (\$2M) and Rio Tinto (\$2M). DEAL is managed by a Board of Directors, and has a full time Chief Executive Officer, a Project Manager and a part time Business Office Manager. The Many Rivers Field Officer shares the DEAL office, which is located in Nhulunbuy. To find out more about DEAL, visit www.developingeastarnhem.com.au