



- Meet local business **Light & Glo Designs**
- Business developments in Wyndham
- AND MORE...

Wyndham City
Wynning Business Newsletter
Autumn 2018

WELCOME



The Economic Growth Unit implements and facilitates business development programs which have continuously changed and or evolved to meet the needs of the small business and start up community.

A new program, **Innovate to Excelerate**, which is currently underway, offers 30 hours of one on one mentoring and a series of group sessions. The 10 participating businesses are start-ups or small businesses that have been trading for at least six months and less than six years. The program objective is to enable growth through the application of innovation and entrepreneurship.

The **Enterprising Tarneit Program** which was piloted in Wyndham in 2016 and continued in 2017 through the Enterprise Wyndham Vale Program, will be rolled out in the new financial year as the Enterprise Truganina Program. Supported by the Economic Growth Unit and Community Development, the program is funded by the Scanlon Foundation and delivered by the Council for Multicultural Youth. This program, which in part is place based, focuses on individuals who have a demonstrated capacity to transform their business idea or concept into a sustainable business.

Council will continue to deliver a **Grow Your Business Program**, previously funded by state government, which focusses on more mature companies that have demonstrated capacity for growth.

With this suite of initiatives now in place, Wyndham has developed a business development program that has the capacity to provide intensive support for businesses at three different but sequential development stages.

During the next quarter, the Economic Growth Unit will explore options for Wyndham in relation to the attraction and or development of business accelerators, incubators and co-working spaces that are designed to enable innovation and entrepreneurship in business start-ups.

Best regards,

Daryl Wilson
Manager Economic Growth

IN THIS ISSUE

- 3 Business profile:
Light & Glo Designs
- 4 Wyndham developments
- 5 AirAsia comes to Avalon
- 6 WYNNovation

There is still time to submit your entry for the Wyndham Business Awards!

Entries close Friday 8 June at 5.00pm

www.wyndham.vic.gov.au/businessawards



williamslanding

*Business Awards Major Sponsor:
Williams Landing proudly developed by Cedar Woods*

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CONTACT

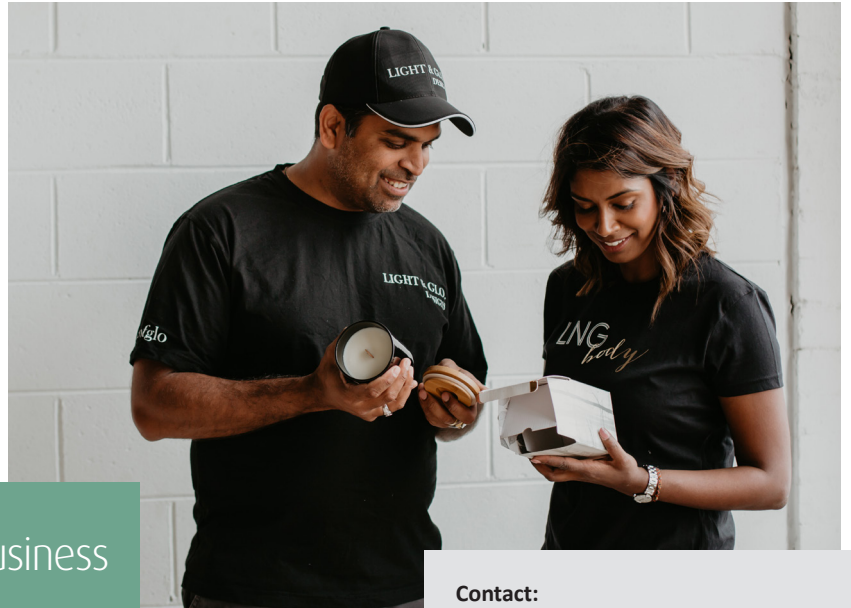
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The story behind award-winning business **Light & Glo Designs**

An idea in the middle of the night sparked the beginning of Wyndham based fragrance house Light & Glo Designs.

“Candle making began as a small time hobby but the idea of becoming a business was an overnight concept whilst on maternity leave”, said co-founder Suji Sanjeevan.

Suji and her husband Jeeva started Light and Glo Designs in December 2015 and now, less than three years later, have an award-winning business with plans to launch in London in the next 12 months.

Light & Glo Designs’ unusual wooden wick candles and eye-catching branding has helped establish a competitive niche in a very crowded market.

In 2017 Light & Glo Designs won the Wyndham Business Award “New and Emerging Manufacture” impressing the judges with their commitment to quality and customer service, among other attributes.

“We were thrilled to win and it was so unexpected that we hadn’t even written a speech!”, said Suji.

“Winning the New and Emerging Manufacture category has not only seen our business grow but seen it gain recognition as a formidable entity within its sector. The award has presented countless opportunities to meet and collaborate with many like-minded businesses. To be recognised was very inspiring and gave us the affirmation to move forward,” she added.

Suji said that providing quality products and outstanding customer service has been a vital part of their growth.

“Aside from our retail line, we offer a wide range of customised candles that can be tailored to specific events. Whether planning a wedding, christening, bridal shower, corporate gifts or just organising a big celebration, our products can be handcrafted for customers’ specific needs”.

A qualified medical doctor with a background in clinical research and policy, Suji said the business has given her the opportunity to tap into her creative side. She works closely with Australian perfumists and designers to create their innovative fragrance collection.

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On the other hand, Jeeva, also a medical practitioner, is the marketing mastermind behind the success of Light and Glo Designs and is the face of many expos, markets and events.

“Word of mouth and several Point Cook businesses stocking our products in the early stages helped us grow our business quite quickly. We’ve also done a number of markets including design and other boutique markets”, said Jeeva.

Light and Glo Designs is steadily adding new products to their range. The business is always on the lookout for trends and consider innovation key to success.

Recent focus on health and wellbeing globally saw the introduction of Light & Glo Designs’ meditation/yoga candles and led to the launch of their body range consisting of hand and body wash, body soaks and scrubs created with 100% natural, organic ingredients.

“Word of mouth and several Point Cook businesses stocking our products in the early stages helped us grow our business quite quickly”

Apart from business growth, Suji and Jeeva are very committed to their own personal growth and are focussing on that in 2018.

In between studying law part-time and running the business, Suji is participating in Wyndham City’s “Innovate to Excelerate” business growth program. Each of the 10 participants who were selected for this initiative undertake an innovation project unique to their business, attend knowledge workshops and receive individual business coaching.

To help Suji and Jeeva manage their expanding business, they now employ 9 staff as well as contract local designers, printers and other expertise as required.

Invest Wyndham

With some very exciting developments in the pipeline or well underway, below is a snapshot of two significant investments in Wyndham and their economic impact.

Target Australia - National HQ

- **Jobs created:** 850 new direct jobs
- **Investment:** \$37 million
- **Completion:** December 2018

Retail giant, Target Australia, is set to move their headquarters to Wyndham. The new offices will be located in the Williams Landing Town Centre in a purpose built 12,600 square metre office building comprising 8 levels and capacity for 850 employees.

Target Australia will be the highest employing single user commercial office in Melbourne's west.

The combination of strategic location, proximity to transport connections and lifestyle opportunities will likely result in more major businesses taking up the opportunity presented at Williams Landing.



University of Melbourne, Werribee Campus

- **Jobs created:** 290 ongoing
- **Investment:** \$63 million
- **Completion:** November 2018

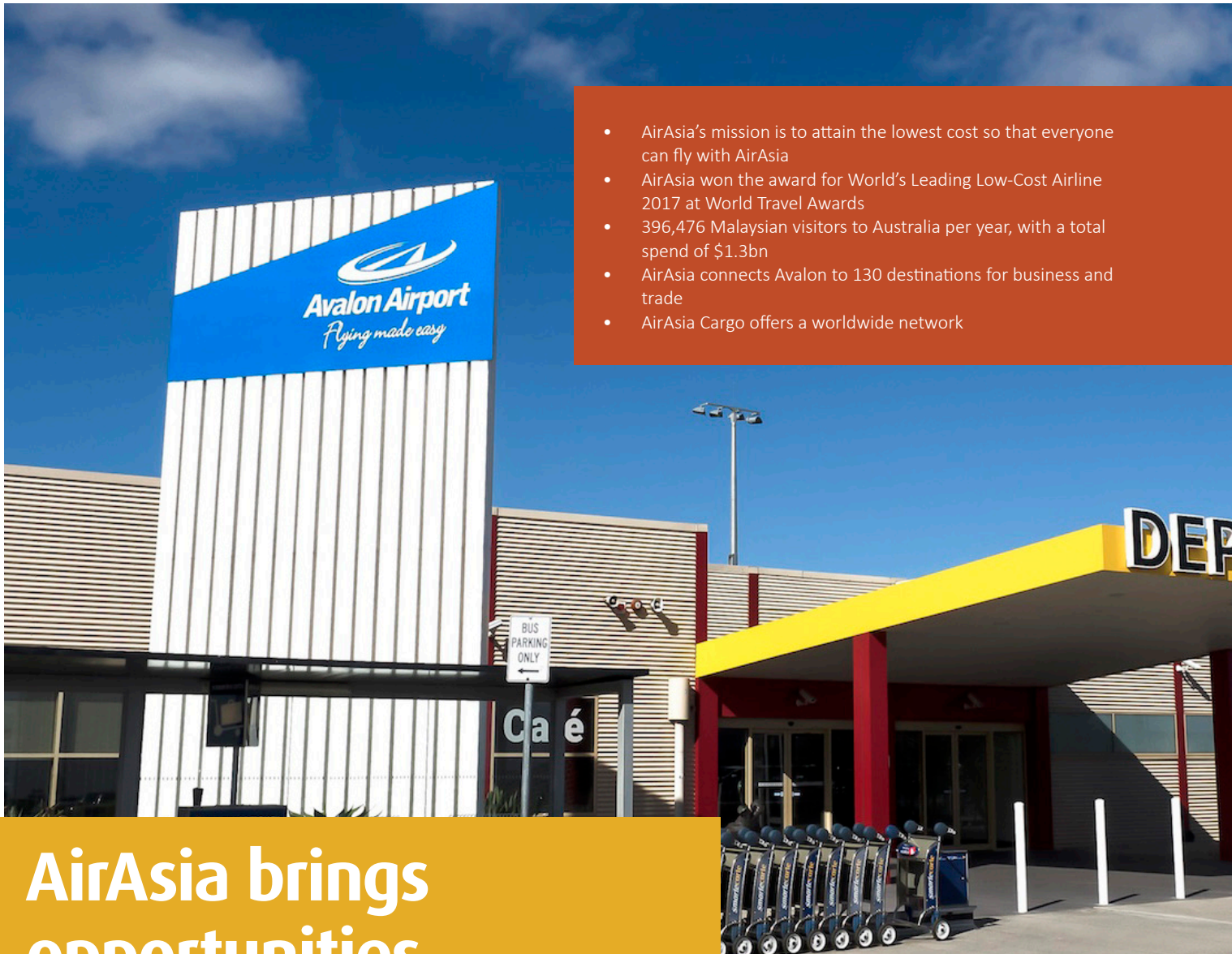
The University of Melbourne is investing \$63 million in a redevelopment that will enhance facilities for pet treatment and training for future veterinarians at the University's U-Vet Werribee Animal Hospital and Werribee campus.

Combining world-class clinical treatment for pets with state-of-the-art education and training facilities, the U-Vet Animal Hospital delivers a complete package for supporting animal health as well as learning for future veterinarians.

The upgraded U-Vet Animal Hospital will provide Wyndham's growing population and their pets, with a service that is unmatched in Australia.

The redevelopment will increase consultation capacity at the U-Vet Werribee Animal Hospital and provide veterinarian students with more opportunities for clinical experience and training. There will also be improved and increased diagnostic and treatment spaces, as well as an increased area for emergency treatment with segregated quiet zones.





- AirAsia's mission is to attain the lowest cost so that everyone can fly with AirAsia
- AirAsia won the award for World's Leading Low-Cost Airline 2017 at World Travel Awards
- 396,476 Malaysian visitors to Australia per year, with a total spend of \$1.3bn
- AirAsia connects Avalon to 130 destinations for business and trade
- AirAsia Cargo offers a worldwide network

AirAsia brings opportunities to Wyndham



Justin Giddings
CEO Avalon Airport

AirAsia expects to commence operations to and from Melbourne's Avalon Airport in the fourth quarter of 2018.

The company is working closely with Avalon Airport and relevant authorities to ensure their infrastructure and facilities needs are being met and the transition to the new terminal occurs safely and efficiently for AirAsia guests.

"The move to Avalon signifies our ongoing commitment to providing Australians with low fares and access to more than 130 exciting destinations across Asia Pacific", said Kris Taute, Manager, Public

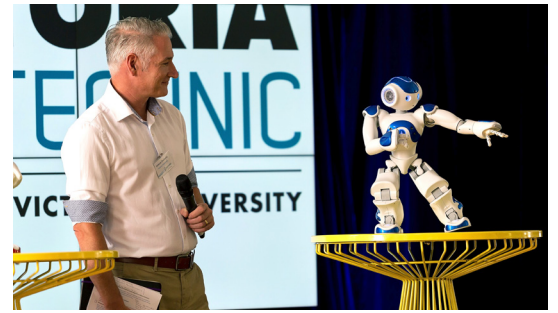


Relations and Communication, Australia and New Zealand | AirAsia Group.

"We're confident that the new service will generate jobs, contribute to the local visitor economy, as well as lay the foundations for new business and trade opportunities in the region", Kris added.

Currently passenger numbers at Avalon Airport are approximately 800,000. The addition of AirAsia's twice daily flights out of Avalon should increase passenger movements by around 500,000.

In addition, potential employment opportunities will be created through AirAsia, Border Force and Avalon Airport.



WYNnovation Imagine, Create, Innovate



“The rapid change of technology is going to catch many organisations unprepared for the very different future that is emerging.

It is encouraging to see the Wyndham City Council planning for this future. The WYNnovation event was a great initiative to ensure that Wyndham is a city that is ready for change.” - Professor Hugh Bradlow, WYNnovation Summit

Wyndham City’s Economic Growth Unit recently delivered the inaugural WYNnovation festival with feedback from participating businesses reinforcing it as a resounding success.

Held between 27 February and 6 March, the festival had several key components, providing the Wyndham business community the opportunity to hear and learn from an array of outstanding speakers about the how, why and where of innovation, agility and adaptability.

WYNnovation Summit

The Summit delivered a powerhouse of inspiration, creativity and learning whilst providing a snapshot of what the future will look like with increased automation and artificial intelligence. Renowned ABC presenter, Beverly O’Connor was the MC, witnessing firsthand a robotics ‘dance off’ demonstrating the work of Victoria Polytechnic students.

Wyndham businesses Vertech Hume, Mainstream Aquaculture and Proven Resume and Recruitment Results participated in a panel discussion expanding on their respective successes in R&D and innovative thinking.

More than 100 Wyndham businesses attended the Summit which was held at the Mansion Hotel & Spa.

WYNnovation Masterclass

Dr Michael Hewitt-Gleeson captivated and opened the minds of business representatives as he took them on a journey in lateral thinking. Acknowledged as a world authority in the field, Dr Hewitt-Gleeson has given over a billion lessons globally and can now add Wyndham to his bow. With credentials that include being the holder of the world’s first Doctorate in Lateral Thinking, Michael aims to equip individuals with the ability to solve problems by an indirect and creative approach, typically through viewing the problem in a new and unusual light.

WYNnovation Luncheon

The Committee for Wyndham partnered with Council to deliver a business luncheon featuring guest speaker Dr Charles Day, CEO of Innovation & Science. Over 100 business leaders came together at Shadowfax Winery to hear from Dr Day; a leader in innovation, business development technology commercialisation, venture capital and start-up creation.

“Innovation is often an intimate endeavour pursued by an individual or group of people within a business. WYNnovation took the concept of innovation and opened it up to the Wyndham business community. Not only did it showcase global and national innovation, but it highlighted that there are businesses in our community that are up there with the rest of the world leading the way. Knowing there are others in your community that are thinking and doing innovation must help our business as they develop and grow.”

**Barbara McLure
CEO, Committee for Wyndham**

