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## Publications



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### About DSRD

- [NSW Fast Facts](#) [75 KB]
- [DSRD Annual Reports](#)
  - [2007-08 full report](#) [2.41 MB]  
Parts:
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    - [Financial Statements](#) [454 KB]
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  - [2006-07 full report](#) [2.07 MB]
- [DSRD Guide to Services and Support](#) [348 KB]
- [DSRD Code of Conduct](#) [79 KB]  
Code of Conduct: An ethical framework for the Department of State and Regional Development. This Code of Conduct and Ethics has been developed to help you understand expected standards of conduct and behaviour, and decide how to deal with ethical problems you may encounter as a Departmental employee.
- [DSRD Applicant Information Pack](#) [57 KB]
- [DSRD Graduate Program Information](#) [125 KB]
- [DSRD Guarantee of Service](#) [124 KB]
- [DSRD Strategic Plan 2006-2009](#) [77 KB]
- [Finding a Great Job in NSW Government](#) [357 KB]
- [Job Application Form](#) [189 KB]
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- [Trade and Investment Centre](#) [1000 KB]

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### Business in Sydney and NSW

- [A guide to doing business in NSW](#) [617 KB]
- [A guide to doing business in NSW \(Mandarin\)](#) [434 MB]
- [Live and Work in Sydney and NSW](#) [695 KB]  
A guide to living and working in Sydney and regional NSW, with information on working holiday visas, sponsored visas, health, study and education.
- [Major Projects Unit - brochure](#) [3117 KB]  
The Major Projects Unit acts as a single point of contact and facilitator between project proponents, government, utilities and regulatory and approval authorities. Major projects involving significant investment and employment frequently require co-ordination across several government agencies responsible for energy supply, infrastructure and statutory approvals.
- [NSW and China – the Opportunity](#) [1199 KB]  
For China, the State of New South Wales is an ideal trading partner as well as an attractive investment destination.
- [NSW and China – the Opportunity \(Mandarin\)](#) [981 KB]  
For China, the State of New South Wales is an ideal trading partner as well as an attractive investment destination.
- [NSW and India - the Opportunity](#) [392 KB]
- [NSW Competitiveness Report 2008](#) [2.49 MB]

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### Investing in Sydney and NSW

- [Anholt City Brands Index 2007 general report](#) [664 KB]
- [Living in NSW](#) [1 MB]

- [New Market Expansion Program](#) [109 KB]  
Information flyer.
- [Sydney - a global city for the world of business](#) [1 MB]
- *Investment Case studies*
  - [China Construction Bank](#) [38 KB]  
NSW Shared Services profile.
  - [Air France](#) [70 KB]  
Sydney was chosen by Air France to set up its \$2.2 million high technology Sales and Service Centre, opened in early 2005.
  - [Bemax](#) [99 KB]  
Bemax Resources Ltd is one of Australia's premier mineral sands companies and is the fifth largest titanium dioxide feedstock producer in the world.
  - [China Construction Bank](#)
  - [Drivetrain Systems International](#)
  - [IBM e-Business Innovation Centre](#)
  - [Fidelity International](#)
  - [Jetstar](#)
  - [National Ceramics](#)
  - [Norske Skog](#)
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  - [Singtel](#)
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#### NSW Industries

- [Addressing Climate Change - NSW Growth Industry Profile](#) [536 KB]
- [Creative Industries Growth Profile 2008](#) [940 KB]
- [Ethanol biofuel – cheaper, cleaner, greener and locally made.](#) [189 KB]
- [NSW Food Industry profile](#)
- [NSW Aerospace and Defence - Growth Industry Profile](#) [254 KB]
- [NSW Aquaculture Industry Directory – Edition 3.1](#) [1850 KB]
- [NSW Biomedical Industry profile](#)
- [NSW Carbon Trading - Growth Industry Profile](#) (2.5mb)
- [NSW Financial Services - Growth Industry Profile](#) [902 KB]
- [NSW Financial Services - Growth Industry Profile](#) (Chinese version) [868 KB]
- [NSW Food Export Directory 2007-08](#) [546 KB]  
NSW food export companies, listed by product category and alphabetically.
- [NSW Food Processing Growth Industry Profile](#) [1602 KB]
- [NSW Information and Technology Management - Growth Industry Profile](#) [508 KB]  
ICT is a major element of the NSW services sector in its own right. It is equally important in supporting high growth industries in all areas of the economy.
- [NSW Metal Manufacturing - Growth Industry Profile](#) [481 KB]
- [NSW Wine Industry Profile](#) [379 KB]
- [Sydney - Digital Media Hotspot](#) [1183 KB]  
NSW Digital Media industry profile
- *First for industry*
  - [NSW - First for Aquaculture](#) [1190 KB]  
NSW Aquaculture industry profile.
  - [First for Food and Beverage Processing](#)  
NSW food and beverage processing profile.
  - [First for Foreign Exchange](#) [156 KB]  
NSW Foreign Exchange
  - [First for Funds Management](#) [245 KB]  
NSW Funds Management profile
  - [First for Information and Communications Technology](#) [449 KB]  
NSW Information and Communications Technology industries profile.
  - [First for International Contact Centres](#) [153 KB]  
NSW contact centres profile
  - [First for Life Sciences](#) [489 KB]  
Sydney and NSW - Biotechnology and Life Sciences profiles
  - [First for Manufacturing](#) [990 KB]
  - [First for Shared Services](#) [153 KB]  
NSW Shared Services profile
- *Industry Case Studies*
  - [ASF Horner - Industry](#) [62 KB]  
A.S.F. Horner is the Pacific's leading supply and installation company of specialized sprung timber floors. Focussing on sports flooring, the company provides floors for small

community facilities all the way up to large international arenas.

- [ING Direct](#) [63 KB]  
ING Direct Australia was launched in August 1999 and today employs more than 700 staff. It provides a unique range of financial services products to more than one million customers.
- [iOmniscient](#) [64 KB]  
iOmniscient has won international recognition, and their products are now recognised as the most intelligent surveillance software available in the market place.
- [National Manufacturing Forum 2006 - Final Report](#) [687 KB]
- [National Manufacturing Forum 2006 - Summary Report](#) [311 KB]
- [Solar Sail](#) [81 KB]  
Solar Sailor has developed a revolutionary way to use "green" energy – the sun and wind – to power boats. In designing the new technology, SSHL achieved a convincing balance between commerciality and environmental benefits.
- [Sportstec](#) [68 KB]  
Sportstec Ltd is a leading provider of sporting technology designed to maximise individual and team performance. Using the benefits of leading-edge technology, the company focus is to provide sports clients with a winning edge.
- [Singtel](#) [64 KB]  
Optus is an Australian leader in integrated telecommunications, delivering cutting-edge communications, information technology and entertainment services.
- [Aquaculture Case Studies](#)
  - [Clearwater Mulloway - inland saline aquaculture](#) [38 KB]
  - [Manton's Black Pearl Oysters](#) [33 KB]  
Indigenous enterprise in aquaculture.
  - [Namoi Valley Aquafarming](#) [36 KB]  
Namoi Valley Aquafarming - multiplying prospects for success.
  - [Silver Perch](#) [54 KB]  
Silver Perch - realising its potential as a major freshwater species.

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#### Regional NSW

- [Funding Business Growth - A Guide to Raising Capital](#) [4614 KB]  
Getting the right type of funding or capital for business growth can make a big difference to the success of your business. This guide gives an overview of the basics of raising capital.
- [Funding Business Growth Workshop Notes](#) [1467 KB]
- [New Market Expansion Program](#) [109 KB]  
Information flyer.
- [Overcoming Skills Shortages: A practical guide for regional business](#) [435 KB]
- [Overcoming Skills Shortages: A practical guide for regional communities](#) [579 KB]
- [Payroll Tax Incentive Scheme 2007-08 brochure](#) [241 KB]  
The Pay-roll Tax Incentive Scheme (PTIS) is a key element of the NSW Government's approach to assisting new and existing businesses to establish and grow in locations where unemployment is above the state average. This brochure describes the PTIS for 2007-2008.
- [Regional NSW Case Studies](#)
  - [Codarra](#) [126 KB]  
Codarra Advanced Systems is a leading wholly Australian owned consulting, training and systems integration company. Codarra's national headquarters is located in the Canberra region and regional offices are located in Sydney and Melbourne.
  - [Croker Oars](#) [65 KB]  
Mid North Coast oar manufacturer Croker Oars is located on peaceful Oxley Island near Taree. A manufacturer of carbon fibre composite oars used primarily in boat racing, the company received significant worldwide exposure at the Sydney Olympics. It is one of many companies capitalising on their success as Olympic contractors and using their international profile to increase sales and exports.
  - [Flipscreen](#) [107 KB]  
Flip Screen Australia invented a device which is used to separate and recycle materials found in many different industries such as earthmoving, demolition, mining, fertiliser and scrap metal recycling. There is currently a Worldwide Patent pending on the FlipScreen invention.
  - [James Estate](#) [64 KB]  
James Estate has recently expanded its international business activities into China, following participation in three NSW Government trade missions to China, backed up by ongoing advice from the Department of State and Regional Development.
  - [Lithgow Minerals and Industry Park](#) [734 KB]  
The New South Wales Government has established the Lithgow Minerals and Industry Park to encourage domestic and international investment in a range of minerals, metal processing and industry projects. The park, a greenfield site of 100 hectares, has excellent access to infrastructure. It is suitable for projects such as electrosmelting, electrolytic refining, electrofusion of various minerals and production of specialised steel and/or alloys.
  - [Maspro](#) [111 KB]  
Maspro Wire Products is a rural company which has been in business continuously since 1925. The current owners have run the business since 1986 and relocated it to Condobolin in 1992.
  - [Muru Mittigar Aboriginal Cultural Centre](#) [92 KB]  
Muru Mittigar Aboriginal Cultural and Education Centre, opened in 1998, is an initiative of the Aboriginal Community of Western Sydney. It is located at the base of the Blue Mountains 1.5 hour's drive from central Sydney.
  - [Overall Forge](#) [103 KB]  
Overall Forge is the largest forging company in Australia. Its core business is the

manufacture of forged components for mining, shipping, heavy engineering and the construction industry. It exports over 50 per cent of its output, principally to Singapore, New Zealand & Malaysia.

- [Petals](#) [71 KB]  
Global Petals Network is an international floral gift relay service similar to the flower delivery giant Interflora. The company provides real-time, online clearinghouse services to facilitate the sending, receiving and tracking of floral gift orders worldwide.
- [Precision Parts](#) [108 KB]  
Precision Parts, based in Wagga Wagga, is the leading supplier of automotive harmonic balancers and engine pulleys, and has grown rapidly to dominate the Australian aftermarket with a total share of 85%.
- *Regional Profiles*
  - [Capital Region](#) [338 KB]
  - [Central Coast Region](#) [114 KB]
  - [Central West Region](#) [105 KB]
  - [Far West Region](#) [99 KB]
  - [Hunter Region](#) [129 KB]
  - [Illawarra Region](#) [113 KB]
  - [Mid North Coast Region](#) [112 KB]
  - [Murray Region](#) [108 KB]
  - [New England - North West Region](#) [446 KB]
  - [Northern Rivers Region](#) [105 KB]
  - [Orana Region](#) [99 KB]
  - [Riverina Region](#) [102 KB]

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#### Regional Communities

- *Community Economic Development (CED)*
  - [Business Retention and Expansion survey questionnaire 2007](#) [92 KB]
  - [Business Retention and Expansion survey Statewide Report](#) [976 KB]
  - [Business Retention and Expansion Survey information kit](#) [118 KB]
  - [CED regions and managers](#) [68 KB]
  - [CED Useful contacts](#) [29 KB]
  - [Making Dollars and Sense out of Community Events](#) [1.63 MB]
  - [Your Community - Your Future program flyer](#) [371 KB]  
The NSW Government partners local government and local business organisations to help enterprising communities in regional areas meet the challenges presented by economic forces and population shifts.
- *Self Help Modules*
  - [Module 1: Planning for Financial Sustainability](#) [149 KB]  
Includes detailed information and ideas for fundraising. ([Mono Version](#) [214 KB])
  - [Module 2: Financial Reporting and Management](#) [1.04 MB]  
Spreadsheets and budgets in detail.
  - [Module 3: Collaboration and Strategic Planning](#) [254 KB]  
A step-by-step guide to strategic planning and making workshops work.
  - [Module 4: Project Management](#) [166 KB]  
A clear, practical guide to project management.
  - [Module 5: Monitoring and Evaluation](#) [208 KB]  
Good reasons to implement a monitoring process; includes case studies. ([Mono version](#) [210 KB])
  - [Module 6: The Local Committee](#) [331 KB]  
How to get your Main Street/Small Town Program started.
  - [Module 7: The Local Coordinator](#) [259 KB]  
Setting up and recruiting for a coordinator position.
  - [Module 8: Conducting Meetings](#) [117 KB]  
Meeting procedures, the chairperson, agendas and minute taking.
  - [Module 9: Business and Economic Development](#) [253 KB]  
This module outlines the economic context within which local Main Street/Small Towns Programs operate and explains the direct linkages between local community development programs and business development.
  - [Module 10: Customer Service](#) [298 KB]  
This module is presented in two parts: Customer service and the Main Street/Small Towns Program explains why the whole community needs to be customer focused. Improving customer service in your area looks at overall customer service standards throughout the local community. These sections provide practical tools for assessing a town's customer service standard and suggestions for how to improve it.
  - [Module 11: Managing Business Investment Proposals](#) [1.66 MB]  
This module draws on the experience of leading economic development practitioners in NSW and elsewhere to identify techniques and processes which maximise chances of converting enquiries from business investors into actual business establishment or expansion. ([Mono Version](#) [1.51 MB])
  - [Module 12: Marketing and Promotion](#) [182 KB]  
Marketing and promotion is designed to assist Main Street/Small Towns committees and their co-ordinators in taking a practical approach to marketing. The module shows newcomers a simple step by step process for developing a marketing plan. It also offers

experienced co-ordinators the latest ideas and innovations in marketing along with some tricks of the trade to save time and money.

- [Module 13: Tourism](#) [1.08 MB]

The tourism module is relevant to communities which have identified tourism in their community or local government area strategic plan as a potential opportunity. The module is designed to assist community economic development committees and coordinators to assess the tourism potential of their area, determine whether they want to be in tourism, enter the marketplace and grow the local tourism sector. ([Mono version](#) [880 KB])

- [Module 14: Event Management](#) [437 KB]

A 'how to' guide to assist economic development officers/ coordinators, marketers and community groups to understand the role of events in communities and how to make them successful. It includes an event plan proforma, event survey, attendee survey, business survey and stall holders survey.

- [Module 15: Cooperative marketing](#) [3.94 MB]

This module explains the benefits of shopping locally and working cooperatively. It covers how to plan/implement/evaluate a shop local campaign and a number of case studies which will provide ideas for shop local campaigns. ([Mono version](#) [1.29 MB])

- *Regional Community Case studies*

- [Coolamon](#) [178 KB]

CED case study for Coolamon, NSW.

- [Gulgandra](#) [184 KB]

CED case study for Gulgandra, NSW.

- [Kurri Kurri](#) [72 KB]

CED case study from Kurri Kurri, NSW.

- [Inverell](#) [72 KB]

CED case study from Inverell, NSW.

- [Mayfield](#) [179 KB]

CED case study for Mayfield, NSW.

- [Milparinka](#) [158 KB]

CED case study for Milparinka, NSW.

- [Northern Illawarra](#) [65 KB]

CED case study for northern Illawarra, NSW.

- [Outback Beds](#) [64 KB]

CED case study for Outback Beds, NSW.

- [Snowy River](#) [152 KB]

CED case study for Snowy River, NSW.

- [Taree](#) [157 KB]

CED case study for Taree, NSW.

- [Young](#) [183 KB]

CED case study for Young, NSW.

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## .Innovation

- [NSW Government Statement on Innovation](#) [783 KB]

- [NSW Innovation Strategy - Prof. Jonathan West](#) [327 KB]

- [Path to Innovation: Innovation in the NSW Freight Logistics Industry](#) [4 MB]

- [Submission to the Federal Government National Broadband Network Panel of Experts](#) [47 KB]

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