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Coscer was founded in 1979 by Kevin Costello and Glen Cerutti. Since its establishment this accounting firm has enjoyed significant growth and success due to its ability to retain clients and deliver consistently superior services. Coscer clients are located throughout Australia and Asia, preferring to stay with the firm when they relocate.

As a boutique Australian accounting firm, we pride ourselves on our tight-knit team of proactive, professional reliable Certified Practising Accountants and Business Advisors, as well as the valued, longstanding relationships that have developed over the years with clients.

Based in the heart of tropical Ingham, North Queensland, Australia, Coscer maintains a firm commitment to providing the best available accounting and business services to Ingham, Townsville, Cairns and the North West region. Established in the Hinchinbrook region for over 35 years, Coscer has embarked on providing merger opportunities with three other local accounting businesses in this district. This has enabled the business to expand its resources with the expertise of experienced accountants providing a quality professional service to the community as well as securing career opportunities for 28 valued staff.

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Welcome to Hinchinbrook

On behalf of the membership of Hinchinbrook Chamber of Commerce, Industry and Tourism Inc., I am very excited and privileged to launch the inaugural economic publication for the Hinchinbrook Shire.

This publication has been developed to provide a snapshot of the economy that comprises the Hinchinbrook Shire and to highlight the substantial provision of services available to this community. Chamber is proud to have worked with the business community and Hinchinbrook Shire Council to develop this publication. This document is designed to be used as a promotional tool for the shire to attract investment and new business ventures that will ultimately assist with the growth of our local population.

Residents of the Hinchinbrook Shire enjoy an enviable lifestyle, being well served with health, education, sporting, cultural, retail and service industries within the district. The shire encompasses all the beauty nature has to offer - from stunning beaches, Hinchinbrook Island and Channel, World Heritage National Parks, rainforest and all that is between.

Chamber trusts the community will embrace this publication and spread the message of vast opportunity this Shire has to offer. Copies will be made available to local business owners, including real estate agents, banking institutions, developers, professional service providers, all levels of government and their agencies, regional economic development organisations, tertiary training facilities and any parties who may enquire about business investment/lifestyle options for this shire. An on-line version will also be available on the Chamber website - www.hinchinbrookchamber.com.au.

Mary Brown - Hinchinbrook Chamber of Commerce, President
Apprenticeship program invests in region’s youth

Wilmar Sugar (Formerly Sucrogen) has again bolstered its apprentice ranks in the Herbert region, welcoming six new recruits to the workforce in 2013.

The aspiring fitter and turners, electricians and fabricators have four years of practical and theoretical training ahead of them to become competent in their trade.

All six will be based at Victoria Mill initially but will be rotated to Macknade Mill and various departments during their training.

Victoria Mill Site Manager Peter Mondora said the standard of this year’s apprentices was very high.

“We had a large number of people apply for the available positions,” he said. “The successful six are a very good group.

“We have high expectations they’ll make excellent tradesmen.”

The apprentices are among 37 commencing training across Wilmar Sugar’s operations this year. The group includes three Cadets, who will complete university studies in conjunction with their apprenticeship training.

Wilmar Sugar (then Sucrogen) was named the Large Employer of the Year at the North Queensland Regional Finals of the Queensland Training Awards in 2012.

Wilmar Sugar Executive General Manager for Cane Products Craig Doyle said the apprenticeship program formed a key part of Wilmar Sugar’s ongoing commitment to training and replenishing the skills base in North and Central Queensland.

“We recognise the importance of offering young people the chance to stay in their local communities and learn valuable trade skills,” he said.

“An apprenticeship is a great kick start to a career.

“We encourage our apprentices to get enthusiastic about their training - to ask lots of questions and get as much out of it as they can.

“We have some of the sugar industry’s best tradespeople working for us and our apprentices have the opportunity to get a top-notch trade.”

Wilmar Sugar permanently employs more than 300 people at its Herbert mills, with about another 200 employed on a seasonal basis during each year’s crushing.

As well as being the Hinchinbrook Shire’s largest private employer, Wilmar Sugar is also one of the oldest – having owned and operated Victoria Mill for 130 years.
Looking Ahead

After a number of years during which the Hinchinbrook Shire’s economy was constrained by low sugar prices and limited markets, due to its high dependence on the sugar industry, the district can now look ahead with renewed optimism.

This region, often referred to as the Herbert River Valley, has long been identified as having optimum conditions for growing sugar cane. Ingham is the largest town in the Hinchinbrook Shire and is the hub of commercial and business activity, however there are a number of vibrant townships within the district that provide significant contribution to the overall economy of the shire. Three major developments hold out prospects for a new era in sugar production in the area.

The first comes from fundamental changes in the global economy and the strongly rising demand for basic agricultural products.

The second comes from the possibilities of using new technology to increase yields and expand the range of products produced by sugar mills.

Finally, throughout the north, the hunt is on for additional land to come under expanded sugar production. Articles relating to these three developments are outlined in this publication, including how changes in prospects for forestry and conversion of former cattle land offer the potential of a major expansion in the Ingham district.

Northern Queensland has experienced a major diversification of primary production over recent decades and the Hinchinbrook Shire farmers have participated in this trend. In this publication more details relating to the expanding crop diversity in the district are brought to light.

Parallel with the rise in demand for basic agricultural products has been a rise in demand for rare earth minerals. The Ingham district is well positioned to take advantage of new opportunities developing as a result of the resurgence of production in its immediate hinterland. These exciting ventures present significant opportunities for the region, some of which are outlined in this economic snapshot.

A visit to Lucinda, one of the beach communities within the shire, reveals the stunning beauty of one of the nation’s special waterways, the Hinchinbrook Channel. This area attracts large numbers of recreational visitors each year and in the section titled “Tourism On the Way Back Up Again” some of the abundant local attractions are highlighted.

Expanding areas of opportunity for service providers located in the Hinchinbrook Shire, encompassing the Upper Burdekin grazing communities, Cardwell district and the Palm group of islands, further highlights increased growth potential within the region.

Nevertheless, there is another little known truth relating to the opportunities afforded business entrepreneurs of the Hinchinbrook Shire. The close proximity to rapidly growing populations to the North and South, coupled with new and emerging business and career prospects through utilization of improved internet capacity and the National Broadband Network, is creating new industry options for the region.

Not surprisingly, enterprising Hinchinbrook businesses have taken advantage of these emerging developments, which all contribute to reinforcing the fact that the Hinchinbrook Shire is overwhelmingly an outstanding community in which to live, invest and do business.
Do the right thing to create a sustainable future for Ingham

Local businesses recently came together as part of the latest Roundtable Extend initiative of Volunteering Queensland and Westpac to devise a post-disaster recovery strategy to promote the Ingham region.

The session at Ingham RSL Club follows an initial and successful gathering of business, industry, commerce and civic leaders who discussed the framework of a long-term plan to sustain efforts made locally to get communities back on their feet after weather-related setbacks.

The Ingham Roundtable meetings are part of a state-wide recovery effort by Volunteering Queensland and Westpac and are funded jointly by the Queensland and Federal Governments.

John Veal, Bank Manager at Westpac Ingham, was impressed by the response to the meetings and expressed optimism that the participants would build on that success with a blueprint to create a more sustainable future for local business.

“It is important that initiatives like these are well supported and that’s exactly what we’ve seen so far,” said John, who has 30+ years of banking experience in the region. “These are very committed people who believe in Ingham’s future and want to do everything they can to help the town to thrive in the coming years.”

“It’s important therefore that we don’t waste the tremendous efforts that have been - and continue to be - made in the immediate aftermath after setbacks such as floods. As we are now discovering, longer term planning to sustain recovery is just as important as the huge short-term effort to get over the devastating impact of weather-related disasters. This is exactly what these round-table meetings are designed to provide.”

John said that Westpac Ingham would continue to be a proud supporter of the city’s round-table meetings and urged as many people as possible to take part in the future and continue the good work that had already been done. John or Assistant Bank Manager Jeanette Ramsay can be contacted on 07 47 203 522.

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Global trends and a new era for Ingham’s economy

Rising World Demand for Agricultural Products

Supporting the notion of a “New Era for Ingham” is a rising world demand for basic agricultural products.

Prices for sugar in recent years have been at record levels (see chart) along with the United Nations FAO (Food and Agriculture Organisation) Food Price Index (see chart).

The FAO report predicts that, “Changes in demand will drive the need for significant increases in production of all major food and feed crops”. “The food price spike of 2008 and the surge in food prices to record levels early in 2011, portend rising and more frequent threats to world food security”

Against this background, an FAO report is predicting that world agricultural output will need to grow by 70% to meet demand by the middle of this century.

A recent estimate produced by the Australian Bureau of Agricultural & Resource Economics predicts that Australia will continue to play a substantial role in meeting increased world demand with its agricultural exports, estimated to increase by 140% by 2050.

While world population is projected to grow by 33%, as living standards rise, per capita consumption of food and fibre products is expected to rise. Further need is being generated by a demand for production of biofuels.

Plantation Forestry to Stay

The Hinchinbrook/Cardwell area has over 11,000 ha of land set aside for reforestation plantings - by far the largest forestry cultivation in northern Queensland.

While Cyclone Yasi in 2011, caused massive damage to the maturing plantings of Caribbean Pine, HQ Plantations (the company that purchased the forests from the Queensland Government prior to Cyclone Yasi), reports that after salvaging 560,000 tonnes and selling this to export customers, it is committed to continuing operations in the area.

HQ Plantations report that:

“The greatest challenge for long term sustainable plantation management in the area comes from the threat of periodic extreme weather events and that its R&D and management focus is in managing the significant risk arising from these events”.

HQ Plantations has recorded some of the fastest growth rates for plantations in the region.

The closer plantations are grown to the Equator the stronger the fibre that is produced by the tree and the timber manufactured from these plantations has excellent structural timber properties.

It is estimated that the annual consumption of structural timber in north Queensland exceeds 100,000 cubic metres per annum and currently all of this is supplied from producers in southern Queensland or further afield, at a significant freight penalty. This demand could be met largely by the sustainable yield from future HQ Plantations estate.

In addition, North Queensland has a number of excellent deep water ports designed for conveying primary production and mining product exportation. The export of log products and woodchip is well understood and supply chains with Asian customers have been well established.
Room for Expansion: Sugar

Sugar cane growing has never taken up all the potential agricultural land in the Herbert River Valley.

While sugar cane has tended to be grown on the best alluvial soils along the river, improved drainage, better soil conditioners, fertilizers, and suitable cane varieties have seen the area under sugar cane expand over the years to about 50,000 ha. The extension of the cane rail system has also been a factor.

Non Sugar Land Uses

Areas not under sugar have been subject to other land uses over time. Historically, most non sugar land was given over to cattle grazing. Relatively small areas have from time to time been used for other primary production. In the 1960s however major areas were reserved for reforestation for plantings with Caribbean Pine totalling 10,500 ha.

Cardwell area 5500 ha
Abergowrie area 2100 ha
Lanercost area 2900 ha

Representations made to the Federal Government by Ingham interests in the early 1970s noted that the area being planted, while large, was not sufficient upon which to base a full integrated forest industries’ structure including a pulp mill for thinnings as well as sawmilling and timber supply. It was requested at that stage that the Commonwealth, as a northern development project, fund plantings of a larger area to secure viability. However that never happened.

A vibrant existing sawmilling sector based on logging native forests at the time was wiped out by World Heritage listing in the early 1990s well before the plantations had matured sufficiently to provide an alternative source of timber for milling.

More recently, an upsurge of interest in forestry under the Managed Investment Scheme taxation concessions saw substantial areas acquired for planting, mainly of Mahogany and Teak, a total of about 6000 ha in the Ingham district.

Just before the recent change in State Government, the outgoing government sold all the plantations in Queensland including those in the Ingham district to US based, international forestry firm, Hancock. In 2011, Cyclone Yasi came through the area and caused substantial damage to the plantations.

Indications from HQ Plantation are that operations in the area will continue, however economic forces will see most of the 6000 ha MIS (Managed Investment Scheme) lands returned to sugar production.

Potential to Increase Sugar Lands

Existing land under sugar production in the Ingham district is 52,000 ha.

In recent years, sugar cane growing land previously converted to forestry managed investment schemes has been returned to cane farming and this represents an opportunity for expansion of production by 6000 ha. Land currently under cattle production represents an additional opportunity. Indications are that approximately 1000 ha grazing lands are being converted to sugar cane production. It is estimated there is an eventual potential for the area under sugar cane to rise by about 40%, to an area of the order of 70,000 ha.

The good thing is that the Ingham district is in an excellent position to react to increased world demand to expand its primary industry base.
Since relocating to Ingham with his young wife Eunice and acquiring Larry Kelly’s accounting practice in 1951, Brian Carey’s dream of one day having a very successful accounting business has grown to become a reality. From those humble beginnings, the accounting practice has developed and matured to become a multi-faceted corporation.

The Carey Group’s operations today consist of three separate divisions: Carey Accountants, Carey Financial and Strategic Self Managed Super Funds (SMSF). The Group employs fifty employees at its offices located in Ingham and Townsville, making the Group a significant employer in the region.

Carey Accountants moved away from the traditional reactive style of service delivery, toward a more strategic and proactive approach to individual and business financial management. In this changing and maturing environment, many clients are more aware of the benefits of and need for future planning and strong financial management strategies. The Carey Group has been proactive in evolving to service these growing client needs and requirements and be better placed to move into the future.

The three divisions of the Carey Group cater to a very diverse client portfolio, providing services from business consulting and taxation guidance through to insurance, wealth management, designing of highly sophisticated self managed superannuation funds and support. Clients can utilise a selection of services or have end to end requirements managed. Many clients let the Group manage their entire financial portfolio.

Staff are the Group’s greatest asset and the Group has built a strong reputation for delivering quality advice, providing client satisfaction and achieving positive outcomes for its clients. Accountability and customer service excellence is paramount.

The Carey Group is not a family business as such any more, but family values and personalised service still underpin the Group’s professional ethics.
The Herbert River district is set to become the home of Australia’s first multi-functional sugar/ethanol/power generation facility. A dedicated group of Ingham cane farmers are poised to build the $450 million facility for commencement of operations in June 2016. The construction and ultimate expansion of the NQBE facility will provide substantial economic benefits for the Herbert River District, creating 300-400 jobs during the two-year construction period and approximately 250 new jobs when operational. It will provide increased annual revenue of $10 million for NQBE cane farmers, and a $96 million injection to the regional economy each year. The 220 farmers are all shareholders in North Queensland Bio-Energy Corporation Limited (NQBE), a company formed in 2004 by Ingham accountant and businessman Robert Carey, with the aim of increasing revenue streams for local growers from the sugar cane that they grow by using an internationally accepted and proven diversified model that will assist in sustaining their sugar business.

The state-of-the-art facility will incorporate the latest known and proven technology from throughout the world to crush 2.5 million tonnes of sugar cane per annum, producing 330,000 tonnes of sugar crystal, have an installed ethanol distillation capacity of up to 200,000 litres per day and generate renewable power to run the facility and provide 80-85 megawatts for export into the State’s power grid.

The Queensland Government has declared the NQBE project a Significance Project and in February 2012 the then Queensland Attorney-General, Minister for Local Government and Special Minister of State, Paul Lucas, acting under “call-in” powers designed to assess projects of State interest, provided final Development Approval for the project to proceed.

NQBE Chairman, Mr Robert Carey, said the project would provide long overdue diversification in the Australian Sugar Industry.

“The Australian sugar industry has been stuck in a time warp, with aged milling equipment and a focus on producing a single product. This new multi-functional facility will set a new benchmark for the industry that other sugar farming regions are certain to follow”.

“These multi revenue factories, incorporating the very latest known and proven technology, have been operating successfully in third-world countries such as Brazil, Vietnam, Thailand, India and Indonesia for many years now. It’s a real shame that the so-called leaders of the Australian sugar industry have not had the vision or the courage to embrace this technology. With extra revenue generated and with proper revenue sharing arrangements in place, it is a win – win situation for both millers and growers.

“Add in the second generation cellulosic technology being commercialised by another Ingham-based company, Ethanol Technologies Limited, into the equation and you then have a facility that will process sugar cane, timber, green municipal waste and other crops, such as sweet sorghum. The potential is enormous”.

Mr Carey said the NQBE facility would achieve a number of objectives including being at the forefront of change for the Australian Sugar Industry, assisting in providing additional power security for North Queensland and also assisting the government’s goal of having Queensland become the renewable energy hub of South East Asia and the Pacific.

“The NQBE facility, in its present configuration, will produce enough renewable energy to power approximately 24,000 homes. If this model is adopted in other sugar growing regions of the State, the power generated would go close to matching the coal-fired Gladstone Power Station.”

Mr Carey said a huge shortage in ethanol supply in Australia and throughout the world, particularly in Asia, would contribute to the viability of the NQBE plant.

“We have not only had enquiries for ethanol from Australian fuel companies, but also for large volumes of ethanol from Japanese, Chinese, Korean and Thai companies. This certainly is a slightly different position to those in Australia who argue that ‘there is no money in ethanol’. As a product from an integrated facility, ethanol is very profitable, particularly when it is produced from bio-mass using second generation cellulosic technology.

“The reliance by an industry on a single product that must compete in the world market place for price against the likes of Brazil and India, has caused the Herbert River District to slowly decline. Businesses are closing, and young people have left the district because of lack of employment opportunities. Ingham has the worst aging population problem in the State and something needs to change.

Mr Carey said NQBE planned to start civil works on the new factory site before the onset of the 2014 wet season, allowing construction to be completed and the new facility to be fully operational in time for the 2016 sugar harvest.
Leadership in technology

Raising Land Productivity

Apart from increased land areas planted to sugar cane and improved factory efficiency and product range, productivity per hectare can be important.

Enterprising Ingham is at the forefront.

Herbert Cane Productivity Services Limited’s core business is to enhance the productivity of the sugar industry. Its mission is to improve the quantity and quality of sugar cane grown in the Herbert Valley, in an environmentally sustainable and economically viable manner.

Its work includes harvest management, increasing cane productivity, and controlling diseases and pests. HCPSL’s harvest management work involves checking the integrity of productivity data, GPS harvester tracking and guidance, yield monitoring and overseeing an equitable harvest.

But how do you get 680 cane farmers, 74 cane harvesters, two sugar mills, six major business partners and a local community to have access to 1200 GIS layers, information on 23,000 cane paddocks and farming systems information?

The Herbert Resources Information Centre has done it through the launch of its Herbert River Portal. HRIC is a joint venture between the Productivity Service, the Shire Council, Wilmar, Canegrowers, BSES and Terrain NRM. HRIC provides a level of information integration and management along with visualization tools for the supply of cane between field and mill, working collaboratively with several local organisations to integrate location based data and systems to improve productivity, performance and safety.

The following awards have recognized its achievements.

- 2010 People & Community Queensland Spatial Excellence Award – Category Winner
- 2010 People & Community Asia-Pacific Spatial Excellence Award – Highly Commended
- 2010 Regional Collaborations National Local Government Award – Category Winner

HCPSL
Herbert Cane Productivity Services Ltd.
MODULINE

The Gusmeroli family have realised the potential benefits of Ingham’s location at the heart of one of the largest regional markets in Australia.

Moduline has been manufacturing furniture, cabinets and kitchens in Ingham since the late 1950s. The firm now also operates offices and showrooms in Ingham, Townsville and Cairns.

The Moduline manufacturing facility is located in Ingham and employs over fifty skilled tradesmen and apprentices. They were the first in North Queensland to introduce the European ‘System 32’ manufacturing system and the first to use dowelled cabinetry, the strongest way to manufacture quality affordable cabinets.

In 2007, Moduline installed its automatic carcass press, a first in Australia. This press is used in the final assembly of cabinets ensuring consistent, high quality carcass work off the production line. This was followed in 2010 by the commissioning of a high end, fully automated CNC production line, another first in Australia.

In addition, Moduline employs first class designers who can cater for all facets of design from traditional designs utilizing modern concepts, through to maximizing space through colour and lighting.

On top of this, Moduline employs a team of over 15 specialised licensed installers across the North who concentrate solely on installation and finishing.

Each year, Moduline sends its top performers to Europe and America to attend world class design and kitchen expos where they identify and study contemporary design.

The much awarded company took the Housing Industry Association Kitchen of the Year Award in 2012.

CASAPASTA

Casa Pasta’s factory in Ingham produces the finest quality ravioli, gnocchi, fettuccine and spaghetti as well as prepared meals and sauces – an authentic Italian product made from the finest ingredients with no artificial additives.

Casa Pasta has used its position in the heart of the North Queensland market to establish a business that not only produces product for retailing throughout the north but has extended its markets beyond the local boundaries, with products available in the freezer section of 179 supermarkets and outlets throughout Queensland.

CARTA & CO.

Carta and Co. are manufacturing firm that produce equipment for the local agricultural industries.

Antonio Carta started Carta & Co in the early 1990’s but has been in business fabricating since the 1970’s. The business is currently the largest cane transporter manufacturer in Australia and they look forward to introducing new product in future years and are confident that their success will continue.

The main items that they manufacture are sugar cane transporting equipment and they also manufacture other products such as liming agitators/sprayers and feeders for the local aquaculture industry. They have also produced equipment that assists in the harvest of damaged crops post cyclone Yasi. Carta & Co. also manufacture cane planting equipment for the local sugar industry.

Visit the following links for further information on Carta & Co

http://www.youtube.com/watch?v=htFlYrvBHs
Taking Up Aviation Opportunities

Ingham Airport (2km south of Ingham on the Bruce Highway), plays an important role in the area’s economy and is critical to the community in times of natural disaster.

Local aviation operators provide services to wider markets throughout the North, across Australia and into PNG, Asia and Pacific countries. Aerial agricultural operators provide chemical and fertilizer application services to the district’s farming community and also support other regional districts.

Aircraft maintenance providers with capacity to service fixed and rotary winged aircraft are located on the airfield. With changing times, aviation refueling services at regional airports are declining, Ingham is fortunate to have enterprising aviation businesses which sustain this integral service to the aviation community.

The helicopter market in Australia is growing rapidly, with increasingly widespread use in sectors such as cattle mustering, cattle station transport, mining industry support, emergency services, construction, power line and telecommunication maintenance and expanding tourism opportunities.

The most northern helicopter flying school in Australia is based at Ingham airport. With the growing opportunities to provide flying training services in PNG and the newly opened airspaces of China, Ingham Airport is the ideal location to meet this emerging demand. The Herbert Valley and the surrounding mountain ranges offer a perfect area for efficient helicopter flight training. Located outside controlled airspace, there are no delays waiting for clearances, yet flight in controlled airspace is practised on navigation exercises to the nearby major airports in Townsville or Cairns.

Hinchinbrook Shire Council has developed a master plan for the aerodrome with extended taxiways to a range of blocks from 800sqm in area being offered at affordable and favourable rental terms, with a key focus being the burgeoning recreational aviation market.
Our Area

The Hinchinbrook Shire, centred around the town of Ingham, is an easy drive north of Townsville. With the majestic Herbert River flowing through the region, the area is well known for its abundance of wildlife, world class fishing, conservation wetlands, marine life and relaxed, multicultural lifestyle. The Palm Island group, including Orpheus and Pelorus and Hinchinbrook Island can be seen from the mainland and are easily accessible by boat.

Enjoying many sunny days and a distinct summer wet season the region is renowned for delightful winters that provide a real escape from the cooler climes of the south.

The Shire has a diverse range of natural environments including wet tropics rainforests, much of which are world heritage listed and protected by National Park status. The fertile Herbert River flood plain provides extensive marine and freshwater wetlands habitats, home to fish, many species of birds, crocodiles and other native animals.

Recreational river, reef and island fishing is a favourite pursuit of many locals and visitors alike. The region is a renowned bird watching site and hiking, camping, boating and other outdoor pursuits are very popular.

Agriculture is the dominant industry within the Shire with an extensive area of land under sugar cane cultivation. Two sugar mills are located within the Shire, with a third planned to open in 2015. The Lucinda Bulk Sugar Terminal is used to store and distribute sugar for transportation by ship to a number of destinations. The Lucinda Jetty is not only a functional service facility but a tourist attraction, as at 5.76 kilometres in length it is the longest service jetty in the Southern Hemisphere.

Other agricultural activities include beef cattle, small crops and the Herbert River system.

There are several noteworthy national parks within easy reach that cater to fish, many species of birds, crocodiles and other native animals.

The region is renowned for delightful winters that provide a real escape from the cooler climes of the south.

Our Lifestyle

The towns found in the Hinchinbrook Shire provide a relaxed lifestyle where businesses and families can flourish in a friendly, vibrant community. The main town, Ingham is a well serviced community with a strong Italian flavour, being home to the Australian Italian Festival.

The coastal settlements of the Shire are seen as key lifestyle and economic assets. The residential beachside communities in Hinchinbrook are Lucinda, Taylors Beach and Forrest Beach. Add to this a number of smaller villages including the heritage town of Halifax, Trebonne, Toobanna, Bambaroo, Helens Hill, Abergowrie and Mount Fox and you will soon begin to picture the rich diversity that is Hinchinbrook today.

Having growing from a sugar town to a regional hub Ingham is the commercial and business centre of Hinchinbrook, with all major banks represented, government services, retail, a number of medical facilities including a modern hospital and a choice of schooling, both private and public. There are also a number of primary schools in the smaller towns and the renowned Abergowrie College.

Forrest Beach is a picturesque, family friendly relaxed beachside community overlooking Hinchinbrook and Orpheus Island. There is a choice of affordable housing stock and building blocks. The amenities include a medical centre, primary school, surf lifesaving club, swimming enclosure, hotel and a number of retail outlets.

Taylors Beach encompasses the laid back beachside living that draws recreational fishing enthusiasts of all ages and is enjoyed by locals and visitors alike. A boat ramp give easy access to Orpheus and the Palm Islands.

Lucinda is a well established beachside community with many a local farmer enjoying seasonal holidays at the beach. Dungeness is the boating gateway to the Hinchinbrook Channel with Council provided launch facility, boat ramp and floating pontoon.

Hinchinbrook is home to a diverse range of business that mix income generation with an enviable lifestyle. With the improvement in connectivity offered by the National Broadband rollout telecommuting and internet based business are seen as targeted growth areas for the Shire. There are already examples of people living in the Shire who undertake business activities based on internet work options for organisations located across the country.

The Shire’s close proximity to Townsville provides residents with an easy commute to the additional services, employment and tertiary education opportunities of that major city. Townsville also provides the Shire with a large urban population which is seen as a market for local business and tourism.

25 Lannercost Street, Ingham, Queensland, Australia

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PO Box 366 Ingham, Queensland, Australia 4850

2013 HINCHINBROOK ECONOMIC SNAPSHOT a new era for Ingham
Tourism

The TYTO Interpretive Centre is located at the award winning TYTO Precinct in Ingham. The TYTO Precinct, conveniently located off the Bruce Highway at the southern end of Ingham, is the visitor hub of the region. At 120 hectares the wetlands makes an impressive centrepiece for the region and offers up close and personal wildlife and wetlands experiences. The Interpretive Centre showcases these wetlands and its unique flora and fauna providing learning opportunities for all ages.

The region’s diverse bird species, over 230 in number, are a must see attraction and are a feature of the TYTO Wetlands.

The TYTO Precinct has provided an economic boost to the Hinchinbrook Shire and has the ability to deliver continual gains to the region. As well as the Interpretive Centre and wetlands the Precinct is home to a state of the art library, regional gallery, conference centre, business development space and restaurant. The Precinct supports opportunities for business incubation with a growing focus on eco-tourism, sustainable technologies and creative industries.

In addition to the TYTO Precinct Hinchinbrook offers a number of unique natural features and habitats that all add value to the tourism sector for the benefit of commercial providers.

There are several noteworthy national parks within easy reach that cater both for the day tripper and more serious outdoor adventurer. Then of course there is the fishing, reef, island and river, that offer endless hours of angler entertainment in the pristine waters of the Great Barrier Reef and the Herbert River system.

Council’s Role and Future Opportunities

Hinchinbrook Shire Council is the local government that administers the region under direction from the Mayor and six Councillors. Council delivers all the functions commonly found in the local government realm as well as playing a leading role in future planning for the region, supporting appropriate growth and development.

The Council works with representative groups such as the Hinchinbrook Chamber of Commerce and community progress associations to forge strong links with local businesses to deliver a sustainable community from both an environmental and economic perspective. Council welcomes the development of new opportunities that create diverse businesses and industries that will allow the Hinchinbrook Shire to prosper into the future.

Focus areas for economic and employment growth within Hinchinbrook Shire have been identified by Council as tropical sciences, agri-business technology, aged care facilities and eco-tourism.

Continued sustainable development of the wet tropics will provide the region with significant opportunities to create new employment in the diverse industries of tropical agriculture, research and environmental tourism.

Council also sees opportunity for further private sector activities at the Ingham Airport, at Dungeness and in the beachside communities.

Maximising economic benefits of the recreation fishing sector, enhancing boating access and improving lifestyle services and amenities for residents is a commitment of this Council.

www.hinchinbrook.qld.gov.au
Tourism on the way back up again

After a number of years in which tourism was severely impacted by the effects of significant natural disasters, the global financial crisis and a high Australian dollar, 2012 saw tourism visitor numbers improve strongly.

Australian Bureau of Statistics tourist accommodation figures for Hinchinbrook Shire show an increase of 9% in the June and September main tourism quarters over the previous year and to support these statics, visitor numbers recorded at the Ingham’s TYTO Visitor Information Centre improved. While tourism in the Hinchinbrook Shire is currently a growing market, the district has many noteworthy attractions and tourism’s contribution to the local economy is significant with the opportunity for growth considerable. Tourism is spread over a number of types of markets:

1. General road-borne sightseeing traffic
2. Recreational boating, fishing, camping, hiking
3. Day tours ex Townsville
4. Special interest groups
5. Events

The wide range of visitors to the district tends to fluctuate from 70% domestic to 30% international during the winter months to 70% international during the summer months when visitors from the northern hemisphere (mainly from Europe) escape winter cold.

Contribution to Tourism Images

One of the Ingham district’s contributions to Queensland tourism appears in the form of the distinctively patterned Herbert River Ring Tail Possum as the emblem of the Queensland National Parks and Wildlife service.

Gateway to Great Green Way – Spectacular Scenery

The Hinchinbrook Shire is a place of natural beauty surrounded by world class natural attractions, and the reason the community has adopted the logo of “the natural place to be”.

For the ever growing “drive market”, this region provides endless opportunity to experience a diverse range of ecosystems and abundant natural attractions. For visitors coming from the south, it is the first of the high rainfall areas with lush tropical surroundings. Hinchinbrook Shire is the start of the “Great Green Way” an area of outstanding natural beauty lying between Townsville and Cairns, including two World Heritage listings of the Wet Tropics Rainforests and the Great Barrier Reef.

Wallaman Falls in the western escarpments, is Australia’s highest single drop waterfall – with water falling a staggering 275 metres into a large pool below. This spectacular scene with the grandeur of the surrounding rock formation and the plunging gorges is a spectacular sight and “must see” for visitors. Access to the falls up the escarpment and through dense rainforest is now almost completely sealed. Five kilometres off the coast between Lucinda and Cardwell is Hinchinbrook Island, a unique world heritage listed, pristine wilderness. With its ‘crenellated peaks’ (as described by pioneering explorer Dalrymple), is the world’s largest island national park. Mt Diamantina reaches up over 900 metres above sea level. A water taxi is available from Lucinda to take visitors across the channel to hike through the island’s magnificent Thorsbourne Trail.

The view of the extensive sheltered waterways of the Hinchinbrook Channel with the Island in the background can be seen from the Cardwell Range on the Bruce Highway. It provides one of the most spectacular scenic panoramas that can be seen from Australia’s Highway One.

Mungalla Aboriginal Tours

A National and State award winning indigenous tourism experience Mungalla Aboriginal Tours invites visitors to share the unique opportunity to learn of the rich indigenous culture and history of Mungalla Station and its Aboriginal owners, the Nywaigi People.

Visitors can gain knowledge of the often brutal conflict between the traditional owners of the lands around Ingham and European settlers, as well as view the National Library of Australia exhibition of “Captive Lives” story. They can explore the historic property established by James Cassady, who fled the potato famine in Ireland, to create a pastoral dynasty. View Mungalla’s old homestead and graves, the wetlands, precious wildlife and discover the property’s history as the birthplace of the world famous “Droughtmaster” cattle breed.
A Cultural Melting Pot

Giant raintrees set in hectares of mowed lawns, against a background of a giant sugar mill, old plantation houses, a colonial church, South Sea Islander barracks, cane fields and blue mountain ranges in the distance. These scenes epitomize Ingham’s early historical tradition of colonial sugar plantations dating from the 1860s. Influences in building design, a small township of mausoleums at the cemetery and names on buildings and businesses in the main street, attest to the influence of strong migration from Italy that stretches back to the 1890s but reached a peak in the 1920s and again at the end of World War II. The mixed origin of Ingham’s population also includes distinct elements of families of Finnish, Spanish (Basque), and Maltese origin. The Museum at historic Halifax close to the mouth of the Herbert River celebrates this rich cultural tradition.

Events Attract Visitors

Although the Australian Italian Festival is a well-known feature of the annual social calendar, the Hinchinbrook community is renowned for hosting many outstanding and diverse events. The annual Hinchinbrook Family Fishing Classic at Lucinda, the Mungalla Station Kup Murri Cook Off, The Pub with No Beer Re-Enactment and the local celebration of the sugar harvest, the Maraka Festival, are examples of the local festivals that attract visitors to the region. The annual Show, horse racing and sporting carnivals as well as a bird watching symposium, car and air shows all add to the social events calendar and provide a diversity of interests for visitors to the shire.

Hinchinbrook Channel & Lucinda – Boating Paradise

Boating and enjoying the fishing paradise in the waters around Hinchinbrook Island, the Channel or beyond, is proving to be one of the district’s star attractions. The recently upgraded Dungeness boat ramp at Lucinda, improves opportunity for mariners to stay in the sheltered waters or travel out to the Palm Group of Islands, the Great Barrier Reef or along the spectacular outer shore of Hinchinbrook Island. The townships of Lucinda and Dungeness are located at the southern end of the Hinchinbrook Channel and are the closest mainland connection to Hinchinbrook Island. Holiday accommodation of varying styles has been steadily developing and now caters to a large tourist market from camping sites to luxury apartments and homes on the water.

TYTO Interpretive Centre

The Tyto Interpretive Centre, conveniently located 500 metres south of the Ingham CBD and on the national highway, encourages visitors to stop and stay to discover the region’s hidden gems. The Interpretive Centre is a visitor hub that showcases the district’s unique flora and fauna, attractions and accommodation options. It provides learning opportunities for all ages and can provide information relating to the region’s diverse and abundant bird species and their habitats. Visitors can also tour the extensive wetlands adjacent to the centre and enjoy a unique natural experience. The centre is named after the endangered Eastern Grass Owl (Tyto Capensis), generally found in the areas of tall grass, resting by day and taking flight at dusk.

Day Tours From Townsville

The completion of the Townsville Cruise Terminal in late 2013 is expected to see an increase in visitor day trip numbers to the region. It is anticipated this will provide opportunity to enhance the current bi-weekly tours from Townsville to Wallaman Falls and Mungalla Station, to meet the increased demand.

Opportunities at Hinchinbrook Habitats

The opportunity exists to create a residential and ecotourism property development on a 255 hectare site among World Heritage–listed rainforest in North Queensland’s Hinchinbrook region. Featuring a hotel, function centre, cabin sites and residential lots, much of the key infrastructure is already in place.
Half a million people within a four-hour drive

Ingham is within a four-hour drive of one of Australia’s largest and fastest growing regional populations (see Table).

The area north to Cairns/Port Douglas and the Tablelands and south to the Burdekin and inland to Charters Towers now has a residential population of about 460,000 (234,000 Cairns region, 226,000 Townsville region). In addition, a substantial visitor population adds to the permanent population (Census 2011 Cairns region 36,000 and Townsville region 18,000).

Beyond both of those areas are secondary remote servicing areas totalling 67,000: Cairns (Peninsula, Torres and Gulf) 38,000 and Townsville (through to Mt Isa) 29,000. Total growth in residential population within the four-hour drive area, has grown over the decade 2001 to 2011 by 73,000 (Cairns region 38,000, Townsville region 35,000) and in the remote areas 4,200 (Cairns remote area 4,000, Townsville remote area 200).

Major Non Metropolitan Regional Populations

<table>
<thead>
<tr>
<th>Region</th>
<th>Est residential population</th>
<th>Growth 2001 - 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Newcastle/Hunter</td>
<td>607,237</td>
<td>52,478</td>
</tr>
<tr>
<td>Canberra &amp; South East NSW</td>
<td>582,745</td>
<td>70,249</td>
</tr>
<tr>
<td>Tasmania</td>
<td>511,196</td>
<td>21,420</td>
</tr>
<tr>
<td>Northern Queensland</td>
<td>458,000</td>
<td>73,000</td>
</tr>
<tr>
<td>Northern Victoria (Cairns/Townsville regions)</td>
<td>430,493</td>
<td>24,738</td>
</tr>
<tr>
<td>Western Victoria (Ballarat, Warrnambool &amp; North West)</td>
<td>419,861</td>
<td>10,247</td>
</tr>
<tr>
<td>South Australia (Outside Greater Adelaide)</td>
<td>375,292</td>
<td>18,306</td>
</tr>
<tr>
<td>Eastern Victoria (Latrobe, Gippsland)</td>
<td>259,384</td>
<td>19,555</td>
</tr>
</tbody>
</table>

Source: Cummings Economics from Australian Bureau of Statistics

Hinterland mining on the rise

Although the Ingham region has had an image of being a coastal service centre, the district has a long history of servicing activity in the old Kangaroo Hills tin mining district behind Mt Spec, based on the historic townships of Hidden Valley and Ewan.

Significant mining in the area declined many years ago, however a changed world economy, massive demand for minerals and high commodity prices have led to renewed exploration of mineral resources in the hinterland areas west of Hinchinbrook Shire.

SCONI Project – Scandium/Cobalt and Nickel - Greenvale Area

Scandium is one of the 17 rare earth elements. It is one of the new age minerals in high global demand for solid oxide fuel cell technology (derived from NASA’s Mars program) and for use in the aluminium alloy. Scandium master alloys are used in aero space industries for next generation lighter and stronger aircraft. These alloys will still be structurally as strong but 40% lighter and twice as fuel efficient.

Scandium commands a current price of approximately $2000 per kilo (ie. $2 million a tonne).

Metallica Minerals Ltd. is currently developing the SCONI project that will see some $600m invested in the mining and processing at Greenvale, Lucknow and Kokomo that could produce up to 90 tonnes of scandium a year with an estimated value of $180m. The operation is also projected to produce 4460 tonnes of nickel and 675 tonnes of cobalt, with an annual value at current prices of about $120m. Metallica Minerals Ltd are targeting construction in 2014 and being operational late 2015. The SCONI project and has the potential to become the world’s largest source of the metal scandium.

Home Based Internet Businesses and the NBN

The introduction of the National Broadband Network and the advent of “cloud based” computer programs, is heralding the growth of an exciting era of home based businesses.

With IT services improving at a rapid rate, the need to be based in metropolitan areas to trade on a national or international basis, is diminishing. It is changing the way business is conducted, through improved communication, productivity and provides better access to new markets.

In today’s busy world the attainment of the “work/life balance” is emerging as a critical factor in career and employment decisions. The Hinchinbrook region offers the lifestyle choices, yet provides residents with the opportunity to do business anywhere in the world.
Expanding Service Area

While the townships of Ingham, Halifax and smaller communities of the Hinchinbrook Shire have traditionally been seen as service centres for the Herbert River Valley coastal area, its commercial influence stretches further afield.

Ingham has long had links with the Upper Burdekin cattle stations and mining area via the Mt Fox road. Cattle stations in the area, including the historic Valley of Lagoons, Kangaroo Hills, Blue Range, Jervois, Camel Creek, and Wyandotte, have had traditional links with historic coastal properties like Mungalla. New opportunities are developing with an upsurge in mining occurring in these areas.

The township of Cardwell and its surrounding communities is located midway between Ingham and Tully. Residents of these communities rely on Hinchinbrook Shire providers for many of their local services. Recently significant projects in the area, such as the multi-million dollar upgrade of the Cardwell Range section of the Bruce Highway, community and infrastructure reconstruction and harvesting of plantation timbers following the devastation of Cyclone Yasi in 2011, has led to a major upsurge in activity in the area.

The last decade has also seen a barge service established from Lucinda to Palm Island, opening up further commercial opportunities. The Palm Islands include the 2300 population at Palm Island Aboriginal Community, a small resort on Orpheus Island and James Cook University Marine Research Centre. Palm Island is currently in the midst of a major expansion with new housing suburbs being developed.

Population of these three areas - Upper Burdekin hinterland region - 300, Cardwell area - 1500 and Palm Islands - 2300, adds a further third to that of the Ingham and the Herbert Valley/Hinchinbrook Shire population, to take the district’s service area population to approximately 16,000 people.

Palm Island Barge Service

Although the Palm Island community is serviced by a fast passenger catamaran and air services out of Townsville, establishment of barge services out of Lucinda has provided a major new link between Ingham and the 2300 strong population on the island.

The barge service will also take passengers and tourists. Palm Island Barge Co. operates two barges - the “MV Olympic” (24m) and “MV Lady Frazer” (30m) on daily schedules, Monday to Saturday, departing Lucinda in the mornings and returning in the afternoon. Apart from general cargo, the barge is geared to transfer cars, trucks and other vehicles along with passengers.

The service can also call at the Orpheus Island resort and the James Cook University Marine Research Centre to service their needs.

Meet with your mates at The Club

Ph: 07 4776 5157
4 Hawkins Street, Ingham Qld 4850
Email: admin@inghamrsl.com.au

*Due to Liquor licensing laws, locals living within a 15km radius must be members
An Enviable Lifestyle

The residents of the Hinchinbrook Shire have an enviable lifestyle.

Many of the townships of the shire are located on the banks of the Herbert River. The Herbert River Valley has flourishing sugar cane fields and grazing lands, outstanding waterfalls and the magnificent Hinchinbrook Island and Hinchinbrook Channel as a coastal border.

There are beautiful beaches, world heritage listed national parks and rainforests making it the ideal place for outdoor recreation activities like fishing, boating, swimming, camping, horse riding, hiking and a paradise for bird watchers. Abundant rainfall levels keep the area green and lead to excellent opportunities for home gardening and water restrictions are rare. The district’s population supports shopping centres and specialty stores, with health, education, sporting, cultural and recreation services extremely well serviced. The population is small enough to have a genuine feeling of being part of a community.

Community

A strong sense of community and support of local residents and organisations is the fibre that binds this Shire. Hinchinbrook Shire was fortunate to retain its local Council in the state wide amalgamation several years ago. The interests of the business community are represented by a strongly proactive Chamber of Commerce, Industry and Tourism. Service clubs offer opportunities for fellowship and community service including two Rotary clubs, Lions, Apex, Jaycees, and branches of the Country Women’s Association. Churches are important, reflecting the district’s diverse cultural background with many denominations in community listings.

Health Services

The core of health services in the district is the Ingham Hospital, a 28 bed in-patient facility with an emergency department and surgery services provided that include immunisations, well-women’s clinics, pathology-sample collection, basic radiography, weekly ultrasounds and pharmaceuticals. Outreach services include respiratory medicine, psychiatry, mental health, paediatrics, surgery and endoscopy with referral mechanisms in place for those patients who require tertiary care.

Helping you keep your smile for life!

bella dental

20 Palm Ave  Ingham  Q 4850
Ph (07) 4776 2073  Fax (07) 4776 2805
belladental@bigpond.com
There are a number of private health centres, exceptionally well serviced by local doctors, with visiting and referring medical practitioners. Other health services available locally include chiropractors, physiotherapists, speech pathologists, pathology services, optometrists, naturopaths, dental and nursing services, MBF and Medicare.

The district has three well serviced aged care facilities as well as community and health service providers, assisting clients to live independently in their own homes.

**Education**

Education provision to the Hinchinbrook community is well catered for by several state and private primary schools, three secondary schools - two private and one state - all of which incorporate extensive trade training centres within their facilities. All secondary schools cater to the needs of all academic abilities and have strong programs focusing on tertiary and vocational education pathways. The schools work closely with local businesses to give students the opportunity to take part in work placement. The Ingham Campus of Barrier Reef Institute of TAFE provides secondary and vocational education subjects and many local students continue with their tertiary education training at the James Cook University, Townsville Campus, which enables them to return to their home community on a regular basis.

**Sporting Clubs**

Hinchinbrook residents are very actively involved in sport and the community boast a large range of codes to cater to all age groups and fitness levels. Over the years this community has produced state, national and international sporting stars. Most major sport codes are available with clubs covering Rugby League and Union, Soccer, Tennis, Cricket, Lawn Bowls, Bocce, Athletics, Basketball, Boxing, Diving, Fishing, Fitness, Shooting, Gymnastics, Home Racing, Home Riding, Lifesaving, Netball, OzTag, Polocrosse, Pony Riding, Rodeo, Self Defence, Squash, Swimming, Tai Chi and Touch Football.

**Social and Cultural Clubs**

The Hinchinbrook community has an abundance of social, recreational and cultural clubs that cater to discerning residents. These include, but are not restricted to, an excellent Council Library and Art Gallery, many clubs and societies such as Active Retirees, Aerobics, Alzheimer’s Association, Arts Societies, Astronomers, Brass Band, Bingo, Bird Club, Bridge, Craft, Dancing, Family History, Floral Art, Hoy, Kennel Club, Leukaemia Foundation, Life Be In It, Line Dancing, Motorcycle Club, Historical Museums, Music, Orchid Society, Pottery, Red Cross, Senior Citizens, Show Society, St Vincent de Paul, Parents Support, Toastmasters, Writers Guild, Yoga and Zumba Fitness. There are Scouts, Airforce Cadets, an Army Reserve Unit and an RSL Club. The Show and annual festivals have their own committees and societies.
As in much of rural Australia, productivity growth is requiring less on-farm employment, less in manufacturing (sugar mills) and less managers (farmers). These are areas in which the district has a relatively high workforce. However the census data indicates that this is being offset by strong growth recorded in areas in which the Ingham district has been traditionally weaker.

Table by occupation below, shows the Ingham district is high in managers (that includes farmers), technicians, machinery operators and labourers, but low in professionals, clerical and administration and sales. However strong growth was recorded 2006 to 2011 in professionals, technicians, clerical and administrative employment offsetting falls in managers (farmers).

Table by industries below shows the Ingham district is high in agriculture and manufacturing (sugar mills), but low in most of the service categories.

However falls in agriculture and manufacturing, were offset by strong growth in mining, construction, wholesale trade, transport etc, rental, hiring and real estate, professional scientific and technical, and most other service categories.
Where the rainforest meets the river

Hinchinbrook Habitats is an exclusive residential precinct, set amidst the finest wonders nature has to offer. Exclusive spacious land lots numbering 110 and an eco-tourism precinct encompassing 49 resort style units, a 20 room hotel and a health / conference centre, all with panoramic views. More than 75% of the total property will remain in its natural state preserving the conservation value. 171 hectares of common area, that’s yours to roam and explore makes this a highly sought after lifestyle to suit diverse needs.

- Exclusive house and land packages available
- Expressions of Interest are invited from investors
- An exclusive range of eco-sustainable home designs
  - Panoramic views and waterfront views

Hinchinbrook Habitats have a range of Energy Efficient new home designs available which are specifically to suit the “Hinchinbrook Habitats” Eco Development. Nature-lovers, fishing enthusiasts, holiday makers or weekenders will be inspired by the breathtaking landscapes and housing options which have been designed to optimise the environment and touch the earth lightly.

Contact Rob Sellwood 0418 180 141 Email: info@hinchinbrookhabitats.com.au

Secure your slice of paradise
Key Indicator Medians

<table>
<thead>
<tr>
<th>Hinchinbrook</th>
<th>Australia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Median age</td>
<td>46</td>
</tr>
<tr>
<td>Median total personal income ($ weekly)</td>
<td>$478</td>
</tr>
<tr>
<td>Median total family income ($ weekly)</td>
<td>$1187</td>
</tr>
<tr>
<td>Median total household income ($ weekly)</td>
<td>$917</td>
</tr>
<tr>
<td>Median mortgage repayment ($ monthly)</td>
<td>$1200</td>
</tr>
<tr>
<td>Median rent ($ weekly)</td>
<td>$152</td>
</tr>
<tr>
<td>Average number of persons per bedroom</td>
<td>1.1</td>
</tr>
<tr>
<td>Average household size</td>
<td>2.4</td>
</tr>
</tbody>
</table>

Typical of many rural areas, average age is higher than national average and this in part contributes to lower median incomes and household sizes. However this is counterbalanced by much lower rentals, mortgage and housing costs.

Census by Usual Place of Residence

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Males</th>
<th>Females</th>
<th>Percent Males</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ingham</td>
<td>4,767</td>
<td>2,327</td>
<td>2,440</td>
<td>48.8%</td>
</tr>
<tr>
<td>Remainder</td>
<td>6,799</td>
<td>3,597</td>
<td>3,202</td>
<td>52.9%</td>
</tr>
<tr>
<td>Total Hinchinbrook Shire</td>
<td>11,566</td>
<td>5,924</td>
<td>5,642</td>
<td>50.9%</td>
</tr>
<tr>
<td>Upper Bundein</td>
<td>298</td>
<td>153</td>
<td>145</td>
<td>51.3%</td>
</tr>
<tr>
<td>Cardwell Area</td>
<td>1,477</td>
<td>791</td>
<td>686</td>
<td>53.4%</td>
</tr>
<tr>
<td>Palm Island</td>
<td>2,337</td>
<td>1,226</td>
<td>1,111</td>
<td>52.7%</td>
</tr>
<tr>
<td>Total Ingham Servicing Area</td>
<td>15,670</td>
<td>8,067</td>
<td>7,603</td>
<td>51.5%</td>
</tr>
</tbody>
</table>

The Ingham area (especially the wider servicing area) has a higher than average male population.

Median Age - 46 years

Ingham property prices faring comparatively well

Median House Sale Prices

<table>
<thead>
<tr>
<th>Hinchinbrook</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$240,000</td>
<td>$258,000</td>
<td>$250,000</td>
<td>$245,000</td>
<td>$250,000</td>
<td></td>
</tr>
</tbody>
</table>

Note: Decline on peak: -3.1%

Cairns

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$355,000</td>
<td>$365,000</td>
<td>$375,000</td>
<td>$360,000</td>
<td>$347,000</td>
</tr>
</tbody>
</table>

Note: Decline on peak: -6.2%

Townsville

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$355,000</td>
<td>$365,000</td>
<td>$370,000</td>
<td>$364,000</td>
<td>$347,000</td>
</tr>
</tbody>
</table>

Note: Decline on peak: -6.2%

Building Approvals - Trend Up

Dwelling approvals in Hinchinbrook Shire have shown a healthy upward movement in the last three years. Although more volatile, total value of all approvals was at its second highest level in the last six years and above the past three years.

Building Approval

Dwelling Numbers

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>33</td>
<td>33</td>
<td>31</td>
<td>40</td>
<td>43</td>
<td>54</td>
</tr>
</tbody>
</table>

Building Approval

Value of Approvals $M

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$32.9</td>
<td>$27.9</td>
<td>$21.9</td>
<td>$34.5</td>
<td>$20.9</td>
<td>$36.7</td>
</tr>
</tbody>
</table>

Median Unit Sale Prices

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$270,000</td>
<td>$265,000</td>
<td>$260,000</td>
<td>$225,000</td>
<td>$192,500</td>
</tr>
</tbody>
</table>

Note: Limited number of sales leading to some volatility

Median Lot Sale Prices

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$97,500</td>
<td>$87,750</td>
<td>$99,500</td>
<td>$109,500</td>
<td>$72,500</td>
</tr>
</tbody>
</table>

Note: Limited number of sales leading to some volatility

Median Rents

<table>
<thead>
<tr>
<th>Sept Qtr 2010</th>
<th>Sept Qtr 2011</th>
<th>Sept Qtr 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>$160</td>
<td>$150</td>
<td>$180</td>
</tr>
</tbody>
</table>

Rental rates were up in 2012.

Source: Cummings Economics from RP Data.
Felix Reitano staff ready to help you!

Over 90 years of service to the Hinchinbrook area!

The staff of Felix Reitano Furniture and Real Estate are ready to help you! Having been selling in the Herbert River district since 1923 the family and their staff are ready to assist you with anything that you need.

Felix, one of the directors of the business, is the person to see about most of your Real Estate needs, whether it be residential, commercial or rural needs. He has been a General Auctioneer since 1982. Peter (Felix’s oldest son) is ready to assist clients with their Real Estate needs in the town, beach and out of town homes. Judy Reitano (Felix’s wife) is the company’s head Property Manager. She has spent many hours recently to ensure that property owners have their properties rented and also assisting tenants find the right properties. Margaret (Felix’s sister) is the other director of the business and the head of the furniture division of the business. After Felix Reitano Real Estate sell you your house Margaret is ready to assist their clients in furnishing their houses. A discount on furniture is offered to clients who buy properties through their business. Beside the family a number of staff are also on hand to assist the businesses clients. Leanne Succio & Rayleen Russo assist Judy with Property Management duties and are well respected for their professionalism by owners and landlords alike. Gerry Scuder is the company’s reception and furniture & bedding sales consultant. Nigel Newman is on hand to assist with new and secondhand furniture & bedding sales and conduct the removals and deliver furniture.

The Real Estate business is a member of the Real Estate Institute of Queensland (REIQ) and the office is an Accredited REIQ Agency. Felix is also a member of the REIQ Auctioneer’s Chapter. The property staff regularly attend REIQ and Residential Tenancies Authority (RTA) seminars so they can update and inform landlords and tenants.

They have their own website – www.reitano.com.au. They also subscribe to other websites such as www.realestate.com.au to assist their clients.

So, as you can see the Reitano family and their staff are ready to assist you with any of your needs. Call in to see them at their showrooms at 109 Cartwright Street, Ingham or phone them on 47765007 or after hours on 47762571. As their motto says they “Sell the Earth & What’s On It!”. For over 90 years the Reitano Family have made their professional service to their clients their Number 1 priority!
Jeanette Sturiale is “The OPPORTUNITY Consultant”

Full of energy and passion, this is what is so inspiring about Jeanette Sturiale ‘The OPPORTUNITY Consultant’.

Jeanette operates a boutique style B2B (business 2 business) company, injecting supercharged energy into ambitious businesses. In Jeanette’s hands your business will be marketed professionally with no boundaries, using strong and creative messages focusing on your point of difference. Each promotional activity is designed to increase profits, awareness and customer retention that pushes your business into overdrive.

Jeanette knows marketing is more than just advertising – Jeanette Sturiale ‘The Opportunity Consultant’ is your business’ competitive advantage.

“My supercharged energy, clarity and experience is behind every activity and step taken for your business.”

Opportunities Include

> Marketing
> Email Marketing
> Web Sites
> Marketing Collateral
> Promotional products
> Project Management

For a new lease on your professional life and ‘out of the box’ creativity call Jeanette Sturiale today.

What others say...

Jeanette will make your business thrive! We have been using Jeanette for over 3 years now and thanks to her valuable assistance Travel experience.com Mareeba has been able to turn around and become leaders in our field. We love her approach to business, enthusiasm and her honesty that had helped us make decisions that made us not only grow, but has made it a happy, profitable and rewarding place to work! She comes with our highest recommendation!

Ida Portella – Manager travel experience.com.au Mareeba

A very personable high level of service, she is able to understand and grasp conceptual ideas and maps out scenarios following this. Her professional work ethic together with her networks and broad range of experience places her in a great position for any projects. She is well liked, has a collaborative approach, strategic outlook, inclusive style and bubbly personality. Her planning and reporting is well written, prepared and timely. Jeanette displays leadership, focus on service, a targeted approach. Her presentation and style is impeccable with a creative flair on everything she works with.

David Collins, Manager Far North Queensland, Queensland Apprenticeship Services

Be creative when promoting your business...
Stand out from the crowd!

Contact Jeanette Sturiale today!

m : 0437 539 559
e : jeanette@opportunityconsultant.com.au
w : opportunityconsultant.com.au
Sound financial advice . . think Zest for life!

We won’t tell you that we are different to other advisers you have been to. We won’t tell you that we will make a difference to your life. Instead, we will let you experience the comfort and security that comes from dealing with a firm like us.

You may not know that 67% of Australians don’t plan for their future - they don’t identify their goals and put a plan in place to get them there. With that in mind, would you be surprised if I told you that 77% of Australian’s over 65 receive income support. Out of that 77%, only 25% expected to rely on some form of Government benefit – scary! Why is it that some people, given these statistics, just don’t see the value of planning for the lifestyle they want.

Imagine what it would be like to have your financial freedom – to be able to do the things that you want to do, when you want to do them. That is what we are about.

But what does this really mean?

For young singles... We put a game plan in place for your future that gives you the freedom to live life now.

For young families... We provide easy to understand strategies that get the best bang for every dollar to help you achieve your goals.

For professionals... We take a nuts and bolts approach to your affairs and provide sure fire strategies to protect your hard-earned assets and grow them for your retirement.

For business owners... Who want to be successful. We provide you with clear advice and plans that articulate where you are now, give you the peace of mind of knowing your hard earned assets are protected, and provide clarity on what to do to get where you want to be.

For primary producers... We help manage your assets to get you through the tough times, and grow them in the good times for future generations.

For pre-retirees... We provide a strategy, a game plan, that will give you the confidence than you can live the life you want to live.

For retirees... We assist you to have a comfortable lifestyle by taking away the day-to-day worry of managing your finances which allows you to enjoy the best time of your life.
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