

July 2010



Connections



Welcome to the July edition of the Ernst & Young Entrepreneur Of The Year Connections update.

Ernst & Young has just released its 2010 Entrepreneurs' Confidence Barometer, which reveals that Australian entrepreneurs have a very optimistic outlook on both the local and global economies despite the recent Global Financial Crisis.

Close to 100 of Australia's most successful business people, all of them previous finalists of Ernst & Young's Entrepreneur Of The Year award were interviewed for the report and, despite persistent international concerns, many of them are continuing to look for growth beyond their own borders.

Thank you to all of the Entrepreneur Of The Year alumni who participated in this research. We hope you find the findings insightful.

In this month's Ernst & Young Entrepreneur Of The Year Connections update we:

- ▶ Provide an overview of the findings of the 2010 Entrepreneurs' Confidence Barometer survey

- ▶ Celebrate the 2010 Central region winners
- ▶ Shine a spotlight on the 2010 Western region nominees
- ▶ Look back over the 10 years of Ernst & Young Entrepreneur Of The Year to meet the 2004 National winners
- ▶ Reconnect with our Ernst & Young Entrepreneur Of The Year alumni in an interview with Paul Cave, Founder and Chairman of BridgeClimb
- ▶ Provide an overview of some essential reading for growth leaders

We hope you enjoy reading this month's update and as always, we look forward to receiving your feedback.

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Entrepreneurs lead the way back to growth

A recent survey of the Entrepreneur Of The Year alumni by Ernst & Young has found that 74% of respondents defied the market and grew their businesses in 2009, with 60% expecting to achieve double digit growth in calendar 2010.



71% of respondents expect to employ more people in the next 12 months.

The survey respondents – some of our most successful business people – are increasingly confident about their business growth prospects, with 72% confident about the Australian economy in 2010 and 67% believing the availability of capital will improve in 2011. Seventy one percent expect to employ more people in the next 12 months, 62% plan to raise funds in the next 12 months and 68% plan to expand operations overseas. In addition, the entrepreneurs surveyed overwhelmingly agreed that passion, determination and vision are the key ingredients for success, with 80% believing that this has not changed in the past 10 years and will not change in the future.

The survey respondents had started on average four businesses each, creating their first business at the average age of 25 and were motivated primarily by the desire to create a business, with wealth creation as a secondary driver.

These are a few of the many findings contained in the [2010 Entrepreneurs' Confidence Barometer](#), a survey conducted to mark the 10th anniversary of the Entrepreneur Of The Year program in Australia.

The responses illustrate that successful entrepreneurs are more than simply higher achievers. They are the ones who seek out opportunities and turn their vision into reality, creating a flow-on success for those around them through employment, export growth and social contributions. The confidence and focus of these entrepreneurs is both inspiring and heartening - these are the people who continue to drive the economy forward and create the future.

The findings also suggest that there is a greater appreciation of the contribution entrepreneurs make to our economy and communities. Fifty six percent of respondents believe the Australian culture supports entrepreneurship - a significant shift in attitude compared to a similar 2004 survey that found that only 38% of respondents held the same view.

Regional winners announced in Central region

The Central region nominees gathered to celebrate their entrepreneurial achievements at a gala award ceremony at the Adelaide Entertainment Centre on Thursday 15 July 2010.



Peter Gregg



Nick Heywood-Smith

The judges were faced with some difficult decisions as there could only be five nominees selected to represent the Central region as National finalists. The Central region winners include:

Peter Gregg, The Gregg Group of Companies, 2010 Entrepreneur Of The Year, Products category

For ten consecutive years, Peter's industrial steel reinforcing business has achieved strong revenue and cashflow growth at a compound average rate of 19.5%.

The judges said, "Peter captures the essence of an entrepreneur. He applies common business disciplines and preparation across his numerous, disparate businesses."

Nick Heywood-Smith, Wellness & Lifestyles Australia, 2010 Entrepreneur Of The Year, Young entrepreneur

Built a soon-to-be national business by providing mobile allied health services to the aged care industry using an outsourced model.

The judges said, "At a young age, Nick has established an integrated health services business in the aged care industry."

Viv Padman, Padman Health Care, 2010 Entrepreneur Of The Year, Services category

Predicted the changes to the rules covering aged care providers, enabling Padman Health Care to develop into a business with almost 1,000 staff.

The judges said, "By thinking outside the box, Viv has captured a growth market, offering quality aged care facilities, differentiated through a strong service offering."

Nikolai Petrovsky, Vaxine, 2010 Entrepreneur Of The Year, Technology & emerging industries category
Created a self-financing company that is outmanoeuvring global pharmaceutical companies many thousands of times its size.

The judges said, "Vaxine is potentially a world leader in vaccine development."

Richard Turner, ZEN Home Energy Systems, 2010 Entrepreneur Of The Year, Cleantech category

Built an integrated solar home energy business from start-up to market leader in just five years.

The judges said, "Richard's business demonstrated extraordinary growth in making clean energy available across households. Richard has strong business fundamentals."

A Champion of Entrepreneurship and a Social entrepreneurship were also recognised. These awards are both non-competitive at the regional level, while the Social entrepreneur will go on to compete at the national level. The Central region award recipients were:

Doctor Chris West, Royal Zoological Society of South Australia, Social entrepreneur 2010

Having helped London Zoo regain one million visitors after a decade's slump, veterinary surgeon Dr Chris West's entrepreneurial streak brought him to Adelaide to run Zoos SA. Under Chris's leadership, membership has doubled in four years, with the organisation changing its identity from zoo to "Conservation Ark" - combining global frontline animal refugee management with education.

Nick Paspaley AC, Paspaley Pearls Group, Champion of Entrepreneurship 2010

Nick Paspaley joined his family business, the Paspaley Pearling Company, in 1969, when the company was small and essentially unviable. Undeterred, Nick put himself at the helm of a traditional pearling lugger, and began learning the intricacies and the challenges of the cultured pearl industry. Today, Paspaley is a \$200 million export business.

[Click here](#) to read more about each Central region National finalist.



Viv Padman



Nikolai Petrovsky



Richard Turner

Non-competitive awards



Dr Chris West
Social Entrepreneur



Nick Paspaley AC
Champion of
Entrepreneurship

Spotlight on the Western region nominees

This month we shine a spotlight on the Western region nominees for 2010.



David Flanagan



Mark Hutchison



John Lewins



Tony Middleton



Leeanda Paino



Tony Sage



John Spence



Matthew Sullivan



Bryan Taylor



Zhenya Tsvetnenko



Julian Walter



Bill Withers

The impressive group of 2010 nominees from Western Australia include:

David Flanagan, Atlas Iron:

Changed the traditional paradigms of the iron ore industry with a new model that accelerates the time to commission a mine.

Mark Hutchison, Bamboozle:

Came back from the brink of bankruptcy to build a bamboo flooring business that allowed him to retire at the age of 33.

John Lewins, Platinum Australia:

In just seven years grew market capitalisation from \$5 million to \$600 million. The business was the second Australian junior platinum exploration company to make the successful transition from explorer to producer.

Tony Middleton, Advanced Engine Components Limited (AEC):

Took AEC from an insolvent, delisted company to a thriving exporter of patented technology now relisted on the Australian Securities Exchange (ASX), with a market capitalisation of \$10 million.

Leeanda Paino, Sealanes (1985) Pty Ltd:

Took over the family seafood business as CEO five years ago and has increased turnover every year since.

Tony Sage, Cape Lambert Resources Limited:

Built a mineral investment company that, since its inception and IPO in 2001, has achieved sustainable growth year-on-year.

John Spence, Karma Group:

Pioneered vacation ownership in South East Asia, Asia and India with the concept of boutique villa resorts.

Matthew Sullivan, L7 Solutions:

Beat the IT giants at their own game, with a nimble, high quality IT services company that includes fun as one of its values.

Bryan Taylor, Plan B:

Rewrote the financial services book, building Plan B from a one man band to a \$30 million listed entity with more than 20,000 clients.

Zhenya Tsvetnenko, Zhenya Group of Companies:

Founded the first commercial enterprise to deliver and bill a text alert service to a user's mobile phone on a mass scale.

Julian Walter, JWH Group Pty Ltd:

Turned a marketing plan his employer rejected into two highly successful and profitable homebuilding companies.

Bill Withers, acQuire:

Pioneered data management technology for the mining industry to build a global business, which has grown between 35% and 50% annually for the last eight years and does business in 60 countries.

The Western region winners will be announced at an award ceremony at the Burswood Entertainment Complex on Thursday 12 August 2010.



David Wirrpanda



John Rothwell AO

“These entrepreneurs have turned their ideas into reality, building dynamic companies that add vitality to Australia’s economy. With their passion to succeed, they inspire others to reach their potential.”

Peter McIver, Entrepreneur Of The Year Regional director, Western region.

A Champion of Entrepreneurship and a Social entrepreneur will also be recognised in each region.

These awards are both non-competitive at the regional level, while the Social entrepreneur will go on to compete at the national level. We are pleased to announce the Western region recipients of these awards for 2010:

David Wirrpanda, David Wirrpanda Foundation, 2010 Western region Social entrepreneur:

Determined to give back to his community, in 2005, former Australian rules footballer, David Wirrpanda, founded the David Wirrpanda Foundation to promote the value of education, skills and healthy life choices to young Aboriginal people. Last year, its programs reached 20,000 Aboriginal youth in Western Australia, improving school attendance, opening up employment opportunities and encouraging young Aboriginal people to realise their dreams. In 2007, the Foundation’s impact led David to be listed as one of the top10 most influential Aboriginal people in Australia. In 2009, he was the Young Western Australian of the Year.

John Rothwell AO, Austal Limited, 2010 Western region Champion of Entrepreneurship:

The 2002 Ernst & Young Australian Entrepreneur Of The Year, John Rothwell, created an internationally successful boat building company based on respect for his customers, his employees and his partners. Today, Austal is a world leader in the design and construction of customised aluminium commercial and defence vessels. In 2004, John was appointed an Officer of the Order of Australia for services to the Australian shipbuilding industry through the development of trade links and for significant contributions to vocational education and training.

Please visit the [Ernst & Young Entrepreneur Of The Year microsite](#) for a list of all the 2010 nominees from around Australia.

Australia's Entrepreneur Of The Year alumni: the class of 2004

Over the last decade we have recognised more than 900 successful entrepreneurs. This month we look back to remember the National winners in 2004.



Robert Gerard



Don Meij

The 2004 National winners included:

Robert Gerard, Gerard Corporation, Master entrepreneur

In 1962 Robert Gerard joined Clipsal, the electrical accessories business his grandfather founded as Gerard Industries in the 1920s. Robert worked to increase recognition of the Clipsal brand, implemented sustained innovation and a business development plan spanning 30 years, with a particular focus on Asian markets. Robert attributes Clipsal's success to long-term, brand name-driven licensing and royalties arrangements. In 2003, Gerard Industries sold its core electrical business, including the Clipsal brand, for some \$750 million. As a result of the sale, the Gerard Corporation was formed, encompassing diverse business interests.

Australian Research Alliance for Children and Youth and was Australian of the Year in 2003.

Peter Teakle, Collotype Labels, Services category winner

When you next select a bottle of wine, carefully perusing its label for information and advice, you might well be relying on the work of Peter Teakle. Peter purchased the Collotype Labels in 1986 and by 2004 the company was designing and producing wine and spirit labels for markets in Australia, New Zealand, Chile, the US and South Africa. In 2008, US giant Multi-Colour purchased Collotype Labels for some US\$210 million.



Fiona Stanley AC



Peter Teakle

Don Meij, Domino's Pizza Enterprises Limited, Young entrepreneur

From pizza delivery driver to CEO of a multi-million dollar company, Don Meij's business journey has been characterised by hard work and success. As a major shareholder and master franchisor, Don became CEO of Domino's in November 2002 at the age of 33, with 15 years experience in the business already under his belt. Since his involvement with Domino's began, Don has grown the business to 820 stores and 17,000 employees in five countries.

Bob Thorn, SuperCheap Auto, Retail consumer and industrial products category winner

After 13 years as Managing Director of SuperCheap Auto, Bob Thorn left the business in 2006. When he joined Super Cheap Auto in 1993, the auto parts and accessories retailer had a mere eight retail stores, all in Queensland. Bob immediately set some ambitious growth targets and the company went on to experience remarkable growth, successfully listing on the ASX during Bob's year of participation in Entrepreneur Of The Year.



Bob Thorn



Craig Winkler

Fiona Stanley AC, Telethon Institute for Child Health Research and Australian Research Alliance for Children and Youth, Social entrepreneur

To achieve groundbreaking professional success is impressive enough. To couple that feat with lasting social change, as Professor Fiona Stanley has done, is exceptional. Fiona's stellar career began in 1970, when she graduated in medicine from the University of Western Australia. In 1990, Fiona became Founding Director of the Telethon Institute for Child Health Research; a multi-disciplinary organisation that is at the forefront of child health. She is also Chief Executive Officer of the

Craig Winkler, MYOB Limited, Technology category winner

Craig Winkler founded MYOB in 1991 after perceiving a need for effective and easy-to-use accounting software. For a number of years, Craig ran the business from a spare room, with an initial sales forecast of just 700 copies of MYOB Accounting. Constant innovation and first-class customer service soon brought results, and by 1995 MYOB had welcomed 35,000 Australian customers. MYOB listed on the ASX in 1999 and delisted in 2007 when the business was taken over by Archer Capital-backed Manhattan Software.

Where are they now? Reconnecting with Entrepreneur Of The Year alumni

In this monthly feature, we reconnect with our Entrepreneur Of The Year alumni, asking them about life after their participation in the program and their views on business and entrepreneurship.



Paul Cave,
Founder and Chairman,
BridgeClimb

Entrepreneur Of The Year
National winner,
Services category, 2001

Paul Cave founded and created the Amber Group in 1974, which became Australia's largest tile and paving retail chain. In 1989, Paul helped to organise a group climb of the Sydney Harbour Bridge as part of the Young Presidents Organisation World Congress. He sensed an opportunity to create a unique experiential tourism business: actualising his dream to create the world's first tourism climb of a Bridge. His dream was to take him 10 years of passionate, focused and obsessed commitment. BridgeClimb was finally launched in October 1998. Today over 2.5 million local and international visitors have experienced BridgeClimb, with many ranking it as the most memorable thing to do in Sydney. Paul has continued his association with the Entrepreneur Of The Year as a National judge from 2002 to 2004 and in 2009.

What have been the significant changes in your business since your participation in Entrepreneur Of The Year?

We have consolidated the growth of BridgeClimb and added more experiences on the bridge.

Have you started any new ventures/businesses since your participation in Entrepreneur Of The Year?

When I first participated as an Entrepreneur Of The Year Judge in 2003, I met Don Meij, CEO of Dominos Pizza and a National winner in the Young entrepreneur category. I became a Director of Dominos when it floated in 2005 and pushed the opportunity to expand the business into Europe. I have also jointly founded an insurance broking company, InterRISK of which I own 20%. However, my greatest passion is the Chris O'Brien Lifecare which, when opened, will become Australia's first 24 hour holistic cancer centre at Royal Prince Alfred Hospital (RPAH).

How have the challenges facing entrepreneurs changed in the last 10 years?

Funding is an ongoing challenge. However I believe that entrepreneurs have greater access to alternative avenues for funding than they did 10 years ago. As a member of the UNSW Advisory Board, I see that entrepreneurship today is becoming increasingly influenced by the rise in the number of tertiary organisations that have embraced entrepreneurship. I believe that

entrepreneurship is best taught, and modelled by "pracademics", having a combination of real business world and academic discipline. Fortunately, tertiary institutions are belatedly embracing the involvement of the business community, and real commercial/entrepreneurial practitioners.

If you had a motto what would it be?

I have many, however some that come to mind first include:

- ▶ "Those who think it can't be done should never interrupt those doing it."
- ▶ "A very best time to plant a tree was 10 years ago; the second best time is today."
- ▶ "The reasonable man adapts himself to the conditions that surround him. The unreasonable man adapts surrounding conditions to himself. All progress depends on the unreasonable man," by George Bernard Shaw.

What is the most valuable piece of advice you have been given?

Success in life and business is always a multi-marathon.

Who is the person you admire the most?

There are two people. Firstly, my father who was extremely driven and competitive. He started out as a tradesperson and went on to become the CEO of a top 10 Australian company, by market capitalisation. Along the way, he was running companies that were taken over on three occasions; however he managed to become the Chief Executive of the predator, on every occasion.

Secondly, Chris O'Brien, the late head and neck cancer surgeon and my inspiration for the Chris O'Brien Lifehouse. I am eternally thankful to Chris who operated on my cancer several times. I greatly admired him as a friend and for the huge contribution he made to cancer research in Australia during his lifetime.

What have you enjoyed reading lately?

Life's a Pitch by Bayley and Mavity.

What advice would you give to aspiring entrepreneurs?

Do what you are passionate about. Live your dreams, and do it!

What did you take from your experience in the Entrepreneur Of The Year program?

Being part of Entrepreneur Of The Year meant being part of something I strongly believe in. The program has played an important role in elevating the profile, importance and attitudes towards entrepreneurship in Australia over the last 10 years.

The Entrepreneur Of The Year program has also enabled me to have interaction with peers that I wouldn't have otherwise. Entrepreneurs are often individuals who frequently don't have affiliations, but the Entrepreneur Of The Year program has enabled these people to come together. My role as a Director of Dominos Pizza Enterprises is a result of my involvement with Entrepreneur Of The Year.

I have also thoroughly enjoyed my role as a Judge for the Entrepreneur Of The Year program. The judging process is rigorous and well developed for assessing entrepreneurship. For the nominees, the process of answering questions they may not otherwise have to consider can assist them to grow personally and in business.

If you could apply your entrepreneurial skills to anything in the world, what would it be?

My current passion is the Chris O'Brien Lifehouse at RPAH. It is good to apply entrepreneurial experience to this not for profit project, including fund raising for this sustainable business model. In seeking \$300 million, the Federal Government has been convinced to underpin this. This project will become the first holistic cancer centre of its kind in Australia.

What will entrepreneurship look like in Australia in 2020?

If entrepreneurship continues to evolve at the same rate it has over the last 10 years, they will continue to benefit from the progressive lift in positive perception and tangible support of entrepreneurship in Australia. Entrepreneurs will increasingly look for solutions for tomorrow, rather than the pitfalls of yesterday.

"Do what you are passionate about. Live your dreams, and do it!"

Paul Cave

Essential reading for growth leaders

We are pleased to bring you a selection of reading on topics relevant to the leaders of fast growth entrepreneurial businesses.



2010 Entrepreneurs' Confidence Barometer

To mark the 10th anniversary of the Entrepreneur Of The Year program in Australia, we invited the alumni - some of our most successful business people - to comment on the secrets of commercial success and the state of entrepreneurship in Australia. We also asked these entrepreneurs about their personal motivation, the challenges and outlook for their businesses, their future plans and their forecasts for the local and global economies. Download a copy of the report [click here](#).



Auto makers steer towards electric vehicles

Some 50 million of us worldwide would like to drive electric or plug-in hybrid vehicles in the near future. This is according to a new Ernst & Young survey which, together with our current series of Cleantech Ignition sessions, is fuelling the debate around this greener form of transportation. [Click here](#) to download a copy of the survey report.



Is Europe a good place to invest?

How do international investors see Europe now? See what 814 of the world's most demanding business leaders think in the Ernst & Young [2010 European attractiveness survey](#).



What does a successful IPO look like?

For fast-growing private companies seeking to raise capital, an IPO can be a superior route to funding growth.

Read up on the [11 IPO Readiness steps](#) for pre-listed companies.



Managing today's global workforce

This Ernst & Young report explores the value of aligning talent management programs with the overall business strategy. It also focuses on the importance of including international assignments in such programs and describes the relationship between talent management and financial performance in companies. Download the report [here](#).

Calling all exporting entrepreneurs

For the last four years, Ernst & Young has been a supporter of the Austrade Australian Export Awards.



Winning an Australian Export Award brings many benefits, including valuable media recognition and business opportunities. Last year's overall winner, the Prime Minister's Australian Exporter of the Year, was NOJA Power, a company which researches and develops, designs, manufactures and supplies low and medium voltage switch-gear. NOJA Power's co-founders, Neil O'Sullivan, Oleg Samarksi, Jay Manne and Quynh Anh Le said, "The recognition we received significantly contributed to our largest order intake ever".

Applications are closing soon for the Export Award programs held in each State and Territory. Only winners from these eight programs can progress to the prestigious national program, the Australian Export Awards.

The longest running business award program in the country, the Australian Export Awards honour and celebrate our most successful exporters. Winning isn't just about the export dollars: judges are looking for innovative marketing, sustainable growth and the overall strategy. With a wide range of categories, there's no reason to miss out.

State/Territory closing dates

QLD 23 July

SA 30 July

TAS 20 August

NSW 20 August

VIC, WA and ACT

Applications are now closed

Apply now: www.exportawards.gov.au

One minute of entrepreneurial inspiration

Each year we ask Entrepreneur Of The Year participants for their motto. Here are just a few.

“ Find the need and fill it.”

Alan Kindle, Noni B Limited

“ Never say die.”

Kym Illman, Messages on Hold Australia

“ My word is my bond.”

Peter Lehmann, Peter Lehmann Wines Limited

“ Dream because if you don't dream, how are you going to have a dream come true.”

Douglas Schirripa, Adelaide Mushrooms

“ There's a solution to every problem.”

Frank Mitolo, Comit Farm Produce

“ Only work with those who share your passion for the business.”

Janine Allis, Boost Juice

For more entrepreneurial inspiration you can watch [video interviews](#) with more than 40 of the world's leading entrepreneurs who attended the 2010 World Entrepreneur Of The Year awards.

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Ernst & Young Entrepreneur Of The Year® is the world's most prestigious business award for entrepreneurs. The unique award makes a difference through the way it encourages entrepreneurial activity among those with potential, and recognizes the contribution of people who inspire others with their vision, leadership and achievement. As the first and only truly global award of its kind, Ernst & Young Entrepreneur Of The Year celebrates those who are building and leading successful, growing and dynamic businesses, recognizing them through regional, national and global awards programs in more than 135 cities in 50 countries.

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