



## Blockey Consulting

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### About Jeremy

Jeremy has worked in economic research and business advisory roles in Tropical North Queensland for the past 20 years.

Since 2002, Jeremy has been providing advisory services to a range of clients, from small business to large corporations, from Indigenous enterprises to regional development bodies, from tourism to mining.

His passion for regional development issues is also played out in his involvement with the Cairns Chamber of Commerce.

### *Skills & Experience*

Jeremy has extensive experience in researching, analysing and presenting business cases and issues for clients. This includes the following:

- Facilitating strategic planning workshops
- Preparing business plans, including financial budgets
- Researching and preparing economic/demand analysis studies
- Conducting economic impact studies
- Preparing regional economic profiles
- Writing detailed submissions to government
- Preparing tenders and expressions of interest



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Jeremy likes to help clients at the high strategic level, but combining this with clearly defined practical actions and tasks, so that clients can achieve their goals. He is able to work with the Board and with staff at all levels to ensure strategic direction aligns with the capability and aspirations of the workforce.

Jeremy prides himself in his in-depth analysis and eye for detail to provide reports and advice that enable clients to assess project feasibility with confidence or use that advice as the basis for financing, funding or project justification.

Jeremy has extensive experience in dealing with all levels of Government, both at an agency level as well as with Parliamentary Ministers and local MPs.

### *Work History*

Jeremy leapt out of a secure senior management role with Cairns Port Authority in 2002 to get into the business consultancy field. At that time he co-founded The 20/20 Group, but in 2008 moved on to establish Blockey Consulting.



Prior to this, Jeremy worked with Cairns Port Authority (CPA) for ten years, including three years as corporate services manager looking after HR, marketing, environment and administration; four years as assistant to the CEO; and three years as a research and economic analyst. Prior to CPA, Jeremy was with economics consultancy, Cummings Economic Research Services, providing economic and market research services to clients. The firm also provided secretariat services to the Cairns Chamber of Commerce, and Jeremy acted as Secretary to the Chamber for three years.

### *Other*

Jeremy has a Bachelor of Science (Economics). He is President of the Cairns Chamber of Commerce and is a Director of Advance Cairns. He is also is a Director of Trinity Anglican School, Cairns.



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### **Project Experience: Jeremy Blockey**

As a consultant, Jeremy has extensive experience in providing business advisory services to community organisations, councils, government, and the private sector as well as to Indigenous organisations in both remote communities and not so remote regional centres. Recent or current clients that Jeremy has worked with include:

#### ***Gulf Savannah Development (GSD)***

Opportunities to establish new, profitable enterprises in the Gulf of Carpentaria (a remote part of northwest Queensland) are limited, and made more complicated by the lack of business management skills and professional support. Jeremy was engaged by GSD to coordinate a two-day Indigenous economic development forum, held in Normanton in October 2008. Some 40 people from remote communities attended, hearing from speakers on a range of topics covering growth industries such as mining and tourism, challenges experienced, successes achieved, as well as government programs available to support Indigenous business development. A workshop session also helped highlight the opportunities and was used by Jeremy to develop an economic development strategy and action plan for the region.



#### ***Kowanyama Aboriginal Shire Council***



Jeremy project managed an economic development role, funded by the Department of Employment and Workplace Relations, for Kowanyama Aboriginal Shire Council (KASC) for two years. During this project, Jeremy prepared feasibility studies and business plans for six prospective enterprises, across a range of business types including retail, trades and cultural activities. Jeremy also provided strategic advice to KASC on long-term community outcomes, dealing with government departments, as well as assisting with writing letters to Ministers.

#### ***Western Cape Chamber of Commerce (Weipa)***

Jeremy facilitated a strategic planning project for the Western Cape Chamber of Commerce in 2007, which included interviews with a range of stakeholders, running a workshop with Chamber members, and preparation of a Strategic Plan, which included a detailed 12-month Action Plan and a list, with estimated time horizons, of prospective projects for the region. As a direct result of this project, the WCCC has secured State Government resources (3 person days per week) to assist with its implementation, together with Federal Government funding for two Indigenous development officers.



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### *Department of Employment and Workplace Relations (DEWR)*

Jeremy conducted a jobs and skills assessment for Aurukun and Coen for DEWR in 2007. Tasks included background research on the communities, reviewing prior studies, site visits of a week in each community conducting interviews with community members and organisations, and assessing the



number of staff employed in the various businesses or engaged on CDEP programs. Assessment was made of opportunities that community members believed could be successful in their communities, the employment opportunities they would generate, and the skills needed for the identified positions. The reports provided input in the welfare reform process through the identification of potential jobs and skills required, particularly where 'jobs' that are presently funded through CDEP projects should translate into permanent positions.

### *Bama Ngappi Ngappi Aboriginal Corporation (BNNAC)*

Jeremy undertook a strategic planning project for BNNAC, involving community consultation and preparation of a first year action plan. Jeremy conducted interviews with the BNNAC Board and staff at all levels, as well as with Yarrabah Aboriginal Shire Council, and other local stakeholders such as the local State School and Store. The community engagement identified future economic developments and employment opportunities, which provided the basis for developing a list of prospective business enterprises for BNNAC to establish, including re-establishing a fibreglass factory, increasing fruit and vegetable production at the BNNAC farm to commercial levels, and identifying emerging opportunities with the developers of a nearby resort / residential development.

### *Kowanyama Cattle Company (KCC)*

Jeremy is completing a business plan for the KCC, a pastoral company with significant grazing land in a remote part of Cape York Peninsula. Much of the cattle company assets have been run down over the years but through the business planning process, it is hoped that management practices can become more effective and efficient. The project included a review of operations, and a clear path forward established to bring the business back into a profit-making venture that returns benefits, including employment and training opportunities, to the local community.

