



FILE No.

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VARS/PRISM

7 April 2008

David Hatfield  
A/g General Manager  
Adjudication Branch  
Australian Competition and Consumer Commission  
GPO Box 3131  
Canberra ACT 2601

Dear Sir

Re: **Applications for Authorisation by Job Futures Ltd**  
**A91084, A91085, 25<sup>th</sup> March 2008**

I am writing in support of Job Futures applications for Authorisation and Interim Authorisation with the Australian Competition and Consumer Commission.

The Heidelberg Training and Resource Centre Inc. (Reg No A0011660X)[trading as Employment Focus], and predecessors, is a community-based organisation originally founded some 30 years ago to run services for disadvantaged youth.

It currently is funded through Job Futures Ltd to deliver Job Network, Job Placement, Personal Support Program and Access training program services in the northern suburbs of Melbourne. All of these programs are holistically delivered to offer customised support to each jobseeker to ensure they can gain and retain employment. All earnings are reinvested in these and other services consistent with our mission.

Employment Focus, which is based in Heidelberg, is a registered Public Benevolent Institution. As stated in its mission, it is "a caring, innovative, not-for-profit organisation offering a holistic, high quality blend of recruitment, training and community services to all, especially those disadvantaged in seeking and retaining employment". It sees employment as a basic human right and need. Employment Focus has been a member of Job Futures since 1999.

Employment Focus exists in a market for government funded employment services which is extremely competitive. The contractual and performance management arrangements that apply in the sector are complex and changing. Since its creation in 1998, it has become harder for small-to-medium size organisations like Employment Focus to enter and retain a place in the market – particularly in Job Network. Yet organisations like Employment Focus play an important role in ensuring that services for disadvantaged people meet the specific needs of local communities.



Member of



Employment Focus is the Registered Business Name of the  
Heidelberg Training & Resource Centre Inc. (Reg. No. A0011660X)

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My organisation delivers a range of local programs and services to our community which are important to community well being. We are founding members of the Banyule Nillumbik Youth Services Network and the Banyule Nillumbik Local Learning and Employment Network. Our self-funded Get Ready youth program, which provides employment, training and social skills development to disadvantaged youth, ties in with local schools, TAFE institutions and the broad network of youth services providing much needed support to local youth falling between the gaps of funded government programs. We are currently working with the Box Hill Baptist Church to establish a new Flexible Learning Centre to provide job skills to disadvantaged people in the community. We are able to link these initiatives with our employment programs, delivered as part of Job Futures.

As a national provider, Job Futures is able to tender for and deliver programs that are National or Statewide. This enables organisations like Employment Focus to participate in delivery of these programs where otherwise we would not be able to do so. For example, we have delivered the Correctional Services Employment Pilot Program for ex-offenders and the Green Corps programme – which engages 17-20 year olds in environmental projects – under sub contract to Job Futures in our community.

Job Futures unique collaborative arrangement enables organisations like Employment Focus to deliver quality services while retaining its local focus and identity. We are able to access resources through Job Futures (like on line reporting tools, training and support) which, as a lone provider, we could not.

Employment Focus supports this application for ACCC authorisation and believes that the continued operation of the Job Futures model contributes to a more diverse market for government funded employment services.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Stephen Fiyalko', written in a cursive style.

Stephen Fiyalko  
Chief Executive Officer