



Combined Small Business Alliance of Western Australia Inc. (CoSBA)

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NEXT MEETING: AGM & BOARD MEETING

5.00pm, TUESDAY 16 MARCH 2010

Stirling Small Business Centre, 45 Delawney Street, BALCATTA

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CORRESPONDENCE.pdf
Trade Measurement.PDF
SBSB_Brochure.pdf
SBSB Voucher 2010.pdf



Small Business Network takes off

On January 25 the Chamber of Commerce and Industry launched the Small Enterprise Network, a new organisation established to act as the voice for small businesses with zero to 30 employees.

"We see small businesses as the lifeblood of the WA economy, but they haven't had an advocate or a voice speaking for them," Small Enterprise Network director Andrew Canion says. "The role of the Small Enterprise Network is to be that voice, to look at policy issues through the filter of small business and make sure it is reflecting its concerns and viewpoints."

Andrew believes the key issues for 2010 will be industrial relations. "We're already hearing from small businesses on the IR changes; what they are and how they will be impacting," he says. "We see it as our role to help where we can and pass on information to government to say there's an education campaign needed here. "Tax is always an ongoing issue for small businesses, especially payroll tax which can disincentive employment growth as employers

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don't want to hit the threshold for payroll tax."

Businesses are encouraged to become members of the Small Enterprise Network, which will give them access to advocacy, assistance through package offering including training vouchers, financial health checks and access to business networking opportunities. "That is one of the key aspects, being able to facilitate relationship building," Andrew says.

"We have found small businesses can get caught in their own world. They'd like to get to know others and build relationships that can help their own business, but they don't know where to start. We provide an avenue to meet and build real businesses relationships." (SOURCE: *The West Australian*, SME Pathways, 17.2.10)

CCIWA in small business focus

The state's peak business organisation, the Chamber of Commerce and Industry WA, today launched a new small business enterprise network to assist Western Australia's small business owners.

The full statement is below:

Small business is now being given an even bigger voice following the launch of a new organisation committed to ensure they're listened to on the issues that matter. The WA Small Enterprise Network (SEN) was launched today at Scarfo's Meating Place, a small business in Perth's southern suburbs, and SEN member.

SEN has been created with the support of the State's peak business organisation, CCI. Its inaugural Chairperson is Kate Lamont, one of WA's leading hospitality operators, and small business owner. Small business makes up over 80 per cent of all businesses in Western Australia and is critical to the success of the local economy.

Small Enterprise Network Chairperson Kate Lamont said "SEN will give small business a big voice on a range of issues important to their success. Behind most small businesses are Western Australians who have invested their life savings, and borrowed heavily, to provide products and services to their local community."

SEN membership is a must for all businesses that employ up to 30 staff. They will receive advice, practical support and be able to attend exclusive networking events that will help them grow and better run their businesses.

SEN Manager Andrew Canion said "As a small business owner up until recently, I know it takes a lot of hard work to succeed."

"Changes to Australia's industrial relations system, including new awards, and the threat of a return to severe labour shortages are some of the many challenges facing business owners. The time has come for small business to get the support and recognition they deserve." (*WA Business News*, 17-February-10)

COMMENT: As planned the Small Enterprise Network (SEN), a project of the CCI, was officially launched by the Small Business Minister yesterday. It is reported this was a very small and low-key affair, with few in attendance and almost devoid of the media interest (the ABC was there). We were advised that their web address for the SEN is: www.cciwa.com/sen. However we visited the site but it does not seem to exist at this stage.

This of course the duplication of services provided by varying degrees by the SBDC, SBCs, industry associations, local chambers of commerce, business associations, et.al.

It is reported that CCI's small business membership has dropped substantially and new membership is flagging, but for a small fee small businesses can join the SEN and enjoy a suite of free CCI services. Is this in fact defacto membership of CCI? If it is and if taken up by small business it could prove to be a boost to CCI's membership numbers. Watch this space!!!

Buswell to spend \$3m on partnership advice

The Barnett Government will spend \$3 million on legal and commercial advice to make sure it doesn't get ripped off when entering into business deals with the private sector. The Government wants more government services to be run in partnership with private enterprise but does not believe the public service is currently up to mixing it in the business world.

Although Freedom of Information documents show that Treasury asked for \$5 million to hire the advisers, Treasurer Troy Buswell said yesterday the Government had budgeted \$3 million for advice "required in negotiating complex contracts with the private sector." (SOURCE: *The West Australian*, 18.2.10)

Business losing faith in Rudd

BIG business has openly criticised the Rudd government, questioning its approach to tax reform and infrastructure policy and urging a rethink of the controversial economic stimulus package.

The Business Council of Australia has also warned the Prime Minister not to get ahead of the international community on climate change, condemned his refusal to consider increasing the rate of the goods and services tax and urged him to get cracking on delivering promised infrastructure investment.

The BCA represents the nation's 100 biggest companies. Since 2007 it has been an unabashed fan of Kevin Rudd's economic agenda, particularly its focus on investing in education, health and infrastructure as well as regulatory and tax reform.

But in a clear sign of disquiet, or at least concern, new BCA president Graham Bradley yesterday questioned Mr Rudd's progress, implicitly criticising his review of taxes, transparency of decision-making over infrastructure and the government's dedication to cutting spending. And as Mr Rudd and Wayne Swan defended the government's economic record in parliament, other business groups backed the BCA's criticism, while premiers endorsed Mr Bradley's call for a simplified tax system.

The business leader specifically targeted Mr Rudd's contentious \$42 billion economic stimulus package, which continues to release public money raised by borrowing for spending on school halls despite apparent economic recovery. (SOURCE/EXTRACT: *The Australian*, 12.2.10)

WA jobless rate drops to 5%

Western Australia has recorded one of the nation's lowest unemployment rates for January, beaten only by South Australia, new figures show. The Australian Bureau of Statistics today said WA's jobless rate had fallen by 0.1 per cent to a seasonally adjusted 5 per cent in January.

The total number of unemployed people in the state dropped by 1,400 to 61,700, while the participation rate dipped from December's 68.4 per cent to 68.2 per cent. The number of people employed in a full-time capacity increased from 823,000 to 824,600. WA's jobless rate was the second lowest in the nation, beaten by South Australia which recorded a 0.8 per cent drop to 4.4 per cent in January.

New South Wales had the highest unemployment rate at 5.6 per cent, while Victoria recorded 5.3 per cent and Queensland reported a 5.5 per cent jobless rate. Nationally the unemployment rate was a seasonally adjusted 5.3 per cent in January, compared with an unrevised 5.5 per cent in December. (SOURCE: *WA Business News*, Daily Business Alert, 11.2.10)

Workers, employees protest against minimum-hours rules

CONCERNS over the new workplace laws continue to spread across the economy, with a newsagency in Melbourne preparing to sack eight school and university students because of limits on the minimum hours employees must work. Employers and employees say the new laws may force widespread layoffs and force businesses to shut their doors.

Simon Richards, the news-agency's owner, said he might have to sack eight young people, including a 15-year-old disabled boy he had taken on at the request of the local school. He would probably close earlier on weeknights and Sundays and no longer open on public holidays.

Ben Kearney, from the Australian Newsagents Federation, said newsagency delivery truck drivers, whose early morning work lasted 1 1/2-2 hours, would be affected by the four-hour minimum work rule under the transport award. "It will potentially lead to the loss of some people's jobs," Mr Kearney said.

Breathe Wellbeing, in inner-city Melbourne, opens from 6am to 8am for pre-work fitness classes, and then shuts until 11.30am. Owner Roger Jones said his receptionists could no longer work that shift under the new laws, but he did not want to close in the mornings or sack staff.

Dairy farmer Oscar Negus, who runs a family farm near Busselton in Western Australia, said the jobs of six people who worked the two- to three-hour milking shift could be threatened even though he paid them \$30 per hour.

Workplace Relations Minister Julia Gillard yesterday defended the minimum shift provisions, saying they prevented workers from being forced to work very short shifts that did not cover travel costs. A spokesman for Ms Gillard said minimum shift provisions had been determined in close consultation with employer and employee representatives. (SOURCE/EXTRACT: *The Australian*, 15.2.10)

Scrap minimum shift provisions, says Abbott

TONY Abbott has promised to scrap minimum shift requirements for young workers, prompting Labor and unions to claim working students would be exploited and have no protection from unfair dismissal under a Coalition government. TONY Abbott has promised to scrap minimum shift requirements for young workers, prompting Labor and unions to claim working students would be exploited and have no protection from unfair dismissal under a Coalition government.

A number of businesses claim Labor's new standardised minimum shift provision will force them to put off youths employed to work short after-school shifts. The Opposition Leader said a Coalition government would remove the requirement that youths be engaged for a minimum number of hours and employers would only be obliged to pay them a minimum rate of pay.

"If it suits the (worker) and it suits the boss, why shouldn't it be able to happen?" Mr Abbott told Melbourne radio station 3AW. Asked how he could guarantee that kids would not be "screwed", he said: "Because there'll be minimum rates that they can't be paid below."

Workplace Relations Minister Julia Gillard and ACTU president Sharan Burrow attacked Mr Abbott's position, and also seized on a report in *The Australian* yesterday that the Coalition planned to exempt businesses with 20 or fewer staff from unfair dismissal laws. Ms Burrow said the policy position was "IR extremism" and "would allow employers to call in staff and send them home after only half an hour". (SOURCE/EXTRACT: *The Australian*, 18.2.10)

Big business floats 73 as new retirement age

Big business says the retirement age may need to be lifted to 73 by 2049 to keep the economy moving in the face of a greying population. Releasing its wish list to the Federal Government before the May Budget, business groups have again pleaded with Labor to put the brakes on its economic stimulus program. It also wants the Government cut taxes for big companies in the face of improving economic conditions.

A paper released by the Business Council of Australia has weighed into the debate about Australia's growing, ageing population, warning that the number of people aged 65 or older will increase from 2.9 million to an estimated 7.4 million by 2049. The BCA said the growth in the proportion of older people had major implications for the aged pension and for Federal and State budgets if taxation revenues were to shrink.

It said retirement ages would have to be lifted dramatically in the decades to come to ensure the proportion of five people of working age for every one retired was maintained. The BCA said it was not specifically advocating a jump in the retirement age to 73 "at this stage". But it warned there was no question "difficult decisions" would be required.

During a series of speeches early this year, Prime Minister Kevin Rudd said Australia's population was likely to exceed 35 million by 2049. He has called for a national discussion on the problem of a greying Australia and has mooted lifting the ages at which people may become eligible for a pension.

Turning to the Budget deficit, the BCA said the Government must wind back its economic stimulus reforms and cut company taxes if it was to hack away at the debt. (SOURCE/EXTRACT: *The West Australian*, 15.2.10)

Labor launches IR offensive

Labor is accusing Tony Abbott of a plan to revive Work Choices, stepping up its industrial offensive as opinion polls put the coalition ahead in Queensland and Western Australia. Two polls - the Westpoll in *The West Australian* newspaper and the Galaxy poll in *The Courier-Mail* - put the coalition ahead of Labor, 51 per cent to 49 per cent on a two party preferred basis. The Galaxy result in Kevin Rudd's home state of Queensland will be particularly galling for Labor.

Deputy Prime Minister Julia Gillard has demanded the coalition come clean on what parts of the Howard government's unpopular Work Choices policy it plans to bring back if it wins government. "The opposition mantra appears to be Work Choices is dead but the fine print shows that if elected they'll simply return the same laws, just under a different name," she said in a statement.

Unions were meeting in Melbourne on Monday to draw up a strategy against the coalition at the next election. The "Your Rights at Work" campaign from the 2007 election was a crucial factor in Labor's success against the Howard government. ACTU president Sharan Burrow echoed the concerns of Ms Gillard. "Look at what Tony Abbott has said on the record - the name Work Choices won't be used but he is talking of individual contracts and unfair dismissal rights being revived," she said. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 15.2.10)

McDonald 'incited strike'

Firebrand unionist Joe McDonald has been accused by the building watchdog of inciting workers to strike over an accommodation dispute at Woodside's massive Pluto gas project. The Australian Building and Construction Commission confirmed yesterday it had joined legal action being taken by Woodside against the assistant secretary of the Construction, Forestry, Mining and Energy Union

over the issue.

A spokeswoman for the ABCC said it was seeking injunctions against Mr McDonald and the CFMEU from being involved in any further industrial action relating to motelling at Woodside's LNG project. (SOURCE: *The West Australian*, 16.2.10)

CFMEU faces new action over Pluto strike

The building watchdog has filed new court action against the Construction, Forestry, Mining and Energy Union and its assistant chief, Joe McDonald, for allegedly inciting strike action at Woodside Petroleum's Pluto project. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 16.2.10)

I'll scrap dismissal laws: Abbott

TONY Abbott has promised to reintroduce statutory non-union contracts and wind back unfair dismissal laws applying to small businesses, ensuring workplace relations is a key policy battleground at the federal election.

Deputy Opposition Leader Julie Bishop also entered the workplace policy debate yesterday, claiming the Rudd government had brought back "inflexible working conditions such as the penalty rates regime". Workplace Relations Minister Julia Gillard and the union movement immediately accused the Coalition of wanting to reintroduce Work Choices and threaten to scrap penalty rates. Those claims were rejected by the Opposition Leader and Ms Bishop.

In a speech to Queensland employers, Mr Abbott said that although Work Choices was "dead", the Rudd government had given too much power to unions at the expense of "business, workers, the unemployed and Australian productivity". "You know, at four elections running we had a mandate to take the unfair dismissal monkey off the back of small business and we will once more seek that mandate," Mr Abbott said in the speech, delivered to the Queensland Chamber of Commerce & Industry in Brisbane last Friday.

"At four elections running, we had a mandate to introduce statutory, non-union contracts and we will seek to renew that mandate. "Labor has interim transitional employment agreements; we will make them less interim. "Labor has individual flexibility agreements; we will make them more flexible."

ACTU president Sharan Burrow said unions were finalising a pre-election strategy that would seek to stop the return of the Coalition while extending the gains made under Labor. She nominated superannuation, job and income security, pay equity and extending the right to request more flexible working hours to care for grandparents as key priorities.

Mr Abbott acknowledged the Work Choices policy of the Howard government "went fundamentally further than we had promised", but it was the Rudd government that had now "gone too far". (SOURCE/EXTRACT: *The Australian*, 16.2.10)

SME conditions hit best level since GFC

Conditions for small business have risen to levels not seen since before the onset of the global financial crisis, new figures show. Businesses also expect conditions to continue to improve over the March quarter, according to the latest Australian Chamber of Commerce and Industry (ACCI) small business survey.

The February survey shows the small business conditions index rose to 54.0 points in the December quarter, its highest level since the end of 2007, while the expectations index hit its highest level since the survey began in December 1996. The chamber's director of economics and industry policy Greg Evans said the data indicated the outlook for small business was quite strong.

The survey also showed small business expected Australia's economic growth to rebound strongly over the next 12 months. However, despite the improved outlook, Mr Evans said conditions were still difficult for small business with investment expected to remain weak during the next three months. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 16.2.10)

Miners savage IR laws

MINERS have savaged Kevin Rudd's new workplace relations laws, arguing that increased militancy from some unions seeking to expand their coverage and unrealistic pay claims by maritime unions are vindicating their concerns about right of entry and "good faith" bargaining provisions.

In a pre-budget submission, the Minerals Council of Australia has called for more consultation on tax reform and expressed concern about suggestions the Henry tax review might opt for a resource rent tax to replace state royalty regimes. It argues that poorly designed reforms could undermine international competitiveness, increase sovereign risk and jeopardise investment and business growth. (SOURCE/EXTRACT: *The Australian*, 17.2.10)

Abbott pledges fair IR deal

THE federal Coalition is expected to exempt small businesses with fewer than 20 employees from unfair dismissal laws and reduce penalty rates for some weekend workers, but has jettisoned the more hardline aspects of Work Choices to try to neutralise an aggressive campaign by the Rudd government and unions prior to the federal election. (SOURCE/EXTRACT: *The Australian*, 17.2.10)

Gillard prepares scare campaign

JULIA Gillard accuses Tony Abbott of spin when the Opposition Leader declares that John Howard's Work Choices regime is dead. But it is Gillard who is manipulating the available facts as she prepares to unleash a rolled-gold scare campaign on industrial relations.

Gillard wants to revive the strategy that helped propel Kevin Rudd into The L4Ddge in 2007. If she has to verbal Abbott along the way, she will. She will be ably assisted by a union movement that has much to lose if Abbott wins the election.

Gillard wants voters to believe that Abbott will re-introduce the most contentious elements of the Work Choices regime imposed by John Howard. In short, the two most unpopular aspects were the removal of the test to ensure workers were not disadvantaged and the making of businesses with up to 100 staff exempt from unfair dismissal laws.

Abbott and his workplace relations spokesman, Eric Abetz, insist they will not revisit these policies. Abetz yesterday declared them "killers" with voters. (SOURCE/EXTRACT: *The Australian*, 17.2.10)



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<http://woocomcampaigner.woocom.com.au/ch/27fr7sq/699747/9405f332x.html>

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Professional Selling

<http://woocomcampaigner.woocom.com.au/ch/27fr7sq/1128446/9405fhkd4.html>

Microsoft Office 2007 Tips & Tricks <#office> will be held in the morning on Thursday March 4, 2010 and then

Powerful Presentations Using PowerPoint <#powerpoint> , be held in the afternoon. You can attend both, or either, depending on your interests. Please find information on both of these excellent, informative and very useful courses below. **Microsoft Office 2007 Tips & Tricks Frustrated with the new Ribbon Interface?**

Have no idea what the new features can do for you? Want to learn more time-saving Tips & Tricks? Office 2007 is the latest and most powerful suite of office productivity software ever released by Microsoft. Yet many users are struggling with the new Ribbon interface. Most users have yet to discover the many new time-saving features and the real power behind this latest release. Get the most out of Microsoft Office 2007 to save time and be more productive. Save hours each week by applying this classic collection of MS Office 2007 shortcuts, tips & tricks. Presented by master instructor Sayid, these tips & tricks are applicable to common clerical and management scenarios. Start exploring the 90% of Microsoft Office that most people never knew existed.

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Everything you wanted to know about the new Microsoft Office 2007 Ribbon interface;
How Microsoft Office 2007 new features like SmartArt helps you reduce time. Learn how you can add more SmartArt diagrams and discover the secrets of customising SmartArt.;
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How to represent data with visual effectively in Microsoft Excel 2007 through new features such as conditional formatting, charts, table and PivotTable;
How to create professional looking documents fast in Microsoft Word 2007 through usage of styles sets, building blocks and themes. Learn how to create your own corporate template that delivers consistent professional looking

documents anytime anywhere.

Sayid, a renowned and highly sought after master instructor with more than 10 years experience in the Asia Pacific region, has conducted seminars for sell-out audiences and undertaken personalised 1-on-1 training for top CEO,s. Sayid has undertaken training projects for some of the world,s largest companies including Microsoft, IBM, Intel, Citibank and Hitachi to name a few. His style is engaging, linking analogies and applications creating a learning experience that anyone can relate to. Get ready to be inspired.

Dates: Thursday 4th March, 2010

Time: 9.00am to 12.00pm (8.45am start for coffee & registration)

Venue: Small Business Centre - Stirling, 45 Delawney St, BALCATTWA WA 6021

Cost: \$129.00 per person incl. GST. Light refreshments provided.

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Please direct any queries to [Maxine Scott](#) <<mailto:maxine@stirlingbec.com>> on 9240 6337.

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How to use virtual whiteboard technology to enhance face-2-face and remote presentations;

How to use remote visual sharing, audience feedback and iPhone/Blackberry applications to enhance phone & internet presentations;

Dates: Thursday 4th March, 2010

Time: 1.00pm to 4.00pm (12.45pm start for coffee & registration)

Venue: Small Business Centre - Stirling, 45 Delawney St, BALCATTWA WA 6021

Cost: \$129.00 per person incl. GST. Light refreshments provided.

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Please direct any queries to [Maxine Scott](#) <<mailto:maxine@stirlingbec.com>> on 9240 6337.



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