



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

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NEXT MEETING: XMAS/BOARD MEETING

12.00pm, TUESDAY 1 DECEMBER 2009

Royal Perth Yacht Club, Australia II Drive (off Hackett Drive), Crawley

IN THIS ISSUE:

WA facing 150,000 workers shortfall
Crackdown looms on business rebirthing
Economy to suffer from shipping strike
WA SMEs doing it tough: NAB survey
WA small businesses confident on second half: NAB survey
Barnett lists 7 top spending priorities
Shop hours plan gets green light
Coalition blocks new IR system

ATTACHMENTS:

HKABA Dinner.pdf
CORRESPONDENCE.PDF



WA facing 150,000 workers shortfall

A substantial fall in the state's unemployment rate to 5 per cent has sparked concern that WA is not ready for the next wave of growth, with a business lobby group projecting a shortfall of 150,000 workers within seven years. Today, WA recorded one of the country's lowest jobless rates, falling from a revised down 5.7 per cent in September to 5.0 per cent in October. It is the state's lowest unemployment rate since April and is more than double the October 2008 jobless rate of 2.3 per cent.

Chamber of Commerce and Industry chief economist John Nicolau today said the sharp fall in the number of Western Australians looking for work - from 69,600 to 60,600 - is a further sign the local economy is gearing up for a new period of growth and opportunity.

"The brighter economic outlook, after what has been a difficult year for many local businesses, does not come without its challenges," he said. "Time is running out for State and Federal Governments to ensure the State is ready for the next wave of growth. "Heading the list of challenges is labour shortages. "A growing number of Western Australian employers are becoming increasingly concerned they won't be able to find the workers they need.

"CCI forecasts the State will need an extra 400,000 workers within seven years. Based on current projections, we are likely to fall 150,000 workers short." Mr Nicolau added the Barnett government could help by accelerating its workforce development strategy while the federal government can make it easier for employers to hire overseas workers to fill positions that cannot be met by local workers. "These challenges must be addressed as a matter of priority to ensure the State stands ready, and can make the most of the many opportunities headed our way," Mr Nicolau said. (SOURCE: *WA Business News*, Daily Business Alert, 12.11.09)

Crackdown looms on business rebirthing

THE practice of "phoenixing" -- where businesses close down and reopen in another name as a way of clearing debts and obligations to employees -- has spiked during the global financial crisis and opened a potential \$600 million hole in the federal budget.

The Rudd government will today release reform proposals to clamp down on the practice, following complaints from tax officials, unions and small business. The Australian Taxation Office has been frustrated by the court system imposing "slaps on the wrists" under the existing law and has pushed for changes for years.

Assistant Treasurer Nick Sherry said the practice was on the rise, and it was time to plug the loopholes before workers, businesses and taxpayers lost more money. "The latest estimates provided to me indicate that phoenix activity may be ripping up to \$600m from the national revenue base. That is simply unacceptable and it's hurting the whole community and hitting the integrity of the system," Senator Sherry said. "As far as I am concerned, the people who engage in this practice deserve the full force of the law brought to bear against them."

Phoenixing is most common in the building trade. It is a rare example where union and small business interests align, because both are victims. Senator Sherry will today release an 11-point plan to toughen the tax provisions and to extend the grounds for banning directors under the Corporations Law to cover the practice. (SOURCE/EXTRACT: *The Weekend Australian*, 14.11.09)

Economy to suffer from shipping strike

A state business lobby group says unions are already exploiting their new found power under the federal government's new industrial relations laws, with Maritime Union members set to walk off the job tonight, affecting some of the state's operations.

Union members are set to start a 48-hour strike at midnight tonight at 17 Farstad Shipping vessels. The vessels are located around the country, including one that is helping with remedial work at the Montara rig. The union is pushing for a 30 per cent pay rise over three years and \$45 a day for each employee to be paid into a union-established training fund.

Today, the Chamber of Commerce and Industry WA said the industrial action is ill-timed, considering that the economy is starting to recover from the global economic slowdown. "Business concerns that unions will seek to exploit their new found power under the Federal Government's new industrial relations laws are proving to be correct," CCIWA said in a statement.

"The [Maritime Union] is the latest union to use their new found industrial muscle under the Federal Government's new industrial relations laws seeking exorbitant pay increases and improvements in conditions. "CCI is alarmed, but not surprised, that unions are already trying to flex their new found industrial muscle.

"The [Maritime Union] campaign threatens to disrupt several multi-billion dollar resource projects off the Western Australia coast, each generating thousands of jobs and injecting billions of dollars into the local economy. (SOURCE: *WA Business News, Daily Business Alert*, 16.11.09)

WA SMEs doing it tough: NAB survey

Confidence among small to medium-sized businesses in Western Australia have bucked the national upward trend with a survey showing businesses in the state doing it tough. The National Australia Bank survey of small to medium enterprises for the September quarter shows business conditions, nationally, have improved "significantly," reaching positive territory for the first time since the same quarter in 2008.

While customer confidence and demand improved "vastly" in the quarter on the previous three quarters in most states, small and medium-sized businesses in Queensland and Western Australia were still doing it tough, the report found. "SMEs are the real economic drivers in Australia and this latest survey, which reveals improvements in business conditions, profit outlook and customer confidence, will be welcome news to businesses and governments who are looking for continued signs of recovery," NAB Group Executive of Business Banking Joseph Healy said in a statement.

Large SMEs with an annual turnover of between \$5 million and \$10 million recorded the strongest improvement and were the best performing at six index points, up from minus 13. Small SMEs with an annual turnover of \$2 million to \$3 million recorded an improvement from minus seven to four index points, while mid-sized SMEs increased from minus six to three index points. Mr Healy said despite the positive survey results, businesses should remain "cautiously optimistic" about improving business conditions. (SOURCE: *WA Business News, Daily Business Alert*, 17.11.09)

Barnett lists 7 top spending priorities

The state government has selected a \$600 million upgrade of road links around Perth airport and a \$470 million improvement in town infrastructure in the Pilbara as its top capital works priorities. In a statement to parliament today, Premier Colin Barnett said the government had applied for federal funding for seven priority projects.

Other priorities include a \$550 million supply base at Derby for the Ichthys gas project, with most of the funding to come from the private sector. The upgrading of power lines to the Mid West, improving the grain freight network, and investing in Bunbury and Port Hedland harbours were other priority projects. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 18.11.09)

Shop hours plan gets green light

A big swath of inner Perth will get late night and weekend shopping from January 1 after Labor leader Eric Ripper said yesterday his party would not support moves to block the expansion of the city tourist precinct. Treasurer Troy Buswell confirmed the precinct would be expanded by regulation to include Subiaco, North, East, South and West Perth and Victoria Park and Mt Lawley. That will enable him to extend shopping hours in those areas to 9pm on weeknights and to 5pm on Saturdays and Sundays.

The move comes on top of the Government introducing legislation in State Parliament to create another tourism precinct in Joondalup which would give the northern suburbs city the same retail trading hours as Fremantle and the expanded Perth precinct will enjoy next year.

Mr Buswell conceded the move would mean that only six Coles and Woolworths stores currently precluded from opening longer hours would be affected by the expansion of the precinct, but insisted that the move was a "significant expansion on what we now have".

"Is it perfect? No . . . but there was some interesting comments from traders in Subiaco who look to some of those major shops to provide the spark around which they trade," he said. "So I think you'll see a lot more dynamism evolve out of this plan that simply a few major supermarkets being able to open."

A Nationals spokesman said the party would not budge from its opposition to expanded trading hours in the city but had yet to decide whether to move a disallowance motion against the Liberal ploy. Mr Ripper made it something of a moot point when he said the ALP would not support attempts to reverse the expansion of the precincts. (SOURCE/EXTRACT: *The West Australian*, 19.11.09)

Coalition blocks new IR system

NSW has agreed to transfer 500,000 private sector employees into the federal workplace system from January, after striking a deal with the Rudd government to join a national industrial relations system.

All states except Western Australia have now signed up to a national system, but NSW will retain control of its public sector and the local government sector. However, state-owned electricity and water corporations, as well as employees in the not-for-profit sector, will be covered by the national system.

The NSW government said last night that a multilateral intergovernmental agreement would ensure the commonwealth and all states except for Western Australia would have "joint responsibility" for the Fair Work Act. Under the agreement, any amendment to the Fair Work Act that "potentially undermines the fundamental principles upon which the act is based" will require a two-thirds majority of the Workplace Relations Ministers Council, consisting of ministers from the commonwealth, territories and referring states.

But the Rudd government is likely to need the support of crossbench senators to have the new system operating by January, after the Coalition decided to block the passage of the bill to establish the national system. Opposition workplace relations spokesman Michael Keenan said the bill was reckless policy, as it effectively gave control over future federal workplace laws to the states. (SOURCE: *The West Australian*, 19.11.09)



SBC UPCOMING COURSES

[Breakfast Mentoring](#)

[Key Strategies for Successfully Selling or Buying Businesses](#)

Demystify your Financial Statements

"Understanding Your Numbers" is a practical, hands-on workshop that will teach you the essential financial management skills every successful business owner requires.

Did you know that most businesses that fail are profitable? Many businesses fail because they simply run out of cash! As a business owner you need to be able to quickly analyse the financial health of your business. You also need to understand important principles such as the difference between cash and profit, working capital requirements and how to calculate key financial health indicators.

During the workshop you will learn and apply these critical financial management skills. Together we will demystify financial statements. We will work through exercises and calculations (using your own financial statements) so that you really understand how well your business is performing.

- How to read your financial statements
- How to calculate important key financial indicators such as Net Profit, Gross Profit
- Creditor Days, Debtor Days and ROI
- The relationship between profit and cash flow
- How to calculate your breakeven point
- Your working capital (and cash) requirements for business growth
- The four ways to grow your business
- How to calculate your profit improvement potential

This is a hands-on one day workshop. You will receive a comprehensive workbook to use during the program and a copy of the presentation notes.

This workshop will be delivered by Anthea Moffat from Business Fusion.

She has in excess of 15 year's business and financial management experience and has helped many West Australian business owners to develop more profitable and rewarding businesses. Renowned for her down to earth style and passionate delivery, Anthea will ensure that you get excellent value from attending this workshop.

- Dates:** Thursday 26th November, 2009
- Venue:** Small Business Centre - Stirling, 45 Delawney St, BALCATTWA 6021
- Time:** 9.00am – 4.00pm
- Cost:** \$330.00 per person inc GST,
Includes your workbook, morning and afternoon teas and a light lunch.

Don't miss out!! [Register Now](#). Your business may be eligible for a FREE training voucher to go towards the cost of this workshop. Please direct any queries to [Maxine Scott](#) on 9240 6337.
Small Business Centre - Stirling (SBCS), 45 Delawney St, Balcatta WA 6021



SCC e-news 13th November 2009 Armed Robbers Beware

Local businesses have been offered the opportunity to be better prepared in case of an armed robbery. The WA Office of Crime Prevention is offering a free one hour armed robbery prevention course for local businesses and their staff. Interested businesses should contact Megan Jones by November 20 on 9222 9212 during office hours.

Retail Trading Hours

Christmas trading hours for 2009

Should you have any queries please contact the Retail Trading Hours Unit on 9282 0841.

http://www.commerce.wa.gov.au/ConsumerProtection/Content/Business/Retail_Trading_Hours.html

Membership Drive

Any member who introduces or recruits more than 3 new members to the Swan Chamber of Commerce in 09/10 will **receive 1 years free SCC Chamber or N2k membership** for the following financial year (whichever is relevant). Remember to make sure your name is put next to 'Recruited By' on the application form.

Download the Membership Application Form now.... http://www.swanchamber.com.au/download.asp?file=download/Membership_application.pdf

Currently leading the Membership Drive are Paul Keding (Billabong Transport), Mike Cox (Acclaimed Catering), Richard Scholes (West Coast Water Filter Man), Kieran Kinsella (MRA), Simon Stokes (Powerhouse Direct), Craig Verrier (Verriers Engineering) and Brian Leaning-Mizen (Mind Synergy) all with 1 new member so Congratulations and keep up the good work!

Coming Events

SCC /Network 2000 Christmas Function

Date: Tuesday 1st December

Venue: Gomboc Gallery, Middle Swan

Time: 5.30pm to 7.30pm

Click on or paste the link for more details

http://www.swanchamber.com.au/download.asp?file=download/N2K_SCC_Christmas_Extravaganza_1.pdf

Tuesday - 8th December 2009 Breakfast Club

'How the WA Police plan to keep your business safe over the Christmas period and how YOU can help achieve this'

Guest Speaker: Supt. Ian Thomas, East Metro District Police

Date: Tuesday 8th December

Venue: 7th Ave Bar & Restaurant, Midland

Time: 7.15am to 9am

Cost: \$45 (incl. Buffet Breakfast)

Members News

People Who Care

Annabelle Calvert, Manager Community Services, at People Who Care is trying to launch a "Summer Holiday Program" to alleviate the isolation of our seniors over the break between Christmas and New Year. She is planning to provide our seniors with outings going to the beach early evening for fish and chips, weekend mystery tours, Christmas light tours, and she needs people who may drive a small bus to take some seniors out. Is it possible that you may be able to volunteer to help? If so call Annabelle on 9379 1944 or email pwc.community@iinet.net.au

The Vines Resort & Country Club

The Vines are holding a Trainee Pro Golf Day on the 23rd November starting at 8am for more information see the flyer attached.

http://www.swanchamber.com.au/download.asp?file=download/Registration_form_TPA.pdf

Sandalford Wines

Sandalford Wines are proud to announce the Motown Event for two spectacular concert events to be held on the holiday long weekend - at the brand new Sandalford Wines Margaret River property on Saturday February 27 and also at Sandalford Wines Swan Valley on Sunday February 28. For more information on prices & transport etc visit the website below http://www.sandalford.com.au/newsletter/November_2009_MOTOWN/

Small Business Smart Business Training Vouchers for 2009

The West Australian Department of Education and Training continues their program in 2009 and offers your business up to a \$200 Small Business Smart Business Training Voucher, to assist you with the cost of training to improve your business management skills.

Download the SBSB 2009 [Application Form](#)

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www.swanchamber.com.au



THE SMALL BUSINESS PARTNERS



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

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Small Business
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Western Australia

<http://www.sbd.com.au>

West Coast Small Business Training Institute

<http://smallbusinesssolutions.wa.gov.au>

