



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

PO Box 253, JOONDALUP WA 6919

President: Les Marshall      Vice President: Rod Henderson      Secretary/Treasurer: Terry Bright  
Chief Executive Officer: Oliver Moon      Administration Secretary/Treasurer: Val South  
Phone: 9250 3549      CoSBA WEB SITE: <http://www.cosba.com.au>      Phone: 9306 0155

## **NEXT MEETING: SPECIAL BOARD MEETING**

**5.30pm, THURSDAY 16 JULY 2009**

**CITY of MELVILLE OFFICES, 10 Almondbury Road, BOORAGOON**

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New delays to Labor's revamp of IR awards  
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### **ATTACHMENTS: nil**



### **Small business urged to be wary on tax breaks**

With the end of the financial year on them, small businesses are being warned to tread carefully in the changing tax landscape and keep their wits about them. Advisers and experts are cautioning small business to be realistic when taking advantage of tax breaks offered by the Rudd Government, including more than \$500 million worth of incentives included in the Federal Budget.

Financial planner Nick Bruining a columnist for *The West Australian*, said businesses needed to take their own financial situation into account when considering the tax breaks, including an increased bonus tax deduction of 50 per cent on new equipment and other assets.

Businesses generating more than \$2 million in revenue were also given access in the Budget to a 30 per cent deduction for 2008-09 and a 10 per cent deduction until the end of the calendar year. "The incentives are there and they are fantastic but small businesses need to look at their position to see if they can do it in the first place," Mr Bruining said. "It is all about cash flow. The incentives that are being dangled are attractive but keep your eye on

**DISCLAIMER:** The information appearing in *The CoSBA BROADCAST* is for affiliates of the Combined Small Business Alliance of WA (CoSBA). The information is sourced from various sources including public records. Whilst every effort is made to ensure the probity of the information, CoSBA accepts no liability for accuracy, errors or omissions, or for any injury to any user of the information.

the main ball, which is making sure your business survives the next six to 12 months." (SOURCE/EXTRACT: *The West Australian*, 30.6.09)

### **Gas price surge leaves small businesses fuming**

Albany cafe owner Trish Flowers is fed up with WA's small businesses bearing the brunt of rising taxes and charges and says that many firms in the town will struggle to cope with the latest increase - a 20 per cent jump in gas prices from tomorrow. Alinta will lift tariffs for small businesses in Perth by 9 per cent but firms in Albany and Kalgoorlie will be slugged about 20 and 24 per cent more for gas respectively.

It has said gas prices in the Mid-West and Great Southern have been artificially low "for some time" and the higher tariffs reflect the cost of supply in those regions. But the big jump also is partly because of Alinta trying to recoup costs from last year's Varanus Island explosion - estimated at \$18 million. Mrs Flowers said she could cope with the latest rise but it was bad timing for many small businesses. "Small business is a major employer of people but everything seems to be tailored towards big business which is more able to absorb these costs," she said.

Prime laundry owner Ray Gianoh said his Belmont company had a three-year contract with Alinta and would not be affected by the changes but some small businesses would struggle. "I don't think it's fair for small business to pay higher prices because of the Varanus explosion when we are in the middle of an economic downturn," Mr Gianoli said. Alinta has offered to help customers in difficulty. (SOURCE: *The West Australian*, 30.6.09)

### **Unions scheme to pattern bargain**

UNIONS have flagged plans to beat Julia Gillard's ban on pattern bargaining by lodging multi-employer pay claims and taking co-ordinated industrial action after the new workplace regime starts operating next week. Employers warned the union strategy was de facto pattern bargaining, increasing their "trepidation" about the new laws, which they said represented "big increases in union power".

At the recent ACTU Congress, union leaders were briefed by a senior official about how they could get around the ban on pattern bargaining. ACTU senior industrial officer Cath Bowtell said unions were "disappointed we were unable to see the pattern bargaining provisions in the act, (but) we shouldn't overstate what they do". "There is nothing that prevents unions lodging common claims and even taking co-ordinated industrial action, provided you are genuinely bargaining with each employer," she said.

The Australian Chamber of Commerce & Industry said employers should be concerned by Ms Bowtell's comments. "That sounds a bit like pattern bargaining by another name," the chamber's workplace policy director, David Gregory, said. Business expected unions to start pushing for single agreements to cover a range of different employers, he said. "There is this ability for a single agreement covering a whole range of employers to be established. You would have to think that probably some unions are looking strategically at those sorts of outcomes in terms of the way they co-ordinate claims."

The recent union criticism of the Fair Work Act was a "smokescreen" to camouflage gains by unions, he said. "These are, by any measure, significant changes in terms of what they introduce, right through from no more statutory individual agreements to all of the things around bargaining and agreement making. "With the right of entry provisions, unions now won't necessarily need to be bound by an award or an agreement at a workplace to seek to exercise those rights."

Australian Industry Group chief executive Heather Ridout said some employers were better prepared than others for the new laws, but "there is a general sense of trepidation about what the changes will mean in practice". "While some of the hard-won amendments wound back some of the sharper ends of it, there is no doubt employers are going to face a very different industrial landscape with big increases in union power," she said. (SOURCE/EXTRACT: *The Weekend Australian*, 27.6.09)

### **Old look for new IR regime**

IN the past month, the nation's media has been littered with contradictory headlines documenting progress in the workplace relations debate. Pick up a newspaper and read about unions accusing Kevin Rudd and Julia Gillard of "selling out" workers. Pick up another and employers will be fuming the duo have capitulated to "militant" union bosses.

Welcome to the world of industrial relations, where night is day, day is night, and self-interested spin is relentlessly deployed to camouflage the policy reality. From next week, the rules governing workplace relations in this country will be transformed when the Fair Work Act becomes operational on July 1.

Despite vocal complaints from some union leaders, the new laws represent a significant victory for the trade union movement. Unions will seek to use the new laws not only to restore entitlements lost under John Howard's Work Choices but to spread collective bargaining back across the workforce. Officials hope the Fair Work Act will be a platform to arrest their unions' declining numbers and enhance the influence of organised labour in the economy.

Employers, meanwhile, are adjusting to losing the upper hand afforded them by Work Choices. But while some industry groups are screaming unions will be "back in town", the Fair Work Act delivers concessions and trade-offs that many companies hope will curb outbreaks of union excess. (SOURCE/EXTRACT: *The Weekend Australian*, 27.6.09)

## Hotels in rush to sign up workers

EMPLOYERS have struck 40 non-union workplace deals covering 5000 luxury-hotel employees over the past six weeks as companies rush to lock out unions before the introduction of new industrial relations laws this week. Employers yesterday revealed that 40 major luxury hotels across the country had signed workers to non-union agreements that are expected to remain in force until 2012.

The Liquor Hospitality and Miscellaneous Union accused the hotels of trying to subvert Labor's election mandate by signing up thousands of employees "during the dying days of Work Choices". LHMU national secretary Louise Tarrant said the 40 agreements covering 5000 workers had been rushed through in six weeks, compared with just four non-union deals that had been struck in the sector in the past 16 years.

Australian Hotels Association chief executive Bill Healey accused the union of laying the groundwork to try to impose industry-wide settlements on major hotels once the new laws became operational from Wednesday. Mr Healey said the union intended to use the low-paid bargaining provisions in the new act to apply the same terms and conditions on multiple employers. "I think this will be a test of the new laws," he said. "We'd be very concerned if, at the first hurdle, the government's intentions were undermined."

According to literature sent by the LHMU to its members, the union says it intends that hotel workers be the first to use the provisions of the Fair Work Act. "Under the new laws, a majority of workers can require their employer to negotiate in good faith with them," a union campaign update says.

"Because most hotels have never negotiated a workplace agreement, the new laws aim to make getting an agreement easier by allowing one agreement to cover many hotels. "These new laws give hotel workers a rare opportunity to change the industry. If hotel workers act quickly, you will be able to negotiate a new national deal for workers from hotels across Australia." (SOURCE/EXTRACT: *The Australian*, 29.6.09)

## New union laws spark chaos fear

The State's building sites could return to the chaos of the 1980s when the construction industry was "held to ransom by union officials" after laws giving unions greater powers come into force this Wednesday, the Chamber of Commerce and Industry warned yesterday.

CCI chief executive James Pearson said the recent decision by some construction workers to take disruptive industrial action over seemingly trivial matters was a worrying sign of things to come under the Federal Government's new industrial relations regime. (SOURCE/EXTRACT: *The West Australian*, 29.6.09)

## Unions gear up to exploit IR changes

Unions will use the Rudd government's new industrial relations regime to spread enterprise bargaining into sectors where it has had limited reach such as hospitality, cleaning, security and social welfare, and eventually small business. *The Fin* (SOURCE: *WA Business News*, Today's Business Headlines, 30.6.09)

## Union gets writs for walkouts

The building industry watchdog has taken legal action to impose heavy fines on union boss Joe McDonald. It is also trying to make the construction union pay damages to a builder for the first time for losses from a dispute. The Australian Building and Construction Commission is seeking a penalty of up to \$22,000 against Mr McDonald.

It is also seeking up to \$22,000 from the union's safety expert, Mick Buchan, over five days of stoppages or work restrictions at a Diploma site in Perth this month. The ABCC is also seeking up to \$110,000 from the Construction, Forestry, Mining and Energy Union over the matter.

Secretary Kevin Reynolds said yesterday it was the first time the watchdog had tried to get his union to pay compensation to cover overheads, costs and other damages incurred during a dispute. If found guilty in the Federal Court, the union would have to pay compensation and fines potentially worth hundreds of thousands of dollars.

(SOURCE/EXTRACT: *The West Australian*, 30.6.09)

## Union push for 6pc wage rises

UNION leaders will seek to use the new workplace laws starting today to pursue annual pay rises of 4 per cent across 1300 agreements in the manufacturing sector, with better-performing companies to be hit with claims of 6 per cent.

The Australian Manufacturing Workers Union said it had held off pursuing a number of agreements with employers until the Fair Work Act became operational, as the new laws lifted many of the restrictions that had been imposed on unions by John Howard's Work Choices system. Employers denounced the union strategy yesterday, warning that the pay claims were unsustainable and could cause "serious economic damage". (SOURCE/EXTRACT: *The Australian*, 1.7.09)

## **Fair Work returns havoc players to centre stage**

AUSTRALIANS may have voted out John Howard because they feared for their jobs under Work Choices, but they didn't vote for Kevin Rudd out of a hankering for old-fashioned trade union wage campaigns. Could there be anything more bone-headed than the Australian Manufacturing Workers Union vowing to set the pace for a national wage round of more than 4 per cent just as business is trying to avoid a wave of job layoffs that would push the unemployment rate above 8 per cent?

Yes, this is the same metal workers union that destroyed hundreds of thousands of jobs in the early 1980s, the last recession that followed a mining boom. And 25 years of neoliberal reform has exposed the Australian economy, including the unions, to much more competitive discipline since then. But the Fair Work regime championed by the Minister for Workplace Relations, Julia Gillard, returns the old industrial relations institutions - unions, industrial tribunals and the award system - to centre stage. (SOURCE/EXTRACT: *The Australian*, 1.7.09)

## **Rudd sneaks in crucial change to IR laws**

The Rudd government has sneaked in an eleventh hour change to its unfair dismissal code which will force small businesses to pay 'go-away' money to aggrieved employees, the federal opposition claims. Small Business opposition spokesperson Steven Ciobo said a small but critical change to the wording of the dismissal code could be a catalyst for big problems for small business employers.

The change relates to the previously worded "a small business employer may be required to provide evidence of compliance" to "a small business employer will be required to provide evidence of compliance" where an employee makes a claim for unfair dismissal. "This might seem like a small change, but it's huge in terms of its effect on small business," Mr Ciobo said. "This is a retrograde step and puts the onus squarely back on small business to prove their case.

He added the change will lead to an "epidemic of 'go-away' money" where employers will simply pay aggrieved employees rather than go through the onerous and expensive process of going through the new system. "At a time when small business is under cash flow stress, why is the Rudd Labor Government bringing "go-away money" back in vogue?" Mr Ciobo said. "The real impact on Australian jobs will be known when unemployment figures are released. That will be the single biggest test for the Rudd Labor Government and its new laws."

A spokesperson for the Chamber of Commerce and Industry WA told *WA Business News* the organisation was concerned the change was made without consultation with business and industry. He added the change will impose additional regulatory burden on business, regardless of size. "The changes will be damaging for business," the spokesperson said. The new unfair dismissal laws come into effect today as part of the new Fair Work Australia system, which replaces the Howard government's Work Choices. (SOURCE/EXTRACT: *WA Business News*, *Daily Business Alert*, 1.7.09)

## **Business costs to rise under new IR laws**

New workplace laws come into effect today, a move the Chamber of Commerce and Industry WA says will add to the cost of doing business and discourage job creation. Efforts by Western Australian business to help the local economy weather the global financial crisis have been made more difficult today by the implementation of the Federal Government's new industrial relations regime

The State's peak business organisation, the Chamber of Commerce and Industry of Western Australia, is concerned the new regime will add to the cost of doing business, impose further unnecessary regulation and confusion on business, and discourage job creation.

Businesses across the State, and the Nation, are apprehensive about the first of July 2009 - the day the new system comes into force. The changes will disadvantage many small, medium and large businesses across the State to the benefit of unions, and signal the start of a new era in which unions will be handed greater control of Australian workplaces.

As of today, unions will have the right to enter workplaces, regardless of whether they have members employed by the company or not, be handed greater influence over agreement making and workplace issues, and employers will be forced into collective union agreements whether they, or a majority of their employees, want to or not. (SOURCE/EXTRACT: *WA Business News*, *Daily Business Alert*, 1.7.09)

## IR COMMENT:

For businesses that come under the federal jurisdiction, constitutional corporations (Pty Ltd companies), **1 JULY 2009** will go down in the annals of history as another day of infamy, the day the "dogs of war" (the unions) were unleashed on business by the Rudd Government. The expected union thuggery, coercion and intimidation will have a devastating effect, particularly on small business.

For example, Kevin Reynolds is reported in *The West Australian* of 24 June 2009 to have said: "I've got a whole lot of workers at the moment who are owed money by their employer but at the end of the day, they can't take any industrial action to get their money . . .". Reynolds was no doubt alluding to the money owed if the employees were paid the exorbitant union rates and conditions contained in the union's pattern agreements.

If there is any doubt about the effect on small business one should not forget the building and construction industry is principally comprised of small businesses. But the union, not waiting for the 1st July, last week foreshadowed its contempt for the law with Joe McDonald pulling workers off two city construction sites due to "inclement weather", when a significant proportion of the workers were working indoors. The expected union thuggery, coercion and intimidation has commenced.

Whilst for the time being there may be some small measure of protection is to be had by small business in the building and construction industry by the very existence of the ABCC, the union thuggery, coercion and intimidation in imposing their pattern agreements is and has been visited upon businesses.

In the hospitality, cleaning security and social welfare sectors the extreme left wing miscellaneous workers union is, and has for some time been, imposing pattern agreements with impunity, which the Rudd Government says are illegal. As openly admitted by that union in the article above: ". . . the new laws aim to make getting an agreement easier by allowing one agreement to cover many hotels. "These new laws give hotel workers a rare opportunity to change the industry. If hotel workers act quickly, you will be able to negotiate a new national deal for workers from hotels across Australia." No doubt this is occurring in other sectors of industry, courtesy of the union controlled Rudd Government.

That contention is reinforced by the report in the above newspaper article, that: "At the recent ACTU Congress, union leaders were briefed by a senior official about how they could get around the ban on pattern bargaining." TCB

## Small bar boom cheers up city

A quiet revolution is taking place all over the Perth metropolitan area. Inconspicuous small bars are opening their doors on laneways and alleys to little fanfare but are welcoming small crowds of loyal customers. Thirty small bars have so far been given licences since the licence was introduced in 2007 - and five are waiting approval.

While it is still early days, the emergence of Perth's own small bar scene is tantalisingly close. In the CBD, bars such as Helvetica, Alda's Cafe and Andaluz are just a few minutes walk apart and it is these clusters that may hold the key to bringing people back into the city out of work hours.

Jan Kubski and Talmage Anderson will open their inner city bar Ezra Pound in early August, transforming an empty shell into a 1930s-inspired speakeasy. "It's quite exciting for us to be part of the new movement of small bars and part of a beautiful environment like a little laneway," Mr Anderson said. "We wanted to just bring a small bar to Perth that was based on quality products at an affordable price. "It's a smaller environment, it's not like a club or a beer bam, it's just a nice place to hang out, whether you come for a quiet drink or for a social gathering and you don't have to deal with lines and crowds and live music. " (SOURCE: *The West Australian*, 20.6.09)

## Small bars beginning to break through red tape

The addition of more bars to Perth's limited entertainment options has long been dogged by red tape or blocked by people resistant to change. It is good news, therefore, that 30 bars have been granted licences and another five are awaiting approval. This shows that, despite an arduous, expensive and prolonged application process, it is possible for approval to be reached.

Small bars are an important part of a vibrant city. Not only are they an attractive alternative for those who prefer to drink in a quiet venue but they reduce the city's reliance on the so-called "beer barns" which attract big crowds of predominantly young drinkers and

where there have been regrettable incidents of binge-drinking and violence.

If Perth is to be taken seriously as a modern, lively city, it must have a broader range of entertainment choices. Hopefully, the surge in small-bar licences, while belated, indicates that the perennial naysayers who have inhibited attempts at cultural change are becoming less active. (SOURCE: *The West Australian*, 20.6.09)

### **Fatter wallets for workers this week**

Many Australian workers will have a little more cash in their pockets from Wednesday as the government begins rolling out its promised tax cuts. Despite the global financial crisis, the government has offered people a carrot in the form of \$9.8 billion worth of tax cuts flagged in last year's budget. From Wednesday, when the new financial year begins, the 30 per cent income tax threshold will be increased to \$35,001 from \$34,001, and the 40 per cent tax rate will be reduced to 38 per cent.

This means someone on \$40,000 a year can expect a tax cut of just under \$26 a week, those on the average \$60,000 wage will get a cut of around \$17.30 a week, while workers on \$90,000 will benefit by nearly \$28 a week. The maximum low-income offset will be raised from \$1,200 to \$1,350 and the tax exemption threshold on employment share schemes will be boosted from \$60,000 to \$150,000.

But the government is also wielding a stick. The commonwealth's superannuation co-contributions will be downsized from \$1.50 for each dollar contributed up to \$1,500, to a \$1.00 co-contribution for each dollar up to \$1,000. Concessional superannuation caps for the wealthy have been halved too, to \$25,000 for people under 50 and to \$50,000 for those older than 50. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 29.6.09)

### **New delays to Labor's revamp of IR awards**

FEDERAL Labor's revamp of the award system faces fresh delays after the Australian Industrial Relations Commission took the unusual step of calling on Julia Gillard to set out the hours of work, penalty rates and overtime that should apply in the restaurant sector.

Employers and union officials last night interpreted the AIRC's move as reflecting its disquiet at Ms Gillard recently bowing to industry pressure and directing the commission to create a separate award for restaurants and cafes. Ms Gillard's office made it clear last night that the Deputy Prime Minister had made "quite specific requests of the commission, (and) it is now a matter for the commission to progress".

Business expressed concern that the move by AIRC president Geoff Giudice would further frustrate the award system revamp and leave employers without adequate time to understand the new award, due to be operational on January 1.

The Restaurant and Catering Association's chief executive, John Hart, said he feared the AIRC was trying to restart a process that had already taken 18 months. Last month the Workplace Relations Minister directed the AIRC to treat restaurants, cafes and catering businesses separately from hotels as part of its award overhaul. (SOURCE/EXTRACT: *The Australian*, 30.6.09)

### **Don't muzzle the dog**

JULIA Gillard's efforts to take some of the bite out of the Howard government's building industry watchdog risks giving Western Australia's Liberal government an excuse to pull the plug on the proposed national workplace safety scheme.

WA Treasurer Troy Buswell worries that muzzling the federal watchdog against unlawful militancy on the state's building sites could make workplace safety the next industrial relations battlefield, just as the state is looking to attract foreign capital to its next wave of mining and infrastructure investment.

Along with Victoria, WA was singled out in the report to Gillard by former judge Murray Wilcox for having the worst record of lawless militancy on building sites. A national occupational health and safety system could further encourage this by forcing WA to make pro-union concessions and cede political authority to the majority of Labor states. Its existing tripartite workplace safety commission is largely depoliticised and effective, Buswell believes.

Harmonising state-based laws covering OH&S, as it is known, does not grab the headlines. Yet the disparate state systems and conflicting legal processes impose needless costs on businesses trying to manage workforces and promote a culture of safety across the nation's work sites. (SOURCE/EXTRACT: *The Australian*, 30.6.09)

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## TAFE Response Unit

### TAFE WA

...tafe professionals supporting industry and workers affected by workplace redundancies...

Industry Helpline 1800 303 319

What is the TAFE Response Unit?

The TAFE Response Unit has been established to provide immediate and direct support to West Australian industries affected by the global economic downturn. It is a central point of contact where employers and employees involved in workplace redundancies can get assistance with further training options and recognition of existing skills.

How does it work?

Employers who are planning redundancies and employees experiencing retrenchment can phone the TAFE Response Unit's free helpline. TAFEWA professionals will provide immediate information and referral on career development, training options at TAFEWA colleges and Recognition of Prior Learning.

How can it help me?

If you are an employer, the TAFE Response Unit can support you to support your workers through a very difficult time.

If you are an employee, contact with the TAFE Response Unit can help increase your prospects of finding a new job by offering you a range of training pathways.

I need the support of the TAFE Response Unit!

Call the free helpline on 1800 303 319 during business hours or visit the TAFE Response Unit website at [www.tafe.wa.edu.au/taferesponseunit](http://www.tafe.wa.edu.au/taferesponseunit)

Central TAFE // Central West TAFE // Challenger TAFE // Swan TAFE // West Coast TAFE // CY O'Connor TAFE // Great Southern TAFE // Kimberley TAFE // Pilbara TAFE // South West Regional College



### *SBC UPCOMING COURSES*

Profit from Change

Systems Mastery

Social Media/Viral Marketing AM

ATO Business Deductions Essentials

Most business owners struggle to develop a practical and up-to-date business plan.

Why? Because the thought of preparing a traditional Business Plan is simply too overwhelming and time consuming.

However it is essential that you have a plan for your business and this one day workshop can solve that problem for you. In this hands-on workshop you will learn and apply important business strategy and planning principles such as business planning, SWOT analysis, market positioning and strategies, sustainable competitive advantages and key performance indicators. Most importantly, you will leave the workshop with a completed One Page Business Plan for your business.

Business planning is fundamental to the long term success of your business.

This is a hands-on workshop for business owners. You will receive comprehensive workshop materials including the presentation notes, the One Page Business Plan Template, Strategic Audit (SWOT) Questionnaire and Goal Settings Workbook

- Establish your business goals;
- Learn how to apply the now-where-how planning process;
- Complete a SWOT analysis and identify the issues that threaten your business;
- Determine your business statement and market positioning;
- Identify which business growth strategy is right for your business;
- Define the key performance indicators critical to your success; and
- Develop a prioritised Business Plan Action List.

This workshop will be delivered by Anthea Moffat from Business Fusion. She has in excess of 15 years 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 9th July, 2009
- Venue:** Small Business Centre - Stirling, 45 Delawney St, BALCATTWA 6021
- Time:** 9.00am – 4.00pm
- Cost:** \$110.00 per person incl GST. Includes morning tea, lunch, afternoon tea and workbook

This program is partially funded by the Australian Government

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



SCC e-news 25th June 2009

### **REMINDER: Lunch with The Hon. Malcolm Turnbull MP, Leader of the Opposition**

This is the first time we have had the opportunity to host the Federal Leader of the Opposition and national Leader of the Liberal party. It is important for our business community to show its support and commitment for our region and there is only two weeks to go for this event. So if you haven't already booked for this lunch on **Wednesday 8th July 2009** at Belvoir 1177 Gt Northern Hwy Upper Swan, **DO SO NOW!**

**Get your table or tickets now and please fax or email through the attached registration form.**

- Venue:** Belvoir, 1177 Great Northern Hwy, Upper Swan
  - Date:** Wednesday July 8th
  - Time:** 12 noon - 2.00pm
  - Cost:** \$110 per person or \$1000 for a table of 10
- More info click the following link....[Flyer](#)

### **Hanson Swan Business Awards 2009**

**Last Chance to Enter the Hanson Swan Business Awards as entries close Friday 3rd July. Entry forms have been mailed to all businesses in the City of Swan and the 6056 postcode area. If you do not have one please contact the Chamber office on 93745000 and we can send you one out or [download](#) it from our website.**

**When entering make your entry stand out with photos of your business, as a picture speaks a thousand words. Start your entry now as entries close on Friday 3rd July. For more information link to the following <http://www.swanchamber.com.au/page.php?page=46>**

### **Response to Survey on Extended Trading Hours**

**Thank you to those members who responded so quickly to our survey on extended trading hours. The final results from the 78 responses we had are: 58% support extended week day trading hours and 42% do not support it. Of those who support, 24% believe trading hours should be extended to 7.00pm, with 5% believing the extension should be to 8.00pm and 21% want a 9.00pm closing time.**

**In regard to the question on Sunday trading for Midland if it were to be designated a tourism precinct, 53% supported this while 43% opposed with 5% undecided.**

This information will be included in a submission to the Premier, Leader of the Opposition and has already been forwarded to the City of Swan.

## **Coming Events**

### **Tuesday 7th July - SCC Network 2000**

The host will be Midland Police & IC Frith & Associates

Time: 5.30pm-7.30pm

The Echo Newspaper is now printing the Swan Chamber of Commerce "Calendar of Events" every week.

## **Members News**

### **City of Swan & NRM Free Energy Audits**

The City of Swan in association with the Perth Region Natural Resource Management (NRM) is providing 20 free energy audits to the first 20 businesses who request an audit within the City of Swan. To take advantage of this FREE energy audit offer, please contact Mick Pattison or Scott Favacho at Perth Region NRM on 9374 3333.

For more information .....[Energy Audits](#)

### **"Remove Cambell's Pony Tail Fundraiser"**

Cambell Giles has finally agreed to have his very famous pony tail removed to raise funds for Charity. This has been a talking point for some months now with many members offering cash contributions. We have set a target of \$20,000 to be raised from Swan's business community and all of the Australia wide crew from First National Real Estate. To date Cambell has a commitment of \$7,500 and Richard Affleck has offered \$500 if he can personally cut the pony tail off. We are open to higher bids for this privilege.

We are urging all members to get behind this very momentous occasion. This will be a public event and we will notify you as to when and where. All money raised is going to First National Foundation Red Cross Emergency Appeal. Any monies donated will be 100% tax deductible. Donations can be made online at [www.firstnationalfoundation.org.au](http://www.firstnationalfoundation.org.au) or please ring Giles Jones Real Estate on 9274 5033.

### **Swan Valley Visitors Centre**

End of Year Financial Year Sale for more info click the following link...[End of Financial Year Sale](#)

### **Midland Gate Shuttle Service**

Shuttle Service due to start on the 6th July for more info click the following link...[Midland Shuttle Bus](#)

### **AELC Innovation Club**

Next Meeting with Guest speaker Rick Hart on the 6th July for more info click the following link... [AELC Innovation Club](#)

### **Small Business Centre East Metro Information Session**

Tuesday 14th July presenter Martin Kerrigan is talking on the topic of Importing & Exporting for Small Businesses. More info click the following link...[SBCEM Information Session](#)

### **Jobs Australia - Items for Sale**

Jobs Australia has two photocopiers for sale. [For more details](#)

### **East Metropolitan Crime Bulletin**

For your copy of the East Metropolitan Crime bulletin please [download EMCPU Bulletin](#).

### **Midland Gate Tops National Marketing Award**

For more info click the following link...[Media Release](#)

### **Membership Drive**

Any member who introduces or recruits more than 3 new members to the Swan Chamber of Commerce will receive 1 years free Chamber membership for the following financial year. Remember to put your name next to 'Recruited By' on the application form.

Download the Membership Application Form now...[Membership Application Form 08/09](#)

### **Small Business Smart Business Training Vouchers**

The West Australian Department of Education and Training, 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 Application Form..[SBSB Application Form 2008](#)

Swan Chamber of Commerce PO BOX 166 MIDLAND 6936 Ph: 93745000 Fax: 92743369



## THE SMALL BUSINESS PARTNERS



Combined Small Business Alliance  
of Western Australia Inc. (CoSBA)  
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Small Business  
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**A Government sponsored Program you can't afford to miss**

- Improve cash flow
- Grow your Business
- Make more money
- Be better prepared
- Focus on key concerns
- Independent Business advisors
- 100% Confidential

- Business advice from real Business leaders who have run successful businesses
- Recognition of your skills leading towards a business qualification.

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