



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

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NEXT MEETING: BOARD MEETING

5.00pm, TUESDAY 1 SEPTEMBER 2009

Stirling Small Business Centre, 45 Delawney Street, BALCATTA

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WA tops nation in annual wages

Western Australian full-time workers are the highest earners in the country compared to other states, pulling in an average annual wage of \$70,886. CommSec calculated the average annual using latest figures from the Australian Bureau of Statistics, which today showed average weekly full-time wages grew by 6.1 per cent to \$1,196.50 in the 12 months to May.

The ABS said its the highest annual rise since August 2005. CommSec said for the average annual wage in WA had risen the most compared to other states with an increase of 7.5 over the year.

The average annual wage in South Australia rose by 7.4 per cent to \$58,552, Tasmania grew by 6.4 per cent to \$55,869, Queensland up by 6.3 per cent to \$58,906, New South Wales climbed 6 per cent to \$62,873 and Victoria was up by 5.4 per cent to \$60,726. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 13.8.09)

Code of conduct under review

MAJOR reform to the franchising sector could follow the release of a federal government inquiry into the industry's code of conduct. The inquiry was launched within weeks of the collapse of the Kleins chain last year, with a parliamentary joint committee on corporations and financial services examining ways to improve the code.

The four broad areas of reform being examined are: the impact on franchisees of franchisor failure; insertion of a good faith requirement; the rights of franchisees at the end of franchise term arrangements; and establishment of a registration system for franchisors and collection of data about franchising.

The Western Australian government undertook an inquiry into the fairness of franchise agreements in April 2008, and a month later the South Australian parliamentary economics and finance committee tabled a report on the efficacy of the laws regulating the franchisee-franchisor relationship.

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.

Franchise Council of Australia chief executive Steve Wright said while the collapse of Kleins in 2008 and Kleenmaid this year highlighted areas of concern when a franchise failed, the Kleenmaid franchise model was "peculiar" and should not be the catalyst for industry reform. (SOURCE/EXTRACT: *WA Business News*, 13.8.09)

Unions clash over claims of poaching

A turf war between the construction union and its rivals has spilled into Perth, with the plumbers' union threatening to go to the Federal Court over alleged member poaching. The Communications, Electrical and Plumbing Union has accused competitors of falsely telling plumbers across the metropolitan area that they could switch unions.

CEPU secretary Les McLaughlan said the Construction, Forestry, Mining and Energy Union did not have any legal right to represent the workers. He said the CFMEU had not managed to poach any members but there were plans to take it to court if it did. Mr McLaughlan conceded the dispute could hold up projects including the \$500 million Raine Square complex and the Fiona Stanley Hospital. Master Builders Association industrial spokesman Kim Richardson said productivity was at risk.

"In the past employers could do little about the disputes because, if they did, they would be threatened by the unions involved if they took sides," he said. "At worst, major projects were delayed as unions fought over coverage of work. Why? More members mean more membership fees and greater influence for the union on a site. That is, union power."

CFAMU State secretary Kevin Reynolds said he would not comment because he was on leave. He angered Deputy Prime Minister Julia Gillard recently when he claimed his union's membership base was being "raped" by the Australian Workers Union in the North-West. The AWU's North-West membership had increased substantially since it hired former CFMEU organiser Wayne Wildes. (SOURCE/EXTRACT: *The West Australian*, 14.8.09)

The little Aussie miracle

Paul Kelly, Editor-at-large | August 15, 2009, Article from: [The Australian](#)

BENEATH [last] week's political clamour over climate change, another story keeps taking shape: the astonishing resilience of Australia's economy as the foundation stone for the re-election of the Rudd government.

Wayne Swan has confirmed the mid-year forecasts will be revised upwards to reflect the better outlook since last summer, though growth remains below trend. But Swan has gone beyond this to sketch the economic policy vision for the 2010 election year and beyond. This ties Australia's economic policy into a post-crisis world of significant power re-alignments and the rise of Asia as the central event of the coming century.

Reserve Bank of Australia governor Glenn Stevens told the House of Representatives economics committee yesterday that "the economy appears to be weathering a very large storm pretty well and the community's confidence about the future has improved commensurately", stressing that "the future will pose its own challenges but we are well placed to meet them".

Kevin Rudd and his Treasurer will seize the political credit from Australia's better-than-expected performance.

The Reserve Bank's forecasts have just been revised upwards with the economy expected to grow by 0.5 per cent this year compared with a 1 per cent contraction predicted in the May statement. Rudd and Swan remain cautious but they are fashioning a new political narrative for the election.

Despite the focus on climate change conflict, the balance of probability is that Labor's emissions trading scheme will be legislated, an early global warming poll will be averted and the economy will be the dominant issue at the end of a full-term parliament.

The Rudd government must manage the political downside with unemployment still expected to approach 7.5 per cent. The point, however, is that economic confidence in Australia has not been destroyed. The foundations exist for a strong economic story.

In his ministerial statement this week Swan reviewed the crisis and concluded that the government's economic stimulus was greater than the sum of its parts. Australia had "moved forward with confidence" despite "the toughest global conditions in living memory". (SOURCE/EXTRACT: *The Weekend Australian*, 15.8.09)

ATO Small Business Liaison Group

In preparation for the next meeting of the ATOSBLG forward any agenda items to Stephen Knight <advisor@iinet.net.au> by close of business on Wednesday 26th August 2009.

Labor to oppose retail trading change

The push for extended retail trading hours in Perth is doomed to fail after the Labor opposition decided to oppose the move, joining the Nationals who also oppose change. Premier Colin Barnett was scathing in his criticism of Labor's stance while the chamber of commerce and industry rounded on both Labor and the government's partner, the Nationals.

CCI Chief Officer, Membership and Advocacy, John Nicolaou said the Labor and National parties have let down Perth retailers and consumers by deciding to block legislation to remove unnecessary red tape and extend weeknight trading hours in Perth until 9pm. "Our political leaders have missed an opportunity to do what's best for local shoppers and retailers by removing the current restrictions which dictate where and when people can shop," he said.

Mr Ripper said Labor's stance reflected community opinion. More than 1250 small businesses had been consulted with more than 85 per cent indicating they did not want weekday retail trading hours extended to 9pm. He said it was up to Premier Colin Barnett to make the case for change and to convince his coalition partners - the National Party to support his bill. "It's unprecedented that three Government ministers will vote against the Government's own legislation." (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 18.8.09)

Small business shift focus online

Small business is increasingly looking to online technologies and applications to improve business efficiency and effectiveness as more business owners look for a competitive edge in challenging economic conditions, a Sensis 2009 e-Business Report released today says. Australian small businesses are spending less on computers, but focusing more attention on online technologies, according to the Sensis 2009 e-Business Report released today.

The special report, which is in its 14th year, explores how small and medium businesses (SMEs) use and purchase information and e-commerce technology. The results are based on interviews with 1,800 businesses. A separate release investigates how Australian consumers interact with technology, including social media and mobile internet.

Report author Ms Christena Singh said SMEs were looking to online technologies and applications to improve business efficiency and effectiveness in these challenging economic conditions. (SOURCE/EXTRACT: *WA Business News*, Business Headlines, 20.8.09)

It's the politics, stupid

EVER since Paul Keating talked about "the recession we had to have", Labor has been desperate to be seen as the party of growth rather than the party of recession.

Thus Kevin Rudd had a clear political motivation for avoiding a technical recession at any cost by throwing billions at the economy. Six months later, his refusal to revise that spending despite a better economic outlook smacks of that same political fear rather than good economics. Without the cash splashes of December and February, Treasury estimates the economy would have contracted by 0.2 per cent in March -- negative territory certainly, but no big deal.

The Australian supported the direct payments but questioned the allocation of \$28.8 billion to infrastructure, schools and home insulation. Much of this money will be wasted, a tragedy given this is a once-in-a-generation spend. We welcome infrastructure spending but the Prime Minister must now use the Auditor-General's audit of schools to ensure funds are correctly targeted.

For the moment, Mr Rudd is so hung up on avoiding a technical recession that it appears he would prefer to see taxpayers laden with debt and higher interest rates rather than change his fiscal policy. (SOURCE/EXTRACT: *The Australian*, 20.8.09)

AusIndustry - Small Business Online

Hello Oliver,

As discussed, please find below a promotion about the Australian Government's Small Business Online program which typically offers grants of \$50 - \$500k to online training providers. The program closes to applications in six weeks.

We would be grateful if you could pass this onto your network where you think there may be interest. If you are able to help, we'd really appreciate a quick email reply letting us know approx how many you sent it to so we can monitor our marketing reach.

Please don't hesitate to call if you need more information or print copies.

Joseph Cusack
National Marketing Unit
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If you are having trouble reading this email, please go to the online version [here](#).

Helping Small Business Online

Grant applications for projects ranging from \$50,000 to \$500,000 are now being called from service providers which can provide 'free or low cost' IT skills development, training and mentoring services to small business.

Larger projects that exceed this range may also be considered, subject to available funding. Closing dates for applications is 5pm (AEST) Friday 25 September 2009.

The *Small Business Online* program will fund organisations that have a track record in delivering IT support and training to small businesses. Applicants can include industry associations, professional and business organisations, and educational institutions including universities, colleges of technical and further education (TAFEs) and business enterprise centres.

The *Small Business Online* program is competitive and merit-based and will support projects that may include:

- attracting and retaining customers through website marketing
- reducing costs of marketing, communication and training
- enabling e-commerce
- enabling small businesses to become part of a regional or national network
- identifying competitors through the internet
- accessing banking and secure payment of account on line.

Visit the [Small Business Online](#) program's webpage for more information, or you can email hotline@ausindustry.gov.au, or call the hotline on **13 28 46**.

Although electronic messages sent by Government bodies are exempt from the new Spam Act 2003, AusIndustry pays the courtesy to our customers and stakeholder to opt out of being on AusIndustry's Small Business Online Distribution List, in accordance with the intent and spirit of that Act.

AusIndustry is the Australian Government's program delivery area for businesses and delivers nearly \$2 billion to more than 10,000 Australian businesses in competitive grants, loans, venture capital, as well as tax and duty concession products and free business services.

Please send an email [here](#) if you wish to have your name removed from the AusIndustry Small Business Online Distribution List. Following this, you will no longer receive information and updates about this program. If you do not click the highlighted text, you will continue to receive messages, although you will be able to unsubscribe from the list at any future time.

Thank you for your time.

Emma Hirst
Customer Service Manager, Small Business Programs
AusIndustry

Yvonne Best
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SBC UPCOMING COURSES

[Systems Mastery](#)
[Financial Dynamics](#)
[The Power of Influence](#)

Ever dreamed of cashing out of your business and having your biggest pay day ever?

Yes! Then there are things you need to know and be doing NOW!

This workshop will be held over two evenings and will show you how to put a value on your business, significantly increase the value AND turn it into a MAGNET FOR BUYERS!

All businesses sell at some time!

Wouldn't you like to control the process and decide when to sell and how much for?

Many business owners don't think about it until the last minute or until it becomes URGENT.

So don't wait until it's too late. START NOW!

Learn what you can be doing every day in your business to double or triple its value.

The best businesses don't go on to the open market—they attract good buyers!

Attend a workshop then check to see if your business is here next time..

Know what your business is worth now;

Decide and plan to achieve the value you want at the time of sale;

What good buyers are looking for in a business;

What can you do to add value to your business;

What are the biggest mistakes business owners make when selling a business;

How you can prepare yourself and the business for the sale process;

Effectively present and sell your business—the process;

Selling privately versus engaging a broker.

All Business Owners: It can take up to three years or more to get a business “ready for sale” – don't delay, learn what YOU need to be doing RIGHT NOW!

John Denton: Business Broker and Consultant Performance Building Sales helping business owners realise their life's dreams through buying and selling businesses.

This program is partially funded by the Australian Government.

Dates: Wednesday 19th & 26th August, 2009

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

Time: 5.15pm for 5.30pm start. Finish: 7:30pm

Cost: \$70.00 per person inc GST, includes refreshments.

THE BUSINESS IMPROVEMENT PROGRAM

Delivered by Tim Atterton and the 'Business Dynamics' Team

Position your Business NOW
to take full advantage of the economic recovery

Fortunately, it is becoming increasingly apparent that Australia, and Western Australia in particular, has escaped the worst ravages of the global economic crisis. Although it is still early days to be entirely confident of an imminent recovery, State economists are predicting modest improvement in our economic situation over the next twelve months; with a return to significant and sustained GDP growth of 5% to 6% during 2011 and 2012.

The United States Army Field Operations Manual (perhaps, not the best authority to quote!) states that: “*The determined effort to fight the next war with the tactics of the last conflict provides the best explanation of defeat; despite the resource and logistical advantages that are available to us.*”

This mandate applies, also, to business.

Now is the time for business owners and key staff to take stock and plan for the future to make sure that their business strategies for the next three to five years are pragmatic, robust and achievable.

Western Australia offers unique and unparalleled opportunities for small business success; but only if our entrepreneurs are forward-thinking and embrace Edward De Bono's philosophy that *"you can analyse the past, but you must design the future if you are to enjoy rather than endure it"*.

The Program will be led by Tim Atterton and his associates, who will draw on both management 'theory' and their own business experience to deliver workshop sessions that are practical, relevant and enjoyable.

The Program provides a lively and inter-active learning environment, removed from the everyday business pressures, for like-minded business people who want to establish real and sustainable net worth within their organisations.

Greater competence to analyse current operations with a view to improving current performance and establishing sound foundations for future growth

Enhanced strategic planning skills; and greater confidence to determine future focus, direction and strategic intent

Greater ability to identify & pursue opportunities; manage change; and implement new ideas approached

Improved financial management capability leading to increased profitability and reduced working capital requirements

Ability to identify and monitor key performance indicators; and access information that is readily available for critical decision-making and business improvement purposes

Practical & effective marketing and selling techniques; and customer relationship management skills

Practical approaches for recruiting, retaining and rewarding good staff, building a motivated team and maintaining an achievement culture

A clear understanding of the characteristics of a 'sound and healthy business' and the essential features that provide the foundations for future growth and on-going success

Confidence and competence to steer the business in a direction that maximises reward, provides 'personal growth & development' and an optimum work - life balance.

Overall the program is designed to enable participants to formulate a business strategy that will take their business to the next level. Importantly, it will help you to work *On your business* as well as *In your business* and put you in control, rather than allowing the business to control you. The Program will help participants to gain the satisfaction and return that they deserve in consideration of the passion, energy, commitment and determination (sometimes referred to as "sweat equity") that they have invested in their operations over time.

The Program is heavily subsidised to enable business owners, and managers from small businesses to attend. If appropriate, businesses are encouraged to attend in 'teams' as the Program provides a unique opportunity to establish common purpose and objectives; and introduce a strong achievement culture within an organisation.

Dates: Wednesday 9th, 16th, 23rd, 30th September & 7th October 2009.

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

Time: The Program comprises five iterative one-day workshops spread over a five week period:

Day One: Analysing Current Performance & Identifying 'Need for Change'

Day Two: Maintaining Financial Integrity & Building a Business of Value

Day Three: Optimising Marketing Spend & Return on Sales Effort

Day Four: Building a Winning Team & Achievement Culture

Day Five: Shaping Your Preferred Future.

Cost: The cost of \$550.00 inc GST per person, (regular cost is \$1650) includes morning and afternoon teas and a scrumptious lunch on all days plus your workbooks

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 August 2009

Estimated Timing of works at Gt Northern Hwy

Please find attached a file containing the estimated timing of the roadworks at the Gt Northern Hwy/Roe Hwy intersection at Middle Swan. These may be subject to change as a result of changes to the weather forecasts. It is advisable for motorists to avoid this intersection between mid September and mid January 2010.

Swan Business & Service Directory 2009/10

The Directory sales are now closing and if you wish for your business to be included please contact John Beckett on 0419 913 979 or email skybeckett@bigpond.com.au

Coming Events

Swan Chamber of Commerce AGM 2009 - 19th August 2009

Date: Wednesday 19th August 2009
Time: 7.15am for a 7.30am start
Venue: Durack Room, Sandalfords, West Swan Road, Caversham
Cost: \$45 per head

Lunch with Premier Colin Barnett

Date: Wednesday 9th September
Venue: Midland Railway Workshop Site
Time: 12.30pm-2pm
Cost: \$110pp or \$1000 per table of 10.
Please place the date in your diary NOW!

Small Business Centre East Metro Information Sessions

Step-by-step guide to building relationships and boosting sales information session will be held on Wednesday 12th August for more information click the following link...[DIY Email Marketing](#)

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](#)

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)
www.cosba.com.au



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

West Coast Small Business Training Institute

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

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.

These are some of the areas where this new heavily subsidised program can help your small business.

Ring today 1300 40 60 80
Real help for Western Australian Business



West Coast
Small Business
Training Institute

small business
[solutions]
www.smallbusinesssolutions.wa.gov.au

