



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: BOARD MEETING

To be advised

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David Morris - thank you

David Morris, Manager of the Stirling Small Business Centre SSBC and a CoSBA Board member has resigned from the Board and the SSBC in December and relocating to Queensland for family reasons.

David has enjoyed great success in his management of the SSBC, in particular in his understanding of the training and development needs and aspirations of small business and successfully delivering on those needs. We wish David well in his future endeavours and thank him for his contributions to CoSBA.

SMEs need to be heard in national policy

PAST recessions have destroyed the livelihood, savings, partnerships and families of tens of thousands of business people. At the Australian Chamber of Commerce and Industry, we have spent 2009 determined to work with industry and our governments to try and learn lessons from past experience so that this global recession imposes fewer of these hardships on our nation's business men and women, and their employees.

We have done this because the chambers and industry associations of Australia are deeply committed to the wellbeing of the private sector. This has been the driving force behind ACCI for more than 100 years. It is in small and medium business that we find most of Australia's entrepreneurs, risk takers and wealth creators. Right now, on the cusp of recovery, there is a special need for small and medium businesses to have their voice heard in national policy.

ACCI is Australia's largest and most representative business organisation. Our membership is a true cross section of the private economy. More than 85 per cent of members of chambers and industry organisations are small and medium business. We don't need

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to call ourselves a small business organisation to represent small business, because it's the very essence of what chambers and industry associations do.

We are concerned at excessive risk rating by retail banks when it comes to small business lending. Giving SMEs a voice and collective strength is also a core part of our three-year strategic plan at ACCI. Though not designed that way, the conjunction of the plan and the global financial crisis gives us the opportunity - in fact, the responsibility - to bring the small business case to Canberra.

Small business must not be left behind when managing the recovery. There are four areas of special risk identified by ACCI where this could happen if we are not careful. These are interest rates, tax reform, energy costs and workplace regulation.

On interest rates, the full benefit of reductions earlier this year did not flow to SMEs but the full cost of recent increases has. We are concerned at excessive risk rating by retail banks when it comes to small business lending. This makes credit expensive. SMEs seeking export finance are routinely refused. One of the unfortunate legacies of the downturn is a less competitive finance industry, making our concerns all the more real. The margin between small business lending and household mortgage rates has blown out during the year. Small business feels it is a softer target for banks than mortgage holders.

On tax reform it is - ital that natural pressure to protect Commonwealth revenues does not lead to trade-offs that harm small business in areas like capital gains tax or removing payroll tax concessions.

On the Carbon Pollution Reduction Scheme, we have been the only national business organisation to commission independent work on the impacts on SMES. That work, by international consultants Castalia, shows that small business will be left paying much higher electricity bills, which is a hit on the bottom line. Small businesses are neither the large emissions intensive trade-exposed industries that get free permits, nor the low-income households that get compensated. They sit in the middle, exposed, and with few options.

It is also important to acknowledge the joint efforts made by many business owners and their staff - in some cases supported by their unions - to get through this tougher year with commonsense working arrangements. We need to keep that commonsense approach into 2010, both in how business conducts itself, and in the wage and other expectations coming from the labour movement.

On workplace regulation, there is an enormous amount of change to digest. Not all of it is negative, but new employment standards and new awards that operate from Next year will involve higher labour costs and additional regulation for some small business sectors and regions.

Extract from Tony Howarth, the newly elected, president's address to the Australian Chamber of Commerce and Industry's annual dinner in Canberra on 18 November 2009. (SOURCE/EXTRACT: WA Business News, 26.11.09)

New labour laws will catch employers out: Fair Work Act

A KEY issue for entrepreneurs next year will be the new arrangements flowing from the Fair Work Act, but so far many small and medium-sized companies are unaware of how they will be affected, according to survey data. The initial findings of a benchmark study by CompliSpace, a research firm specialising in regulatory issues, show 47 per cent of organisations with 50-200 employees believe management does not understand the Fair Work Act.

"In fact, over half don't know that January 1, 2010, is the start date of these new standards," says David Griffiths, CompliSpace executive director. "Most managers have been focused on maintaining their business through the downturn, but now they need to address how these changes will [affect] impact them. "To make matters even more pressing, the regulator, Fair Work Australia, is demonstrating an active intent to enforce employee entitlements and ignorance will not be an acceptable excuse for non-compliance."

The new system will see 10 new national employment standards replace the minimum conditions of employment established by Work Choices. At the same time, the new system of modern awards begins, with 4000 awards merged into 100. Griffiths says CompliSpace has developed a free online tool, the Human Resources Risk Self-Assessment Survey (available from its website, www.complispace.com.au), that allows organisations to assess their readiness for the Fair Work Act.

Jaye Radisich, chief executive of the Council of Small Business of Australia, agrees many small and medium enterprises are unprepared for the looming deadline but points to failings at the government level. "Given the scale of these changes, there was not much information available until very late in the day," she says. "A lot of ideological point-scoring but little on the mechanics. There is now guidance available but managers will have to move quickly to be ready."

Radisich says a key reference for SMEs is the Fair Work for Small Business website (www.fairworkforsmallbusiness.com.au). Set up by COSBOA, Workforce Guardian and Telstra Business, with funding from the government, the site allows business operators to watch 30-minute "webinars" and download guides on topics such as unfair dismissals, collective bargaining, changes to entitlements, and the new standards. (SOURCE/EXTRACT: *The Australian*, Entrepreneur, 27.11.09)

Gorgon warning for Reynolds

DEPUTY Prime Minister Julia Gillard has warned WA union heavyweight Kevin Reynolds that he can expect to "feel the full force of the law" if there is any trouble during construction of the \$43 billion Gorgon gas project. Ms Gillard said yesterday the Rudd Government did not anticipate any industrial trouble on the project, but warned the consequences would be brutal for anyone who jeopardised one of the nation's most important projects. The CFMEU is in negotiations with project management over a union agreement for the construction phase.

Ms Gillard said: "The Government does not anticipate any industrial trouble during these negotiations. Under the new Fair Work Laws negotiations must be conducted in good faith. "The Rudd Government has no tolerance for unlawful conduct in any workplace, under any circumstances. "Anyone who engages in disruptive and unlawful conduct in any workplace will feel the full force of the law." (SOURCE: *The Sunday Times*, 29.11.09)

Freedom fair game in rules-obsessed culture

OURS is fast becoming a rules-based society. At every turn we are confronted with demands to limit - even deny - our basic democratic freedoms. Control freaks, with an insatiable urge to rule the lives of others and refashion society in their own image tirelessly work their way into positions of influence and authority so they can indulge their manic obsessions. Australians cherish the notion of a fair go.

Brilliantly aware of this, control freaks invoke fairness in seeking to impose strictures on others. Take the notion of fair competition. Invariably this is cited as a respectable ruse for conspiring to protect business owners from competition so they can rip off the unsuspecting and powerless for their own financial gain.

Not a day goes by without a demand for the government to write a new law to protect against competition. So-called legal experts wander across the country, their briefcases bulging with proposed anti-competitive laws. The Birdsville amendment, now law courtesy of the Howard government, seeks to impose Albanian-style central planning controls on larger companies.

The Blacktown amendment, requiring big retailers to charge the same prices in all their stores within a 35km radius, would impose rich-suburb grocery and petrol prices on the poor in the name of fair competition. A Senate inquiry report released last week sensibly rejects the Blacktown amendment on the grounds that it would damage consumers. Undeterred, the same self-proclaimed legal experts have come up with the Richmond amendment to place a maximum limit on the share of a market that any business can have, effectively guaranteeing its rivals a minimum share.

It's only a matter of time before the government is hectored for refusing to introduce the Walgett amendment to fix home mortgage interest rates, the Cooper Pedy amendment to set retail rents, the Breakfast Creek amendment to set grocery prices and the Come By Chance amendment (yes, there is a NSW town named Come By Chance) to allocate market shares to each grocery retailer, including any hopelessly inefficient ones.

In the nation's capital, the ACT government has generously bestowed a great benefit on favoured grocery retailers, using planning laws to give them a rails run by eliminating most rivals from bidding for new supermarket sites in two selected suburbs. Residents of the democratic socialist republics of Kingston and Dickson will face higher grocery prices as the ACT government chokes off competition in the name of fairness to its grocers of choice.

The Rudd government and the Australian Competition and Consumer Commission will act against business - large and small - engaging in anti-competitive behaviour such as price fixing and rigging tenders. But business demands for fair competition amount to this proposition: I'm inefficient and I only want to compete against other inefficient businesses.

Demands for new laws and regulations aren't limited to the business world. In our rules-based society, advocacy groups are forever campaigning for new laws to fix each and every perceived example of unfairness, as if enacting legislation is a panacea to society's ills. Intentionally or otherwise, their proposed remedies typically create new and greater unfairness, including for those who they ostensibly seek to protect. Governments cannot legislate for happiness.

Perhaps daily life has become so complex that people just want a set of rules to follow to get them through the day. Maybe people feel overwhelmed by the choices they need to make - where to shop, what to buy, what to eat, who to insure with, where to plonk their savings, where to have their children cared for - and are willing to submit if only someone would tell them what to do.

New behavioural economics postulates that, overwhelmed with a vast array of choices, people resort to rules of thumb. But that doesn't mean governments should write new laws to instruct people how to live their lives. Fairness is fundamental to a decent society but too often it is being misused by control freaks for their own aggrandisement. Governments can help in achieving fairness, through quality education and health care for all and support for the disadvantaged.

But beyond maintaining law and order and protecting basic rights and freedoms, there is a clear and present danger in citizens succumbing to demands for governments to pass new laws to limit choice. Our very democracy is being slowly dismantled by stealth as the control freaks gain the ascendancy.

Freedom is being replaced by dependency, creativity by compliance and happiness by the humorous but haunting refrain

penned on these pages by former NSW treasurer Michael Costa: "I'm bald, fat and grumpy; what's the government gonna do about it?"

Craig Emerson is the federal Minister for Small Business, Competition Policy and Consumer Affairs. (SOURCE: The Australian, 30.11.09)

House prices rise 6%, new home sales dip

The rental market is expected to come under pressure as new data out today shows the median house price in Perth has climbed 6 per cent in the year to October while sales of new homes fell. According to the RP Data-Rismark National Capital City Hedonic Index, median dwelling values in Perth reached \$498,541 in October, up 0.51 per cent on the previous month and up 6.11 per cent on the year to end of October.

Nationally, the median dwelling value rose 1.4 per cent in October and 9.95 per cent in 2009 to \$496,398. The best performing capital city was Melbourne where home values jumped 14.9 per cent in the first ten months of 2009 to \$481,247, while Adelaide was the weakest performing city where values fell 4.6 per cent to \$413,152.

"The strong growth figures throughout October after a slowdown in September show that the market is very resilient and that the 25 basis point interest rate increase during the month has not immediately impacted the market," RP Data senior research analyst Cameron Kusher said.

The median value of a home in Perth rose 5.94 per cent in the first ten months of 2009 to \$505,954 while the median value of a unit grew 6.82 per cent to \$471,331. Units in Perth also had the shortest average number of days on market at 19. (SOURCE/EXTRACT: *WA Business News, Daily Business Alert, 1.12.09*)

WA building approvals rise 10%

Building approvals in Western Australia have risen nearly 10 per cent in October as national approvals unexpectedly fell, new figures show. The Australian Bureau of Statistics today said WA approvals rose from September's 2,020 to a seasonally adjusted 2,216. Compared to October last year, WA building approvals jumped 40 per cent from 1,584.

The figures come as the median value of a house rose 0.51 per cent to \$498,541 in October while new home sales dipped 3.4 per cent. Nationally, building approvals fell by a seasonally-adjusted 0.6 per cent in October to 12,814 units, when economists' forecasts had centred on a 2 per cent rise. However, approvals for private homes jumped by 5 per cent to 9,642 properties, a 10th consecutive increase, and buoyed by a generous government housing grant and low interest rates.

Gillard warns unions on snap strikes

JULIA Gillard has warned powerful unions that illegal snap strikes will be met with the full force of the law, as the construction watchdog yesterday launched an investigation into industrial action at Woodside's \$12 billion Pluto LNG project in Western Australia's Pilbara.

Woodside said only about 1500 of its 3500 workforce had showed up yesterday after workers voted on Tuesday night to down tools in protest at the introduction of a rotating accommodation system. Workers will be given a different donga -- a small transportable home -- at the end of each four-week work cycle instead of a permanent donga for the duration of their employment.

Western Australia's Construction Forestry Mining and Energy Union assistant secretary Joe McDonald denied that unions were flexing their muscle in the Pilbara. He said they wanted to preserve the status quo and Woodside was the troublemaker.

The Workplace Relations Minister indicated this sort of action was unlawful. "The Rudd government has no tolerance for unlawful conduct in any workplace, under any circumstances," Ms Gillard's spokeswoman said. "Anyone who engages in disruptive and unlawful conduct in any workplace will feel the full force of the law. Under Fair Work, unprotected industrial action, such as snap strikes, while an agreement is in place is unlawful."

Labor's law requires employers to withhold payment from workers for the duration of any industrial action lasting longer than four hours. Prosecution by the Australian Building and Construction Commissioner could result in \$22,000 fines for individuals and \$110,000 fines for organisations such as unions.

Resources Minister Martin Ferguson, who with Western Australia Premier Colin Barnett yesterday turned the first sod at Chevron's \$43bn Gorgon gas project at nearby Barrow Island, said once workers agreed to a set of conditions, they had to honour their word. "The unions ought to be very careful they don't kill the golden goose," he said. The Australian Mines and Metals Association said "the bad old days of irresponsible Australian union strikes are back". (SOURCE/EXTRACT: *The Australian, 2.12.09*)

Striking workers forced back

About 300 striking gas workers on Woodside's \$12 billion Pluto project were forced back to work yesterday amid revelations the lowest paid worker on the site earned almost \$150,000 a year. Fair Work Australia ordered unionised employees of the LNG project's construction contractor United Resources back to work immediately after just one of 294 employees turned up for work yesterday.

The two-day illegal strike was called on Monday and centred on Woodside's decision to roll out a new housing system at the company's Gap Ridge Village from January 4. Almost 2000 employees had downed tools over the "motelling" system which would see fly-in, fly-out workers at the accommodation site forced to check into a different donga for each rostered work cycle instead of permanent accommodation.

Fair Work Australia deputy president Brendan McCarthy agreed with United Resources and the Australian Building and Construction Commission that the strike action was illegal and that members of the Construction, Forestry, Mining and Energy Union and the Australian Manufacturing Workers Union were involved.

Mr McCarthy demanded United Resources' CFMEU employees return to work immediately and that the union not organise or authorise further industrial action. While Mr McCarthy found no evidence to suggest the AMWU was involved in organising the industrial action, he ordered that it too abstain from any future action after deciding further strikes were "probable".

The spokesman said the project's lowest-paid trade assistants earned almost \$150,000 annually and he believed the new housing arrangements would improve their facilities. "It's not as though these are corrugated iron shacks," the spokesman said. "They pretty much have everything you could want."

Mr McDonald was unavailable for comment last night. (SOURCE/EXTRACT: *The West Australian*, 3.12.09)

Supporting small business a key State Government priority

Portfolio: Transport

The Liberal-National Government is supporting local jobs by ensuring that small businesses have improved opportunities to tender for Main Roads WA road construction contracts.

Transport Minister Simon O'Brien said that he had instructed Main Roads to ensure that contracts worth a minimum of \$20million per annum were made available to local small businesses.

"Supporting local jobs is a key priority for the State Government," Mr O'Brien said.

"Strategically, this is an important step to cater for the road building industry's short-term efficiencies and long-term sustainability. This new policy will not circumvent a tender process because small firms will still be required to compete for work on merit."

In recent years, the number of smaller individual contracts has reduced in favour of large works packages, where many smaller works programs were grouped together, inevitably resulting in the success of big national and multi-national contractors.

"The existing arrangement significantly diminished the opportunity for smaller contractors to get work," the Minister said.

"Small, locally-based construction companies, many of which are based in regional Western Australia, felt they were shut out of the process. They don't want special treatment but a level playing field and I am pleased to be able to deliver this to them."

Mr O'Brien said Main Roads' own figures indicated that since 2005 only four contracts in the R1 prequalification category (up to \$4million value) were put to public tender.

"The future viability and effectiveness of our road construction industry is heavily reliant on the ability of the small-medium contractors getting the opportunity to participate in the market and having the opportunity to grow their skills and capacity," he said.

The actual amount of the works each year will be determined by industry capacity and availability of funding with the choice of projects in the \$20million annual package overseen by the Main Roads Infrastructure Delivery Committee. This will direct industry input via the WA Road Construction and Maintenance Industry Advisory Group.

River polluters to duck scrutiny as audits stop

An environmental monitoring program that has caught thousands of businesses dumping poisons into the Swan and Canning rivers has run out of money, potentially leaving industrial run-off riddled with hormones, heavy metals and pesticides to flow unchecked into the waterways.

The move could effectively give many small companies free rein to pollute, with an estimated 40,000 "businesses of concern" such as garages, metalworks and chemical storage facilities set to escape scrutiny. Bruce Hamilton, of environmental group Perth Region Natural Resources Management, said 35 per cent of the 6000 businesses audited between 2006 to 2009 were found to be polluting waterways, many without realising it.

He said that based on the figures, there could be many as 13,000 polluters who will now escape detection. Federal funding for the monitoring program is set to end this month, after which only large businesses that come under the Environmental Protection Act will be monitored. (SOURCE/EXTRACT: *The West Australian*, 3.12.09)

Tony Abbott's tax-free carbon plan

TONY Abbott plans to fight a climate change election using land management and energy efficiency measures to slash greenhouse emissions instead of an emissions trading scheme or a carbon tax.

And as the Senate yesterday buried Kevin Rudd's proposed carbon emissions trading scheme, the new Opposition Leader said his alternative means of reducing emissions would meet the same targets for sharp reductions in emissions proposed by Labor. Mr Abbott's promise came as Labor folded in the face of his dare for an early election on climate.

Despite the Senate's rejection of the Carbon Pollution Reduction Scheme establishing a double-dissolution trigger, Julia Gillard said the government would give the Coalition "one more chance" to change its mind. The Acting Prime Minister said Labor would introduce a new CPRS bill, including amendments agreed to by the Coalition under ousted leader Malcolm Turnbull, to parliament in February in the hope that "calmer heads" within the Coalition would shift their positions. (SOURCE/EXTRACT: *The Australian*, 3.12.09)



SBC UPCOMING COURSES

[Building Business for Bottom Line Results](#)
[Breakfast Mentoring](#)

Ever dreamed of buying, building & selling businesses and having some of your biggest pay days ever?

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

This workshop is for sellers and buyers and will show you how to put a value on a business, significantly increase it's value AND turn it into a **MAGNET FOR BUYERS!**

If you've always wanted to own your own business but didn't know how to go about finding a good one? If you are a business owner and would like to control the sale process & decide when to sell and how much for? **THEN THIS WORKSHOP IS FOR YOU!**

So don't wait until it's too late. **START NOW!** Learn what you can be doing every day to buy, build and sell businesses. The best businesses don't go on to the open market — *they attract good buyers!*

Know how to determine what a business is worth

Decide and plan to buy or sell at the value you want at the time you want;

What smart buyers look for in a good business;

What you can do to add value to a business;

What are the biggest mistakes people make when buying or selling businesses;

How you can prepare yourself (and the business, if you are a seller) for the sale / purchase process;

Effectively presenting and selling a business—the process which is fair to both parties;

Buying & selling privately versus engaging a broker.

All Business Owners & Prospective Business Owners

It can take years to get a business "ready for sale": it can take years to find the best business to buy for you – don't delay, learn what YOU need to be looking for and doing RIGHT NOW!

John Denton, Business Broker and Consultant with Performance Building Sales "Helping business owners realise their life's dreams through buying and selling businesses."

Dates: Wednesday 9th December, 2009

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

Time: 9.00am to 1.00pm

Cost: \$110.00 per person inc GST, includes refreshments & workbook.

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 26th November 2009

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

<http://www.swanchamber.com.au/download.asp?file=download/N2K%20SCC%20Christmas%20Extravaganza_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)

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

<<http://www.swanchamber.com.au/download.asp?file=download/Breakfast%20Club%20Invitation%20Supt%20Ian%20Thomas.pdf>>

Great Northern Hwy – Temporary Traffic Realignment from Padbury Rd to Haddrill Rd

There will be a temporary realignment of the Great Northern Highway between Padbury Road and Haddrill Road and McDonald Street to River Road to facilitate the upgrading of this section of the highway.

In the week beginning Monday 16th November, traffic will be shifted across to the right (East), where a temporary sealed road has been created adjacent to the highway. Any disruption to traffic will be kept to a minimum with the maintenance of two lanes and the creation of gravel bus bays so that buses can pull off to the side of the road to pick up and disembark passengers.

During this stage of the road works there will be 60km an hour speed limit in place, and residents and road users are asked to take particular care when accessing or exiting properties.

If you have any questions about this phase of the road works, please don't hesitate to contact Highway Construction's Community Relations Manager Louise Richardson on 0411 141 842.

Retail Trading Hours

2009 Christmas trading hours – click on link below

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

Members News

Sandalford Wines

The 2008 Sandalford Margaret River Range Shiraz (RRP\$19.99) was awarded not one but THREE trophies at the show.

- The Royal National Capital Agricultural Society Trophy. "Best Dry Red Table Wine - 2008 Vintage"
- The Fujitsu Australia Pty Ltd Trophy. "Best Dry Red Table Wine - Shiraz, Premium Classes"
- The Vintage Cellars Trophy. "Best Dry Red Table Wine"

City of Swan – Media Release

The Swan Valley Visitor Centre will be collecting Christmas donations on behalf of the Salvation Army for those less fortunate from now until December 8. For info see the following link... http://www.swanchamber.com.au/download.asp?file=download/Salvation_Army_Collection_-_November_09.pdf

<<http://www.swanchamber.com.au/download.asp?file=download/Salvation%20Army%20Collection%20-%20November%202009.pdf>>

Gold for the Swan Valley Visitor Centre to see the full media release see the following link...

http://www.swanchamber.com.au/download.asp?file=download/WA_Tourism_Awards_2009_Gold.pdf

<<http://www.swanchamber.com.au/download.asp?file=download/WA%20Tourism%20Awards%202009%20Gold.pdf>>

Midland Gate Shopping Centre

Give your staff and customers the gift that keeps on giving. Midland Gate Shopping Centre is offering Swan Chamber Members exclusive bulk gift card packages with savings of up to 20%!

Not only do you give the gift card that is accepted in over 140 Midland Gate Specialty Stores but this festive season Midland Gate is introducing Australia's first Biodegradable gift card. When you purchase a Midland Gate Gift Card a donation will be made to the Australian Conservation Foundation in Recognition of gift cards sold.

For more details on Corporate Gift Card Packages contact Sarah Moore at sarah_moore@cfsgam.com.au

Hon Helen Morton invites you to meet the Treasurer.

As the Parliamentary Secretary to the Treasurer, Hon Helen Morton MLC is hosting a "Meet the Minister" East Metropolitan Region business event with Hon Troy Buswell MLA, to be held at the Hartfield Country Club, Wednesday 3 February 2010 at 5.30 pm. There is no admission charge, and light snacks will be provided. Although this is in February please RSVP to the number on the invitation as soon as possible, as numbers are limited. See the following link for more info...[http://www.swanchamber.com.au/download.asp?file=download/Meet the Minister - invitation.pdf](http://www.swanchamber.com.au/download.asp?file=download/Meet%20the%20Minister%20-%20invitation.pdf)
<<http://www.swanchamber.com.au/download.asp?file=download/Meet%20the%20Minister%20-%20invitation.pdf>>

SVRWA Committee

At the annual general meeting of the Swan Valley and Regional Winemakers Association, the following committee was elected unopposed.

President Mr Daniel Pinelli
Pinelli Wines
(08) 9279 6818
daniel@pinelliwines.com.au

Vice President Mr Derek Pearse
Upper Reach Winery
(08) 9296 0078
derek@upperreach.com.au

Treasurer Mr Duncan Harris
Harris Organic Winery
(08) 9296 0216
duncan@harrisorganicwine.com

The committee would like to thank Mr Anthony Kosovich for his services as President of the association for the past three years.

City of Swan/ FESA – PREPARE.ACT.SURVIVE

City of Swan and FESA are hosting **PREPARE ACT. SURVIVE** information nights:

Tuesday 1st December – Chequers Golf Club, Sounnes Road Bullsbrook
Wednesday 2nd December – State Equestrian Centre, 303 Cathedral Avenue Brigadoon

Both evenings commence at 6:00pm for registration with a 6:30pm sit down. Evening closes at 9:30pm. Please let your neighbours know about these important dates.

Small Business Centre East Metro

SBCEM are holding an information session on **Influence and Persuasion Skills for Small Business Success** with speaker **Steve Wells** for more info contact the SBCEM on the details below.

When: Friday 27th November
Time: 9.30am to 3.30pm
Venue: **Small Business Centre East Metro 40 Helena Street, Midland**
Cost: **\$77.00 Members - \$99 Non Members (inc gst) - (Morning Tea/Lunch Provided)**

P: 08 9274 6428 I e info@sbceastmetro.com <<mailto:info@sbceastmetro.com>> I w www.sbceastmetro.com
<<http://woocomcampaigner.woocom.com.au/ch/25s629d/650346/aa55c1c11.html>>

The Coolgardie Safe Restaurant

See link for the Christmas menu's for 2009 at the Coolgardie Safe restaurant. [http://www.swanchamber.com.au/download.asp?file=download/Xmas 09 Set Menus.pdf](http://www.swanchamber.com.au/download.asp?file=download/Xmas%2009%20Set%20Menus.pdf) <<http://www.swanchamber.com.au/download.asp?file=download/Xmas%2009%20Set%20Menus.pdf>>

Swan Districts Lions Club

Lions Christmas Cakes for Sale 1.5kg cakes for \$13.00 or 1kg cakes for \$10.00 more info please contact Eric on the following contact detail:
M 0419925637
F 9298 8796
Email eric.anne@bigpond.com

Jimmy Deans Diner

Have your Office/Corporate Xmas Parties at Jimmy Deans Diner for more info see the link below..

<http://www.swanchamber.com.au/download.asp?file=download/Jimmy> Deans Diner.pdf
<<http://www.swanchamber.com.au/download.asp?file=download/Jimmy%20Deans%20Diner.pdf>>

Supporting your Sport Club – Jimmy Deans Diner would be happy to help with your club fundraising by donating a gift voucher or best player awards just ask a friendly staff member to see how they can help or see the following link for more details...

<http://www.swanchamber.com.au/download.asp?file=download/Jimmy> Deans Supporting Clubs.pdf
<<http://www.swanchamber.com.au/download.asp?file=download/Jimmy%20Deans%20Supporting%20Clubs.pdf>>

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](http://www.swanchamber.com.au/download.asp?file=download/Membership%20application.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!

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
www.swanchamber.com.au



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>

