



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

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NEXT MEETING: XMAS/BOARD MEETING

12.00pm, TUESDAY 1 DECEMBER 2009

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

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Perth Airport raises \$882m

Westralia Airports Corporation, the owner of Perth Airport, has secured \$882 million in debt and equity to refinance existing bank facilities and fund expansion plans. Part of the funds will be used for expansion plans including a new domestic terminal, expanding the international terminal and the development of an on-airport road linking both domestic and international airports.

The following are the key elements of Perth Airport's investment plans over the next three years:

- A new domestic terminal designed to serve regional Western Australia and also some interstate services.
- Expanding the capacity of the current domestic terminal with new aerobridges, expanded departures and new retail.
- Redeveloping the domestic terminals forecourt to improve vehicle, taxi and pedestrian access, including covered pick-up and drop-off and covered walkways to car parks and rental cars.
- Expanding the International Terminal, including check-in, departures, bag reclaim, quarantine and five new aircraft parking positions.

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- An on-airport public road linking the international and domestic terminal precincts, which will reduce the time to transfer between the precincts to 10 minutes. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 1.10.09)

Politicians need to heed calls for shopping reform

The entry of WA's biggest company into the battle over retail trading hours is another sign of how important it is to have this issue resolved and give people some choice in when to shop. Woodside's key role in the crucial resources industry gives its views added clout. When a senior executive says the lack of flexible shopping hours in Perth is hampering its efforts to attract international staff, it is worth taking seriously.

Rob Cole's remarks are a reminder that the issue is not just about convenience but about the ability of the State to protect itself as a dynamic place where people will want to come to work. There is strong international competition for skilled workers and WA, poised on the edge of another resources boom, cannot afford to be left behind with archaic trading laws.

Perth already has a problem with a lack of vision hindering its development as a world-class capital. For instance, there is a long history of frustrating delays in making progress on the Swan foreshore and red tape has tangled up the development of small bars in the city. Westfarmers chief executive Richard Goyder has also warned of the consequences of stalling, saying the future to achieve shopping reform could see the group scale back expansion and refurbishment plans for its WA stores. (SOURCE/EXTRACT: *The West Australian*, 6.10.09)

The unsafe option

IT'S an odd idea that Julia Gillard, in conjunction with the states and territories, would propose national harmonised work safety laws that would put workers' lives at risk. Yet this is the allegation being made by the ACTU in a media campaign.

Since the 1990s the number of work-related deaths has dropped from about 350 a year to the low 200s. The number of injured workers a year has dropped from about 19 in every 1000 workers to about 16. But the decline in injuries and deaths does not match the work safety improvement targets set by governments across Australia.

It's a practical safety package consistent with international OHS conventions that Australia has signed. The situation is different in NSW, which has OHS laws unlike any other in Australia. OHS prosecutions elsewhere are criminal matters, but in NSW prosecutions are conducted in industrial relations courts, not criminal courts, with no right to a jury or to appeals. A safety incident causes guilt to be applied automatically, without consideration of what a person could reasonably or practically do. However, this applies only to employers.

This has led to the layering of gross injustices on top of workplace tragedies in NSW. Take one example. A NSW plumber has a criminal conviction against him after a hot water valve he installed in an aged nursing home failed. An elderly woman was scalded and tragically died. The court found the plumber had properly installed and maintained the valve. The valve failed because of a microscopic fracture in an internal sealed component. Yet NSW OHS law required that the plumber be declared guilty.

There's a long list of similar unjust outcomes in NSW, such that the law and legal institutions are not trusted. One NSW judge referred to one case as "constituting more than prosecution and amounting to persecution of the defendants". Many people in NSW are of the opinion that OHS cases lead to persecution rather than fair prosecution. This is dangerous because it destroys the community's faith in justice and distorts safety objectives.

When justice is defiled, it's hard to identify who should be prosecuted, instead of those who are blameless being declared guilty. What's more, the NSW system is stacked: the unjust laws are applied selectively. WorkCover NSW has a history of failing to prosecute state authorities. A union-owned labour hire company was not even investigated following the deaths of three of its employees in an underground coalmining disaster.

NSW unions can and do conduct prosecutions and receive half of the fines. In one three-year period, the unions netted several hundred thousand dollars from prosecutions. It's a law and process based on old-fashioned political notions that employers always put profits above worker safety and that employers must be threatened with harsh legal retribution to make them heed safety regulations. This is class obsessed, hate-filled labour at its worst, embedding its hatred in law. It selectively destroys the application of criminal justice to achieve its tribal ends.

The ACTU wants the NSW laws to serve as the model for national legislation. Gillard, on the other hand, is proposing national laws that will dismantle the NSW system. The Gillard model recognises that everyone at work must contribute to safety, whether they are an employer, an employee or self-employed. It's a model that secures the core principles of criminal justice. This is new Labor, practical and results oriented. But don't underestimate the determination of old labour to have its way on OHS. *Ken Phillips is executive director of Independent Contractors of Australia.* (SOURCE/EXTRACT: *The Australian*, 6.10.09)

RBA lifts interest rate by 25bps

Australia has become the first western economy in the world to lift interest rates with the Reserve Bank of Australia today increasing the official cash rate by 25 basis points. The interest rate lift to 3.25 per cent follows a previous warning by Reserve Bank governor Glenn Stevens that the official rate would need to rise as economic indicators suggested the local economy was faring better than expected.

A week ago, most economists were tipping the RBA to leave rates on hold at the 49 year low of 3 per cent, however some market observers were warning of a rate rise today. The bank cut the rate by 425 basis points between September 2008 and April 2009 in the heat of the global economic downturn.

RBA Governor Glenn Stevens said the basis for cutting the cash rate so quickly had now passed. "With growth likely to be close to trend over the year ahead, inflation close to target and the risk of serious economic contraction in Australia now having passed, the board's view is that it is now prudent to begin gradually lessening the stimulus provided by monetary policy," he said in a statement. "This will work to increase the sustainability of growth in economic activity and keep inflation consistent with the target over the years ahead." (SOURCE/EXTRACT: *WA Business News*, Daily Business Alert, 6.10.09)

Small business fears further interest rate rises

JUST as things were looking up for small business owners such as Koula Zerefos, the Reserve Bank of Australia decided to start raising interest rates. The owner of a boutique promotions agency in Sydney, Ms Zerefos said, while yesterday's 25 basis-point rate hike might not sound like a lot, what concerns small business owners is that it is likely to be the first of many rises.

Ms Zerefos owns Momentum Promotions, a firm that supplies promotional staff to fragrance and cosmetic companies that often hire them to work at the beauty counters of Myer and David Jones. For her clients to hire promotional staff, they need to feel confident consumers are willing to spend money. She said business had really picked up in the past couple of months and she noted confidence was returning.

But Ms Zerefos is concerned the central bank's decision to lift the official cash rate from its 49-year low, to 3.25 per cent, could put the brakes on that. "Anything that jeopardises people's perception on how the economy is, or upsets them in the sense they don't have the extra funds to spend, does (have an) impact (on) the business," Ms Zerefos said. "If (the official cash rate) increases too often from now until Christmas, I would say I would be very concerned because I do think it will (have an) impact on how people spend."

She is not the only one. A survey of 1200 Australian businesses by Dun&Bradstreet found 36 per cent rank interest rates as the primary influence on their business this quarter. RBA governor Glenn Stevens said the effect on business was considered when deciding whether to raise the interest rate.

"For many business borrowers, increases in risk margins will still be occurring for some time yet," he said. "In addition, the exchange rate has appreciated considerably over the past year, which will dampen pressure on prices and constrain growth in the tradeables sector. "These factors have been carefully considered by the board."

However, the central bank felt that, "with growth likely to be close to trend over the year ahead, inflation close to target and the risk of serious economic contraction in Australia now having passed", it was prudent to start tightening monetary policy. "This will work to increase the sustainability of growth in economic activity and keep inflation consistent with the target over the years ahead," Mr Stevens said. (SOURCE: *The Australian*, 14.9.09)

Email password warning after security breach

Hotmail users been advised to change their passwords after thousands of mail account details were posted online in a massive security breach. Microsoft said its email users had become victims to a phishing attack when account details were posted online. "Upon learning of the issue, we immediately requested that the credentials be removed and launched an investigation to determine the impact to customers," Microsoft said.

Phishing schemes involve sending fraudulent but legitimate-looking emails to dupe people into revealing passwords and security information. The emails often direct online users to sham websites, which are difficult to spot as fakes. Microsoft recommends users change their email password every 90 days and keep anti-virus software up to date. Those affected included email users whose addresses ended with @hotmail.com, @msn.com and @live.com. (SOURCE/EXTRACT: *The West Australian*, 7.10.09)

The fruits of Labor's debt and deficit fall hard on small business

With higher interest rates, Australian small businesses are paying the price of Labor's reckless spending and borrowing, Shadow Small Business Minister Steven Ciobo says.

"Labor's reckless spending and massive debt will lead to more interest rate hikes and higher taxes.

"Yesterday's interest rate rise will mean small businesses will pay more for credit.

"Labor failed to get the banks to pass on the previous interest rate cuts in full to small businesses.

"Small businesses have never got the full benefits of lower interest rates under the Rudd Labor Government, now they are being whacked with interest rate increases which are being fuelled by Labor's debt and deficits.

"The Coalition has warned all year that Labor's reckless spending and borrowing would put upward pressure on interest rates.

"With many small businesses relying on credit cards and overdrafts to finance their businesses, Labor's reckless spending and massive debt will hit small businesses hard.

"Labor is addicted to spending and our 2.4 million small businesses are already starting to pay the price.

"Labor's massive debt can only lead to more interest rate hikes and higher taxes. Labor must choose between lower interest rates that will support small businesses or spending more borrowed money to promote themselves.

"Labor refuse to take the hard decisions to reign in their reckless spending and keep interest rates low for Australian small businesses.

"Labor has wasted billions of taxpayers' dollars on Julia Gillard Memorial Halls and dodgy Pink Batt installations, without providing any genuine cash flow relief for small businesses."

Mr Ciobo said the interest rate increase came at a time when Treasury figures revealed that Labor's record deficit is a product of a massive increase in their own spending (up 16 per cent) and not a decrease in revenue (down only 1.6 per cent).

Media and industry enquiries to [Alistair Mitchell](#) or 0411 157 707.

WA home loan demand falls 4.5%

Demand for home loans in Western Australia has fallen 4.5 per cent in August as first home buyers retreat from the market, new figures show. But economists say demand for housing finance is expected to remain healthy despite a rise in official interest rates this week and the prospect of more to come.

Latest figures from the Australian Bureau of Statistics show that finance commitments for owner-occupied housing fell from a seasonally adjusted 7,241 units in July to 6,914 units in August. Compared to a year ago, demand for home loans are up a seasonally adjusted 8.6 per cent.

Nationally, demand fell 0.6 per cent in August, which was broadly in line with market expectations of a 0.5 per cent fall and an improvement from the 2.2 per cent decline in July. The ABS report found the number loans for first home buyers continued to decline. (SOURCE: *WA Business News*, Daily Business Alert, 7.10.09)

WA to buck trend and dodge a recession

Western Australia is likely to be one of the few developed economies in the world to avoid a recession during the global economic slowdown, the Chamber of Commerce and Industry WA said today in its quarterly economic snapshot. CCIWA chief economist John Nicolaou said in a testament to the strength of the local economy, and the ability of local business to adapt to testing times, WA's welcomed in economic fortunes over recent months has prompted the chamber to take a more optimistic outlook of the local economy, and revise up its forecasts for the current financial year.

"Only several months ago, at the height of the global financial crisis, CCI predicted the local economy would contract by one per cent," Mr Nicolaou said in a statement. "However, a rebound in business and consumer confidence, improved operating conditions, and a more positive global economic outlook have prompted CCI to predict that Western Australia will buck the international trend and continue to grow."

CCIWA now expects the state economy to grow by one-quarter of 1 per cent this financial year, while the world's leading developed economies, including the US, Japan, and Europe are expected to record large contractions. (SOURCE: *WA Business News*, Daily Business Alert, 7.10.09)

WA credit union warns on favouring big banks

WA's newest credit union has urged the Federal Government to recognise the importance of non-bank lenders, warning any changes to legislation that further favour the big banks could have disastrous consequences for consumers. Community CPS chief executive Kevin Benger said the Government appeared to be giving little consideration to the "unique and important" non-bank sector in considering legislative changes to the industry in the wake of the global economic meltdown.

Second-tier and non-bank lenders have complained the several government measures to boost confidence in financial institutions amid the fallout of the US sub-prime mortgage crisis have served only to strengthen the big banks' hold on the sector at the expense of competitors. "The highly competitive and heavily regulated financial services industry is impacting on all credit unions and we are working with the mutual industry representatives to ensure the diversity and values so important to our industry are preserved," he said.

Community CPS operates under the United Community banner in WA after its merger with United Credit Union last November. (SOURCE/EXTRACT: *The West Australian*, 8.10.09)

COMMENT: Given that small businesses have deserted the big four banks to non-bank institutions such as community banks, credit unions, etc. due to the big four's exorbitant fees and charges, and as a result of the big four not passing on the full decreases in interest rates to small business, should Kevin Benger's concern be realised, that would be another kick in the guts for small business delivered by a small business unfriendly federal government.

It will be interesting to see what the big four will do for small business with the .25% interest rate increase when they rush to hike their interest rates in the days to come. Will they make adjustments for not passing on the full percentages when rates were decreased - and pigs might fly.

**Western Australian
Multicultural Community Service Awards 2009**

The International Business Council is pleased to promote the Business Migrant of the Year award that is now available as part of the
Western Australian Multicultural Community Service Awards.

The Western Australian Multicultural Community Service Awards recognise individuals and organisations who achieve excellence and innovation in advancing multiculturalism, inclusiveness and participation through substantive equality in the provision of services to culturally diverse communities.

It is important to recognise people in the community who are working to promote the ideals of multiculturalism, social inclusion and the right of every Western Australian to participate fully in our society regardless of different linguistic, religious; racial, and ethnic backgrounds.

Many individuals and organisations are working quietly behind the scenes to advance multiculturalism in this State. The Western Australian Multicultural Community Service Awards 2009 provide an opportunity to acknowledge the positive contributions in the areas of empowering culturally diverse groups, combating racism and promoting social justice.

The International Business Council is please to promote the Business Migrant of the Year award that is now available as part of the Western Australian Multicultural Community Service Awards. This new award acknowledges an outstanding business owned and operated by a person from a CaLD (Culturally and Linguistically Diverse) background.

Nominations are open to persons from culturally and linguistically diverse (CaLD) backgrounds who own and operate a local Western Australian registered business. One Award is available.

The Western Australian Multicultural Community Service Awards are coordinated by the Office of Multicultural Interests, sponsored by the Small Business Development Corporation and supported by Lotterywest.

How to nominate

The nomination form can be downloaded from www.omi.wa.gov.au <<http://www.omi.wa.gov.au>> Nominations close 5.00 pm on 30 October 2009

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Demystify your Financial Statements

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

Did you know that most businesses that fail are profitable? Many businesses fail because they simply run out of cash!

As a business owner you need to be able to quickly analyse the financial health of your business. You also need to understand important principles such as the difference between cash and profit, working capital requirements and how to calculate key financial health indicators.

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

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

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

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

Dates: Thursday 29th October, 2009
Venue: Small Business Centre - Stirling, 45 Delawney St, BALCATTWA 6021
Time: 9.00am – 4.00pm
Cost: \$330.00 per person inc GST,
Includes your workbook, morning and afternoon teas and a light lunch.

Don't miss out!! [Register Now](#). Your business may be eligible for a FREE training voucher to go towards the cost of this workshop.

Please direct any queries to [Maxine Scott](#) on 9240 6337.
Small Business Centre - Stirling (SBCS), 45 Delawney St, Balcatta WA 6021.



SCC e-news 1 October 2009

Decision Makers and Visionaries Needed on Council

You should by now all have your Ballot Papers for the election of councillors in the Local Government Elections on 17th October. Please remember this is a postal vote and you need to have the ballot papers mailed by 13th October or dropped in to the City of Swan by 17th October. If you

have misplaced your ballot papers you can obtain a replacement package from the City of Swan (or Shire of Mundaring if you are voting for that Shire) or ringing 1300 661 136.

We are urging you to very carefully consider your vote. We need councillors who are prepared to make the hard decisions to bring forward projects such as the development of the Midland Oval; encourage business attraction that will provide new employment opportunities and to ensure that Swan is a vibrant place to live and work. We need councillors who are not afraid to work for and support our business community. We need councillors who understand that business is a vital part of our community, and not a dirty word.

The Chamber believes that Swan Council has become moribund and that changes are needed if we are to progress. We believe that we need to see some new "vision" at Council and that means new councillors who are committed to the economic growth of our region and understand what that really means.

If we vote for the same old, we will get more of the same old. Your vote will determine the direction the Council takes over the next four years. Please, make it count.

Coming Events

Bassendean Means Business Breakfast- Wednesday 21st October

TIME: 7.15am - 9.00am

VENUE: Maltese Club, 1 May Holman Drive, Bassendean

COST: \$20 per attendee

SPEAKER: Tony Watts, Chief Executive Officer

Small Business Centre (SBC), East Metro, Midland

Breakfast Club - Date to be confirmed.

Hon Dr Elizabeth Constable MLA, Minister for Education; Tourism; Women's Interests speaking on Education & Tourism in the swan region.

Members News

Entopia Wines - Brian Hunt

In the September 2009 newsletter in which they are inviting you to attend Spring In The Valley 2009 at Entopia Wines.

Small Business East Metro

Small Business East Metro are holding Information Sessions on the following dates -

29th September with subject of Do you need help with tax??? for more info see attachment.

30th September with subject of Rental Property in Midland for more info see attachment at bottom of email.

Brooker Swan River Horse Trials Update 2009

What's new at the Brooker Swan River Horse Trials, New Beer Gardens, Expanded Trade Village to see more see the attachment at bottom of email.

Jobs Australia

All who support the Anti Poverty campaign and anyone who would enjoy a hearty breakfast are invited to come along on Thursday 15th October from 7.30am - 9.30am at the Carnegie Triangle, behind the Midland Town Hall on Helena Street. Community Key will accept donations of non perishable food for distribution to those in need. It will be a fun event, with local musicians, a clown, and an interactive art project encouraging local people's ideas and input on community activities.

Small Business Smart Business Training Vouchers for 2009

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

Download the SBSB 2009 [Application Form](#)

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THE SMALL BUSINESS PARTNERS



Combined Small Business Alliance
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www.cosba.com.au



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West Coast Small Business Training Institute

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

