



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

PO Box 253, JOONDALUP WA 6919

President: Rod Henderson Vice President: Les Marshall 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

CoSBA BOARD MEETING

is to be held at the

WA RESTAURANT & CATERERS ASSOCIATION

301Fitzgerald Street, WEST PERTH (between Bulwer & Vincent Streets)

5.00pm TUESDAY 18 SEPTEMBER 2007



IN & WITH THIS ISSUE:

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Labor the true party of free enterprise: Emerson

MAIL IN/OUT

ATTACHMENTS: A Hockey Breakfast.pdf;



CoSBA is on the WWW: Our Web Site is up and running at: <http://www.cosba.com.au>

All affiliates are urged to place an outline of your organization with a hot link to your web site on our web site, by emailing the details to Rod Henderson at: henderson@tieline.com.au

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 Small Business Development Corporation and the Combined Small Business Alliance of WA sign MOU

July 10th 2007 was a significant occasion for the SBDC and CoSBA. For SBDC the first signing of a Memorandum of Understanding (MOU) with any organisation and for CoSBA the culmination of years of work to establish itself as one of the key representative organisations for small business in Western Australia.

Newly appointed CEO Mr Stephen Moir said at the signing ceremony that this was the beginning of an exciting working relationship between government and small business.

SBDC Chairman Patria Jafferries was keen to see the relationship with CoSBA develop across a number of initiatives.

- Cross-promotion of services and initiatives
- Information Sharing
- Development of joint initiatives
- Policy development, review and research
- Website cross-referencing



Rod Henderson Patria Jafferries

CoSBA president Mr Rod Henderson said that small business has specific needs which don't necessarily match those of government and the best way to address these is with co-operative discussion between the parties.

The MOU seeks to formalise a working relationship between the SBDC and CoSBA. Specific initiatives undertaken between CoSBA and the SBDC will be developed to support Western Australian small business.

Small business organisations are encouraged to discuss their issues with CoSBA and to participate in all matters that need change so as to better service their members.

CoSBA www.cosba.com.au

SBDC www.sbdc.com.au



Small business to benefit from a new alliance [SBDC/CoSBA]

The Small Business Development Corporation (SBDC) and the Combined Small Business Alliance of WA (CoSBA) on Tuesday, 10 July 2007, signed a Memorandum of Understanding which will benefit the small business sector in Western Australia.

SBDC Managing Director, Stephen Moir said significant opportunities exist for the two organisations to work together to promote the development of small businesses in Western Australia.

"Signing this memorandum of understanding formalises our working relationship and provides for a higher level of cooperation," Mr Moir said. "The SBDC and CoSBA have always worked well together, but this agreement will provide greater opportunity to share information and develop joint initiatives.

SBDC Chairman Patria Jafferries says the memorandum of understanding will ultimately provide more efficient and effective promotion and delivery of services to Western Australia's small business sector.

"Both of our organisations provide products, services and advocacy to help small business thrive and grow," Ms Jafferries said. "We will now be more active in cross promoting small business services and initiatives, liaising on policy development and research and cross-referencing respective websites." (SOURCE: *SBDC Media Release*, No: 06/115, 10.7.07)



Patria Jafferries and Rod Henderson congratulate each other after signing the MoU

Bad news for booming State

The latest Westpoll is good news for the Government but bad news for the community as a whole. The continuing low rating of the Opposition and Liberal leader P a: Paul Omodei is allowing the Labor Government, and Premier Alan Carpenter in particular, to get away with a multitude of sins.

Mr Carpenter has spent a good deal of his first 18 months in the top job in crisis management, dealing primarily with dodgy ministers and bungling public servants. On the policy front, outcomes-based education and the fiscal black hole that is the Office of Shared Services are like running sores in his administration.

Over the past week we've seen more examples of the Carpenter Labor Government's arrogant disregard for proper process—the aborted attempt by Health Minister Jim McGinty to establish the Pettit inquiry- into links between Brian Burke and Neale Fong and-Planning Minister Alannsh MacTiernan's unilateral dismissal of the Buckeridge private port proposal.

There are also rumblings from Mr Carpenter's own department about a lack of vision and policy direction. Bureaucrats joke that the Premier is busy when he has more than two appointments a day.

Mr Carpenter's antagonistic reaction to the Howard Government's initiative-on Aboriginal communities in the Northern Territory displayed a serious lack of political judgment and led to a week of backsliding as he tried to makeup ground. (SOURCE/EXTRACT: *The West Australian*, 6.7.07)

Low-paid workers get \$10.26 extra a week

More than 1.2 million low-paid workers across Australia will get a \$10.26 a week pay rise, the Australian Fair Pay Commission (AFPC) ruled on Thursday. In its second minimum wage case decision since replacing the Australian Industrial Relations Commission (AIRC), the AFPC ruled minimum wage earners will receive the wage increase from or after October 1 this year.

AFPC chairman Ian Harper announced the \$10.26 a week pay rise in Melbourne on Thursday morning. It will apply to workers earning up to \$700 a week. (SOURCE/EXTRACT: *The West Australian*, 6.7.07)

COMMENT: Please note, his AFPC wage increase only applies to businesses that are constitutional corporations (that is Pty Ltd companies) only – it **DOES NOT** apply to businesses that are sole traders, partnerships and owner/operator businesses.

Applause for Labor IR pledge

INDEPENDENT contractors have lauded federal Labor after frontbencher Craig Emerson promised to retain controversial Howard government legislation and exclude unions from negotiations unless they were requested.

Dr Emerson told the Independent Contractors Association he would not reclassify genuine contractors as employees and that contracting should remain covered by commercial law while employees were covered by industrial relations legislation. The ICA said the Labor move was "historically significant".

The ICA had asked the ALP if it would confirm that unions would not be able to interfere in negotiations with independent contractors unless they had authorisation from each individual involved.

Dr Emerson, Labor's independent contractors spokesman, promised contractors would have complete freedom as to whom, if anyone, they chose to represent them in negotiations. "Labor does not and will not have a policy of closed shops," he said. "Labor supports the rights of working Australians to join or not join a union."

The ALP would not impose bargaining fees, he said. "The ICA's response to Labor's policy detail on independent contractors reveals that we have achieved a lot of common ground," he said. "It's clear from this policy detail that Labor has a lot to offer more than a million genuine contractors who take a chance, go out on their own and seek reward for effort."

The association's executive director Ken Phillips said the "growing consensus" gave independent contractors a sound basis to proceed with their businesses. (SOURCE/EXTRACT: *The Australian*, 6.7.07)

Employer group criticises Federal Govt IR laws

New laws requiring bosses to provide workers with a fact sheet outlining their rights will be a burden on business, an employer group says. Employers that don't issue the paperwork face fines of up to \$110 for each staff member.

The Australian Industry Group - which represents 10,000 employers in the manufacturing, construction and transport industries - says smaller businesses that lack human resources departments would have the most difficulty preparing the fact sheets.

"I don't think it will be welcomed from employers. It's another regulatory burden," Ai Group chief executive Heather Ridout said. "It's a burden on business, and some will find it irritating, but I think it's very important that employees are aware of their rights."

From July 20, employers will be required to give new staff members, within seven days of starting work, a fact sheet which outlines minimum wages rates, annual leave entitlements, carer's leave and one-year unpaid maternity leave. Bosses will have until October 20 to provide the fact sheet to existing workers. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alerts, 5.7.07)

Fairness test ties employers up in red tape

BOSSSES have been put on notice that they must be fair with workers when swapping award conditions for pay rises. As well, employers have been warned to hand out the Government's workplace fact sheets or cop a penalty. Ignoring these instructions could cost small firms thousands of dollars in fines.

Fairness has to be commended, but the brave new wage world poses some questions employers must get right to avoid trouble. The first "important notice", as the Government's website puts it, concerns the "fairness test" for workplace agreements.

The test applies for any employer or employee embarking on a workplace agreement where protected award conditions are to be exchanged for a pay rise. The test is relevant for agreements made on or after May 7. The test only applies where employees are usually covered by awards.

Agreements that trade off penalty rates, including working on public holidays and weekends, shift and overtime loadings, monetary allowances, annual leave loadings, public holidays, rest breaks and incentive-based payments and bonuses for wage rises will be targeted by the tests.

In a new twist for the new, more deregulated labour market in an era where red tape is supposed to be on the endangered list, the agreement will have to be given the thumbs up by the Workplace Authority. The authority will run its fairness tests not just over workplace agreements but also collective agreements, union collective agreements and awards.

Another job for employers in an election year is to give their employees the federal Government's new Workplace Relations Fact Sheet. From July 20, it will be a legal requirement for bosses in the federal system to supply the fact sheet to their staff. New employees must be given it within seven days of starting work. For current employees, there is a three-month window for the fact sheet to be distributed to them. And failure to follow the direction will mean \$110 fines per breach.

A key message for employers and employees is that the Workplace Authority is the central contact point for information and assistance on wage agreement matters. However, it only applies within the federal system.

Intrusive though it is, this fact sheet might serve to put time-poor, ignorant bosses in the picture with the changing world of workplace agreements. Labor and the trade unions' success in embarrassing the Government with its old Australian Workplace Agreements (AWAs) has resulted in AWAs Mark II with more protection.

On the subject of rights, all full-time employees under a federal award are protected by a key set of pay and conditions that employers should make themselves familiar with. Some bosses could be in for a surprise.

Importantly, there is a Workplace Ombudsman to help employees and to make sure employers meet their obligations. The Ombudsman can take legal action when an employee has been forced to sign a workplace agreement, has been underpaid, for poor record keeping on employee entitlements and for failing to provide pay slips. (SOURCE/EXTRACT: *The Australian*, 10.7.07)

Editorial comment

For a Government that purports to support small business, its handling of Industrial Relations Legislation is nothing short of appalling.

In the last 15 months, as a result of their legislation changes, we now have 3 different types of AWAs. These are the 'no-disadvantage test' pre-workchoices agreements; the Workchoices agreements; and the 'fairness test' post Workchoices agreements. A business could have a combination of all 3 AWA's operating in its workplace with employees on completely different conditions of employment.

Not allowing a preferred hours of work clause in the Fairness Test Legislation is a further demonstration that the changes to the industrial relation legislation are purely political and not aimed at allowing an employer and employee to reach an agreement that suits their individual circumstances.

So much for simplifying industrial relations environment for small business. This government has, as a result of these on-going radical changes to Industrial Relations Legislation, caused significant confusion for employers and increased the potential claims for back pay claims and fines of up to **\$33,000.00** per offence, for not complying with the legislation. (Tony Thompson, *Workplace Professionals*)

Big-end tools for small fry

BUSINESS intelligence software vendors are sharpening their swords ahead of a battle for the hearts and budgets of Australia's legions of small and mid-sized companies. Having sated much of the demand at the big end of town, heavyweight vendors are focusing on smaller firms.

Lured by the prospect of thousands of prospective customers with little or no BI capabilities, vendors are devising new products and warming up their marketing machines. Software giant Oracle recently upped the ante by releasing a \$US1000 (\$1167) per seat BI package designed specifically for organisations with between five and 50 users.

The company's Business Intelligence Standard Edition comprises Oracle's 10g database, together with a bunch of analysis and reporting tools. Part of Oracle's Fusion middleware portfolio, the new package comes preconfigured and ready to use.

Oracle Australia-New Zealand business intelligence sales manager Simon Hill says the new offering is not a cut-down version

of his company's enterprise BI product. Rather, he describes it as a full-strength package that provides customers with the BI tools they need to improve performance. The only major difference between the BI enterprise and standard editions is that the latter don't include a module providing workflow and real-time alert capabilities, Hill says.

These features are complex and relevant only to large organisations. "We tried to assess what parts of the package people would need to have something that was useful from day one and give them all the capabilities they require to build datamarts and create reports and dashboards," he says. The package includes a licence for Oracle's 10g database, but users are free to use alternative databases.

By pricing the new offering at \$US1000 per user, Oracle is making a determined effort to shrug off the image that its products are only suited to, and affordable by, large organisations. Last month, the company also made changes to its partner model. Authorised value-added distributors can sell Oracle's small and medium business product line to new resellers without requiring them to first join the official Oracle partner network.

The company says this will result in products being made available to a larger number of small and medium businesses through a wider variety of outlets. Such initiatives are supported by industry research that shows the market for BI software is strong and expected to continue to enjoy robust growth for the foreseeable future. (SOURCE/EXTRACT: *The Australian*, 10.7.07)

Business' IR ad campaign shrinks

The business advertising campaign to promote the Federal industrial relations laws will go ahead but in a diminished form after potential participants pulled out. It is believed the campaign will run closer to the election, not in the middle of this month as expected.

The Business Council of Australia the Australian Chamber of Commerce and Industry and the Minerals Council of Australia are sponsoring the campaign. However, their attempt to enlist the financial support of other business lobby groups stalled last month when leaked documents revealed the campaign designed and managed by Crosby/Textor, the company that conducts focus group polling for the Liberal Party and advises it on strategy. (SOURCE/EXTRACT: *The West Australian*, 11.7.07)

Booming WA story attracts 300 callers to SBDC

More than 300 calls have been received by the Small Business Development Corporation after Sunday night's television coverage of Western Australia's booming employment opportunities.

The demand for labour and the record pay rates in the mining industries in the North-West of WA were featured in a 60 Minutes story on Channel 9. (SOURCE/EXTRACT: *WA Business News*, Daily Business Alerts, 10.7.07)

Sunday trade 'means price rises'

WA independent grocers have launched a new fight against extended trading hours, citing a fresh report which shows food prices have risen faster in Sydney, where Woolworths and Coles dominate the market more than in Perth.

WA chairman John Cummings said this showed WA shoppers paid less because of greater competition from independent supermarkets. But further deregulation of trading hours to let Woolworths and Coles open late at nights and on Sundays would squeeze some independents out of the market, hand the two giants more of the market and take away much of the competition which helped keep prices down. (SOURCE/EXTRACT: *The West Australian*, 12.7.07)

Trader fined under 'unfair' shop law

The owner of a chain of small supermarkets has been fined for opening on Sundays in a case the WA Chamber of Commerce says highlights why the State's anti-competitive retail trading laws should be scrapped.

Quang Trung Lam was fined \$500 and hit with costs of \$375 in Perth Magistrate's Court last week for opening two of his stores on Sunday last November. Under the law, retailers can open on Sundays provided they own no more than three outlets. Mr Lam, who owned four shops at the time, has been forced to sell one of his businesses so he can open on Sundays.

Chamber of Commerce and Industry policy executive Director Deidre Willmott said the case showed how the laws restricted

the ability of small businesses to grow. (SOURCE/EXTRACT: *The West Australian*, 12.7.07)

Labor the true party of free enterprise: Emerson

LABOR last night staked a claim as the true party of free enterprise and attacked the Howard Government for stifling productivity and burdening business with over-regulation. Opposition service economy spokesman Craig Emerson said Labor governments of the 1980s and 90s were true economic innovators, while the Howard Government had "failed the market" with government intervention and excessive regulation.

"The Howard Government, pretending to be a party of free enterprise, has presided over the creeping re-regulation of the Australian economy," Dr Emerson told the Centre for Independent Studies in Sydney. "It has expanded the welfare state and stifled the incentive for effort, risk-taking and entrepreneurship. It is no coincidence that Australia is in its biggest productivity slump in 16 years."

He also attacked the Government for failing to work harder for the services industry in international trade talks. He said Australian negotiators had been bogged down by putting agricultural issues ahead of services, on the orders of Nationals trade ministers playing to their rural constituencies. (SOURCE/EXTRACT: *The Australian*, 13.7.07)

MAIL IN:

Minister for Corrective Services; Small business; Minister Assisting the Minister for Federal-State Relations

Our Ref: 06263

Mr Oliver Moon, Chief Executive Officer

Combined Small Business Alliance of Western Australia Inc.

PO Box 253

JOONDALUP WA 6919

Dear Mr Moon

RED TAPE BURDEN FOR SMALL BUSINESS

Thank you for your letter of 28 May 2007, in which you refer to the Business Council of Australia (BCA) report, A Scorecard of Red Tape Reform. You requested information on the Western Australian Government's performance on regulation-making and monitoring procedures and what the Government intends to do to alleviate the red tape burden for small business.

I see the BCA report as providing a useful assessment of the regulation review processes of Western Australia and other Australian jurisdictions. I am pleased to advise that the Western Australian Government is taking steps to address the red tape burden for small business and is progressing the following important reform initiatives.

1. At the April 2007 Council of Australian Governments (COAG), the State Government agreed to a range of actions to improve decision-making processes involved in regulation-making. These include "gatekeeping mechanisms" to ensure that the impact of proposed regulations are rigorously assessed, in a fully transparent way, so decision makers are properly informed before enacting new laws.

The State Government commitments to COAG include:

- broadening the scope of gatekeeping reviews to ensure that all Bills and new regulations with a significant impact on either business or the community are reviewed in accordance with the principles of best practice regulation review;
- improving the transparency of gatekeeping reviews by making these reviews publicly available;
- revising Western Australia's Public Interest Guidelines For Legislation Review through the use of a common template for review of legislation and regulations;
- improving the quality of gatekeeping reviews by:
 - providing assistance to agencies to undertake regulatory reviews;
 - auditing agencies' compliance with the standards of best-practice~regulation review; and
 - requiring agencies to report on the level of compliance with best-practice regulation review in their annual reports.

- undertaking regular targeted reviews of existing laws and subordinate laws in accordance with national hotspot priority areas or matters Western Australia considers are of economic significance

The Department of Treasury and Finance is responsible for implementing these initiatives.

2. I have asked the Parliamentary Joint Standing Committee on Delegated Legislation to consider holding a series of hearings to provide small businesses and their advocates with an opportunity to present concerns about Government regulation. I am awaiting the Committee's response.
3. The Small Business Development Corporation (SBDC) is working with other agencies to trial the Business Cost Calculator (BCC) and establish its practicality for wider use in WA. The BCC was developed by the Commonwealth Office of Small Business and is designed to cost the potential impact on small business of policy decisions and amendments to legislation. The trial will occur during 2007/08 and then further implementation of the BCC will be reviewed.
4. The SBDC is working with the Department of the Premier and Cabinet to ensure the Small Business Impact Statement (SBIS) remains an effective tool to assist Cabinet to evaluate the impact of legislative and policy changes on the small business sector. The SBDC offers assistance to agencies to complete the SBIS and to consider the needs of the small business sector when making legislative and policy changes. This role will be enhanced in 2007/08.
5. The SBDC is commencing a project to map the State Government's policies, services and programs for small business and those that significantly impact on small business. This project will assist with understanding the extent of the Government's current commitment identifying gaps and areas where the government's interactions with small business can be improved.
6. Finally, the SBDC remains committed to offering a high quality advocacy service to assist small businesses in their dealings with Government agencies. This service provides the SBDC with opportunities to work collaboratively with other agencies to identify and address policies and practices that present difficulties for small business.

I can assure you that the State Government is actively reducing the compliance burden for small business.

Yours sincerely
Margaret Quirk MLA
MINISTER FOR SMALL BUSINESS
20 JUN 2007

MAIL OUT:

7 July 2007
The Hon Margaret Quirk MLA
Minister for Small Business
9th Floor, Dumas House, 2 Havelock Street
WEST PERTH WA 6005

Dear Minister

Re. RED TAPE BURDEN FOR SMALL BUSINESS

Thank you for your letter dated 20 June 2007 in response to our letter concerning the above subject, enumerating initiatives you intend to take with a view to alleviating the red tape burden upon small business.

All too often we have received responses to concerns we have raised with Ministers that have been a reprehensible plethora of unintelligible bureaucratic "weasel words", that avoided the issues raised and reflected poorly on the integrity of their authors.

Conversely, in light of your pragmatic and detailed response, which demonstrates that you have empathy with and an understanding of the concerns, needs and aspirations of small business, and are prepared to look to initiatives to address them, we believe we can look forward with confidence as to the stewardship of your small business portfolio.

Again, thank you for your response, it was greatly appreciated.

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

OLIVER MOON
Chief Executive Officer

The following information is forwarded for the information of Members.

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This information is provided by:

Ray Lane
Compliance Officer
Retail and Service Industries Branch
WA Dept. of Consumer and Employment Protection
ph 08 9282 0683

Industry and Commerce 2007 - Register of Business Information

A business operating out of **Spain** has been named by **WA Scam Net** as misleading and deceptive.

The trader is duped into signing for what they believe is a "free listing" when the fine print actually has them agreeing to three years of entries at \$1200 per year. Please refer to the following websites for further information.

WA Scam Net at:

<http://www.docep.wa.gov.au/ConsumerProtection/scamnet/Scams/Industry_and_Commerc.html>

The ACCC have also placed a warning regarding this operator on their website.

<<http://www.scamwatch.gov.au/content/index.phtml/itemId/711406/fromItemId/694239>>

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AUSTRALIA-MALAYSIA BUSINESS COUNCIL (WA DIVISION) INC

AMBC wishes to advise all Western Australians & Malaysian business people that the Malaysian Minister for International Trade Datuk Rafida Aziz will be attending a seminar in Perth on August 3rd 2007 and any person or business who wishes to attend can contact the WA President of the Australian Malaysian Council - Robert Webster on his business phone 9345 2966 or fax 9345 2933.

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**AACCI COCKTAIL RECEPTION
FOR THE AMBASSADOR OF THE ARAB REPUBLIC OF EGYPT**

On the occasion of the first official visit of His Excellency Mr Mohamed M Tawfik, Ambassador of the Arab Republic of Egypt, the Australia Arab Chamber of Commerce and Industry requests the pleasure of your company at this special AACCI event.

This cocktail reception will provide an excellent opportunity for you to network with fellow AACCI members and like minded business people.

Date: Wednesday 18 July 2007

Time: 5:30pm to 7:00pm

Venue: Wardroom, South of Perth Yacht Club, Coffee Point, Applecross

Cost: Members \$20 / Non-Members \$30 (excl GST)

Proudly supported by Woodside Energy Limited

If you are able to attend this function please contact me on 9365-7740 / wa@austarab.com.au by Wednesday 11 July 2007.

Todd Barrett

Executive Officer (WA Chapter)

Australia Arab Chamber of Commerce and Industry

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