

South Australia. Getting on with business.

2017 Annual Small Business Statement



Government
of South Australia



Business.sa.gov.au



**SMALL
BUSINESS
IS AT THE
HEART OF
THE SOUTH
AUSTRALIAN
ECONOMY.**



Northern Adelaide's Meat Kings



\$75 Value Pack

- 1.5kg Lamb Roast
- 1kg BBQ Chicken Wings
- 1kg BBQ Sausages
- 1kg Beef Mince
- 1kg Rosemary & Mint Lamb Chops
- 10 Patties

D&S Quality Meats

facebook.com/dsqualitymeats/

Brothers Danny and Shane Gramazio grew up working in their parents' Dublin butcher shop before deciding to go out on their own, buying their first store in Springbank Plaza in Burton at the age most young men are thinking of buying their first car.

"We brought all our knowledge of what we had learnt in our parents' country store and we tried to replicate it in the city," says Danny.

"We quickly noticed that city people were very different with their eating and shopping habits.

"Country people are happy to take frozen meat and buy in bulk as they don't like shopping very often. But city people buy nightly, deciding what's for tea at around 4pm on the day, so they needed quick-cooking, easy meals.

"We came up with a few new products and built a good relationship with our customers, always giving them the same great quality we had in the country but with more pre-prepared, ready-made meals."

Two years after starting their business, the brothers were running a successful small business and turning over a healthy profit.

They've faced some ups and downs since then, particularly the dent to business confidence in northern Adelaide following Holden's closure announcement. But with a strong focus on growth, smart and affordable advertising, and finding and retaining quality staff, the Gramazio brothers weathered the storms and made the most of the downturns by taking up leases in empty shops.

In 2015 the second D&S Quality Meats outlet opened at Blakes Crossing, and the business has since grown rapidly across northern Adelaide.

With the assistance of the Small Business Development Fund, D&S Quality Meats has been able to continue its strong growth. They have recently opened their eighth store at Gilles Plains to feed the thriving communities of Adelaide's north.

"2017 has started with retail being very negative, not just in the north, but everywhere," says Danny.

"Even though our sales are down a bit, we aren't worried and we're not going to buy into the negativity that we have seen almost every year for one reason or another.

"We are just focusing on what we are doing and sticking to our business plan of providing customers great quality meat with quick and easy ready-made meals for busy people on the go."

D&S Quality Meats now employs 30 staff in stores located at Angle Vale, Blakeview, Burton, Mawson Lakes, Munno Para, Smithfield and Golden Grove.

Our service now offers educational early learning programs for 106 children from six weeks to six years of age.

Olivia Greiner, Director
Confident Kids Child Care
and Early Learning Centre



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A message from the Minister for Small Business



Small businesses remain at the heart of South Australia's economy, with 98 per cent of our state's 143,000 businesses employing fewer than 20 staff¹.

The past year has seen significant gains for our small businesses. The number of South Australian businesses has increased², and more of our businesses than ever are exporting their products and services around the world³. South Australia's businesses also survive longer than anywhere else in Australia, which reflects well on our economic environment⁴.

The South Australian Government is committed to making our state globally connected, competitive and the best place to do business. We recognise the challenges our businesses face, and we're determined to do all we can to support them and to remove any barriers to doing business.

Access to reliable, affordable and clean power is one of these challenges, and that's why we released the \$550 million *Our Energy Plan*. We've already begun to deliver on the plan, leading the way in ground-breaking renewable energy technologies and systems to ensure emergency back-up power.

We're also committed to ensuring our small business environment is competitive and cost-effective. We've permanently cut payroll tax to 2.5 per cent for small businesses, phasing up to the general rate of 4.95 per cent for businesses with a payroll of more than \$1.5 million, which will benefit an additional 1300 employers.

We've expanded our Job Accelerator Grant Scheme to encourage small businesses to take on apprentices and trainees, and our new \$120 million Future Jobs Fund grants and loans program will support businesses in key sectors to grow and create jobs for more South Australians.

We've established the Excellence in Business Fund – Growing South Australian Businesses, to co-fund industry-led programs and initiatives that build the capability and competitiveness of our state's businesses.

And we've strengthened the powers of the Industry Advocate to hold contractors to their commitments to use local businesses and local workers for government projects.

We recognise that effective consultation with the small business community is critical to delivering a strong, competitive sector, and that's why I established the Small Business Round Table in 2014. Feedback from more than 50 participating industry associations has helped to inform the actions in this 2017 Small Business Statement.

While we still have much work ahead to ensure small businesses continue to grow and create jobs in coming years, the 2017 Small Business Statement celebrates the success of policy and reforms we've put in place and looks to the future as we strive to make South Australia the best place to do business.

A handwritten signature in black ink, appearing to read 'Martin Smith', written in a cursive style.

Hon Martin Hamilton-Smith MP
Minister for Small Business

1. ABS 8165.0 - Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016.

2. Ibid.

3. ABS 5368.0.55.006 - Characteristics of Australian Exporters, 2015-16.

4. ABS 8165.0 - Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016.



The 2017 Small Business Statement highlights the successes and achievements of small businesses over the past year, our progress against the Action Plan set out in last year's Statement, and what we're planning to do over the coming year to help our small businesses thrive in local, national and international markets.

Small business snapshot

98%  There are more than 140,000 small businesses (employing 0-19 FTE) in South Australia = about 98% of all businesses⁵.

2%  2% of businesses are medium sized (20-199 FTE) and 0.1% are large (200+ FTE)⁶.

36%  Small businesses employ about 36% of the South Australian workforce (2014-15)⁷.

\$35b  Small businesses contribute \$35 billion to the economy annually, (2014-15) – up from \$34 billion⁸.

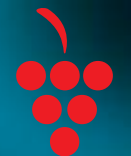
Industry contribution by small business⁹



Construction contributed 15% of the small business sector's share of GSP and accounted for 18% of the sector's workforce.



Professional, scientific and technical services contributed 8% of the small business sector's share of GSP and accounted for 12% of the sector's workforce.



Agriculture, forestry and fishing contributed 11% of the small business sector's share of GSP and accounted for 13% of the sector's workforce.



New South Australian businesses have a 57.2% survival rate, up from 54% in 2016 and the highest in Australia¹⁰.

5. ABS 8165.0 - Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016.

6. Ibid.

7. Econsearch Estimates of Small Business Data for South Australia 2014-15, commissioned by the Department of State Development.

8. Ibid.

9. Ibid.



10. ABS 8165.0 - Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016.

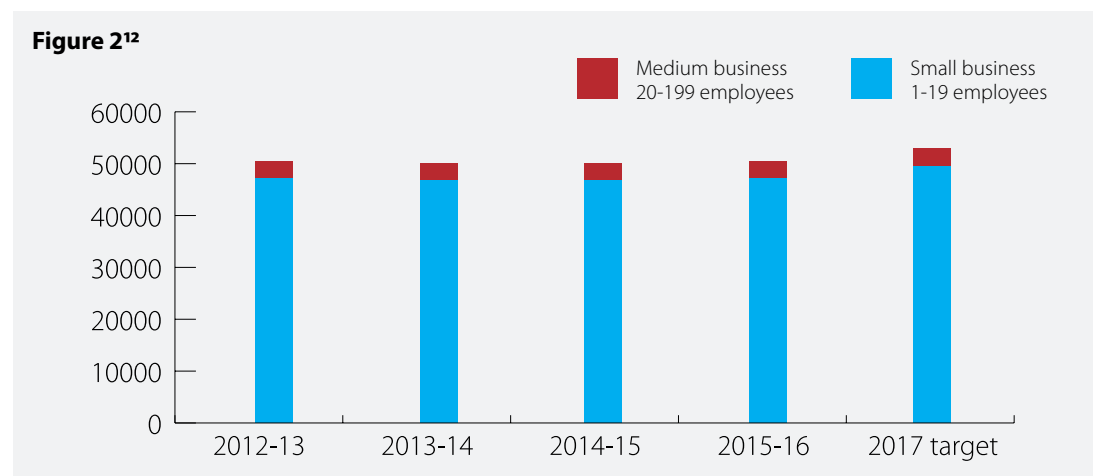
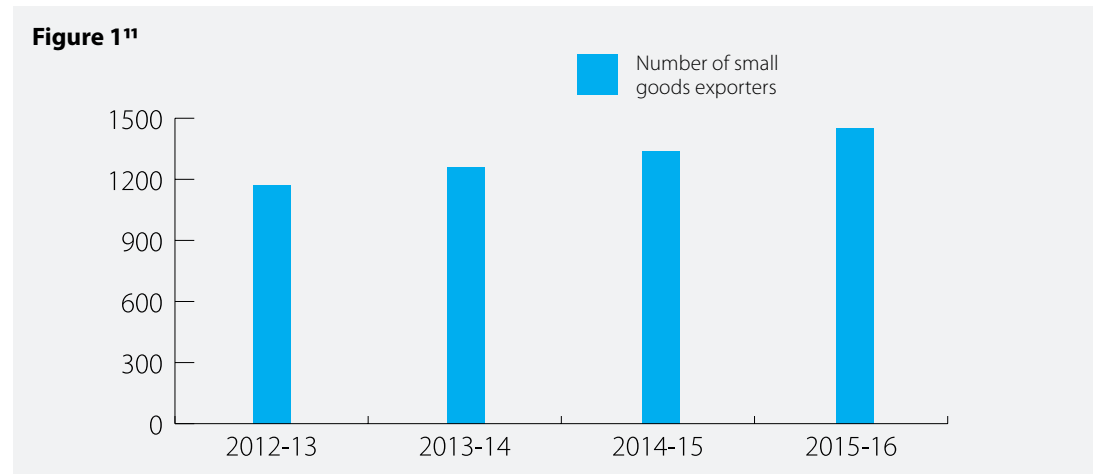
Economic Priorities

South Australia's 10 Economic Priorities aim to develop and boost our key sectors, such as tourism, health, food and wine, education and resources, and of course small businesses.

The targets that relate to small business are detailed in the table, right.

-  Unlocking the full potential of South Australia's resources, energy and renewable assets
-  Premium food and wine produced in our clean environment and exported to the world
-  A globally recognised leader in health research, ageing and related services and products
-  The Knowledge State – attracting a diverse student body and commercialising our research
-  South Australia – a growing destination choice for international and domestic travellers
-  Growth through innovation
-  South Australia – the best place to do business
-  Adelaide, the heart of the vibrant state
-  Promoting South Australia's international connections and engagement
-  South Australia's small businesses have access to capital and global markets

| Target | Progress |
|--|--|
| Increase the number of small businesses exporting by 10 per cent. | Objective achieved 24 per cent growth from 2013 to 2016 (Figure 1) ¹¹  |
| Establish new private sector financial market capacity to fund emerging businesses. | Objective achieved \$50 million South Australian Venture Capital Fund launched in July 2017  |
| Ensure business leaders have the capability to attract external capital. | Objective achieved The South Australian Early Commercialisation Fund launched in November 2016  |
| Increase the number of small and medium businesses by 5 per cent each. | Objective not yet achieved The number of small and medium businesses in South Australia has increased in 2015-16 following the South Australian Government's tax reforms and changes to the Return to Work scheme (Figure 2) ¹² . Recent government initiatives continue to support businesses to expand, such as the Job Accelerator Grant Scheme, Future Jobs Fund and Small Business Development Fund. Industry and the South Australian Government will continue to work together to help our businesses grow and achieve this target. |



11. ABS 5368.0.55.006 - Characteristics of Australian Exporters, 2015-16.

12. ABS 8165.0 - Counts of Australian Businesses, including Entries and Exits, Jun 2012 to Jun 2016.

Coordinated small business services

There is a wide range of services and information available to support South Australian small businesses through the Department of State Development, the Office of the Small Business Commissioner and the Industry Advocate. The new small business website provides a digital central point of contact and complements the Small Business Centre, which opened in 2016.

Small Business Centre
99 Gawler Place, Adelaide
www.business.sa.gov.au

Department of State Development

What we do

Deliver small business support programs, including the Small Business Development Fund for northern Adelaide, in partnership with industry groups and Local and Federal Government

Proactively engage with businesses and industry associations

Connect businesses with support, licensing information and advisory services run by the private sector, Local, State and Federal Governments

Consider issues and priorities for small businesses when developing government policy and industry strategy

Lead across-government policy development and strategic projects that maximise economic benefit to the state from government expenditure

Develop and implement policies that support small business participation in government projects

What we have delivered

Provided information to more than 14,000 small businesses, including business licensing information, online and printed resources

Established a small business engagement program to help small businesses grow and compete at both a business and industry-wide level

Launched the Southern Adelaide Small Business Advisory Service in partnership with the City of Marion and the City of Onkaparinga

Established the Excellence in Business Fund – Growing South Australian Businesses, to co-fund industry-led programs and initiatives that build the capability and competitiveness of the state's businesses

Supported small businesses in northern Adelaide to grow and create an expected 419 new jobs through the Small Business Development Fund

Revised and implemented the Industry Participation Framework with a greater focus on regional development, Aboriginal economic participation, innovation and investment attraction

Office of the Small Business Commissioner

What we do

Provide a range of services to help small business operators mediate and resolve disputes with other businesses, or Local or State Governments, with as little stress as possible

Distribute information to help small businesses manage their business and make informed decisions so that disputes are less likely to occur

Hold statutory responsibility for various Acts, such as the *Retail and Commercial Leases Act 1995* and the *Building and Construction Industry Security of Payment Act 2009*

What we have delivered

Handled more than 3400 enquiries in 2016-17, an increase of 11 per cent from last year, with more than half of the cases successfully resolved

Held 32 small business events and information sessions in 2016-17, including in regional areas such as Port Lincoln, Whyalla, Port Pirie and Mt Gambier

Established the Small Business Friendly Councils Initiative to improve relationships and connections between small business and Local Governments, beginning with the City of Whyalla in August 2017

Prepared amendments to the *Retail and Commercial Leases Act 1995* and the *Building and Construction Industry Security of Payment Act 2009* following extensive stakeholder consultation

Office of the Industry Advocate

What we do

Implement initiatives, in collaboration with industry, to help South Australian businesses successfully tender for government contracts

Manage, monitor and report on commitments made in Industry Participation Plans

Recommend changes to remove barriers to industry participation and make it easier for local businesses to tender for government contracts

What we have delivered

The South Australian Government has strengthened the Industry Advocate's power to ensure contractors on government projects comply with industry participation commitments to use local workers and suppliers

Almost 80 per cent of South Australian Government goods and services were supplied by companies with a predominant workforce within South Australia

Rolled out the South Australian Steel Industry Small Grants Scheme, with 25 businesses sharing a total of \$275,000 in grants, enabling them to create a potential 50 new jobs

Meet the Buyer events, since 2016, have attracted more than 1800 attendees aiming to improve their chances of winning government work by matching their product or service to South Australian Government buying requirements, and Supplying to Government workshops have attracted over 300 attendees to help improve the capabilities of local suppliers tendering for government opportunities

Since the Aboriginal Economic Participation Initiative was established in April 2016, 33 business have been successful in quoting or tendering for work with the South Australian Government from a total of 74 businesses listed on Aboriginal Business Connect

Small business **action plan**



The 2016 Small Business Statement included an action plan highlighting a range of activities and initiatives to help small businesses in South Australia be sustainable and grow.

These actions were developed following extensive consultation with industry to address the key challenges facing our small businesses and aim to help them to employ new staff, improve their competitiveness, access new markets, and to innovate.

The South Australian Government has made significant progress against these actions throughout 2017 and is continuing to engage with industry associations through the Small Business Round Table. This gives them the opportunity to raise and discuss issues and make direct contact with the range of businesses that use the government's services.

The Action Plan has begun to make a real difference, and the key challenges facing businesses continue to align to three pillars of action:

1. Make South Australia the best place to do business

The South Australian Government is committed to improving the operating environment for small businesses in South Australia

2. Help businesses to build their competitiveness

These actions aim to assist South Australian small businesses to gain and maintain a distinct competitive edge, which can withstand global competition

3. Make it easier to find new business opportunities

These actions aim to increase awareness of potential new business prospects and market opportunities for South Australia's small businesses

Action 1

Drive businesses to be more competitive

In March 2017, the South Australian Government launched Our Energy Plan to move South Australia towards self-reliance for its power. The plan will improve reliability, put downward pressure on electricity prices and create local jobs.



Progress is already underway to implement the plan:

The world's largest lithium ion battery will be installed in South Australia in partnership with Tesla and Neoen, providing 100 megawatts of storage

A 150-megawatt solar thermal power plant will be constructed by SolarReserve at Port Augusta to support the South Australian Government's energy requirements, boosting market competition and putting downward pressure on power prices

Two temporary back-up electricity power stations will be installed at Lonsdale and Elizabeth. The stations will initially operate on diesel fuel for the next two summers before being relocated to a permanent location to operate on gas

New South Australian Government powers over the electricity market will mean the South Australian Energy Minister can now direct electricity generators to turn on if there is supply shortfall

\$24 million in PACE gas grants will support five exploration and development projects and generate up to \$174 million in new investment by oil and gas companies in local production projects. Gas extracted through the grant scheme will be offered to South Australian electricity generators first, increasing the affordability of supply and putting downward pressure on prices. There will be a second round of \$24 million grants and new exploration licences will be finalised by the end of 2017

Further information:
www.ourenergyplan.sa.gov.au

Electricity prices

Battery storage and renewable technology fund

Australia's largest battery will be built in South Australia to store renewable energy and add stability to supply as part of a new \$150 million Renewable Technology Fund.

New generation more competition

The South Australian Government will use its bulk-buying power to attract new electricity generation to increase competition and put downward pressure on prices.

State-owned gas power plant

The South Australian Government will build its own gas power plant to have government-owned stand-by power available in South Australia for emergencies.

South Australian gas incentives

The South Australian Government will offer incentives to source more gas for use in South Australia, replacing coal-fired energy from Victoria.

Local powers over national market

The South Australian Government will legislate to give the Energy Minister direction over the market so South Australia's best interests always come first if there is an electricity shortfall.

Energy security target

A new target will increase South Australia's energy self-reliance by requiring more locally generated, cleaner, secure energy to be used in South Australia.

South Australian Energy Productivity Program

The Energy Productivity Program is available to businesses that use more than 160MWh of electricity each year to encourage them to invest in energy productivity measures.

Around 500 companies will receive up to \$15,000 to engage an external auditor to identify energy productivity opportunities. The majority of audits are still underway.

Energy Productivity Implementation Grants enable businesses to implement the recommendations of a recently completed energy audit.

- ✔ 65 businesses have applied for Energy Productivity Implementation Grants to date.

Further information: www.dpc.sa.gov.au

Tax reform

The South Australian Government has implemented South Australia's most comprehensive tax reform package, including abolishing business stamp duties, reforming Return to Work laws, and temporary cuts to payroll tax.

- ✔ Payroll tax has now been permanently cut to 2.5 per cent for small businesses with a payroll between \$600,000 and \$1 million.

Further information:
www.revenuesa.sa.gov.au

Job Accelerator Grant Scheme

The Job Accelerator Grant Scheme encourages businesses to hire additional employees and retain them for at least 12 months with grants of up to \$15,000.

- ✔ 4418 businesses have registered at least one job with the Job Accelerator Grant program.
- ✔ 12,402 employees have been registered.

GETTING ON WITH BUSINESS

Success snapshot Vale Plumbing

Success: Southern Adelaide company Vale Plumbing applied for a Job Accelerator Grant for small businesses and start-ups, and additional funding to employ an apprentice plumber under the Apprentice/Trainee Grant scheme.

Value: Vale Plumbing has been approved a grant of \$4500 to employ an apprentice and will be eligible to receive a further \$4500 if the apprentice remains with the company for two years.

Further information:
www.revenuesa.sa.gov.au

Action 2

Reduce red tape

Simpler Regulation Unit

The Simpler Regulation Unit consults with businesses and the community to cut red tape, remove unnecessary burdens and reform regulation to support innovation, new investment and jobs.

The South Australian Government's second annual Simplify Day in August 2017 identified 11 Acts of Parliament to be eliminated, and another 41 Acts and 27 regulations to be amended. These cover a broad range of areas including transport, fisheries and agriculture, licensing¹³, and commercial property management.

Further information: www.treasury.sa.gov.au

Office of the Small Business Commissioner

The Office of the Small Business Commissioner established the Small Business Friendly Councils Initiative to improve relationships and connections and to simplify interactions between small business and Local Governments. The City of Whyalla was the first council to join this initiative in August 2017.

Further information: www.sasbc.sa.gov.au

13. <https://yoursay.sa.gov.au/decisions/simplify-day/updates>



Action 3

Build business capability and provide information and services

Excellence in Business Fund – Growing South Australian Businesses

This initiative will co-fund industry associations, business enterprise centres and other eligible organisations to deliver programs that build the capability of South Australian small and medium sized enterprises to grow and create new jobs.

Further information: www.business.sa.gov.au

Southern Adelaide Small Business Advisory Service

Building on the success of the Tonsley Business Advisory service, a joint initiative of the City of Marion and the South Australian Government, the new Southern Adelaide Business Advisory Service is expected to support more than 1000 businesses across southern Adelaide to start, run and grow. Business owners can meet with advisors face-to-face to receive support tailored to them. This initiative is funded jointly by the South Australian Government, the City of Marion and the City of Onkaparinga for two years from 1 July 2017.

Small Business website

The South Australian Government has launched a new central website to provide easier access to relevant information and resources for small businesses, including services, workbooks and guides.

Further information: www.business.sa.gov.au

Small business workshop program (2016-17)

Small business workshops are designed to help small businesses grow and prosper, whether they are start-ups or established businesses. Key topics include business planning, digital business, cash flow, marketing and staffing.

In 2016-17, 39 workshops were held with 80 per cent of the workshops held in regional areas across the state.

Action 4

Ensure government and industry collaboration

Small Business Engagement Program

The Small Business Engagement Program helps small businesses to grow and become more competitive through targeted advice on the government programs, services and industry-led initiatives available to them.

70 one-on-one meetings were held with small businesses to gain an in-depth understanding of their growth and competitiveness issues, with 174 referrals made for potential solutions.

53 meetings were held with industry associations to gain an understanding of the services they offer to members, the opportunities and challenges their members face in running their businesses, and how the South Australian Government can work with them to support their members.

Further information: www.business.sa.gov.au



Action 5

Increase the number and diversity of local businesses winning public and private contracts

Industry Advocate

The Industry Advocate develops and implements reforms to generate more local jobs, local supplier inputs through supply chains and local investment from government contracts. It also helps small businesses get involved in government procurement.

Strengthened powers for the Industry Advocate to ensure contractors on South Australian Government projects comply with industry participation commitments to use local workers and suppliers

An expected \$480 million in sub-contracting out of \$538 million for three major construction projects awarded in 2016-17

The Industry Advocate's Connecting with Business program (including Meet the Buyer and Supplying to Government workshops) attracted more than 2000 attendees aiming to improve their chances of winning government work

Rolled out the South Australian Steel Industry Small Grants Scheme, with 25 businesses sharing a total of \$275,000 in grants, enabling them to create a potential 50 new jobs

Further information:
www.industryadvocate.sa.gov.au
Ph: 8226 8956

GETTING ON WITH BUSINESS

Success snapshot Iguana Creative

Success: Iguana Creative received a Small Business Steel Grant to assist building efficiency in the business. The bespoke metal fabricator has been a key contractor for metal work on the current O-Bahn project which the Office of the Industry Advocate played a critical role in.

Value: The business has recently grown by an additional eight employees as a direct result of South Australian Government contracts.



Industry Participation Policy Framework

The South Australian Government has implemented a revised Industry Participation Policy Framework that has a greater focus on regional development, Aboriginal economic participation, innovation and investment attraction.

Further information:
www.statedevelopment.sa.gov.au

Industry Capability Network

The Industry Capability Network (ICN) provides purchasers with a free sourcing service to identify Australian and New Zealand suppliers capable of supplying items that would otherwise be imported.

ICN provides specialist supply chain services, with industry experience in engineering, logistics and procurement. Its technical consultants have comprehensive knowledge of national industrial capability across all tiers of manufacturing.

In 2016-17, ICN facilitated more than \$11 million in contracts to South Australian and interstate suppliers.

Further information: www.icn.org.au
Ph: 1300 553 309

Action 6

Build partnerships between businesses

Clusters

Clusters are collaborative networks linking businesses, academia, finance, government, and supporting industries. The South Australian Government has invested \$4 million to develop six industry clusters across industries including defence, creative industries, water, medical devices and resources.

The clusters have conducted activities to secure domestic and export opportunities that generate long-term, high-value economic and employment growth in South Australia

Almost 270 companies have participated in the cluster program across the various sectors and have secured deals worth more than \$700 million

An independent review of the clusters program found that 55 per cent of participating companies have collaborated on research and development and 40 per cent have created joint production arrangements

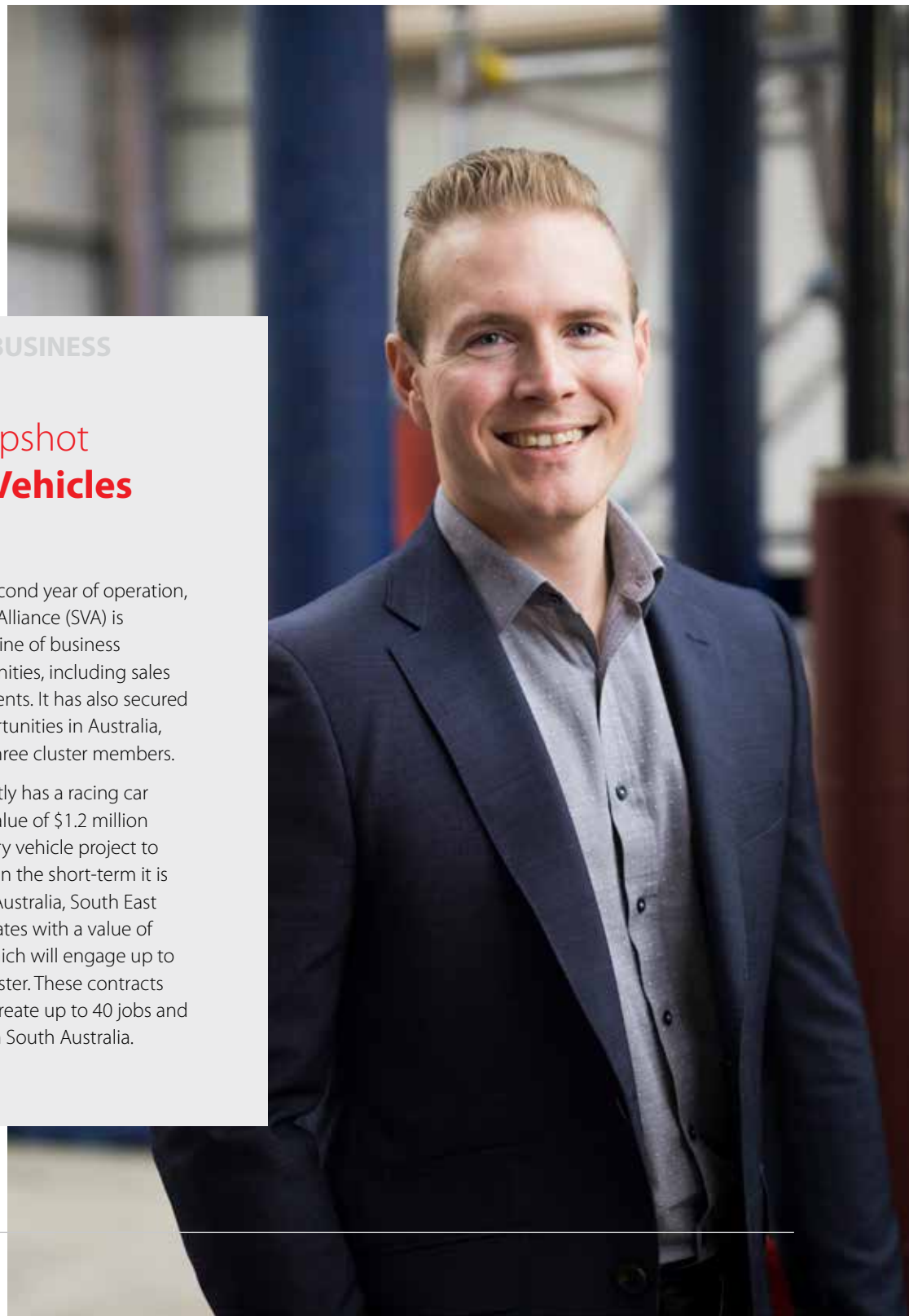
Two thirds of cluster participants had increased revenues in the past 12 months, and almost 70 per cent had increased employment

GETTING ON WITH BUSINESS

Success snapshot Specialist Vehicles Alliance

Success: Now in its second year of operation, the Specialist Vehicles Alliance (SVA) is building a strong pipeline of business development opportunities, including sales contracts and investments. It has also secured two commercial opportunities in Australia, each involving up to three cluster members.

Value: The SVA currently has a racing car sector project to the value of \$1.2 million and a prototype military vehicle project to the value of \$170,000. In the short-term it is pursuing contracts in Australia, South East Asia and the United States with a value of around \$60 million, which will engage up to 13 members of the cluster. These contracts have the potential to create up to 40 jobs and retain up to 100 jobs in South Australia.



Action 7

Connect businesses to global markets and supply chains

Export Partnership Program

The Export Partnership Program enables local businesses to apply for up to \$50,000 for eligible export projects and activities. The program helps companies access the right tools and support to build international networks, which can often be financially challenging to access.

The Export Partnership Program provided 81 grants totalling more than \$2 million in funding in 2016-17

From 56 of the 2015-16 grants, businesses have reported export sales as 10.6 per cent of their total sales (approximately \$9.8 million)

23 per cent of export sales for the coming 12 months will be directly attributable to the Export Partnership Program (\$26.1 million), showing many benefits are still to come

An average of 0.7 FTE per grant is directly attributable to the Export Partnership Program

Further information:

www.statedevelopment.sa.gov.au/epp

Ph: 08 8303 2400

Export Ready Program

The Export Ready Program, delivered by Business SA, has been developed especially for South Australian businesses seriously considering export as well as those looking to increase and optimise their export results. The program combines workshops, hands-on activities and templates, and one-on-one support from an export adviser over a seven-month period. Three groups are participating in 2017 with a total of 30 participants.

Further information:

www.business-sa.com/exportready

GETTING ON WITH BUSINESS

Press release distribution company looks to make news in the US

Innovative Highgate business Newsmaker is an award-winning, automated press release distribution service that helps companies strategically and effectively reach large audiences and track media campaigns.

Founded in 2004, the company now has more than 14,000 registered users and distributes more than 5000 press releases a month.

Chief Executive Officer Leila Henderson says a recent \$32,775 grant under the South Australian Government's Export Partnership Program will help the company to expand into the United States market.

"We can use the funds for in-market research and to create targeted marketing material for Preetio, our US version of Newsmaker, which includes an innovative media search feature for those who want to explore US media activities more deeply," Leila says.

"We'll be attending trade shows in Boston and San Francisco and our website will be upgraded to meet the demands for this market, including content generation and ensuring a high search engine optimisation (SEO) score."



The website will also be adapted and tailored to reach the target markets through Twitter, digital marketing and social media, including blogging. During this time the company hopes to expand its workforce to more than five employees.

"Without the grant, this might have been difficult to achieve, or taken much longer," Leila says.

"We are delighted the State has chosen to support our company and we're determined to make the best possible use of the funds to increase our export opportunities."

www.newsmaker.com.au

Action 8

Boost access to capital for growth

Small Business Development Fund

The Small Business Development Fund offers two matched-funding grant programs for small businesses and start-ups in the Playford, Port Adelaide Enfield and Salisbury council areas:

Start-Up Business Grants - up to \$20,000 for new businesses and start-ups

Business Expansion Grants - between \$10,000 and \$100,000 for business expansion and to create jobs

This \$10 million program is funded to 30 June 2019. The Small Business Development Fund has so far provided more than \$1 million in grants to 64 start-ups, which is expected to create more than 120 jobs.

Just under \$5 million in grants is supporting 67 existing small businesses to expand, and is expected to create more than 290 jobs in northern Adelaide.

Further information: www.business.sa.gov.au

South Australian Early Commercialisation Fund

This \$10 million fund provides grants and assistance to innovative, high-growth ventures with national and global market potential, helping innovators and entrepreneurs to commercialise their intellectual property.

The South Australian Government has provided more than \$3 million in grants, which has been matched by an industry contribution of around \$2 million.

Further information: www.techinsa.com.au
Ph: 08 8217 6400

GETTING ON WITH BUSINESS

Success snapshot Dirtybits Pty Ltd (SA Motorcycles)

Success: SA Motorcycles received a \$100,000 grant to expand its front of house operations to retail a second brand of motorcycle.

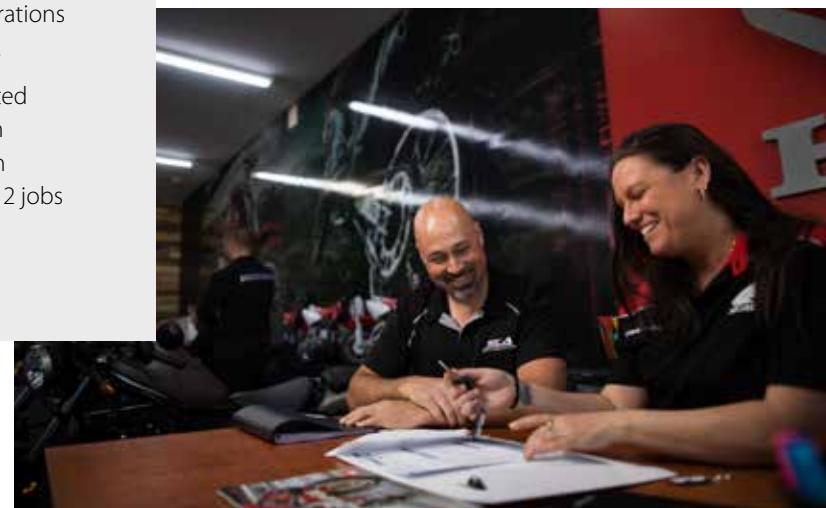
Value: While initial projections predicted that 10 jobs would be created through the expansion, the project has been an outstanding success and has created 12 jobs within 10 months.

GETTING ON WITH BUSINESS

Success snapshot BZpay Holdings Pty Ltd

Success: BZpay Holdings Pty Ltd received a total of \$300,000 through the South Australian Early Commercialisation Fund to develop an innovative transaction platform solution, delivering new efficiencies and financial benefits to settlement trade obligations.

Value: Since the first tranche of funding was awarded, the company has leveraged more than \$250,000 in investment and employed five staff. BZpay expects to employ more than 80 people in the next two years, reaching \$11 million in turnover.



Future Jobs Fund

The \$200 million Future Jobs Fund was established to encourage investment, help build new industries and continue to support the state's growth sectors, which are already competing successfully in the global market.

The fund offers a series of grants and low interest loans to help businesses expand and create jobs in growing sectors, including:

Shipbuilding and defence

Renewable energy and mining

Tourism, food and wine

Health and biomedical research

IT and advanced manufacturing

As part of the \$200 million fund, \$50 million of grants and \$70 million of low interest loans are available to support businesses and grow local jobs.

The Future Jobs Fund has received 435 applications for business case support grants to date, with 247 successful applications.

Further information: www.treasury.sa.gov.au

Automotive Supplier Diversification Program

The Automotive Supplier Diversification Program (ASDP) is assisting South Australian automotive component manufacturing companies to diversify into new revenue streams, grow their business, secure employment and explore export potential.

The program has engaged with automotive supply chain companies and linked them into new markets and workforce support opportunities. It has also facilitated business-to-business engagement between automotive and non-automotive companies to identify potential growth opportunities.

Almost \$5 million in grant funding has been committed under ASDP, which will facilitate more than \$11 million in investment into South Australia.

Further information:
www.statedevelopment.sa.gov.au

Image credit: Eric Algra

Action 9

Support South Australian entrepreneurs to innovate and create new opportunities

GigCity Adelaide

The South Australian Government's \$7.6 million¹⁴ GigCity Adelaide program is providing high speed internet services to key innovation sites and co-working spaces across metropolitan Adelaide, including the Tonsley Innovation District, TechInSA, Stretton Centre and St Paul's Creative Centre.

GigCity Adelaide was switched on in August 2017, with businesses now able to access affordable high-speed internet at innovation precincts across Adelaide.

The South Australian Government is also exploring opportunities to extend the GigCity network to new innovation precincts planned for Whyalla and Mount Gambier.

Further information: www.gigcity.com.au

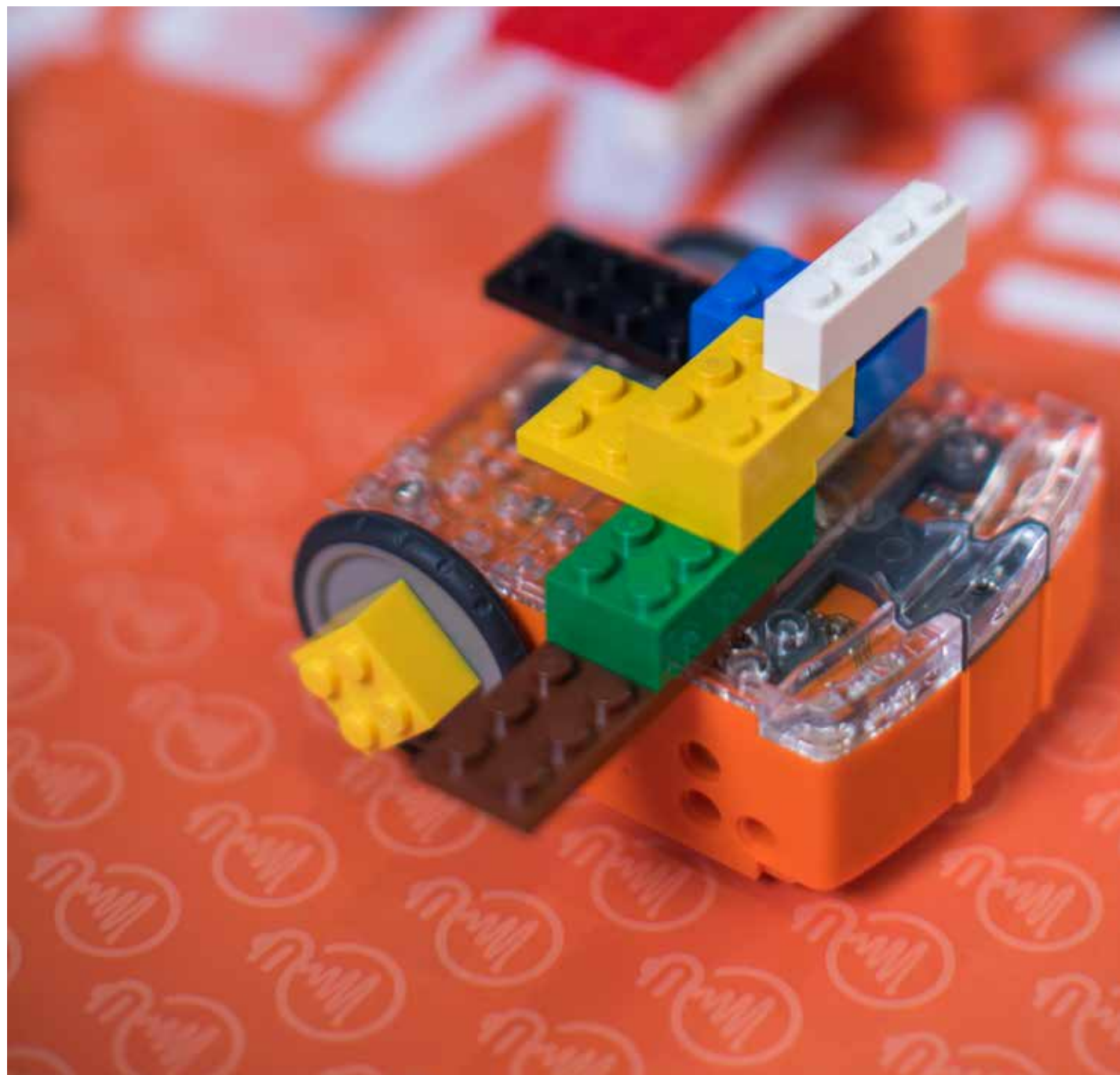
Innovation Voucher Program

The Innovation Voucher Program awards vouchers of up to \$50,000 to eligible research and development projects that partner with small-to-medium enterprises with an annual turnover of less than \$200 million. These collaborations drive innovation and result in new manufactured products or processes that increase productivity and profitability.

Since the program commenced, it has supported 89 projects for new or enhanced products, processes and systems.

Further information:
www.statedevelopment.sa.gov.au

14. <http://gigcity.com.au/news/gigcity-ultra-fast-internet-network-lit-up/>



GETTING ON WITH BUSINESS

Success snapshot Edison robot helps local company to expand

Innovative South Australian company Microbric has developed an educational robot to help teach electronics, robotics and programming to students in different year levels.

The business received \$20,000 in funding in 2013 through the South Australian Government's Innovation Voucher Program for the Edison robot, which was instrumental in allowing the project to progress beyond the conceptual stage.

Managing Director Brenton O'Brien says his company used the funding to collaborate with Andrew Rogers Industrial Design to create working prototypes.

"These prototypes significantly contributed to Edison's successful Kickstarter campaign in 2014, raising \$105,000 in pledges," Brenton says.

"To date, more than 150,000 Edison robots have been sold, both directly and through a rapidly growing international dealer network of more than 70 dealers.

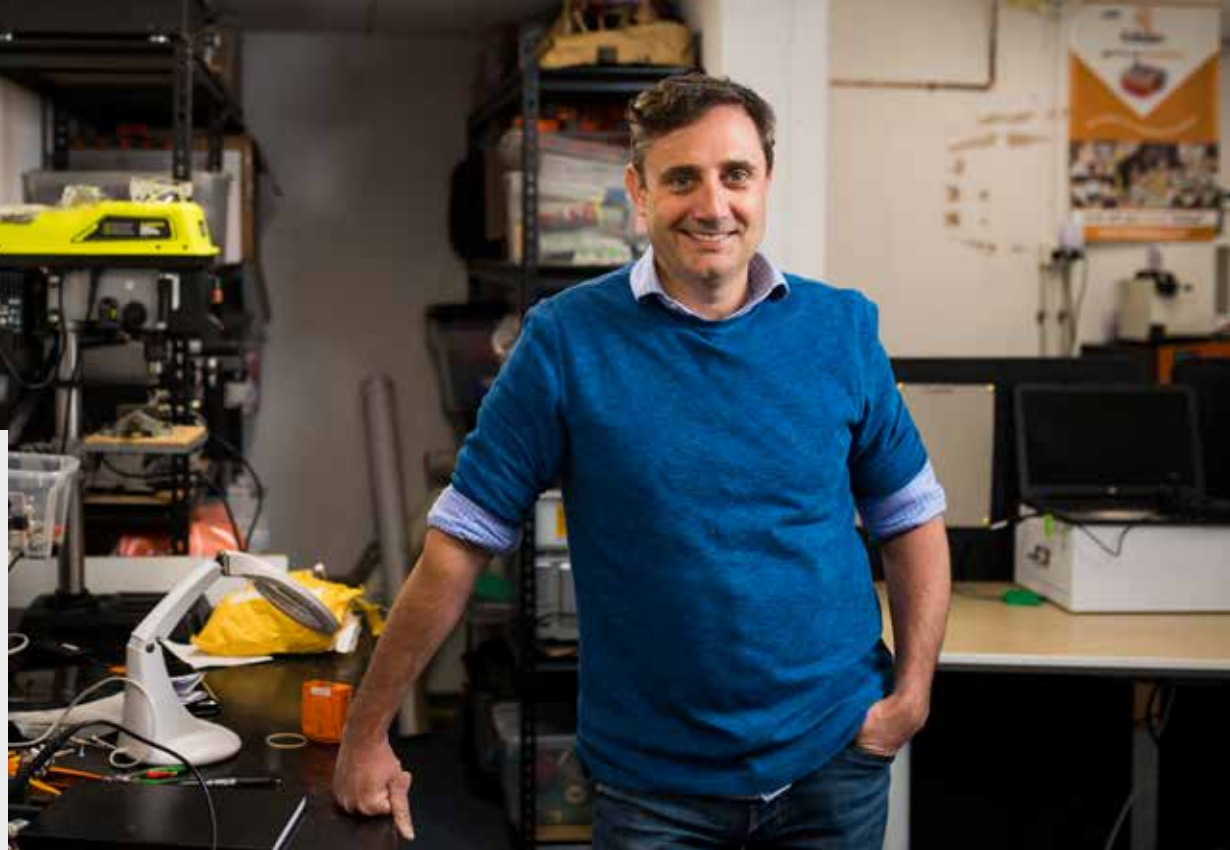
"These sales have brought \$5 million of revenue into the state, creating full-time employment for five people working from our Tennyson office, plus additional local contractors providing services for software, firmware, electronics and website development.

"We continue to work with our research service provider Andrew Rogers Industrial Design both for supply of the Edison robot and ongoing design improvements and upgrades.

The company was recently awarded another Innovation Voucher grant of \$50,000, and Brenton says the company's plans for the future include filling out its product offering to cover all educational years.

"While the Edison robot caters for grades 3 to 10, we plan to use this latest innovation voucher to develop a product suited to younger year levels," he says.

www.meetedison.com



Future Industries Institute

The South Australian Government supports the Future Industries Institute at the University of South Australia to improve collaboration between universities and business. The Future Industries Accelerator supports three streams of activity:

Access to research infrastructure

Research and development voucher program

Mobility program for placements of researchers into business and vice versa

Ten companies are engaged in accessing research infrastructure at the Future Industries Institute.

More than \$890,000 has been awarded to 13 research and development voucher projects spanning the health, advanced manufacturing, food, wine and agriculture, biomedical, and mining and exploration sectors. These projects have leveraged more than \$590,000 of cash and in-kind contributions from industry partners.

✔ Launched the Mobility Grants Program.

Further information:
fii.unisa.edu.au/engage-with-us/fia

Action 10

Protect businesses from unfair practices

Action Plan

progress summary

Progress against the actions outlined in the 2016 Small Business Statement

South Australian Small Business Commissioner

The Small Business Commissioner helps small businesses resolve disputes involving other businesses, landlords and local and state government bodies. All South Australian small businesses are encouraged to contact the office for confidential help and advice regarding a dispute.

55% of closed dispute cases were successfully resolved in 2016-17

24% of closed dispute cases had assistance provided in 2016-17

32 information sessions were held in 2016-17

13 events were held in regional South Australia in 2016-17

Further information: www.sasbc.sa.gov.au
Ph: 1800 072 722

GETTING ON WITH BUSINESS

Success snapshot

A small manufacturing business approached the Office of the Small Business Commissioner for assistance because their ability to continue operating at their leased business premises was impacted by a dispute between the owner and the owner's bank.

The Office of the Small Business Commissioner worked with the manufacturer for more than two years, negotiating on its behalf with the financial institution, which resulted in the sale of the property and the purchaser negotiating a new lease with the small manufacturer.

The small manufacturing business was able to continue trading in its existing premises, securing the future of six jobs.



Action 1: Drive businesses to be more competitive

| | |
|---|-------------|
| Tax reform | Delivered |
| Job Accelerator Grant Scheme | Now open |
| SafeWork SA | Now open |
| Industry program and trade waste initiative | Now open |
| Growing South Australia's companies | Now open |
| Electricity prices | In progress |

Action 2: Reduce red tape

| | |
|---|-------------|
| Simpler Regulation Unit | Now open |
| Premier's Speed Initiative | In progress |
| Small Business Friendly Councils Initiative | Now open |

Action 3: Build business capability and provide information services

| | |
|---|-----------|
| Small Business Centre | Now open |
| Business information sessions | Now open |
| Small business website (new) | Delivered |
| Southern Adelaide Business Advisory Service (new) | Now open |
| Australian Business Licence and Information Service | Delivered |
| GrantAssist | Delivered |
| Small business support finder | Delivered |
| Small business contact service | Delivered |
| Small business workshop program | Delivered |
| Agribusiness growth program | Now open |
| WorkReady | Now open |
| Environment Protection Authority advisers | Now open |
| Accelerators and co-working spaces | Now open |
| South Australian regional tourism managers | Now open |
| Regional managers – skills and employment | Now open |

Action 4: Ensure government and industry collaboration

| | |
|-----------------------------|----------|
| Business Engagement Program | Now open |
|-----------------------------|----------|

Action 5: Increase the number and diversity of local businesses winning public and private contracts

| | |
|---|-----------|
| Industry Capability Network | Now open |
| The Industry Advocate | Now open |
| Industry Participation Policy Framework (new) | Delivered |
| Connecting with Business Program | Now open |
| Tender Ready workshops | Delivered |
| Aboriginal Business Connect | Now open |

Action 6: Build partnerships between businesses

| | |
|----------|-----------|
| Clusters | Delivered |
|----------|-----------|

Action 7: Connect businesses to global markets and supply chains

| | |
|---|-----------|
| Export Partnership Program | Now open |
| Business missions | Now open |
| Export Ready Program | Now open |
| Australian Tourism Exchange | Delivered |
| Premium Food and Wine Credentials Grant Program | Now open |

Action 8: Boost access to capital for growth

| | |
|---|-----------|
| Future Jobs Fund | Now open |
| Unlocking Capital for Jobs | Now open |
| Small Business Development Fund | Now open |
| Business Transformation Voucher Program | Delivered |
| South Australian Early Commercialisation Fund | Now open |
| Venture Catalyst | Delivered |
| Automotive Supplier Diversification Program | Now open |

Action 9: Support South Australian entrepreneurs to innovate and create new opportunities

| | |
|---|-----------|
| Vibrant Adelaide | Now open |
| Adelaide GigCity | Delivered |
| The Polaris Centre Digital Growth Program | Now open |
| Adelaide Smart City Studio | Delivered |
| Innovation Voucher Program | Now open |
| Manufacturing Technologies Program | Now open |
| Future Industries Institute | Now open |
| South Australian Young Entrepreneurs Scheme (SAYes) | Now open |
| Innovyz | Now open |

Action 10: Protect businesses from unfair practices

| | |
|-----------------------------|----------|
| Small Business Commissioner | Now open |
|-----------------------------|----------|

Small business highlights



Goods and services procurement

Value of public projects to South Australian suppliers has risen to 80 per cent since the Industry Advocate was established, up from 65 per cent three years ago



CommSec State of the States

SA economy ranked 4th, with unemployment now 3.5 per cent below the decade average and at a five year low (5.8 per cent)



Public expenditure to SMEs

90 per cent of sub-contracts on projects over \$50 million awarded to SA-based SMEs



Adelaide full time labour costs¹⁵

Lowest labour costs of mainland states



Lonely Planet named Adelaide's West End one of the top three coolest neighbourhoods in Australia (Nov 2017)



Simplify Day

11 Acts of Parliament eliminated, and a further 41 Acts and 27 regulations amended



Small goods exporters

1450 small exporters in 2015-16, including 27 per cent manufacturers and 29 per cent from wholesale trade



KPMG 2016 biennial Competitive Alternatives report

Adelaide ranked most cost-competitive city (2016)



ANZ/Property Council Survey

Business confidence remained positive over 2017, reaching 133 for the September 2017 quarter



Apprentices

Up to \$15,000 to employ an apprentice or trainee under the Job Accelerator Grant for companies with a payroll under \$5 million



Security for sub-contractors

Amending the *Building and Construction Industry Security of Payment Act 2009* to ensure sub-contractors get paid



Small business exporting

Export Partnership Program provided 54 businesses more than \$1.2 million in 2016-17 to expand internationally



Payroll tax cut

Permanent payroll tax rate of 2.5 per cent for small businesses from 1 July 2017



GSP contribution¹⁶
\$35 billion (2014-15)



Employment

5.8 per cent unemployment (seasonally adjusted) at July 2017



Lonely Planet Best of Travel 2017

Ranked 5th (2018 ranking not yet released)

RANKED 5th

Liveable City – Economist Intelligence Unit

Adelaide named 5th most liveable city in the world for the sixth year in a row



\$10 million Small Business Development Fund

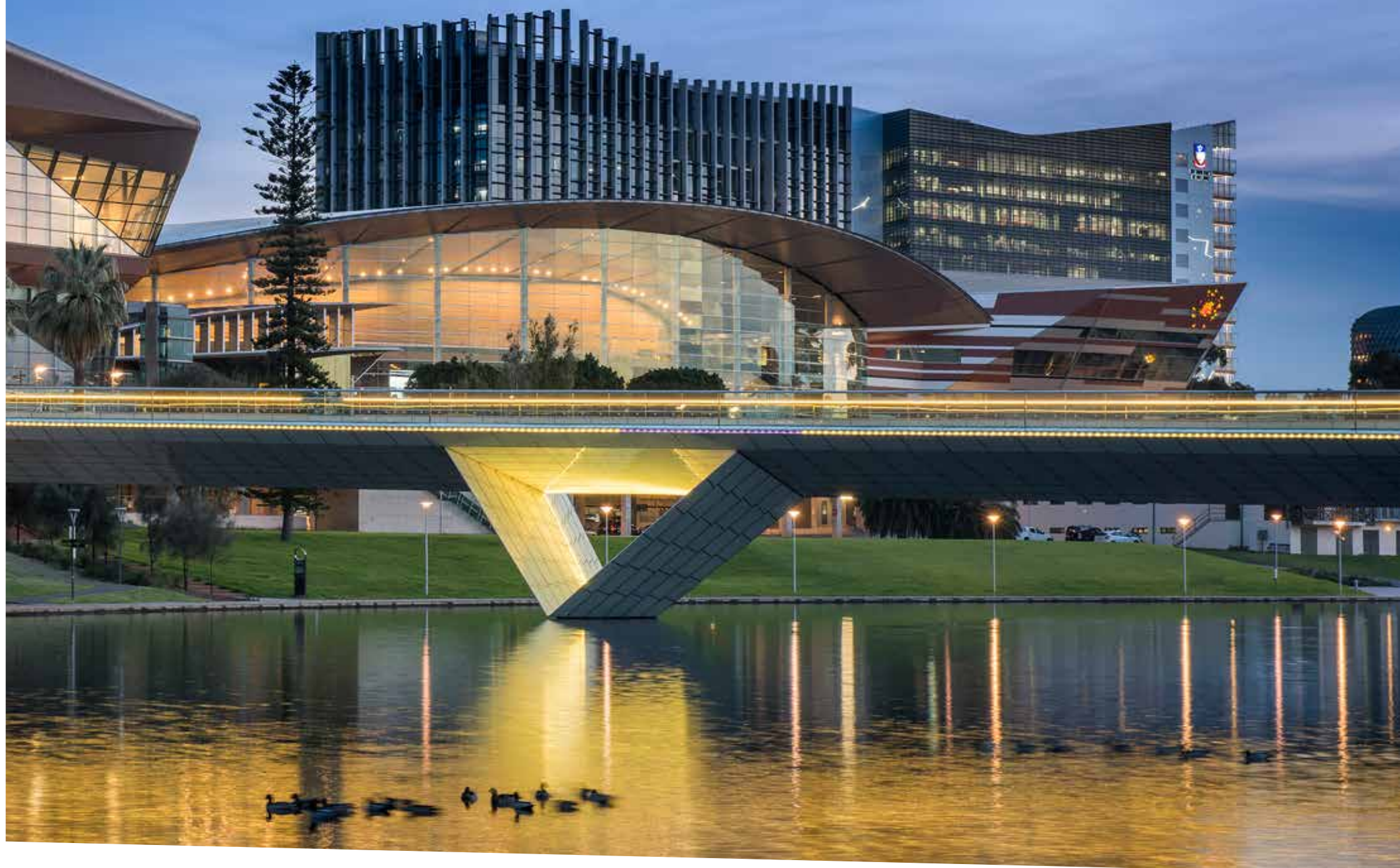
More than 400 jobs expected

15. ABS Weekly Earnings.

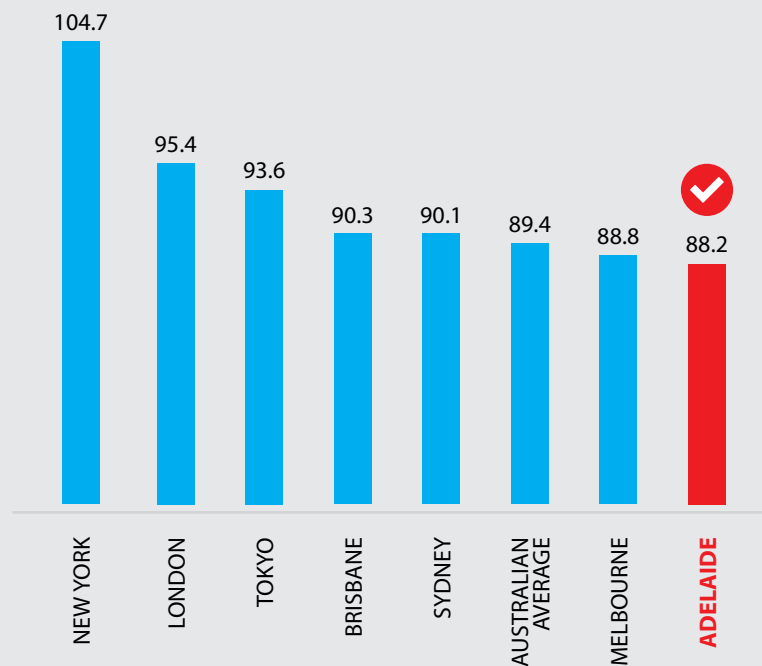
16. Econsearch Estimates of Small Business Data for South Australia 2014-15, commissioned by the Department of State Development.

Looking ahead

While considerable progress has been made through the Small Business Action Plan, it is essential that the South Australian Government continues to look forward to keep the momentum going.



Cost of doing business



"We've expanded our Job Accelerator Grant Scheme to encourage small businesses to take on apprentices and trainees, and our new \$120 million Future Jobs Fund grants and loans program will support businesses in key sectors to grow and create jobs for more South Australians."

Hon Martin Hamilton-Smith MP
Minister for Small Business

The South Australian Government continues to support the state's small businesses through a number of new projects, programs and opportunities that will boost the state's economy and create hundreds of highly-skilled jobs.

A range of business growth initiatives were announced in the 2017-18 State Budget, including:

More than **\$200 million** for the Future Jobs Fund to build new industries and drive employment growth in key sectors, including:

- **\$120 million** in loans and grants to businesses for job creation
- **\$60 million** to attract new inward investment in key industries
- **\$14.5 million** to secure major events in South Australia
- **\$5 million** to further support automotive supply chain companies to adapt to change
- **\$2 million** to extend the 'I Choose SA' campaign to encourage consumers to actively look for local goods and services

A further **\$8.1 million** to extend the Job Accelerator Grant scheme to support businesses to hire new apprentices and trainees

Permanent payroll tax cuts for small businesses, reducing rates to 2.5 per cent for firms with a payroll between **\$600,000** and **\$1 million**

\$550 million to implement Our Energy Plan to secure the state's energy future and deliver reliable, affordable and clean power

A record infrastructure spend of **\$9.5 billion** over four years, which will support local businesses and jobs

A further **\$2.9 million** to extend the GigCity network to new precincts

\$1.6 million to support work to secure the Arrium steelworks in Whyalla

\$11.4 million through the Ageing Well initiative to develop products and services for the social wellbeing of older people¹⁷.

17. https://service.sa.gov.au/cdn/statebudget/budget201718/pdfs/budget/2017-18_budget_overview.pdf

Focus on future industries



As the state's economy continues to transition towards high value-adding industries, opportunities for small businesses to access new markets, to develop and adopt new technologies, to create sustainable jobs, and to participate in major projects will span a range of business types and industry sectors.

These are some of the key sectors and technology areas for South Australian small business growth that are supported by the South Australian Government.

Defence

The defence industry is a huge area of growth for the state and is a vital part of the transition to advanced manufacturing, targeting an economic contribution of \$2.5 billion by 2020. There are a range of defence projects in the pipeline, providing potential opportunities for a wide range of businesses across the state.

South Australia has a strong, capable and growing defence industry, with the bulk of the nation's \$89 billion naval shipbuilding program to occur in South Australia. The \$35 billion Future Frigate Program, due to commence in 2020, and the \$50 billion Future Submarine Program, due to commence in 2022, will be based in South Australia, along with significant projects such as the Woomera Range upgrade and the Jindalee Operational Network (JORN) enhancement project.

Local companies are already looking to either expand or diversify from other sectors into the defence industry. Cutting-edge science is at the core of major defence programs, and from that, innovative new manufacturing technologies will be born and workforces transformed to a new level of sophistication.

Previous defence projects have demonstrated this – such as the Collins-class submarines that brought advanced welding techniques, ANZAC frigates that had modular construction and the Huon minehunters which introduced advanced fibre-glass construction.

These future naval shipbuilding programs will bring new technologies to South Australia as the state moves into the age of the digital shipyard and new propulsion and battery technologies.

Space

In recent years, the global space sector has undergone a significant evolution in technological development, knowledge dissemination and overall size. Between 1998 and 2015, space-sector growth was about three times the annual growth rate of the world's GDP. Applications of space-related technologies are varied and growing, such as agribusiness, energy, communications, telemedicine, distance learning and cyber security.

South Australia is already home to more than 60 space-related organisations, and the South Australian Government is committed to developing strategies to grow the local industry and to increase research and development collaboration, as well as international engagement¹⁸.

In September 2017, South Australia hosted the International Astronautical Congress, which showcased South Australia's space capacities and attracted around 5100 delegates, including the heads of all the major space agencies and Space X founder, Elon Musk.

The South Australian Government has also created the nation's first dedicated centre, the South Australian Space Industry Centre, to grow the local space economy and create high-tech jobs for the future.



18. <http://www.defencesa.com/upload/Space%20Innovation%20and%20Growth%20Strategy%20February%202017.pdf>



Medtech, health and life sciences

The number of South Australians aged 65 and over is expected to increase to around 530,000 by 2050, a trend reflected across the region¹⁹. This growth provides a vast range of opportunities for small businesses in South Australia to develop and offer services, technologies and products that support the state's ageing population to live well.

South Australia has significant local expertise in health and life sciences research and advanced manufacturing. Growing opportunities in the medtech and health sciences industries include digital healthcare, medical device manufacturing, clinical trials, nutraceuticals, pharma and biotech.

Adelaide BioMed City is one of the largest health and life sciences clusters in the southern hemisphere, bringing together institutions from research, education and clinical care, right through to business development and incubation. The South Australian Government also supports TechInSA at Thebarton, providing access to finance, business incubation and advice. TechInSA is co-located with more than 60 high-tech companies, many in the health and life sciences industries.

Renewable energy

Around the world, trillions of dollars are being invested in renewable energy. With abundant natural resources, South Australia has been leading Australia's efforts to increase renewable energy use. South Australia's significant installed capacity in renewables has translated into investment to the state of more than \$7.5 billion to date, creating new industries and jobs.

South Australia remains committed to generating more of its power from renewable sources, with opportunities for small businesses in areas ranging from installation and maintenance of solar panels and battery storage, to emerging high-tech industries in the hydrogen economy.

The South Australian Government's Our Energy Plan set a target requiring energy retailers to source more electricity from cleaner generators, and established a \$150 million Renewable Technology Fund that supports projects to make renewable energy available to power the state when it is needed.

The Fund supports innovative companies and entrepreneurs, and the first project, installation of the world's largest lithium-ion battery in the state's mid-north, has already generated flow-on opportunities for local businesses in hospitality, construction and ongoing maintenance.

Industry 4.0

The 4th Industrial Revolution, also known as Industry 4.0, is a means of increasing the competitiveness of manufacturing industries by integrating cyber-physical systems into factory processes, or the ability to mass produce highly customisable products through the integration of smart, internet-connected machines, data, artificial intelligence and human labour.

Industry 4.0 is impacting on business models, value creation processes and products by eliminating barriers such as distance to markets, access to customers and data, and computing capability. These developments provide many opportunities for small businesses. I4.0 can help small businesses become more productive, more efficient and help them develop new products and services.

For example, sensors can help a manufacturing business better understand and improve how its factory performs, including ideal processing speeds and controlling quality. Monitoring power use via sensors helps businesses identify in real-time when they are using the most energy, and when they may be able to reduce their energy use by changing their processes.

The South Australian Government is helping small businesses to take advantage of these opportunities in a number of ways, including the Manufacturing Technology Centre in Mawson Lakes, a one-stop-shop for companies to find out about new technological developments, and by supporting the Tonsley Manufacturing Innovation Hub to purchase a cyber-physical factory where businesses can interact with a fully functioning Industry 4.0 facility.

19. <http://www.adelaidenow.com.au/business/the-ageing-population-at-home-and-abroad-is-a-massive-opportunity-for-sa-edb-chairman-raymond-spencer-says/news-story/d448e88534a23cad54314fc96face8d2>

Investing in our strengths



In addition to the opportunities in emerging industries and technologies, many of the state's existing industry sectors are poised for rapid growth. These growth sectors are underpinned by significant investment from the South Australian Government, in recognition of their importance to the state's economy.

National Disability Insurance Scheme (NDIS)

The NDIS shifts the power to choose services from state governments and disability service providers to the individual receiving disability support. The NDIS is being rolled out gradually across South Australia, with children entering the scheme since 2013 and adults from July 2017. An estimated 32,300 people are eligible for the NDIS in South Australia, giving both mainstream and new businesses the opportunity to provide a range of services to people with a disability.

Jobs: Estimated between 5100 and 6000 new FTE positions, creating a total workforce of approximately 11,400 FTE²⁰

Value: An estimated \$1.5 billion spent on disability support per annum in South Australia²¹

20. <https://ndis.gov.au/html/sites/default/files/South%20Australian%20Market%20Position%20Statement.pdf>

21. Ibid

22. <https://www.premier.sa.gov.au/index.php/jay-weatherill-news-releases/7910-green-light-for-northern-adelaide-irrigation-scheme>

Food, wine and agribusiness

South Australia's food industry has a global reputation for producing premium food and wine for both local consumption and international export.

As well as being ideally placed to access large markets in Asia, the state's food industry continues to innovate, develop and adopt world-leading practices.

South Australia is home to some of the country's premier research and development organisations which enable greater collaboration and the sharing of infrastructure and expertise.

The South Australian Food Innovation Centre (SAFIC) was established to support innovation and encourage commercialisation of new ideas and products, and the Australian Wine Research Institute is part of a unique Wine Industry Cluster that includes the South Australian Research and Development Institute, the Commonwealth Scientific and Industrial Research Organisation, the University of Adelaide's Wine Science Group and the Industrial Transformation Training Centre for Innovation Wine Production.

State and Australian Government funding support for the \$155.6 million Northern Adelaide Irrigation Scheme will also position the northern plains as a premier intensive, high-tech food production zone. The scheme will transform the region into a national industry leader, help the industry to expand and become more competitive, and drive job creation in northern Adelaide

Jobs: An independent economic assessment has identified the extra 12 gigalitres (GL) of recycled water will create an estimated 3700 jobs in the region, growing to 6000 jobs when at the full 20 GL capacity

Value: The scheme is estimated to add \$578 million a year to the state's economy, building to \$1.1 billion a year when at the full 20 GL capacity²²



Construction

The South Australian Government's continued investment in infrastructure will give small businesses opportunities to win work on major projects²³.

Northern Connector road construction, due for completion in mid-2019

Jobs: 480 per year during construction
Value: \$985 million

Festival Plaza upgrade, commenced in 2017

Jobs: Estimated 2500 during construction, 400 ongoing (total for all precinct projects)
Value: More than \$900 million (total for all precinct projects)

Gawler rail line electrification project, due for completion in 2020

Jobs: 135 per year during construction
Value: \$152.5 million

Oaklands crossing upgrade, due to commence in 2018

Jobs: 160 construction jobs estimated
Value: \$174 million

Main South Road Stage 1 duplication, due to commence in 2019

Jobs: 164 per year during construction
Value: \$305 million

Mining and Energy Services

Our Energy Plan will not only help secure South Australia's energy needs and drive down prices, but may also offer opportunities for small businesses to participate in major projects.

Aurora solar thermal power plant at Port Augusta, due to commence in 2018²⁴

Jobs: Estimated 650 jobs during construction and 50 ongoing
Value: \$650 million

Gas exploration projects in the Otway and Cooper basins²⁵

Value: \$174 million

Oz Minerals' Carrapateena copper mine development, due to be completed in 2019²⁶

Jobs: 1000 during construction and 550 ongoing
Value: \$916 million



Tourism

The South Australian Government has invested an additional \$70 million in tourism funding to market South Australia nationally and internationally and attract major events and conferences. Of this, \$14 million has been used to undertake additional marketing in China, India, Malaysia and Singapore as well as markets like the United Kingdom, Europe, the United States and New Zealand. Opportunities for small businesses in the South Australian tourism sector will continue to grow as more major airlines and direct flights to Adelaide are attracted to the state, increasing national and international recognition for South Australia's tourism industry²⁷.

The South Australian Government has invested an additional \$14.5 million for a Major Events and Conferences Bid Fund to continue to ramp up the state's offering and maintain a competitive advantage over interstate counterparts in attracting more international and domestic visitors to South Australia²⁸

Value: \$8 billion visitor economy in South Australia by 2020

23. <https://statedevelopment.sa.gov.au/upload/investment-and-trade/investmentandtradestatement2017.pdf?t=1506657563627>

24. <https://www.premier.sa.gov.au/index.php/jay-weatherill-news-releases/7896-port-augusta-solar-thermal-to-boost-competition-and-create-jobs>

25. <https://www.premier.sa.gov.au/index.php/tom-koutsantonis-news-releases/7217-gas-grants-and-new-exploration-area-to-boost-local-supply>

26. <http://www.abc.net.au/news/2017-08-24/carrapateena-mine-to-create-up-to-1000-jobs/8839020>

27. <http://tourism.sa.gov.au/news-and-media/news/2017/jun/07/international-tourism-cracks-one-billion-dollars-for-the-first-time-in-south-australia>

28. <http://tourism.sa.gov.au/news-and-media/news/2017/sep/06/south-australias-great-call-of-china>



Success snapshot New child care centre nurtures confident kids

The Confident Kids Child Care and Early Learning Centre was established in January 2017 in Croydon Park with help from a \$20,000 Small Business Development Fund grant.

Director Olivia Greiner says the grant helped with additional capital to establish and operate the premium early learning centre.

“Our service now offers educational early learning programs for 106 children from six weeks to six years of age,” Olivia says.

“We have recently been assessed by the Education Standards Board as ‘exceeding’ in the national quality standards, a significant achievement for a service that opened only eight months ago.”

This rigorous external assessment covers seven quality areas – educational program and practice, children’s health and safety, physical environment, staffing arrangements, relationships with children, collaborative partnerships with families and communities, and leadership and service management.

“We are looking forward to the future, where we will continually build on the educational programs we have established,” Olivia says.

“Our centre will continue to play a part in developing and educating children to help them grow into confident kids.”

www.confidentkidseducation.com.au





Success snapshot

Meat Industry Council facilitates apprentice exchanges

As Australia's largest employer organisation representing the post-farm gate meat industry, the Australian Meat Industry Council (AMIC) is committed to helping its members to sustain profitable businesses in a changing economy.

Members of the association include meat processors, smallgoods manufacturers and independent retail butcher shops.

Apprentice butchers undertake the three-year Certificate III in Meat Processing (Retail Butcher) and are employed in independent butcher shops and some independent supermarkets.

Executive Director of AMIC Paul Sandercock says apprentice butchers need skills beyond just butchery.

"Customers in retail butcher shops want to know about cooking, the provenance of products, meal suggestions and meal solutions," Paul says.

"AMIC encourages and supports its retail members to give their apprentices a broad range of experiences throughout their apprenticeships to help them develop their skills and become well-rounded and experienced butchers.

"A number of AMIC retail members have arranged for their apprentices to work in other shops to gain more experience and to understand other workplace methods and product development."

A recent apprentice exchange between a metropolitan butcher and a country butcher shop involved the apprentices spending one week working in each other's shops.

"After the exchange, both apprentices were enthusiastic about their experiences and commented on how valuable it had been to work in an alternative workplace," Paul says.

"At AMIC, we recognise the benefits this shared experience can bring to small businesses, and we're committed to assisting our retail members to make these exchanges happen."

www.amic.org.au

Investment Attraction South Australia

South Australia's skilled workforce and competitive business environment are increasingly attracting investment from businesses interstate and overseas. Along with an enviable lifestyle and stable government, South Australia is being seen as a destination of choice for businesses looking to pursue new opportunities.

Investment from businesses to locate and expand in South Australia also provide opportunities for local small businesses to gain new customers. Businesses can benefit from supplying their products and services to companies that establish and expand in South Australia, as well as to the workers in the jobs that these companies create.

Investment Attraction South Australia opened its doors in 2015 to bring new jobs, investment and economic activity to the state by working closely with businesses and investors to deliver their projects.

The agency has now secured 20 major investment projects, creating 6024 jobs and representing a total economic benefit of \$5.71 billion²⁹. Many of these projects are in new industries like autonomous vehicles, cyber security, space industries and financial technology, providing the chance for local businesses to establish new partnerships, learn, and collaborate in innovative ways.



The Investment Attraction South Australia approach is implemented by sector teams that offer specialised skills, experience and networks to prospective companies and investors in:

Technology and creative industries

Future industries and advanced manufacturing

Food and agribusiness

Financial and business services

Minerals and energy

Investment Attraction South Australia takes a client-based approach to achieving its objectives by leveraging its position and connections to promote South Australia on the international stage.

29. <https://invest.sa.gov.au/news/investment-attraction-south-australia-exceeds-jobs-target/#.Wd7ihGiCyUk>
Case study from <https://invest.sa.gov.au/case-studies/blue-lake-dairy/>

Success snapshot

Blue Lake Dairy Group

Chinese-owned Blue Lake Dairy Group has invested in expanding of a milk processing plant at Tantanoola in the state's South East, worth \$65 million.

Investment Attraction South Australia has supported Blue Lake Dairy Group through each stage of development, where participation in the project from local contractors has been highly valued. The company has thanked these businesses for their professionalism and high standard of work to make the new facility state of the art.

www.bluelakedairy.com.au

Local

Work with locally represented, foreign-owned companies to facilitate growth and investment targets

Work with local offices of national and multinational businesses to find meaningful growth opportunities

Add value to existing business partnerships with national and international businesses to build investment opportunities

National

Encourage national companies to develop a presence in South Australia

Present an attractive case on why businesses can improve their bottom line by relocating to South Australia or expanding within the state

International

Promote South Australia as a global investment destination

Present a compelling case on why South Australia is the best place for an Australasian or Asia Pacific base

Initiate and participate in outbound and inbound trade missions and visits to identify new opportunities and build awareness of South Australia as a business proposition

Work with State and Federal Government in-market representatives to find opportunities, such as those with Austrade and the Office of the Agent-General for South Australia

Develop compelling investment opportunities to present to companies and investors in overseas markets

Target companies in sectors with synergies for South Australia

Look North

www.looknorth.com.au

Look North is northern Adelaide's economic development plan. As South Australia, and the northern Adelaide region more specifically, transitions away from traditional manufacturing to other high value industries, agile small businesses that can operate in a wide variety of industry sectors will be vital to maintaining the region's resilience and vibrancy.

Look North is founded on a unique partnership between the South Australian Government, the three local councils in the northern Adelaide region - the City of Playford, City of Salisbury and the City of Port Adelaide Enfield - industry and the community, working together to ensure the region's 16,700 small businesses can be sustainable, innovative and can employ more people.



Over the last 12 months the South Australian Government has focused on working with local businesses to optimise capability and create jobs, monitoring and accelerating existing Look North projects:

Lend Lease continue to exceed local participation requirements, with the latest data showing that 57 per cent of employees working on the Northern Connector are northern Adelaide residents.

An administration facility for Adelaide United Soccer Club has been constructed at the Aquadome, a new 26 court, state of the art tennis centre is now complete at the Playford Sports Precinct, and renovation of a lawn bowls centre at the precinct is also underway.

The Northern CBD project is underway. Phase 1, Prince George Plaza, is due for completion in August, with infrastructure groundworks continuing for the rest of the site.

The South Australian Government has been working with industry and stakeholders to develop detailed plans for the Food Park. Commercial discussions with prospective tenants continue, with strong interest from a number of food industry entities.

Construction continues on the Port Adelaide Public Sector Accommodation building, which is expected to support 275 jobs, with an average of 40-45 workers on site each day. The office building is expected to be completed in mid-2018 and will house more than 500 public servants.

Starfish Developments and Cedar Woods were announced in 2016 as the preferred proponents for four development precincts on the Port Renewal project. Proposals are currently being sought and reviewed to redevelop Cruickshank's Corner precinct.

The South Australian Government's \$10 million Small Business Development Fund is helping small businesses in northern Adelaide to start, grow and create sustainable jobs. Partnering councils and experienced business leaders participate in selecting successful fund recipients

Look North supports the following services, which encourage small business growth in northern Adelaide:

The Polaris Centre, supported by the City of Playford and the City of Salisbury, encourages innovation and offers practical programs for businesses, including mentoring, digital growth, networking events and business advisory services.

www.polariscentre.com.au

Adelaide Business Hub, supported by the City of Port Adelaide Enfield, helps businesses to grow through its business incubator service, as well as providing business advice, networking events, consultancy services and training.

www.adelaidebusinesshub.com.au

The Stretton Centre, which works in collaboration with the research sector, industry and government, fosters innovation and develops regional economic, industry and employment strategies. The centre also provides flexible co-working and collaborative spaces in northern Adelaide.

www.strettoncentre.com.au



Tonsley
www.tonsley.com.au

Tonsley is Australia's first innovation district to bring together leading institutions and companies with start-ups, business incubators and accelerators. Tonsley is also a key focus for small business support services in southern Adelaide.

The award-winning facility combines strong academic and training institutions, a mix of established global companies and start-ups, and carefully curated research and industry networks to offer a collaborative environment and strong support for high-value industry. Tonsley's key target sectors also reflect areas of future opportunity for South Australia's small businesses, including mining and energy services, health and medical devices, assistive technologies, clean technologies, and software and simulation.

The current administration building is now fully occupied, with the CO-HAB co-working space seeking to expand into the Main Assembly Building.

Over the past 12 months Tonsley has transitioned into an active innovation district, with its centrepiece, the Main Assembly Building (MAB), committing more than 6000 square metres of tenancy space to leases and construction. The South Australian Government committed \$12 million in the 2017-18 State Budget to deliver a further 6000 square metres of tenancy space to meet demands.

Small business at Tonsley

CO-HAB Tonsley provides a co-working space for people from diverse backgrounds and industries to operate their small businesses, connect and collaborate, and access valuable business events

www.co-hab.com.au

Innovyz helps entrepreneurs build and grow companies by establishing and nurturing ideas to rapidly commercialise their innovations and bring them to the market

www.innovyz.com

Small business owners can meet one-on-one with advisors through the Southern Adelaide Business Advisory Service at a range of locations across southern Adelaide, including at Tonsley

www.marion.sa.gov.au/business-support-services

GETTING ON WITH BUSINESS

Success snapshot **Cloud-based accounting company grows at Tonsley**

Adelaide Xero experts Catalyst Cloud Solutions began its journey in 2013 as an at-home business with three clients and no employees.

Four years later, the company has grown to employ five staff and provides 'future business advice' to almost 150 clients using cloud-based business management and accounting software that supports information processing and reporting.

Director Scott Elder says the company has thrived since moving its operations to the Tonsley Innovation District.

"We've been really happy with the support we've received from both the local and state governments to get us to where we are today," Scott says.

"The TAFE SA campus at Tonsley provided us with temporary accommodation for 12 months while we applied for our pod in the Main Assembly Building, as well as a flexible lease to support our growth plans.

"The Tonsley small business advisory service introduced us to the CO-HAB co-working space at Tonsley, where we spent 12 months working and collaborating in the space."

The Southern Adelaide Business Advisory service has now been expanded as a joint initiative between the cities of Marion and Onkaparinga and the South Australian Government to help small businesses develop and grow in southern Adelaide.

"The City of Marion has offered us a range of marketing opportunities, including the Grow Your Business Expo, to help us raise awareness of our services with local businesses," Scott says.

"The team from Renewal SA that run the Tonsley district have also been super supportive.

"They've given us the opportunity to actively and inclusively collaborate to design our office space, and they've continued to support us with joint marketing opportunities.

"Tonsley is now home for Catalyst. Our staff live locally and the innovation precinct is a perfect place to pursue our mission to support small business by 'automating for better business results'.

"We would recommend the advisory services provided by local and state government to any small businesses in southern Adelaide," Scott says.

www.catalystcloudsolutions.com.au



Appendix 1

South Australian industry associations, small business owners, service providers and Local Government organisations have provided feedback on the key priorities and challenges when doing business in the state.



South Australia's industry and business associations represent approximately 55,000 of the state's 143,000 small businesses. Industry associations are vital providers of information, advice and services that meet the needs of their members, many of which are small businesses, and advocate for changes to government policies and programs for the benefit of their members.

They help uphold industry standards, deliver training programs, connect members to new opportunities and provide industry specific information and advice. The South Australian Government recognises their important role in informing the policies, programs and reforms that help to make South Australia the best place to do business.

In 2017, as part of the Department of State Development's Business Engagement Program, engagement with 53 associations took place to understand and respond to the issues and opportunities facing their member businesses, across all industries.

For 11 of these key business groups, formal collaboration through tailored Action Plans has been developed jointly between the South Australian Government and the association.

Despite the broad range of industry sectors represented by the 53 associations, three key opportunities to improve the state's business environment consistently emerged – business costs (electricity, payroll tax), collaboration between industry and government, and access to a skilled workforce.

The South Australian Government is proud of the progress that has been made in 2017 to address these issues, but acknowledges there is more to be done. The South Australian Government is excited to continue to collaborate with industry associations to improve the business environment for the state's businesses, and thanks them for their valued contribution.

Aged Care Industry Association

Unit 5, 259 Glen Osmond Road, Frewville, SA 5063

Ph: 08 8338 6500

E: enquiry@acia.asn.au

W: www.acia.asn.au

The Aged Care Industry Association (ACIA) is an association of providers in the aged care and accommodation sector.

ACIA provides a range of services and support to its members, which assist them to achieve high standards and efficiency in the management and operation of their care and accommodation services.

Services include industrial advice, information, forums and seminars, networking opportunities and education. ACIA also works for a legislative and regulatory environment which supports high standards and long-term viability for the aged and ageing sector.

Association of Consulting Architects Australia – SA

PO Box 3054, Unley, SA 5061

Ph: 1300 653 026

E: sa@aca.org.au

W: www.aca.org.au

ACA – SA is active in many areas affecting the business of architecture and represents members in wide-ranging discussions with industry, government and universities. They are also a member of the Construction Industry Forum, which provides an important ongoing opportunity to liaise with the Department of Planning, Transport and Infrastructure.

Bi-monthly roundtables enable members to discuss varied issues with other architects and professionals from related industries.

Australian Childcare Alliance (SA Childcare Association)

PO Box 406 Hindmarsh, SA 5001

Ph: 0407 580 645

E: sa@childcarealliance.org.au

W: sa.childcarealliance.org.au

Australian Childcare Alliance South Australia (ACA SA) represents non-government early childhood education and care services, and aspires to provide high quality, affordable and equitable services for children and their families. ACA SA is a not-for-profit, member-funded organisation, managed by an Executive Committee and committee members. The Association offers support for service providers and affiliated professionals.

The Association's vision is to provide the highest quality childcare for children and families in South Australia by working collaboratively to assess and respond to the changing needs of families and communities, ensuring that the training needs of the early childhood sector are met, and working together with local, state and federal government bodies for the benefit of all children.

Australian Hotels Association South Australia

4th Floor, AHA|SA House, 60 Hindmarsh Square, Adelaide, SA 5000

Ph: 08 8232 4525

E: information@ahasa.asn.au

W: www.ahasa.com.au

The Australian Hotels Association South Australia (AHA SA) represents and protects the commercial interests of hotels, accommodation providers, bars and similar businesses throughout South Australia.

To ensure best possible outcomes for businesses, AHA SA provides comprehensive advice and assistance to its individual members on a range of topics including legislative changes, liquor licensing, gaming, industrial relations, insurance, responsible gambling and community liaison and represents the broad range of industry interests to all levels of government.

Australian Industry Group

Level 1, 45 Greenhill Road, Wayville, SA 5034

Ph: 1300 556 677

E: info@aigroup.com.au

W: www.aigroup.com.au

The Australian Industry Group (Ai Group) has longstanding involvement in diverse industry sectors including manufacturing, construction, transport, labour hire, mining services, defence, airlines and ICT.

In South Australia, the Ai Group supports its members through advocacy and representation, the provision of information technology and human resources advice and support, and education relating to business management and models in manufacturing. Ai Group also offers members a voice at all levels of government through policy leadership and influence.

Australian Information Industry Association

GPO Box 573, Canberra, ACT 2601

Ph: 02 6281 9400

E: info@aiaa.com.au

W: www.aiaa.com.au

The Australian Information Industry Association (AIIA) represents IT and digital content businesses nationally.

The AIIA pursues activities to stimulate and grow the IT industry, ensure that the value of the IT industry is recognised, and to ensure that there is an IT workforce ready to meet demand. AIIA builds a sense of community through events and education, develops relevant information and enables a network for collaboration. Opportunities for the sector include increasing awareness around how IT can help in any small business, and partnering with universities in research or technology relationships.

Australian Institute of Architects

100 Flinders Street, Adelaide, SA 5000

Ph: 08 8402 5900

E: sa@architecture.com.au

W: www.architecture.com.au

The South Australian Chapter of the Australian Institute of Architects represents the interests of local members who are registered architects in various sizes of practice, graduates, students of architecture and retired practitioners. Allied professionals can become associate members.

The South Australian Chapter delivers a range of valued, inspiring and relevant services and activities to local members, the architecture and design industries and the broader community. Being a member of the Institute gives the opportunity to meet with like-minded professionals, provide life-long connections and learning experiences to further your career, and create a better environment to carry out your work as an architect.

Australian Institute of Building

PO Box 705, Jamison, ACT 2614

Ph: 02 6253 1100

E: sabuild@aib.org.au

W: www.aib.org.au

The Australian Institute of Building (AIB) is an association of building professionals, associate professionals and technicians engaged in building practice, teaching or research throughout Australia and overseas.

The mission of AIB is to be a leading body of focus for the building industry, valued for its services to its members, reflecting its ideals for education, standards and ethics and the source of authoritative and visionary comment on behalf of professionals in the industry. It aims to promote both excellence in the construction of buildings, and best practice with respect to doing business in the building industry.

Australian Institute of Company Directors

Level 23 Westpac House, 91 King William Street, Adelaide, SA 5000

Ph: 1300 739 119

E: sa-nt@aicd.com.au

W: aicd.companydirectors.com.au/contact/south-australia

The Australian Institute of Company Directors is committed to excellence in governance. They make a positive impact on society and the economy through governance education, director development and advocacy.

ACID provides a comprehensive set of tools, resources and advisory services to help members better understand and execute the range of duties and responsibilities needed for company directors and boards to ensure the best outcomes for organisations. They offer courses for directors, executives and business owners who need a thorough understanding of compliance, risk, strategy, finance and the role of the board. As the voice of excellence in governance, AICD advocates for diverse boards, carries out independent and commissioned research and contributes to policy development.

Australian Meat Industry Council

Ground Floor, 28 Greenhill Road, Wayville, SA 5034

Ph: 08 8272 2400

E: admin@amic.org.au

W: www.amic.org.au

The Australian Meat Industry Council (AMIC) is the peak council that represents retailers, processors and smallgoods manufacturers and is the only industry association representing the post-farm gate Australian meat industry.

The Australian Meat Industry Council confers with members, governments and industry groups to influence policy and provide technical and other advice to the industry. The Australian Meat Industry Council represents its members on many committees - ranging from technical, food standards, food safety, communications and export - to ensure the best trading environment for members and the industry.

Australian Newsagents Federation Ltd

PO box 412, Welland, SA 5007

Ph: 08 7111 0016

E: colin@alna.net.au

W: www.alna.net.au

The Australian Lottery and Newsagents' Association (ALNA) is the peak industry body representing Australian newsagencies and lottery agents. There are 4000 individually owned and operated newsagencies in the country, and together they make up Australia's largest retail and home delivery group.

Members receive support with branding, leasing advice, industrial relations, advocacy, policy and representation. ALNA provides guides on shoplifting, independent contracting and professional development. Regular newsletters, magazines, social media releases and networking events keep members informed and connected with others in their industry.

Australian Subcontractors Association

C/o 8 Denis Street, St Marys, SA 5042
Contact: Paul Williamson

Ph: 0417 871 445

E: paulw@asaonline.org.au

W: www.asaonline.org.au

With their collective voice, the Australian Subcontractors Association (ASA) works together with head/principal contractors, builders, architects, engineers and other industry associations to promote fairer business and contract practices. This supports smaller businesses to prosper, which ultimately strengthens the Australian economy.

Members receive access to member-only events to support business operations, industry information and updates in addition to exclusive discounts with leading companies experienced in industrial relations, building contract advice and workers' compensation and safety.

Baking Association of Australia

PO Box 574, Gosford, NSW 2250

Ph: 02 4340 0244

E: tony.smith@baa.asn.au

W: www.baa.asn.au

The Baking Association of Australia (BAA) is an employer organisation representing the baking industry on a national level. It represents the interests of member bakeries and allied organisations in promoting business opportunity, government lobbying and provides a range of services.

Affiliated with other baking organisations, BAA provides up-to-date information and advice. Member benefits include support with employment, awards and wages, industry awards and events, links with industry suppliers, and group energy and insurance savings.

Business SA

136 Greenhill Road, Unley, SA 5061

Ph 08 8300 0000

E: customerservice@business-sa.com

W: www.business-sa.com

Business SA helps organisations of all sizes and across all sectors to manage their staff and tackle the issues faced in today's competitive business environment.

Services offered by Business SA cover many operational and specialist areas, including human resources, work health and safety, apprenticeships, international trade and business coaching. These services include education and training, consulting, publications and an international business unit. Business SA also advocates for South Australia's business sector, with a key focus on small business.

Civil Contractors Federation SA

1 South Road, Thebarton, SA 5031

Ph: 08 8111 8000

W: www.ccfssa.com.au

The Civil Contractors Federation SA (CCFSA) supports and advances the civil contracting industry and provides services to a diverse range of members.

CCFSA supports small businesses through promoting the civil construction industry, advocating for a supportive regulatory and taxation environment, facilitating favourable trade relations between and for the benefit of members, facilitating access to business advice and support, and delivering training.

Access to ongoing work and providing quality work to support infrastructure in South Australia are key objectives for small businesses in the sector.

Boating Industry Association of South Australia

PO Box 10262, Adelaide Business Centre, SA 5000

Ph: 08 8340 9641

E: info@bia.org.au

W: www.bia.org.au

The main objective of the Boating Industry Association (BIA) is to support and improve the sustainability of the recreational and light commercial marine industry.

The BIA provides a forum to discuss industry needs, problems and solutions and serves as the representative of the industry to federal, state and local government departments and agencies, as well as other industry bodies, corporate interests, allied organisations, media and the general public. The Association strives to ensure that its members' voices are heard in all relevant government, community and industry forums.

Caravan and Camping Industries Association of South Australia

Level 1 180 Greenhill Road, Parkside, SA 5063

Ph: 08 8272 4468

E: contact@caravanandcampingsa.com.au

W: www.caravanandcampingsa.com.au

The Caravan and Camping Industries Association of SA (CCIASA) is the leading representative of the caravan and camping industry in South Australia. The membership base consists of retailers, manufacturers, hirers, service providers, repairers and suppliers to the caravan and camping sector.

Clubs SA

222a Henley Beach Rd, Torrensville, SA 5031

Ph: 08 8290 2200

E: admin@clubsa.com.au

W: www.clubsa.com.au

Founded in 1919, Clubs SA is the trading name for the Licensed Clubs' Association of South Australia - the official industry body representing the interests of licensed clubs in the state. The major objective has been to effect change to enable clubs to become more self-sufficient over the long-term, and to also provide a recognised infrastructure for the active support and promotion of sport and community events across the club industry. Clubs SA's membership comprises not-for-profit sporting, recreation, social and community licensed clubs located throughout South Australia.

Clubs SA advocates on behalf of its members, representing clubs' interests with key stakeholders, including all levels of government.

Consult Australia

Level 1 118 Franklin Street, Adelaide, SA 5000

Ph: 08 8213 8131

E: jan@consultaaustralia.com.au

W: www.consultaaustralia.com.au

Consult Australia is the industry association for consulting companies in the built environment sector, including engineers, architects, project managers, planners, environmental scientists and quantity surveyors, among others.

We exist to assist our member firms by offering a range of products and services to help them run their business, as well as acting as their collective advocate to government and other stakeholders in pursuit of a better operating environment and robust public policy for the built and natural environment.

Council for International Trade and Commerce SA Inc

Level 1, 25 Peel Street, Adelaide, SA 5000

Ph: 08 8221 5990

E: trade@citcsa.org.au

W: citcsa.org.au

The Council for International Trade and Commerce SA Inc (CITCSA) is the peak body for the 39 international chambers of commerce and business councils located in South Australia.

It supports its member organisations in developing worldwide networks to facilitate market access for the export of South Australian goods and services, through their bilateral relations with their countries of origin.

CITCSA supports its member organisations in their staging of outbound and inbound missions. The chambers and councils work mainly with the state's small and medium sized enterprises (SMEs), whose resources generally cannot cover multiple international destinations in facilitating bilateral trade.

CITCSA (pronounced sit-sah) produces a regular newsletter and monthly calendar of events, and organises regular workshops and networking sessions for its members and the international business network.

CPA Australia

Level 10, 420 King William Street, Adelaide, SA 5000

Ph: 1300 737 373

E: sa@cpaaustralia.com.au

W: www.cpaaustralia.com.au

CPA Australia is a professional association for qualified accountants. Services to its 5600 South Australian members include education, training, technical support and advocacy. CPA Australia and members work together with local and international bodies to represent the views and concerns of the profession to governments, regulators, industries, academia and the general public.

Members of CPA Australia include small business owners and CPAs working in firms that that advise small business clients. CPA Australia works to change how businesses view the role of their accountant, and on creating a holistic relationship to make the accountant a one-stop-shop for business advisory needs.

Defence Teaming Centre

Innovation House East,
50 Mawson Lakes Boulevard, Technology Park,
Mawson Lakes, SA 5095

Ph: 08 7320 1003

E: business@dtc.org.au

W: www.dtc.org.au

The Defence Teaming Centre (DTC) supports companies in defence and related industries to maximise and enhance their capabilities, and identify and secure opportunities in national and global defence and related markets. It does this through business-to-business matching, capability and workforce development, market intelligence, aggregated bidding on behalf of members, advocacy at state and national levels and preparing members for the export market through industry alliances.

Electronics Industry Development Adelaide Inc.

425 Gilles Street, Adelaide, SA 5000

Ph: 08 8232 5880

E: contact@eida.asn.au

W: eida.asn.au

Electronics Industry Development Adelaide (EIDA) is an industry managed not-for-profit association focused on developing and promoting the Adelaide electronics industry and its role in the transition of South Australia's economy to its future as an education, research and 'Knowledge-Age' industry centre.

EIDA conducts research on the electronics industry, including its characteristics, structure and dimensions. It then provides government and community with current information on the scope, scale, significance and sustainability of the Adelaide electronics industry. EIDA host regular events to keep members informed on industry related topics.

Entrepreneurs' Organization South Australia

E: info@eonetnetwork.org

W: www.eonetnetwork.org/southaustralia

Entrepreneurs' Organization (EO) was founded to help leading business owners on their path to greater professional success and personal fulfillment. EO is a global community that enriches members' lives through dynamic peer-to-peer learning, once-in-a-lifetime experiences and connections to experts.

Members of EO gain access to a wide variety of tailor-made benefits designed to help them grow their business and become a better leader. EO offers connections, tools and resources to reach the next level in the entrepreneurial journey. Member benefits include a confidential member forum to share and solve challenges, global insights and connections through an international network of chapters, and an experienced perspective from a personal mentor.

Food South Australia

Plant Research Centre, Waite Campus,
2b Hartley Grove, Urrbrae, SA 5064

Ph: 08 8303 9435

E: contact@foodsa.com.au

W: www.foodsouthaustralia.com.au

Food South Australia is the peak body for the food and beverage industry in South Australia. Its mission is to support and sustain the South Australian food and beverage industry and to provide the industry with a united voice. An independent, industry-led and membership-based organisation representing small, medium and large companies across the food and beverage sector, Food South Australia connects food businesses with the services and expert advice needed to build their capabilities, grow their bottom line and connect with new markets. Key roles include fostering connections between companies and buyers for domestic and export markets, providing international representation through Food South Australia's offices in China and Japan, and supporting the growth of entrepreneurial and innovation capacity and capability in the South Australian food industry.

Franchise Council of Australia

Suite 5B, Level 1, 307-313 Wattletree Road,
Malvern East, Victoria 3145

Ph: 1300 669030

E: info@franchise.org.au

W: www.franchise.org.au

The Franchise Council of Australia Limited (FCA) is the peak body for the \$146 billion franchise sector in Australia, representing franchisees, franchisors and service providers to the sector. FCA provides a range of services relevant to franchising, and its objectives include:

developing a vital, strong and financially viable franchising sector

establishing standards of international best practice in business format franchising for Australian franchise systems

providing information about franchising to existing and potential franchisees and franchisors

educating state and federal governments on issues relevant to the sector, and the economic importance of having a strong franchising sector in Australia.

Family Business Australia (SA)

215 Richmond Road, Richmond, SA 5033

Ph: 1800 249 357

E: info@fambiz.org.au

W: www.fambiz.org.au

Family Business Australia SA (FBA SA) is the peak body for family business in Australia, a sector which accounts for almost half a million businesses and an estimated 50 per cent of the Australian workforce.

Their purpose is to contribute to the long-term success of family business. FBA SA do this by facilitating and engaging resources and channels that promote success and foster sustainability and longevity. Their programs and products are developed to build stronger families and healthier businesses.

FBA SA provide access to specialist family, business and technical services and generate opportunities for families in business to learn and grow by networking and sharing with their peers.

Hair and Beauty SA

Level 3, 86 Gawler Place, Adelaide, SA 5000

Ph: 08 8271 1355

E: info@hairandbeautysa.com.au

W: www.hairandbeautysa.com.au

Hair and Beauty SA is the state peak association providing an industry voice for hair, beauty, nail and make-up professionals, and provides services to help improve the success of their businesses.

Members are provided with services, information and advice on industrial relations, ATO support, safe work practices, networking and mentoring programs, forums and seminars, and platforms for competitions, shows and industry awards.

Hardware Australia

Ph: 1800 445 522

E: info@hardwareaustralia.com.au

W: hardwareaustralia.com.au

Hardware Australia is the hardware industry body and national voice, formed by the merging of former state hardware industry associations. Run by the industry for the benefit of the industry, its committees comprise hardware retailers and key industry suppliers who volunteer their time. Hardware Australia provides value to members through protecting, promoting and supporting their business and industry.

Hardware Australia lobbies local, state and federal governments on issues such as parking meters, zonings, developments, competition, wage increases, union activity and legislation which may adversely impact members. It promotes the industry through initiatives such as Support Your Local Hardware and Hardware As A Career and hosting events to raise the profile of the industry and the operators within.

A range of services are available to assist members in efficiently running their businesses, including preferred suppliers of insurance, fuel, superannuation and banking services, specialised training programs and handbooks, and industry publication The Link.

Housing Industry Association

Corner Port Road and Station Place,
Hindmarsh, SA 5007

Ph: 08 8340 5900

E: sa_enquiry@hia.com.au

W: www.hia.com.au

The Housing Industry Association (HIA) represents the interests of the housing industry at regional and national levels. It develops and advocates policy, encourages high standards in the industry, and provides its members with access to safety experts to help manage workplace safety, along with advice, training and professional development, legal assistance and technical support.

Institute of Public Accountants

Level 2, 422 King William Street, Adelaide, SA 5000

Ph: 08 8227 2255

E: sadivn@publicaccountants.org.au

W: www.publicaccountants.org.au

IPA is a global accounting association that is dedicated to driving benefits and value for its members. They pride themselves on providing members with support that's flexible, responsive and solutions focused, always striving to improve the business of small business. They have ongoing influence in the development of federal and state legislation, professional accounting standards, and proposals on regulatory issues.

IPA's commitment to members includes the delivery of quality continual professional development and education pathways, ensuring they maintain currency of knowledge and relevance in an ever-changing and competitive market. This is supported by a range of communications including technical newsletters and updates major conferences and networking opportunities and an award winning online technical support platform.

The Law Society of South Australia

Level 10, 178 North Terrace, Adelaide, SA 5000

Ph: 08 8229 0200

E: E@lawsocietysa.asn.au

W: www.lawsocietysa.asn.au

The Law Society of South Australia provides professional services, resources, support and benefits to its members and the legal profession in general. The Law Society also undertakes community education concerning the law and the legal profession and engages in activities designed to improve access to justice.

Key objectives for the Law Society in supporting small businesses in the sector include securing appropriate funding and resources within practice areas such as legal aid work, and reducing the regulation that impacts on practicing law. The Law Society also supports member firms to export their services overseas, and to raise awareness of the benefits of obtaining legal advice for small businesses in any sector.

Livestock SA

Unit 5, 780 South Road, Glandore, SA 5037

Ph: 08 8297 2299

E: admin@livestocksa.org.au

W: livestocksa.org.au

Livestock SA is a not-for-profit organisation representing beef cattle, sheep and goat producers in South Australia. Livestock SA is the industry voice on all livestock-related issues, working to inform government, businesses and the wider community on the contribution of livestock producers to the food and fibre industries. One of six autonomous commodity groups in South Australia, Livestock SA is a member of Primary Producers SA, which replaced SAFF, and works with other commodity groups on issues affecting all farmers, such as transport and natural resources management.

Local Government Association of South Australia

LGA House, 148 Frome Street, Adelaide, SA 5000

Ph: 08 8224 2000

E: lgasa@lga.sa.gov.au

W: www.lga.sa.gov.au

The Local Government Association (LGA) is the voice of local government in South Australia, representing all 68 individual councils across the state. LGA provides leadership, support, representation and advocacy to achieve better outcomes for councils and the communities they represent. They enjoy a close, productive relationship with both state and federal governments.

LGA coordinates the local government sector approach to supporting local business and driving bottom-up, place-based economic prosperity. It provides support in planning and environmental policy; ensures councils are fully equipped to meet their legislative obligations; helps manage and maintain more than \$20 billion worth of community infrastructure; provides professional development opportunities in addition to undertaking and supporting research that underpins informed decision-making on behalf of communities.

Master Builders SA

47 South Terrace, Adelaide, SA 5000

Ph: 08 8211 7466

E: enquiries@mbasa.com.au

W: www.mbasa.com.au

Master Builders SA represents South Australia's building and construction industry. The sector comprises commercial builders, civil contractors, residential builders and specialist contractors as well as industry suppliers and manufacturers.

Master Builders SA is committed to building a productive industry and a prosperous community and economy. It aims to work with government and other associations to improve the economic, legislative, technical and competitive environments of the industry. Master Builders SA also advocates on behalf of members to the government and within the industry (particularly around industrial relations) and provides legal assistance, training, technical, planning and safety advice.

Master Electricians Australia

4A Northcote Street, Torrensville, SA 5031

Ph: 1300 889 198

E: info@masterelectricians.com.au

W: www.masterelectricians.com.au

Master Electricians Australia is a dynamic and modern trade association recognised by industry, government and the community as the electrical industry's leading business partner, knowledge source and advocate. It connects electrical contractors with local services to build business success, providing industry development and representation across Australia. Members are supported by first-rate industry advice, expertise and services. The mission of Master Electricians Australia is to champion safety, excellence, trust and confidence in the electrical industry and community.

Master Plumbers of SA

1 South Road, Thebarton, SA 5031

Ph: 08 8292 4000

E: admin@mpasa.com.au

W: www.mpsa.com.au

The Master Plumbers Association of South Australia Inc. promotes and improves the ongoing protection of community health and safety through the provision of quality plumbing services both state and federal, and representation throughout South Australia.

Services to members include free access to online plumbing and gas standards, award and wage advice, referrals to members of the public looking for plumbers, the Plumbing SA magazine, and discounts from various providers. The Association also provides legal assistance, legislation information, work health and safety advice, technical and compliance advice.

Motor Trade Association of South Australia

Level 1, 81 Greenhill Road, Adelaide, SA 5000

Ph: 08 8291 2000

E: mta@mta-sa.asn.au

W: www.mta-sa.asn.au

The Motor Trade Association of South Australia (MTA) represents the automotive industry in South Australia and is dedicated to protecting and preserving the interests of the automotive retail, servicing and repair sector.

The MTA represents and supports more than 1100 members across the state, across all sectors of the retail motor trades. MTA aims to be a leader in the provision of quality advocacy, training and services, as well as to grow the industry, increase profitability and to protect small businesses within the industry.

National Electrical and Communications Association (NECA)

213 Greenhill Road, Eastwood, SA 5063

Ph: 08 8272 2966

E: neca@necasa.asn.au

W: neca.asn.au/sa/sa_home

The National Electrical and Communications Association (NECA) is the peak industry body representing the needs and interests of electrical and communications contractors, Australia-wide, from business people to technicians. As the South Australian/Northern Territory Chapter, NECA SA/NT are responsible for providing tailored business advice, assistance and information to more than 500 electrical and communications contracting companies, whose business is selling, installation, servicing and repair of electrical and communications products.

NECA assists member companies by providing information and advice on industrial relations, employee management, workplace relations, workplace health and safety, debt collection, commercial and contracts, business management, education and training, technical and licensing, marketing and technology and more. The Association also actively represents the needs and entitlements of contractors at all levels of government and industry, ensuring members' needs are heard.

National Retail Association

PO Box 1307, Milton, QLD 4064

Ph: 1800 732 066

W: www.nra.net.au

The National Retail Association (NRA) is Australia's largest retail industry organisation. The NRA represents the interests of the retail, fast food and broader service sector, providing information and advice to thousands of businesses nationally.

NRA aims to help its members grow and prosper by providing industry specific advice and guidance across all jurisdictions. NRA employs in-house experts on subjects such as leasing and tenancy, rostering, award requirements, retail and consumer research, digital marketing, trading hours, consumer protection, human resources, workforce planning and work health and safety. NRA provides assistance with regulatory and compliance matters, employing staff and business growth.

Nursery and Gardening Industry of South Australia

Urrbrae Education Centre, 505 Fullarton Rd, Netherby, SA 5062

Ph: 08 8271 1012

E: info@ngisa.com.au

W: ngisa.com.au

The Nursery and Gardening Industry of South Australia (NGISA) is the peak industry body for amenity horticulture in South Australia.

NGISA represents the interest of the industry at a national level, negotiating with the Federal Government on issues including biosecurity, environmental, industrial relations, water and weed management.

NGISA provides a service to members for technical advice on pest and disease management, wastewater management and other nursery production technical issues, along with regular news and information.

The Pharmacy Guild of Australia

Unit 12, 202 Glen Osmond Road, Fullarton, SA 5063

Ph: 08 8304 8300

E: guildsa@sa.guild.org.au

W: www.guild.org.au/SA

The Pharmacy Guild of Australia is the national peak body representing community pharmacy. It seeks to serve the interests of its members and to support community pharmacy in its role delivering quality health outcomes for all Australians. The Guild is committed to supporting and maintaining the community pharmacy model as the most appropriate and efficient system of delivering medicines, medication management and related services to the Australian public.

The Guild strives to provide compelling member value by providing innovative business solutions and support to members, and effective communication to support the community's understanding of the value of community pharmacy, especially in its role in underpinning the timely and equitable supply of Pharmaceutical Benefits Scheme medicines for all Australians.

Planning Institute of Australia

PO Box 2040, Magill North, SA 5072

Ph: 08 8337 8816

E: jodi.mavrinac@planning.org.au

W: www.planning.org.au

The Planning Institute of Australia (PIA) is the national body representing planning and the planning profession. Through education, communication and professional development, PIA is the pivotal organisation serving and guiding thousands of planning professionals in their role of creating better communities. PIA exists to nurture and support the development of high quality planning professionals.

PIA is passionate about the value that planners deliver to society and actively advocate that to government, industry and the community. The Institute delivers a range of activities across Australia that develop high quality planners, demonstrate the value of planning and elevate the standing of PIA planning professionals.

Primary Producers SA

Unit 4, 780 South Road, Glandore, SA 5037

Ph: 08 8297 0899

E: admin@ppsa.org.au

W: www.ppsa.org.au

Primary Producers SA (PPSA) is a coalition of peak bodies representing primary producers in South Australia. PPSA supports primary producers and regional development through strong relationships with involved industry sectors and government.

PPSA represents around 13,000 businesses, which generate over half of the state's exports. Industry sectors represented include grain, horticulture, viticulture, livestock and dairy.

PPSA promotes the importance of primary production in South Australia and works with stakeholders and suppliers to primary production.

Property Council of Australia

142 Gawler Place, Adelaide, SA 5000

Ph: 08 8236 0900

E: sa@propertycouncil.com.au

W: www.propertycouncil.com.au

The Property Council of Australia (PCA) advocates for the interests of member companies that represent the full spectrum of the property industry including investors, owners, managers and developers.

The PCA's vision is a thriving industry creating prosperity, jobs and strong communities. Its focus is on achieving reform in planning and tax to build jobs, increase housing affordability and attract and retain investment.

The Property Council also provides leading professional development opportunities, exceptional research across all sectors and the opportunity to connect with other members throughout the country.

Real Estate Institute of SA

REI House, 249 Greenhill Road, Dulwich, SA 5065

Ph: 08 8366 4300

E: reisa@reisa.com.au

W: www.reisa.com.au

The Real Estate Institute of South Australia (REISA) is the peak professional body representing more than 2000 real estate professionals in South Australia.

REISA provides members with a range of efficient, cost-effective services and to advance the standing, professionalism and financial viability of those within the industry.

REISA has worked to introduce beneficial initiatives to the real estate industry. Key areas of focus include improving the quality of real estate services to the public, providing high quality training for real estate professionals, and monitoring and acting upon political issues that affect real estate.

Restaurant and Catering Australia

170 Greenhill Road, Parkside, SA 5063

Ph: 1300 722 878

E: restncat@restaurantcater.asn.au

W: www.rca.asn.au/rca/south-australia

Restaurant and Catering Australia (R&CA) is the national industry association representing the interests of restaurateurs, café operators, caterers and hospitality suppliers across Australia.

R&CA provides members with a wide range of advice and support, education and training, workplace relations assistance, accreditation programs, and networking opportunities aimed at improving the productivity and efficiency of operators big and small.

SA Dairy Association

Unit 5, 780-802 South Road, Glandore, SA 5037

Ph: 08 8293 2399

E: ceo@sada.asn.au

W: www.sada.asn.au

The South Australian Dairy Association (SADA) is the peak body for South Australian dairy farmers. Through SADA, dairy farmers have a strong voice locally in South Australia and nationally with the Australian Dairy Farmers Ltd.

SADA represents dairy farmers on a range of issues, including electricity pricing, animal health and natural resource management, to state and local governments, the dairy industry and the wider community.

SADA membership keeps members in touch with their local dairy community and up to date on the most important issues facing the industry and their farm businesses.

SADA has a proud record of working constructively with government and dairy industry organisations to achieve positive outcomes for all dairy farmers, including assisting farmers with seasonal variations, advocacy on animal welfare and a variety of farm business issues.

SA Road Transport Association

Unit 1, Office B, 40 Birralee Road,
Regency Park, SA 5942

Ph: 08 8445 8177

E: sarta@sarta.org.au

W: sarta.org.au

The South Australian Road Transport Association (SARTA) is the recognised peak industry body for road transport in South Australia.

SARTA provides a high level of professional services to its members and represents the industry generally when lobbying the government for improved conditions on issues ranging from driving hours reforms to routes and access issues. SARTA also plays a key role in industrial relations at the state and national levels.

SA Wine Industry Assoc. Inc

1st Floor, Industry Offices, National Wine Centre,
Botanic Road, Adelaide, SA 5000

Ph: 08 8222 9277

E: admin@winesa.asn.au

W: www.winesa.asn.au

The South Australian Wine Industry Association is the peak body representing the viticultural and winemaking interests of the state. The association's core functions are to provide leadership and strategy, to represent the industry and lobby on its behalf, and to provide advisory services to members which underpin the sustainability and competitiveness of members' wine business.

The association provides practical information and advice to members on a wide range of topics, including industrial relations, work, health and safety, environment, viticulture and export.

Self Insurers of SA

1st Floor, 202 Hutt St, Adelaide, SA 5000

Ph: 08 8232 0100

E: sisa@sisa.net.au

W: www.sisa.net.au

The Self Insurers of South Australia (SISA) is an incorporated association that represents most of South Australia's largest private and public sector employers that are self-insured under the South Australian Return to Work Act 2014.

SISA is recognised as the sole representative organisation for self-insured employers. It provides its member organisations with assistance and support in their interactions with the return to work scheme and promotes best practice in the prevention and management of workplace injuries.

SISA's objectives are to promote, develop and support the interests of its members by communication and liaison with Return To Work SA, SafeWork SA, government, unions and other organisations in regard to self-insurance.

South Australian Chamber of Mines and Energy

Mines and Energy House, 290 Glen Osmond Road,
Fullarton, SA 5063

Ph: 08 8202 9999

E: sacome@sacome.org.au

W: www.sacome.org.au

The South Australian Chamber of Mines and Energy (SACOME) represents companies with interests in the South Australian minerals, energy, extractive, and oil and gas sectors, including those who provide services to these companies.

SACOME engages with and advocates to all levels of government to support and enable future growth of the resources industry, hosts events to build relationships and share knowledge, and undertakes a number of initiatives to build support within the South Australian community for the resources industry.

South Australian Freight Council

C/O Flinders Ports Limited, Level 1,
296 St Vincent Street, Port Adelaide, SA 5015

Ph: 08 8447 0635

E: admin@safreightcouncil.com.au

W: www.safreightcouncil.com.au

The South Australian Freight Council (SAFC) is an industry based association incorporated under the SA Associations Incorporation Act 1985. Members of SAFC come from all sectors involved in the production, transport, storage and distribution of goods to/from and within South Australia, including miners, manufacturers, farmers, producers, packers, freight forwarders, road, rail, sea and air transport companies, warehousing, port and airport operators, rail and road terminal operators, infrastructure owners and peak industry bodies and government agencies covering these and other groups. SAFC provides members with excellent networking opportunities; it also gives businesses a range of valuable benefits including advocacy, support and advice on freight issues affecting business, use of the Logistics Information and Navigation Centre Jobs Board (LINC) to assist with attracting skilled personnel, and regular communication on the latest industry developments.

South Australian Rock Lobster Advisory Council

PO Box 395, Glenelg, SA 5045

Ph: 08 8132 0257

E: info@sarlac.com.au

W: www.sarlac.com.au

The South Australian Rock Lobster Advisory Council Inc. (SARLAC) is the peak representative body for the commercial Southern Rock Lobster industry in South Australia. Established in 2002, SARLAC's valued membership-base encompasses licence holders from both the South Australian, Southern and Northern Zone Commercial Rock Lobster Fisheries. SARLAC exists solely to promote the interests of the South Australian Rock Lobster industry, and is governed by a Board comprising of industry leaders from each zone together with an independent chairperson. SARLAC prides itself on a professional approach to representation of the rock lobster industry at the highest levels, facilitated through good governance procedures.

South Australian Tourism Industry Council

Level 3, 185 Victoria Square, Adelaide, SA 5000

Ph: 08 8110 0123

E: info@satic.com.au

W: www.satic.com.au

The South Australian Tourism Industry Council (SATIC) aims to increase the business capabilities of its members, advocates for the industry in the removal of industry barriers in order to increase member profitability, sustainability and efficiency, and helps members provide improved services to their customers.

SATIC supports tourism businesses and offers members the latest news and information, connections to other tourism and event professionals, input to its 'one voice' policy agenda, training and business advice. SATIC recognises that government plays a key role in creating an environment where businesses can succeed.

Southern Business Connections

PO Box 292, Edwardstown, SA 5039

E: admin@sbconnections.com.au

W: sbconnections.com.au

Registered in 2006, and formerly known as the Edwardstown Melrose Park Region Business Association (ERBA), SBC is an incorporated association that has more than 100 fee-paying members representing a diverse range of sectors. Members include southern Adelaide businesses owners, managers and/or their representatives, and staff from the City of Marion, City of Mitcham and City of Onkaparinga.

SBC lobbies for development improvements in southern Adelaide and government efficiencies to support economic development. SBC proactively engages and informs its members through shared learning experiences with like-minded business owners, including presentations, site visits, workshops, business mentoring and networking.

Taxi Council SA

71 Richmond Road, Mile End South, SA 5031

Ph: 08 8301 8400

E: admin@taxicouncilsa.com.au

W: www.taxicouncilsa.com.au

The Taxi Council SA (TCSA) is the peak taxi-cab industry body in South Australia. Its purpose is to lead the taxi industry and enable it to provide a quality, efficient and demand-responsive transport service which achieves customer satisfaction and a fair return for all its participants.

The TCSA fosters the interests and wellbeing of taxi-cab drivers, taxi-cab operators and taxi-cab depots across the state. The TCSA's activities include lobbying transport (including taxi-cab) decision-makers, industry performance standards, licensing and accreditation, fare structures, industry training and skills development, and operational functions such as taxi-cab rank operation and systems and equipment.

Urban Development Institute of Australia

Level 7, 81 Flinders Street, Adelaide, SA 5000

Ph: 08 8359 3000

E: udiasa@udiasa.com.au

W: udiasa.com.au

The Urban Development Institute of Australia (UDIA) is the leading representative body for the urban development industry.

UDIA has an important national voice in development matters. Members include major public corporations, financial institutions, small companies, professional practices and private individuals directly involved in the production, financing and marketing of urban property developments.

An informed and independent stance gives the institute considerable opportunity to lobby and influence government policy, particularly in relation to initiatives for home buyers.

Water Industry Alliance

SA Water Learning Centre, 250 Victoria Square, Adelaide, SA 5000

Ph: 08 7424 2466

E: getconnected@waterindustry.com.au

W: www.waterindustry.com.au

The Water Industry Alliance (WIA) is a globally recognised hub of water expertise and research in South Australia, which drives growth for its members and the state's economy.

The WIA is a cluster of water-related organisations focused on sharing South Australia's water expertise with the world and growing the South Australian water industry through networking, collaboration and business development opportunities.

The WIA provides a voice for the industry with a range of stakeholders, including government departments, builds business capacity and supports international business development and branding.

Two smart specialisation clusters, Managed Aquifer Recharge (MAR) Hub and Wastewater for Regional and Decentralised Applications (WaRDA) are also facilitated by WIA.



Tonsley is now home for Catalyst. Our staff live locally and the innovation precinct is a perfect place to pursue our mission to support small business by automating for better business results.

Scott Elder, Director
Catalyst Cloud Solutions

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1300 142 820 (Mon-Fri 8am-8pm)

www.business.sa.gov.au

Small Business Commissioner

Small Business Centre
99 Gawler Place
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GPO Box 1264
Adelaide, South Australia 5001

T: 1800 072 722

E: sasbc@sa.gov.au

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