

# Overview of the Agency



## About the SBDC

The Small Business Development Corporation (SBDC) is a State Government statutory authority, established in 1984 to drive the development and growth of small businesses throughout Western Australia.

Today, the SBDC is the primary provider of advice and guidance to small business operators throughout the State, providing information, referral, business services, and programs tailored to the specific needs of the small business sector.

The SBDC also promotes the small business sector to others through research, advocacy, liaison and communication activities and supports the 25 Small Business Centres throughout Western Australia.

On behalf of the Western Australian Government, the SBDC is also responsible for the attraction and sponsorship of business migrants into the State.

## What we do

The objective of the SBDC is to provide guidance, referral and business advisory services for the effective development of new and existing small businesses in Western Australia. This is achieved through the development of

programs which address specific needs within the sector including; marketing, business planning, export assistance, business migration into Western Australia, commercial tenancy, youth enterprise resources, women in business and Aboriginal business development.

The SBDC also supports the broader skills development and information needs of the small business sector through:

- Advisory services,
- Workshops,
- Online resources,
- Program development and delivery, and
- Presentations.



**The Hon. Simon O'Brien MLC**  
Minister for Small Business

## Operational Structure

### Responsible Minister

The Hon. Simon O'Brien MLC, Minister for Small Business, is the Minister responsible for the Small Business Development Corporation.

### Enabling Legislation

*The Small Business Development Corporation Act 1983* makes provision for the establishment of the Small Business Development Corporation to encourage, promote, facilitate and assist the establishment, development and carrying on of small business in the State and for incidental and other purposes.

### Our Vision

The SBDC's vision is to drive the development of Western Australia's small business sector as a major contributor to the State's economy.

### Our Mission

The SBDC's mission is to create opportunity and wealth for small businesses in Western Australia.

### Our Goals

In accordance with the SBDC Strategic Directions, the agency strives to;

- stimulate a culture of enterprise, and celebrate the success of small business,
- improve the skills and knowledge base of the small business sector,
- take a leading role in influencing the policy and regulatory environment for small business,
- facilitate regional small business development,
- drive small business growth, and
- sustain a culture of achievement within SBDC and leadership in small business development.

## SBDC Board

The SBDC is governed by a Board, drawn from the private sector under the auspices of the *Small Business Development Corporation Act 1983*. The eight-member SBDC Board meets on a monthly basis to consider issues relevant to the direction and operation of the Corporation. There are currently three vacancies on the Board, which are in the process of being filled. Membership as at 30 June 2011 comprised:

### Ray Mountney

Ray Mountney initially joined the Board as a Member in August 2009 following a very successful business career in the motor industry. In June 2010, he was appointed to the role of Chairman of the Board. As owner and Managing Director of Fennessy Holden and Nissan in Busselton, Mr Mountney has also served as State delegate to the National Franchise Councils of Holden and Nissan. He has also been active within the broader community of the South West, holding executive positions with the Busselton Chamber of Commerce and the Small Business Centre Vasse.

### Geoff Brayshaw

Geoff Brayshaw was appointed to the SBDC Board in January 2005 and will retire from the Board on 30 June 2011. He is a Non Executive Director, Audit Committee Chairman of the Fortescue Metals Group Limited and Poseidon Nickel Limited. Mr Brayshaw is also a Fellow, and past National President of the Institute of Chartered Accountants and Associate of the Institute of Company Directors.

### Merrill Dalgleish

Merrill Dalgleish was appointed to the Board in June 2010. Ms Dalgleish is well known in the Mid West region where she operates a highly successful catering and events business which she started and developed with her husband. With experience on the Boards of the Small Business Centre Mid West and the Chamber of Commerce and Industry, Ms Dalgleish is very familiar with the work of both the SBDC and the SBC Network.

### Caterina (Kitty) Prodonovich

Kitty Prodonovich was appointed to the Board in May 2008 and took up her position in September 2008. Ms Prodonovich has owned and operated a number of small businesses, including two award winning businesses in the Goldfields. In 2002, she was the recipient of the Goldfields Young Achiever Award and the Goldfields Business of the Year Award. Ms Prodonovich was also elected the youngest executive member of the Kalgoorlie Boulder Chamber of Commerce and Industry and is a past president. She is also past president of the Regional Chambers of Commerce and Industry in Western Australia.

### Mr Brent Pollard

Brent Pollard was appointed to the Board in June 2010. Mr Pollard has an extensive background in developing businesses in Britain and Western Australia. He currently owns two restaurants in Perth and has a number of other domestic and international business interests. He has strong strategic skills and a thorough understanding of the contemporary issues facing business operators, particularly entrepreneurs in Western Australia.

### Jacky Finlayson

Jacky Finlayson was appointed Acting Managing Director of the SBDC in January 2010. Ms Finlayson has held several positions within the Corporation including Business Enterprise Centre Program Co-ordinator, Director Corporate Affairs, Director Policy, Planning and Stakeholder Relations and most recently Director of Small Business Services.



*During 2010-11, the Business Migration Centre at the SBDC assisted 155 business migrants to finalise their investments in Western Australia, resulting in \$293.4 million being injected into the State.*

# Executive Summary

## Chairman's Report

The 2010-11 financial year, has been one of transition and change for the Small Business Development Corporation.

During the year, the Corporation has been preparing for the move from its home of more than 20 years, to the newly completed 5 Star Green Rated building at 140 William Street. And, although the move was a long time in coming, it was smoothly executed and has been a great step forward. The SBDC is now more accessible to clients and employees, and the close proximity to other State government agencies means greater efficiencies across disciplines.

In addition, the agency has also been preparing for the introduction of a Small Business Commissioner. To date, this has involved amending legislation and commencing the internal organisational changes necessary to transition into the new Small Business Commissioner model.

These changes represent the most significant initiatives the Corporation has effected since its inception, and heralds the arrival of an important new service for small business owners throughout the State.

With this new model will come expanded services and a more prominent role for the SBDC across many new, small business-related areas.

I take this opportunity to also acknowledge the Premier's much appreciated decision to appoint a dedicated Small Business Minister and Parliamentary Secretary to this portfolio.

Together with the re-organisation associated with the transfer of administrative duties to the Office of Shared Services, 2010-11 has been a year of upheaval and heavy workloads for the staff and executive of the Corporation.

It is also appropriate therefore, to thank the SBDC management and staff, for their valuable contribution and cooperation in implementing these changes, and for the cohesive and professional way in which it has been carried out.

And finally, I thank my colleagues on the SBDC Board, with particular recognition to outgoing Board members Geoff Brayshaw, Larissa Beeson and Chris Jones,



**Ray Mountney**  
Chairman

who have been diligent and valued members since 2004. Your contribution to the Corporation over those years is very much appreciated.

As we move into the new financial year, the Corporation will continue to evolve into its new structure, preparing to provide a range of new services to complement its current activities. The introduction of an efficient and effective alternative dispute resolution service for small business is a great initiative, and will mean less time in litigation and more time getting on with the job.

**Ray Mountney**  
Chairman