Part 20
Minister for Racing and Gaming; Small Business

Summary of Portfolio Appropriations

Agency	2016-17 Budget \$'000	2016-17 Estimated Actual '000	2017-18 Budget Estimate '000
Small Business Development Corporation			
- Delivery of Services	12,706	12,706	12,439
Capital Appropriation	60	60	60
Total	12,766	12,766	12,499
GRAND TOTAL			
- Delivery of Services	12,706	12,706	12,439
- Capital Appropriation	60	60	60
Total	12,766	12,766	12,499

Racing and Wagering Western Australia

Part 20 Minister for Racing and Gaming; Small Business

Asset Investment Program

Across the forward estimates period, the Department's Asset Investment Program remains focused on the ongoing development, enhancement and replacement of hardware, software and retail terminals along with other general business process improvements.

Investment in wagering assets will continue to be prioritised towards items that are necessary to enable the business to maintain and expand its product offerings in an increasingly competitive wagering market.

	Estimated Total Cost \$'000	Expenditure	2016-17 Estimated Expenditure \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
WORKS IN PROGRESS							
Business Systems and Products		16,012	3,503	3,313	2,781	3,339	3,339
Other Works	12,435	6,402	1,363	1,374	1,505	1,577	1,577
Retail Outlet Upgrade Program	29,243	21,264	7,079	7,079	300	300	300
Wagering Systems and Products	36,847	14,123	4,500	4,500	6,074	6,075	6,075
Total Cost of Asset Investment Program	107,309	57,801	16,445	16,266	10,660	11,291	11,291
FUNDED BY							
Internal Funds and Balances			16,445	16,266	10,660	11,291	11,291
Total Funding			16,445	16,266	10,660	11,291	11,291

Western Australian Greyhound Racing Association

Part 20 Minister for Racing and Gaming; Small Business

Asset Investment Program

Asset investment across the forward estimates period consists of plant and equipment replacement at the Cannington and Mandurah racetracks.

		Estimated Expenditure to 30-6-17 \$'000	2016-17 Estimated Expenditure \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
COMPLETED WORKS							
New Cannington Complex - 2016-17 Program	199	199	199	-	-	-	-
Plant and Equipment	C4	0.4	64				
Cannington - 2016-17 ProgramMandurah - 2016-17 Program		64 337	64 337	-	_	-	-
Mandulan - 2010-17 Flogram	331	337	337	_	_	_	_
NEW WORKS							
Plant and Equipment							
Cannington - 2017-18 Program	309	-	-	309	-	-	-
Mandurah - 2017-18 Program	309	-	-	309	-	-	-
Total Cost of Asset Investment Program	1,218	600	600	618	-	-	
	·						
FUNDED BY							
Internal Funds and Balances			600	618	-	-	
Total Funding			600	618	-	-	_

Division 37 Small Business Development Corporation

Part 20 Minister for Racing and Gaming; Small Business

Appropriations, Expenses and Cash Assets

	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
DELIVERY OF SERVICES Item 75 Net amount appropriated to deliver services	11,751	12,446	12,446	12,179	12,064	11,938	12,026
Amount Authorised by Other Statutes - Salaries and Allowances Act 1975	254	260	260	260	260	260	260
Total appropriations provided to deliver services	12,005	12,706	12,706	12,439	12,324	12,198	12,286
CAPITAL Item 124 Capital Appropriation	60	60	60	60	60	60	60
TOTAL APPROPRIATIONS	12,065	12,766	12,766	12,499	12,384	12,258	12,346
EXPENSES Total Cost of Services Net Cost of Services (a) CASH ASSETS (b)	12,315 11,739 2,430	13,514 13,202 1,411	14,514 13,202 2,232	13,735 12,883 2,218	12,857 12,535 2,202	12,731 12,409 2,186	12,819 12,497 2,170

⁽a) Represents Total Cost of Services (expenses) less retained revenues applied to the agency's services. Reconciliation to the 'Total appropriations provided to deliver services' includes adjustments related to movements in cash balances and other accrual items such as resources received free of charge, receivables, payables and superannuation.

Spending Changes

Recurrent spending changes, other than cashflow timing changes and non-discretionary accounting adjustments, impacting on the agency's Income Statement since the publication of the 2016-17 Pre-election Financial Projections Statement on 9 February 2017, are outlined below:

	2016-17	2017-18	2018-19	2019-20	2020-21
	Estimated	Budget	Forward	Forward	Forward
	Actual	Estimate	Estimate	Estimate	Estimate
	\$'000	\$'000	\$'000	\$'000	\$'000
2017-18 Streamlined Budget Process Incentive Funding	-	119 40 (4)	- 40 (8) (152)	- 40 (12) (215)	40 (12) (278)

⁽b) As at 30 June each financial year.

Significant Issues Impacting the Agency

- To support improvements for small businesses involved in the building and construction industry, the Corporation successfully advocated for reforms to the operation of the *Construction Contracts Act 2010*, including improved access to rapid adjudication for payment disputes. The Corporation also has a defined role under the new Western Australian Building and Construction Industry Code of Conduct 2016 to consider matters of non-compliance in practices and payment for subcontractors working on State Government construction projects. The code came into effect on 1 January 2017.
- The Alternative Dispute Resolution service continues to resolve disputes involving small businesses in a timely, non-legalistic and cost effective manner. Through this service, small business operators receive personalised, practical assistance to better understand their rights and responsibilities; clarify issues and explore options to resolve the dispute, with access to subsidised mediation.
- The Corporation is working with the Curtin University (the University), on mutually beneficial opportunities to enhance educational experiences of University law students whilst improving access to legal services for small businesses.
- The Corporation continues to influence the development of small business policies and regulatory settings across all tiers of government by advocating on behalf of individual small business operators, industry cohorts and the sector as a whole. This includes contributing to major policy and legislative reviews in order to foster a fair and conducive operating environment for small businesses in Western Australia. The Corporation also continued to provide guidance to State Government agencies as part of the State's Regulatory Impact Assessment process.
- The Corporation partnered in a national inquiry into payment practices in Australia. As improving cash flow for small businesses underpins resilience and creates more jobs, payment terms and times will continue to be a key focus of the Corporation with advocacy occurring across government and the private sector.
- The Corporation continues to offer educative and information sharing services to small business owners and other
 key stakeholders in the sector, facilitating small business growth and self-employment. This is achieved largely through
 the Corporation's workshop advisory programs. To extend reach, the Corporation has established the Industry Link
 program, which provides fundamental business management information to improve business skills and support better
 business practices.
- The Corporation's Business Local outreach service continues to deliver small business advice and guidance throughout the State. Delivered by a network of third party providers in 12 service areas across Western Australia, the free service is particularly focused on supporting higher quality business start-ups, with stronger business foundations, and as a consequence greater resilience. This service also underpins the creation of new job opportunities by assisting small businesses to grow their operations and explore new market initiatives as the State transitions to a more diversified, resilient economy.
- The Western Australian Business Migration program is a key investment attraction, job creation and job retention initiative for the State. Under this program, the Corporation provides State nominations for business migrants in a range of business and investment visa categories and promotes Western Australian opportunities in prime overseas markets. The program is expected to deliver over \$1 billion in new capital into the State over the forward estimates.

Resource Agreement

The following performance information (financial and non-financial) is the subject of a Resource Agreement signed by the Minister, Accountable Authority and Treasurer under Part 3, Division 5 of the *Financial Management Act* 2006.

Outcomes, Services and Key Performance Information

Relationship to Government Goals

Broad government goals are supported at agency level by specific outcomes. Agencies deliver services to achieve these outcomes. The following table illustrates the relationship between the agency's service and desired outcome, and the government goal it contributes to. The key effectiveness indicators measure the extent of impact of the delivery of services on the achievement of desired outcomes. The key efficiency indicators monitor the relationship between the service delivered and the resources used to produce the service.

Government Goal	Desired Outcome	Service
Future Jobs and Skills: Grow and diversify the economy, create jobs and support skills development.	Development of new and existing Small Business in Western Australia.	Information, Guidance, Referral and Business Development Services

Service Summary

Expense	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
Information, Guidance, Referral and Business Development Services	12,315	13,514	14,514	13,735	12,857	12,731	12,819
Total Cost of Services	12,315	13,514	14,514	13,735	12,857	12,731	12,819

Outcomes and Key Effectiveness Indicators (a)

	2015-16 Actual	2016-17 Budget	2016-17 Estimated Actual	2017-18 Budget Target	Note
Outcome: Development of new and existing Small Business in Western Australia:					
A random sample of clients was asked to rate the usefulness of the information/guidance provided to them by the Small Business Development Corporation:					
Very or somewhat useful	92% 7% 1%	93% 5% 2%	93% 7% 0%	93% 5% 2%	

⁽a) Further detail in support of the key effectiveness indicators is provided in the agency's Annual Report.

Services and Key Efficiency Indicators (a)

1. Information, Guidance, Referral and Business Development Services

Provision of specialised information, referral, and business facilitation services for the effective development of enterprises in Western Australia.

	2015-16 Actual	2016-17 Budget	2016-17 Estimated Actual	2017-18 Budget Target	Note
Total Cost of Service	\$'000 12,315 576 11,739	\$'000 13,514 312 13,202	\$'000 14,514 1,312 13,202	\$'000 13,735 852 12,883	1 2
Efficiency Indicators Average Cost per Direct Client Contact/Equivalent (b)	\$20.59 \$3.05 \$139.47 \$1,184,508	\$22.12 \$2.68 \$104.08 \$1,412,104	\$39.74 \$5.93 \$145.16 \$1,305,327	\$38.91 \$5.86 \$147.24 \$1,268,718	3 4 5

- (a) Further detail regarding efficiency indicators is provided in the agency's Annual Report.
- (b) Direct client contacts have contacted the Corporation for guidance or information either by a personal visit, by telephone or have visited the Corporation websites for four minutes or more, or have downloaded a license pack from the Business License Finder. Direct client contacts also include Corporation's workshop attendees.
- (c) Indirect client contacts are exposed to a range of advisory, information, referral and business services that would impact on their growth and business development. These include attendees at award functions, expos or other forums which the Corporation has organised, has been the major sponsor where the focus has been on business development, or where the Corporation's representative has given an address on small business matters. This also includes Corporation website visits between two and four minutes.
- (d) The Business Local service delivers small business services in 12 key areas across the State (including nine in regional Western Australia).
- (e) Policy advice includes policy submissions, investigative research, ministerial correspondence, industry liaison and small business sector advocacy.

Explanation of Significant Movements

(Notes)

- 1. The 2016-17 Estimated Actual Total Cost of Service has increased by \$1 million against the 2016-17 Budget due to additional expenditure for the On-demand Transport Reform project. Funding for the project was provided by the Department of Transport (Taxi Industry Development Account).
- 2. The 2016-17 Estimated Actual Income has increased by \$1 million relating to funding from the Department of Transport for the On-demand Transport Reform project.
- 3. The 2016-17 Estimated Actual for the Average Cost per Direct Client Contact/Equivalent has increased by \$17.62 compared to the 2016-17 Budget due to a significant reduction in the number of website visits following a redevelopment of the website, along with additional costs associated with the On-demand Transport Reform project.
- 4. The 2016-17 Estimated Actual for the Average Cost per Indirect Client Contact has increased by \$3.25 compared to the 2016-17 Budget due to a significant reduction in the number of website visits following a redevelopment of the website.
- 5. The 2016-17 Estimated Actual for the Average Cost per Business Local Client Contact has increased by \$41.08 compared to the 2016-17 Budget due to a reduction in the number of client sessions. The Business Local Service places a greater focus on complex business advice and support and as a consequence the client contact takes more time but delivers greater value to the client.

Asset Investment Program

	Estimated Total Cost \$'000	Expenditure	2016-17 Estimated Expenditure \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
COMPLETED WORKS Furniture and Office Equipment Replacement 2015-16 Program	120 120	120 120	109 120	- -	- -	- -	-
NEW WORKS Furniture and Office Equipment Replacement 2017-18 Program 2018-19 Program 2019-20 Program 2020-21 Program	120 120	- - -	- - -	120 - - -	- 120 - -	- - 120 -	- - - 120
Total Cost of Asset Investment Program	720	240	229	120	120	120	120
FUNDED BY Capital Appropriation Drawdowns from the Holding Account Internal Funds and Balances. Total Funding			60 60 109	60 60 -	60 60 -	60 60 -	60 60 -

Financial Statements

Income Statement

Expenses

Supplies and services expense is estimated to increase by \$1 million in the 2016-17 Estimated Actual compared to the 2016-17 Budget mainly due to the additional expenditure for the On-demand Transport Reform project. The On-demand Transport Reform project expense will reduce by \$500,000 in the 2017-18 Budget Estimate.

Income

The 2016-17 Estimated Actual was higher than the 2016-17 Budget for other revenue due to an additional \$1 million for the On-demand Transport Reform project. This reduces to \$500,000 in the 2017-18 Budget Estimate.

Statement of Cashflows

The On-demand Transport Reform project has increased supplies and services as well as receipts for the 2016-17 Estimated Actual and 2017-18 Budget Estimate compared to the 2016-17 Budget position.

INCOME STATEMENT (a) (Controlled)

	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
COST OF SERVICES							
Expenses Employee benefits (b)	5,868 3,530 1,423 1,119 130 245	6,738 3,586 1,589 1,185 140 276	6,738 3,586 2,589 1,185 140 276	6,638 3,540 1,938 1,219 140 260	6,630 3,628 1,008 1,261 140 190	6,507 3,719 872 1,303 140 190	6,600 3,756 786 1,347 140
TOTAL COST OF SERVICES	12,315	13,514	14,514	13,735	12,857	12,731	12,819
Income Sale of goods and services	286 70 220	252 - 60	252 - 1,060	292 - 560	292 - 30	292 - 30	292 - 30
Total Income	576	312	1,312	852	322	322	322
NET COST OF SERVICES	11,739	13,202	13,202	12,883	12,535	12,409	12,497
INCOME FROM STATE GOVERNMENT							
Service appropriations Resources received free of charge Royalties for Regions Fund: Regional Community Services Fund	12,005 177 256	12,706 190 216	12,706 190 216	12,439 190 224	12,324 190	12,198 190	12,286 190
regional community dervices i und	230	210	210	224			
TOTAL INCOME FROM STATE GOVERNMENT	12,438	13,112	13,112	12,853	12,514	12,388	12,476
SURPLUS/(DEFICIENCY) FOR THE PERIOD	699	(90)	(90)	(30)	(21)	(21)	(21)

DETAILS OF CONTROLLED GRANTS AND SUBSIDIES

	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
Business Local Service - Operational Grants	3,530	3,586	3,586	3,540	3,628	3,719	3,756
TOTAL	3,530	3,586	3,586	3,540	3,628	3,719	3,756

⁽a) Full audited financial statements are published in the agency's Annual Report.(b) The Full Time Equivalents for 2015-16 Actual, 2016-17 Estimated Actual and 2017-18 Budget Estimate are 51, 55 and 55 respectively. In some cases the figures for 2015-16 and 2016-17 may differ from previously published figures due to changes in calculation methodology.

⁽c) Refer to the Details of Controlled Grants and Subsidies table below for further information.

STATEMENT OF FINANCIAL POSITION (a) (Controlled)

	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
CURRENT ASSETS							
Cash assets	2,342	1,396	2,179	2,165	2,149	2,133	2,117
Restricted cash	88	15	53	53	53	53	53
Holding account receivables	60	60	60	60	60	60	60
Receivables	86	126	86	86	86	86	86
Other	241	288	108	140	179	184	164
Total current assets	2,817	1,885	2,486	2,504	2,527	2,516	2,480
NON-CURRENT ASSETS							
Holding account receivables	484	579	579	674	769	864	959
Property, plant and equipment	118	239	88	58	28	53	78
Intangibles	131	89	250	260	270	225	180
Total non-current assets	733	907	917	992	1,067	1,142	1,217
TOTAL ASSETS	3,550	2,792	3,403	3,496	3,594	3,658	3,697
CURRENT LIABILITIES							
Employee provisions	1,191	1,005	1,002	1,002	1,002	1,002	1,002
Payables	-	1	-		-	-	
Other	85	130	147	210	269	294	294
Total current liabilities	1,276	1,136	1,149	1,212	1,271	1,296	1,296
NON-CURRENT LIABILITIES							
Employee provisions	279	289	289	289	289	289	289
Other	2	1	2	2	2	2	2
Total non-current liabilities	281	290	291	291	291	291	291
TOTAL LIABILITIES	1,557	1,426	1,440	1,503	1,562	1,587	1,587
-	·				·		
EQUITY							
Contributed equity	1,299	1,359	1,359	1,419	1,479	1,539	1,599
Accumulated surplus/(deficit)	694	7	604	574	553	532	511
Total equity	1,993	1,366	1,963	1,993	2,032	2,071	2,110
TOTAL LIABILITIES AND EQUITY	3,550	2,792	3,403	3,496	3,594	3,658	3,697
TOTAL LIABILITIES AND EQUIT I	3,330	2,132	3,403	3,430	3,334	3,036	3,097

⁽a) Full audited financial statements are published in the agency's Annual Report.

STATEMENT OF CASHFLOWS (a) (Controlled)

	2015-16 Actual \$'000	2016-17 Budget \$'000	2016-17 Estimated Actual \$'000	2017-18 Budget Estimate \$'000	2018-19 Forward Estimate \$'000	2019-20 Forward Estimate \$'000	2020-21 Forward Estimate \$'000
CASHFLOWS FROM STATE							
GOVERNMENT							
Service appropriations	11,850	12,551	12,551	12,284	12,169	12,043	12,131
Capital appropriation	60	60	60	60	60	60	60
Holding account drawdowns Royalties for Regions Fund:	60	60	60	60	60	60	60
Regional Community Services Fund	256	216	216	224	_	_	_
Net cash provided by State Government $\underline{\ }$	12,226	12,887	12,887	12,628	12,289	12,163	12,251
CASHFLOWS FROM OPERATING ACTIVITIES							
Payments Employee benefits	(6,133)	(6,690)	(6,690)	(6,587)	(6,579)	(6,456)	(6,549)
Grants and subsidies	(3,531)	(3,586)	(3,586)	(3,540)	(3,628)	(3,719)	(3,756)
Supplies and services	(1,266)	(1,431)	(2,431)	(1,828)	(829)	(693)	(607)
Accommodation	(1,124)	(1,185)	(1,185)	(1,219)	(1,261)	(1,303)	(1,347)
Other payments	(886)	(966)	(966)	(890)	(900)	(900)	(900)
Receipts							
Grants and subsidies	70	-	-	-	-	-	-
Sale of goods and services	286	252	252	292	292	292	292
GST receipts Other receipts	689 229	690 60	690 1.060	690 560	690 30	690 30	690 30
Cuter receipts	223	- 00	1,000	300	30	30	30
Net cash from operating activities	(11,666)	(12,856)	(12,856)	(12,522)	(12,185)	(12,059)	(12,147)
CASHFLOWS FROM INVESTING ACTIVITIES							
Purchase of non-current assets	(119)	(120)	(229)	(120)	(120)	(120)	(120)
Net cash from investing activities	(119)	(120)	(229)	(120)	(120)	(120)	(120)
NET INCREASE/(DECREASE) IN CASH HELD	441	(89)	(198)	(14)	(16)	(16)	(16)
Cash assets at the beginning of the reporting							
period	1,989	1,500	2,430	2,232	2,218	2,202	2,186
Cash assets at the end of the reporting period	2,430	1,411	2,232	2,218	2,202	2,186	2,170

⁽a) Full audited financial statements are published in the agency's Annual Report.