The mission of the Canberra Business Council is to: Promote the role of Canberra both as the National Capital and a business centre; Support and promote the retention and growth of business across all industry sectors of the Australian Capital Region; Focus on strategic and global issues, whilst relying on industry groups to address the detail of industry-specific issues; Foster a positive relationship with the industry associations which are the Council’s Kindred Organisations and encourage cooperation between and with them.
Over the course of the year the work emanating from last year’s Implementation Summit continued and culminated in the release of the ACTION AGENDA REPORT: EYES ON THE FUTURE at the Focus on Business dinner at Parliament House. The report articulates our position on the key issues we believe are important in delivering a future Canberra and region that is capable of growing economically and socially and with regard to our environment. The challenge for our project teams is to continue to progress each of the key issues. This means business accepting responsibility for the things it needs to do and for governments, Australian, ACT and NSW, to play their important roles in capturing the real potential of Canberra and the region and seeing Canberra develop as a world city.

A responsibility of the Council in response to the ACTION AGENDA REPORT: EYES ON THE FUTURE is to provide a report back to members and the wider business community on the progress being made in terms of each of the issues. We must back up our words with action. There are many people involved in the project teams and on behalf of all members of the Council I sincerely thank them for their input past, present and future. These are very busy people who are committed to seeing our potential realised to ensure a future for the next generation and thereafter. Dr Neil Primrose deserves special mention for keeping this project burning when it would have been easy for it to tail off.

Availability of skilled people continues to be of great concern both for the private and public sectors. The ACT Government is to be commended for their ongoing commitment and support of the ‘Live in Canberra’ campaign. So too are the many businesses who have been involved in this campaign. The ‘Live in Canberra’ program has been a genuine partnership between the business community and government and the Council is pleased to have played a role in delivering the project. This campaign has been about doing something in the face of a challenge confronting jurisdictions in all locations in Australia and around the world. It will not be the only response required around skills shortages but it does demonstrate a commitment to action.

This year’s federal budget continued the trend of the past few years with increased spending around defence and security particularly and this is in itself creating significant opportunities for Canberra. This is both in terms of more personnel and increased infrastructure. All of this comes at a time when the National Capital Authority is progressing the vision contained within the Griffin Legacy. It is clear that the opportunities are here to create greater vitality in and around the city area and the lake foreshore. The Griffin Legacy is about putting in place a structure that allows for private sector involvement and recognizing that we have moved into a new stage of Canberra’s development. If we want to attract all the people we need here to fill the available jobs then we need to create a city that is attractive to the lifestyles people are seeking. We have that opportunity to create the right mix perhaps more than any other city in Australia.

Our task forces continue to support the Council’s objectives and seek ways to ensure the growth and development of business in Canberra and the region. We now have seven task forces within the Council and each is tasked with drilling down into the areas where they can make a difference and delivering advice to governments about the things that are really important to business. A number of task forces over this year have had various ministers involved in meetings and this gives direct feedback on critical issues. I thank all the task force chairs and members of this task forces for their ongoing commitment and input and invite more members to get involved and share with us the benefit of your experience.

It is important that our lobbying activities are underpinned by engagement with key people within the Commonwealth, Territory and New South Wales Governments. I believe that our solid working relationships with key decision-makers at the political and bureaucratic level have been maintained over the course of the year and provide us with an opportunity to properly communicate and discuss matters of importance to our future growth and prosperity. The contributions of all Council members assist in this when talking with the major stakeholders. We need to be ready with the facts and knowledge in order to state our case and position and this is why the work of the task forces is so important.

The Council has continued its work on projects aimed at securing better economic outcomes for Canberra and the region and our businesses involved. Focus on Business 2006 has occurred and this year brought and outstanding program and a wonderful list of export speakers. Another project that we have recently launched is Canberra Net aimed bringing together a cluster of web-based developers to help each other and attract more business to Canberra. This is a partnership between the Council, the ACT Government and Microsoft and we look forward to reporting on its success next year.

The ACT Exporters’ Network continues to be strongly supported and its events and activities have continued to expand under the guidance of Jenny Hoop and the International Business Task Force. The successful model used for the Network is being examined for application in other areas. In conjunction with the activities of the Exporters’ Network we continue our work on opportunities in China and will look for ways to present these opportunities to our members and those listed on the Canberra Region Business Database.

In finishing my report I must acknowledge the ongoing support of our outstanding sponsors. The National Australia Bank continues as our major sponsor and we have enjoyed the benefit of this association through the work of both Peter Longmuir and John Smeath. The Canberra Times has been another long-term supporter of the Council and our lunchtime series with them has created great interest over the past year. ActewAGL once again has demonstrated its commitment to working with the business community in sponsoring the Outlook 2010 lunchtime series and supporting the Business Success Series jointly with the Canberra Times. Major support to the functioning of the Council is also provided by KPMG. The Council is extremely grateful to each of these organisations for their continued support of our activities.

I cannot undertake this role without the support of numerous others. The advice and support of my fellow executive is greatly appreciated along with the members of the full Committee of the Council. There is no question of the importance and support of our Kindred Organisations and it is through these contributions that we take our case to the decision-makers. To the hard-working team at the Secretariat lead by our Executive Director, John Miller, I offer my most sincere gratitude. It has been a hard 12 months but the team has stood up admirably.

I look forward to my continued association with the Canberra Business Council as I know that this organisation is truly committed and ready to play a constructive and hands-on role in saving Canberra and the region step up to the next level and become a truly model world city that is copied by others.

Chairman’s Report
Executive Director’s Report

The release of the Council’s major document ACTION AGENDA REPORT: EYES ON THE FUTURE during Focus on Business 2006 stands as our most important work over the past 12 months. This report has been prepared to ensure a strong focus on the major issues in the region over the next few years. The issues discussed with the report, we believe, are the most important in terms of the future growth of the Australian Capital Region.

The ACTION AGENDA REPORT: EYES ON THE FUTURE spells out the work that needs to be done in order for Canberra and the region to fully benefit from its strengths. These strengths include the presence of the Commonwealth Government, a healthy and well-educated workforce, space and a quality environment, employment and business opportunities and reasonable infrastructure. All of this potential for sustainable and measured growth and a lifestyle that can no longer be offered in our larger cities. The report is a guide, not an end in itself. We must be proactive in our approach if we want to see Canberra and the region prosper.

During the past year the skills shortage debate has again dominated conversation across business, government and in the media. This is an Australia-wide phenomenon, indeed a world-wide issue, and being particularly felt in Canberra. We recorded the lowest ever unemployment rates for a state or territory when our rate fell to 2.8% unemployed. This gives some indication of the strength of the local economy and the issues being felt in terms of finding people. The ACT Government’s Strategic and Functional Review has been dealt with in the Chairman’s Report but needless to say our challenge is to work with the ACT Government and provide sensible and sound advice that helps them understand the importance of nurturing the growth of the private sector. Without the continued expansion of the private business sector it is going to become increasingly difficult for any government to deliver services at the levels needed in a city where we have become used to quality services.

In terms of our economic development activities over the past year the excellent work of Jenny Hoop in steering the ACT Exporters’ Network must be acknowledged. It is most pleasing that the ACT Government has agreed to continue to support this initiative recognising that export growth is important to our economy. Canberra.Net has just commenced its activities and through this column in 12 months time I would hope to be able to report on the success of this new venture supported by both Microsoft and the ACT Government. At the time of preparing this report Focus on Business 2006 was just around the corner and will prove another important vehicle to assist local businesses develop new relationships that will help them grow.

As has been done in the Chairman’s Report I would like to add my thanks to all task force members who provide so much time, guidance and advice in developing submissions, bringing issues to light that need to be taken up with key stakeholders, and lending their expertise and experience in policy direction. To my colleagues within our Kindred Organisations I express my sincere gratitude for your responses to sometimes interminable electronic communiqués needing input rapidly. The Council cannot function properly without the invaluable contribution of our Kindred Organisations who are often deep in the trenches taking up the cudgels on behalf of their members. I would also reiterate the comments of the Chairman in recognising the wonderful support of our major sponsors the National Australia Bank, our event sponsors The Canberra Times, ActewAGL, KPMG and event supporters the ANU. The business events we deliver in partnership with the above are valuable platforms on which to elevate debate about the key issues impacting on Canberra and the Region.

Our financial position remains sound although this year, due a backlog of events, we have recorded a loss. In catching up with our events we will be in a position to reverse that loss hopefully over the course of the 2006/07 financial year. In order for us to continue to provide the services needed to put forward the views of the business community we have had to review our membership rates and make some adjustments. Our Events and Communications Manager, Kellie Hogan continues to work on ensuring that member benefits are met and improved. This includes building a program of high-quality events that raise debate on key subjects while at same time making them significant networking opportunities.

For the secretariat this has been a big and busy 12 months and I record my great appreciation to the diligent and loyal approach provided by each member of the team. We all look forward to the new challenges in the coming year.

John Miller
Executive Director
Activities + Events

SME PROGRAM
The SME events are small intimate events designed for Council ‘Business Members’ to open communication conduits on industry specific topics and allow networking opportunities to our members.

April 06 – Dr Michael Schaper, ACT Small Business Commissioner
May 06 – Mr David Segrott, Director, Australian Health & Safety Services

2006 ACT BUDGET BREAKFAST
The ACT budget breakfast, supported by the Council’s Kindred Organisations, was held at the National Press Club with over 300 guests in attendance.

The panel session is an important forum to help place the budget into context and outline the rationale behind government actions.

The event was proudly sponsored by

Guest Speakers:
- Mr Jon Stanhope MLA, ACT Chief Minister
- Ms Katy Gallagher MLA, Deputy Chief Minister
- Mr Bill Stefaniak, MLA, Leader of the Opposition
- Mr Richard Mulcahy MLA, Shadow Treasurer
- Master of Ceremonies – Mr Ross Solly – ABC 666

2005 AGM & ANNUAL DINNER
The Canberra Business Council Annual Dinner is a time when up to 300 key stakeholders from the Regional economy, business leaders and government VIPs gather to celebrate the successes of the previous year and acknowledge those who have made a major contribution to the strength of the regional economy.

The main feature of the program includes the Robin Schall Business Address, the presentation of the Business Success Series Annual Award and a light hearted address by a comic speech maker.

Guest Speakers:
- Mr Craig Sloan, Chairman, Canberra Business Council
- Dr David Skellern, CEO, NICTA

Comedian:
- Mr Jonathon Atherton

CANBERRA TIMES BUSINESS SERIES
Proudly sponsored by the

The Canberra Times Business Series has been developed as a high profile business program in the National Capital. Guest speakers have been invited on the grounds that they are inspiring and relevant to the Region. Keynote speakers are asked to develop an opinion on not only the national economy and business environment but also to comment on the role of the Canberra Region in developing a vibrant future for business.

June 05 – Dr Geoff Garrett, CEO, CSIRO
May 06 – Ms Kate Oakley, Uk based author and policy analyst specializing in the knowledge economy – Regional Development and Creative Industries
July 06 – Mr Rupert Myer, Chairman, National Gallery of Australia

OUTLOOK 2020 SERIES
Proudly sponsored by

The Outlook 2020 series sets out to examine the important issues facing business, particularly looking into the future. Presentations at Outlook 2020 events include a business perspective and high-level academic assessment of the issues. The series focuses on the future of Canberra and the Region.

June 05 – Dr Allan Hawke, Chancellor, ANU
August 06 – Dr Ian Watt, Secretary of the Department of Finance and Administration

CANBERRA COMMERCIALISATION COUNCIL
As part of the Commercialisation project the Business Council is involved in, a sequence of profile raising events are held to increase the level of awareness about Commercialisation in the ACT and Region. The Canberra Commercialisation Council continues to explore opportunities and work towards the improvement of commercialisation of research and innovation in the ACT.

May 06 – Ralph Petroff, Entrepreneur-in-Residence, NICTA

CANBERRA BUSINESS COUNCIL ANNUAL REPORT 2005-2006 08/09

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CANBERRA BUSINESS COUNCIL ANNUAL REPORT 2005-2006 08/09
Specific activities in 2005-06 included:
- Market briefings on Iraq, Indonesia, Malaysia, USA, North Asia, North of England, Czech Republic, Thailand, Philippines, Singapore and China
- Training and coaching workshops on export basics, Export Market Development Grants Scheme and grant writing
- Mentoring on joint ventures, distributorships, agents, commercialisation
- Networking functions
- Presentations on Business Club Australia, Export Heroes program, homeland security, programs and funding for exporters and Intellectual Property
- ACT Export Awards
- Trade Mission to Washington DC and Canada
- Breakfasts with guest speakers on export-related topics
- Newsletters
- Mentoring
- Networking
- Seminars and briefings
- Training
- Trade Missions
- Promotion of local export business in the media

ACT Exporters’ Network

ACT EXPORTERS’ NETWORK
2005-06 has been a very full and exciting year for the ACT Exporters’ Network.

Designed to provide a forum for exporters to share knowledge and experience to advance their own businesses, and to provide private sector leadership of the Canberra regional export drive, the Network continues to be heavily engaged in a wide variety of activities including:
- Breakfasts with guest speakers on export-related topics
- Newsletters
- Mentoring
- Networking
- Seminars and briefings
- Training
- Trade Missions
- Promotion of local export business in the media

Most of these activities are organised by the Network with a number of them facilitated in conjunction with allies such as Austrade and BusinessACT. Representatives from ACT and Capital Region businesses are also involved as presenters, mentors and case studies.

The Network is also an active participant in other export-related activities such as the Export Awards Committee, International Student Ambassador Program, Canberra China Consortium and other relevant issues.

Promotion, awareness raising and support for trade missions, seminars and other export-related activities is provided to ally organisations such as Defence, Austrade, BusinessACT, ABL and AusIndustry.

In conjunction with the ACT Exporters’ Network we have continued to arrange briefings in relation to the China market that are relevant to database registrants and businesses already operating in that market. Other events related to China conducted by other key stakeholders have also been promoted to the database to help the businesses stay connected with the latest developments in-market.

The Canberra Commerce office in Shanghai has continued to be promoted by the consortium and this has resulted in a number of visits by Canberra businesses and organizations. There are some continued discussions about ongoing relationships in using this office which is a partnership between the ACT Government and Hindmarsh which has joint-ventures business interests in China. Another relationship has been developed that will see some representation in the southern city of Shenzhen and providing further opportunities for local and regional business into this massive market.

There is no question that education is a significant source of business for Canberra from China. Both the Australian National University and the University of Canberra continue to attract large numbers of students from China across a range of courses. The quality of the relationships shared by both the ANU and University of Canberra with highly esteemed institutions in China is a key to mutually beneficial success.

The challenge for the consortium in the year ahead is to find a way forward with a business delegation to China that utilizes the relationships available and the in-market support that has been developed. Already a number of businesses have expressed an interest in visiting the Chinese market and the next step is to build a program that gives businesses every opportunity to experience first-hand the operating environment and to open some doors that might lead to real business being done.

China is a market that continues to expand and grow and Australia is viewed positively. With these key ingredients it stands to reason why an eye should always be kept on China with a view to finding business opportunities, big and smaller.

INTERNATIONAL STUDENT AMBASSADOR PROGRAM

Jointly managed by BusinessACT, the Canberra Business Council, The Australian National University, The University of Canberra and the Canberra Institute of Technology, the program aims to help visiting international students learn more about their host city, in particular, how Canberra manages business issues.

The Program gives students the knowledge and encouragement to promote Canberra to their friends, families and business associates back home as the ideal place to study, visit and do business.

The 2006 program has been postponed until further notice following the 2006 ACT Government Budget.

TRADESTART

In addition to the above activities, the Export Development Manager is also responsible for TradeStart activities designed to assist individual companies get into export through a program of targeted coaching and advice.

SUMMARY

I would like to specifically thank the Chairman and Executive Director of the Canberra Business Council, the President of the Exporters’ Network, the Chairman and committee of the International Business Taskforce for their ongoing support of the ACT Exporters’ Network and its activities. The guidance and support of these individuals has been instrumental in the growth and success of the Network over the past year.

JENNY HOOD
EXPORT DEVELOPMENT MANAGER
Tourism, Sports and the Arts Task Force

The year was dominated by the ongoing discussions on a new convention centre and then the Government’s Functional Review that had major implications for tourism, sports and the arts in the ACT, highlighted in the budget brought down in May 2006.

Australian Capital Tourism was moved from a corporation to become part of the newly established Territory and Municipal Services Department (TAMS). This move saw changes to staffing and a reallocation of budgets within the tourism portfolio.

Newly appointed Minister for Tourism Andrew Barr met with the Task Force as did Maxine Cooper the new Executive Director of Enterprise Services whom assumed responsibility for Australian Capital Tourism within the new Department. The industry has been pleased with the consultation process undertaken by both the Tourism Minister and TAMS executives and they have committed to meeting regularly to update the Council on issues relating to their portfolios.

SportsACT is also facing a reduction in funding and is examining where its resources should best be devoted. The Task Force is very mindful of the positive impact of sporting events on the Canberra economy and the Government have indicated their support for the development of sports tourism, and in particular those that will be attracted to the new Stromlo Forest Park cycling and mountain bike facility.

Arts activities in the city continue to attract significant numbers however it is the establishment or attraction of major cultural festivals that occupies the mind of many in the arts and business community.

The Task Force is delighted to see refurbishment of the National Convention Centre commence, knowing its closure for nine months in 2007 will undoubtedly have some impact on the ACT economy.

Developments such as extensions to the airport runway, the plans for a new airport terminal, construction of new shopping, restaurants and offices in Civic, the building of new four and five star accommodation in the city, the expansion of facilities at the Australian Institute of Sport, the announcement of a new National Portrait Gallery and expansion of other national attractions are all tremendous boosts to Canberra’s impressive tourism infrastructure.

There are many issues on the table for deliberation and action: the potential for direct international flights, the budget pressures on the national attractions, the National Capital Authority’s Griffin Legacy plans, the importance of ongoing development and refurbishing of tourism infrastructure in the Territory, and the impact of funding reductions across ACT Government programs.

Canberra, like destinations across Australia, faces considerable challenges with a national downturn in domestic travel, higher fuel costs, rising interest rates, cheap overseas air fares, the accumulation of annual leave (Australians are hoarding 70 million days of holiday leave) and use of people’s discretionary income for home improvements and entertainment. All these factors will continually impact on travel decisions.

The Taskforce is grateful to the many organisations who contribute to its work and I would thank the members of the Task Force for their ongoing commitment.

DAVID MARSHALL
CHAIRMAN

TOURISM, ARTS AND SPORTS TASK FORCE MEMBERSHIP
Ernst & Young
Mr Geoff Knuckey
ACTSPORT
Ms Joan Perry
Australian Capital Tourism
Mr Ross MacDiarmid
Talkforce Consultants & Trainers
Mr David Marshall
Canberra Arts Marketing
Ms Su Hodge
Pryne Television
Mr Doug Edwards
Australian War Memorial
Major General Steve Dower
National Capital Authority
Mr Lindsay Edwards
Questacon – The National Science & Technology Centre
Ms Linda Stait
Australian Hotels Association
Mr Steven Fannier
National Capital Authority
Ms Robyn Davin
Australian Capital Tourism
Ms Sarah Hillcock
Tourism Industry Council (ACT & Region)
Ms Kym Chiastram
Australian Sports Commission
Ms Barbara Walsh
Snedden Hall & Gallop
Mr Tal Williams
Canberra Convention Bureau Inc
Ms Robyn Hendry
National Australia Bank
Mr Colin Hill
Australian Business Limited
Mr Robbi Gillard
Institute of Chartered Accountants in Australia
Ms Gail Freeman
Popular Culture
Mr Stevros Georgiadis
Capital Region Development Board
Mr Clinton White
King O’Malley’s Irish Pub
Mr Peter Barclay
National Gallery of Australia
Ms Ruth Patterson
Pynpal Pty Ltd
Ms Syblia O’Sullivan
Casino Canberra Business Council
Mr Peter Curtis

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ECONOMIC AND EMPLOYMENT GROWTH TASK FORCE MEMBERSHIP

Australians for Statistics
Ms Karen Munlo
Denis Page Management Pty Ltd
Mr Dennis Page
Queanbeyan City Council
Councillor Frank Pangallo MBE
Woods Financial Designs
Mr Mike Woods
KPMG
Mr Craig Sloan
Westpac Banking Corporation
Mr Rich Aylett / Mr Ian Gasch
Training and Adult Education
Ms Ann Houghton
eKonsulting
Ms Elaine Keis
Canberra Convention Bureau Inc
Ms Robin Hendry
PJ Dawson & Associates Pty Ltd
Mr Peter Dawson
CEA Technologies
Mr David Gaul
Canberra International Airport
Mr Noel McCann
Australian Hotels Association
Mr Michael Capuzzio
National Capital Newsletters
Mr Ian Davis
Canberra Investment Corporation Limited
Mr Craig Harris
Professional Careers Australia Pty Ltd
Mr Jim Ritchie
National Australia Bank
Mr Bernie Sandral
Primrose Solutions Pty Ltd
Dr Neil Primrose
Capital Region Development Board
Mr Clinton White
Commonwealth Bank of Australia
Mr David Kimmorley

Innovation + Education Task Force

To assist the ACT in being a focus on innovation to assist society through the business, education, community, research and government sectors to develop a strategic advantage through innovation and innovation led improvements in productivity. A primary aim of the Task Force is to develop a view of the ACT as the Innovation Capital and as a consequence to encourage growth through the benefits of being innovative and being seen to be innovative. To assist this process by identifying and enhancing opportunities through the development of partnerships between all segments of the business, education, community, research and government sectors and to build on the ‘capital’ of our existing innovation. The Task Force also focuses on strategies to maximise the awareness of and the benefits available from the significant levels of resources, knowledge, research and innovation that are already available through our higher education, research and innovative business organisations.

KEY OBJECTIVES & AREAS OF RESPONSIBILITY

- To develop a set of key strategies to promote, energise and assist the business, education, community, research and government sectors through innovation.
- To enhance the image of Canberra and the opportunities for betterment and growth to facilitate Canberra’s acceptance as the Innovation Capital.
- Identify and encourage opportunities for business growth in areas of development and application of new technologies (e.g. ICT/IT) Research/ Education.
- Identify potential partnerships and projects that could provide funding and development opportunities for business and education in the region.
- Promote the development of government policy to encourage innovation in entrepreneurship and education.

The Strategic and Functional Review, skills shortages, the ACT budget and statistics have all featured heavily in the task force’s deliberations over the last year. Indeed it is this task force that has carriage of our budget submissions and the submission which went to the ACT Government’s Strategic and Functional Review Task Force headed up by Mike Costello.

Whilst supporting a review of government provision of services and hence government expenditure, the outcomes of the Strategic and Functional Review did not measure up from our perspective. Increases in government revenues through the impact of increased rates and additional levies were met with the loss of tourism funding, loss of business programs including the very important Knowledge Fund program and paring back of the Department of Economic Development which has been viewed as a de-emphasis by the ACT Government of the importance of the business sector.

This task force will have a very important role in framing a submission for the ACT Government’s 2007/08 budget. We will need significant contributions from all members of the task force and the Council more broadly if we are to convince the Government of the value of business and the damage that will result if business in the Territory is faced with ever increasing taxes and charges and a parcellised lack of support. The level of Australian Government-generated construction activity has the potential to mask underlying problems that may not become apparent until the boom is over. We need to look closely at the real reasons for such low unemployment and the current skills shortages to understand if these are short or long term phenomena.

The task force has continued to monitor the skills shortage issue. The ACT Government’s Live in Canberra campaign is applauded and we need to find ways to leverage off this. The Commonwealth’s demand for human resources appears to be at an all time high in Canberra and it is in all of our interests to make sure that demand can be met. As we have witnessed on a couple of occasions in recent times, the lack of qualified people in certain areas has meant that we have lost a number of positions in Canberra that we believe should have been retained here. We must have the buy-in of the Commonwealth in programs such as the Live in Canberra campaign to attract more people here.

The task force has had recent discussions with the Australian Bureau of Statistics and representatives of ACT Treasury surrounding the state and territories statistical priorities process. Population data, projections for our workforce needs, aging population impacts and more accurate export data were items discussed with the group. Up until now there has been no mechanism for ACT businesses to be engaged in this process of identifying statistical priorities before the meeting of state and territory officials. The task force will continue to be involved in this process to ensure that business has a voice.

At some stage in the coming months this task force will need to return to the ACT Government’s Economic White Paper and review progress that has been made. The Strategic and Functional Review has meant that less focus has been placed on the White Paper which still retains currency through being cited in areas of government. The 47 action items contained in the paper have not all been completed and our aim is to work with the ACT Government to help them achieve the objectives sought at the time of releasing the paper.

I completing my report I am pleased to note that our former International Sub-Committee has become a task force in its own right and successfully manages the activities of the ACT Exporters’ Network. A report on the task force and network are included in other areas.

I finish by thanking the many members of the Council who have contributed to our activities over the past year. We cannot possibly take our case to key stakeholders without the input of people who are out there doing business. I would encourage more members to get involved particularly in the coming year as we are faced with greater challenges to ensure that business is able to prosper and grow in the Territory and region.

CRAIG SLOAN
CHAIRMAN
**Innovation + Education Task Force continued**

**CHAIRMAN'S REPORT**

The fourth year of operation of the Innovation & Education Task Force has built on the approach of its first three years of operation. The Task Force has continued the pursuit of practical ways to foster competitiveness for Canberra Region businesses through the application of innovation and support for education. The Task Force continued to look at ways to promote broad-based awareness of the value of applying innovation to the business, community, education and government sectors.

**DEVELOPMENT OF INNOVATION**

The Task Force continued to investigate, discuss and promote innovation in the ACT, including promoting research partnering, commercialising intellectual property and investment in research & development. The Task Force also continued to support and participate in new opportunities to stimulate innovation.

This year the Task Force also continued to focus on issues of immediate priority, including government procurement and the impact of the US Free Trade Agreement. The task force represented the Business Council at various forums. These activities have enabled CBC members to keep improving their understanding of various matters including research opportunities and Public Service procurement.

The Task Force has further consolidated and built on its relationship with the national information technology centre of excellence, National ICT Australia (NICTA). NICTA reports regularly to the Task Force and CBC members are working with NICTA on the establishment of joint research projects. Opportunities involving Canberra businesses, NICTA and Public Service agencies are being developed as part of the NICTA programs that are focused in the ACT.

Whilst we developed plans for identifying and profiling organisations that have achieved success through innovation little progress was made on this in the past twelve months. In the light of how the task force will operate in the future, see below, these plans will need to be reconsidered.

Innovation in business concerns the discovery and implementation of novel concepts and methods to achieve a business vision or to overcome obstacles to excellence. The ACT by virtue of its size, social and economic structures, is better positioned than many other cities to foster a culture of innovation. Canberra’s companies have high levels of access to their peers, government, research, education and industry organisations. Many Canberra businesses are well placed to take advantage of the dynamic force of innovation. Canberrans are well educated and technologically literate.

Innovation in business and education results in new products, new processes and new technologies, and is one of the most important value drivers. It involves doing things differently, exploring new territory and not being bound by past practices. The powerful combination of industry-government-community-education-research offers Canberra businesses and educational institutions significant opportunities to accelerate the pace of development based on broadly networked innovative practices.

In the coming year the Task Force will become more of a Forum where other Task Forces will be able to join together to address issues facing the business and associated communities with particular emphasis on collaboration to develop innovative solutions to issues such as the skills shortage. It is expected that the Task Force will meet 4 to 6 times next year with a focus on topics that require the involvement of other Task Forces.

**PROMOTING INNOVATION THROUGH ALL LEVELS OF EDUCATION**

Task Force discussions again ranged diversely from the nature of innovation; e.g. inspiration, aspiration, application, expertise and the nurture of innovation, to practical discussions of current hot topics including budget issues, industrial relations, government procurement and business development.

Whilst these discussions have included further and continuing education in the workplace, they have otherwise only included tertiary education with the other levels of education rarely being discussed. In the coming year the forum will again attempt to place additional emphasis on promoting innovation at all levels of education.

**RECOGNISING INNOVATION**

As has been noted previously it is clear that the recent nature and focus of government, particularly at the federal level, means that government is not playing the role it could in fostering innovation at the enterprise, region or industry levels. Nor does it seem to take an innovative approach to its own opportunities and problems.

**The Task Force’s brief is to identify ways in which Canberra Region organisations can harness the power of innovation to increase national and international competitiveness. The Task Force continues to investigate, discuss and promote innovation in Canberra, including commercialising intellectual property, exporting and investment in research & development. The Task Force continues to support and participate in new opportunities to stimulate innovation.**

Last year the Task Force noted an opportunity to overcome this bias against local suppliers in Commonwealth procurement, and to assist local businesses to deliver innovative products and solutions to government. The Task Force looked at an opportunity for the CBC to reward innovative procurement by government from local suppliers. The principal aim of this activity was to promote innovative procurement practices throughout government. Unfortunately not much progress was made in this area and as noted above given the planned changes to the operation of the Task Force this activity will have to be reviewed.

**LEARNING FROM INTERNATIONAL BEST PRACTICE IN INNOVATION**

As noted in previous years where innovative solutions of significant merit are developed there should be a program for national promulgation through peak bodies and government.

Canberra businesses continue to express a strong desire to remove barriers to innovation such as legislative impediments and the apparent isolation of educational and research institutions from business. Business and government need to continue to work closely, with a clearly defined agenda, to achieve the benefits that are waiting to be liberated by the removal of these barriers.

The Task Force continues to identify in partnership with other Task Forces issues for which the application of innovation can be of value in fostering better business and social outcomes. This requires the continuing participation of members with a wide range of experience from a cross section of the industry-government-education-research community.

The Task Force continues to assist and support in fostering the role of innovation in business.

**TONY ROBEY**

**CHAIRMAN**

**INNOVATION + EDUCATION TASK FORCE MEMBERSHIP**

Australian Information Industry Association
Ms Bridget Larsen
Complete Office Supplies
Mr Perrii Laskin
DPM
Mr Phillip Williamson
School of Business & Information Management, ANU
Dr Walter Fernandez
Malloch Digital Design Pty Ltd
Mr David Malloch
CIA Technologies
Mr David Gaul
Meyer Vandenberg
Ms Jackie Applayard
Frontier Group Australia Pty Limited
Mr Mark McConnell
ASIF Limited
Ms Mary-Anne Waldren
M A Sargent & Associates Pty Ltd
Dr Michael Sargent
Wizard Information Services
Mr Tony Robey
TOWER Software
Mr Brand Hoft
National ICT Australia
Dr James Ballowey
Snadden Hall & Gallow Lawyers
Mr Bill Andrews
Alexander Technology
Mr Richard Alexander
CSIRO
Mr Sean Rooney
Capital Hill Consulting
Mr Tony Hill
Mayer Bandenberg
Mr Hugh Chairmans
MudMaps Australia
Mr Mark Phillips
Diacoms
Ms Renata Kocemba
Innovation Dynamics
Ms Lyndal Thorburn
The Task Force has under its auspices two project teams, one dealing with Regulatory Frameworks and the other dealing with Employment and Skills Shortage. These project teams are headed up by Phil Butler and Hugh Chalmers respectively and have worked very diligently during the year to bring this to the fore and maintain a strong focus on holding the Government to the promise that it made to be a ‘Business Friendly Jurisdiction’. The key issues that the Task Force has focussed on both in its own right and through the above two Project Teams are:

- Occupational Health and Safety – Review of the Act currently in progress
- Workers Compensation – Review of the Act and Scheme about to commence
- Provision of Business Regulatory Impact Statements – Ongoing for all Legislation
- Issues to do with skills and employee shortages – Ongoing

As with other Task Force activities this one recognises that the work that it does is ongoing and we will need to maintain a close focus on these and other issues to ensure that business is able to operate in a framework that is positive and supportive. Once again I thank all the members of the Task Force for their assistance, contributions and input over the year and look forward to continuing into the future.

**David Segrott**

**CHAIRMAN**
Three formal seminars have been conducted. The first, by the Centre for Customs and Excise of the University of Canberra, covered issues about export procedures and documentation. The second seminar, a mentoring event, which involved Epicor, Capital Angels and Compucat, concerned commercialisation and dealt with enterprise development and growth issues including the raising of capital. The third seminar was on grant application writing. These sessions were well attended and appreciated by the participants. In addition to these events participation by Capital Region companies was facilitated by the Export Manager in numerous events arranged by Austrade adding up to a total calendar of around 60 events altogether.

A highlight of the year was a mission to the United States to participate in the Government Security (GovSec) trade show. Six ACT companies participated and visited Washington DC and Canada (Ottawa, Toronto and Montreal). High level government appointments were arranged by Austrade with key US and Canadian defence and security agencies. Outcomes of the mission have been highly promising. Some participants had already negotiated representation in the markets and orders are beginning to flow. The support of the ACT Government was extremely valuable and the access achieved through Austrade critical to the success of this venture. The mission also illustrated the capacity of Capital Region businesses to develop products of interest to international buyers in the world’s most sophisticated markets.

The IBTF’s Export Manager, Jenny Hoop, has worked hard to lift the media profile of the exporter community in the ACT. She has been successful in facilitating and managing the ACT Chief Ministers’ BusinessACT, ABL and Austrade been heavily involved in facilitating and managing the ACT Chief Ministers’ Trade Show. Jenny Hoop, Centre for Customs and Excise Studies

Dr David Widdowson

The Task Force continues to be involved in a number of issues that would improve the efficiency of our Planning System and provide that much needed consistency and certainty that the industry requires, before making significant investments into infrastructure and new developments that will enhance the Territory.

The Task Force has continued to be involved in the ACT Planning System’s Review and the associated Draft Planning and Development Bill. The Council supports the major thrust of the new planning system, as it will streamline a number of processes and in some cases, such as the minor developments, these will be approved automatically, which will allow Australian Capital Territory Planning and Land Authority (ACTPLA) to focus on the more complex applications.

We explore the ACT government to continually focus on the cultural attitudes and improved administrative systems and practices within both ACTPLA and Territory and Municipal Services (TAMS) to ensure the key elements of the reform package are implemented. One thing that the Task Force needs to monitor over the coming months is the review of the Planning Codes as well as the proposed reforms to the Change of Use Charge and the Infrastructure Funding Proposal so that we see a seamless transition to the new system. We must use the opportunity available to us to get this right from the outset last we miss a chance to achieve real and tangible reform.

The Task Force has also had discussions with the National Capital Authority and we certainly support a number of the initiatives and changes that the NCA are looking at implementing. This is particularly in relation to the Draft Variations to the National Capital Plan which are designed to support the vision contained within the Griffin Legacy. We look forward to ongoing discussions with the NCA. Note that we look forward to the revitalisation of the National Convention Centre as well as being pleased to see that the ACT Government has committed and awarded a contract to a local contractor, Iqon, to oversee the refurbishment of the facility. This work will commence early in 2007. We also see the revitalisation of Civic taking place, with a number of new office blocks well underway and others on the drawing board.

There is no question that we are in the midst of a boom period in terms of construction. It is vital that surrounding that boom there is good planning, planning that allows us to get on with the job of creating a city that is attractive, full of vitality and offers opportunities for local business.
Environment Task Force

The purpose of the Environmental Task Force is to support the growth and development of local businesses in the ACT which sell products and/or services related to the environment. It aims to do this by facilitating a widely appreciated viewpoint of the skills and expertise which exists in the sector and which includes working to assist government in meeting its environmentally sustainable policies.

Such a topic as an environmental business sector is not an easy matter to compartmentalise under a Task Force heading. This is because research clearly demonstrates that there are businesses in the ACT with elements of their business that might be included within an environmental industry sector while other parts might not be. Additionally, there is an ever growing service sector with direct links to the wider environmental industry sector but which may not always see a connection to a traditional business Task Force. A key component of this part of the sector in the ACT especially would be considered as either a small or a micro business. Finally, there is the added complexity that in a world of rapidly evolving knowledge, business solutions to environmental issues can emerge from quite unexpected sources. Indeed, the very title Environmental Task Force underplays the development of a market which is looking for holistic and sustainable solutions, and where inputs can come from a wide spectrum of different industry sources.

In our report for the previous year we commented that the issue of ‘sustainability’ was a matter of significance and offers the opportunity for those knowledge-based industries based in the ACT to take a leading role in applying their skills to assist this concept become a reality.

A rising from these discussions were two matters of interest. The first was an initiative of the Task Force to investigate the potential for the Task Force itself to function as an electronic forum and in addition to facilitate better networking through electronic forums. Investigations into the practical matters associated with this initiative are continuing. The second matter was a concern that in developments proposed for Canberra, including Civic, the issue of sustainability regarding infrastructure in support of such developments appeared to be too often overlooked. This is a matter which the Task Force quietly works at but it is a highly challenging one.

Finally, the ongoing effort to establish a network of environmental firms as a way to address export markets and larger contracts has faltered. Discussions with the ACT government and the Area Consultative Committee were held as one way to see such an initiative get off the ground when an application to the Knowledge Fund failed. However, the recent ACT government budget has taken its toll on the potential for support within such a framework.

This reflects changes in personnel and, of late, changes in Departmental structure, as a result of the recent budget but it also reflects the challenges in addressing environmental sustainability in a practical way. The Task Force had previously initiated discussion with ACT government officials and offered to take the lead on this matter and remains committed to the importance of a coherent government strategy in this area.

The Task Force was represented in discussions within the Business Council regarding the development of Canberra as a World city. This concept is well supported and offers the opportunity for those knowledge-based industries based in the ACT to take a leading role in applying their skills to assist this concept become a reality.

GEOFF PRYOR
CHAIRMAN

REPORTS FROM THE BUSINESS COUNCIL’S TASK FORCES

ENVIRONMENT TASK FORCE MEMBERSHIP

Pryor Knowledge (ACT) Pty Ltd
Mr Geoff Pryor (Chairman)

Halliburton KBR
Mr Bob Hartley

Cost Benefit Consultants Pty Ltd
Mr Bill Larner

The Village Building Company
Mr Terry Shaw

Canberra Institute of Technology
Ms Kathy Korsch

Perpetual Water Pty Ltd
Mr John Grimes

Canberra Institute of Technology
Ms Elizabeth Carroll

The Village Building Company
Mr Hans Sommer

Perpetual Water
Mr Andrew Bell

Canberra Institute of Technology
Mr Noel Harney

GHD Pty Ltd
Mr Ray Sloan

GHD Pty Ltd
Mr James Earle

Canberra International Airport
Mr Tom Snow

EBM
Ms Ruth Kelly
The Business Success Series is a monthly award recognising ACT and Regional businesses that demonstrate business excellence and make a positive contribution to the ACT region and economy.

This prestigious award is proudly sponsored by ActewAGL and the Canberra Times.

Organisations acknowledged in the ActewAGL Canberra Times Business Series Award will be presented with their certificates of recognition at the Canberra Business Council Annual Dinner.

The 2006 finalists are:

NOVEMBER 2006 WINNER

MEDIAWARE
Local technology innovator, Mediaware, is one of the world’s leading developers of compressed digital video systems and solutions for the defence and broadcast sectors.

Established in 1998, with offices in Canberra, Sydney and Washington DC, Mediaware is recognised as one of Australia’s most successful advanced technology exporters.

For further information visit www.mediaware.com.au

DECEMBER 2005 WINNER

CREWBE
Locally owned and operated advertising agency CREWBE, is a shining example of a Canberra based success story. From the agency’s modest inception five years ago, they have embarked on a steady growth strategy that has seen them emerge as one of the leading advertising and corporate design companies in Canberra.

With services spanning advertising, branding, design and online communications, the agency is a one-stop-shop for creative communications. The defining factor in CREWBE’s success is its flexible approach to creativity.

For further information visit www.crewbecommunications.com.au

FEBRUARY 2006 WINNER

CODARRA ADVANCED SYSTEMS
Codarra commenced operations in Canberra 16 years ago and has grown from a communications engineering company to a diversified professional services, training and systems engineering business.

Codarra continues its services in communications and also provides services in project management, logistics, systems engineering, security, software, aviation and a range of engineering disciplines. Codarra provides globally accredited training in project and program management and develops innovative technologies.

For further information visit www.codarra.com.au

MARCH 2006 WINNER

DYESOL
Responding to the world’s need for green energy, Dyesol, a Quarnby-based renewable energy company, is a hub for the world’s network of researchers into Dye Solar Cell (DSC) technology.

Potentially replacing conventional glazing and building envelopes, transparent DSC panels could generate electricity in any building. Environmentally friendly to manufacture than silicon-based panels, DSC mimic photosynthesis in plants to generate energy all day even in overcast conditions.

For further information visit www.dyesol.com

APRIL 2006 WINNER

VAXINE
Early results from a world first human clinical trial are demonstrating the safety and efficacy of new Hepatitis B vaccine developed by Vaxine, a Canberra company.

In preclinical trials, Vaxine scientists have demonstrated that the addition of its adjuvant to a flu vaccine can enhance its performance by a hundred times. For an avian flu, the addition of an adjuvant can enhance its performance by a hundred times.

For further information visit www.vaxine.com.au

MAY 2006 WINNER

POWERSAFE
In a world first, the Powdersafe systems was released to market in May 2003 and it was an instant success. Organisations throughout Australia and New Zealand recognised its ability to minimise the risk of suspicious mail incidents spiraling out of control.

In terms of employee safety and business continuity, Powdersafe has it all under control. Just like a fire extinguisher, the system is there when you need it.

In recognition of Powdersafe’s leading role in effectively dealing with suspicious mail around the globe, the Powdersafe system has been short listed in the World Mail Awards.

For further information visit www.powdersafe.com.au

JUNE 2006 WINNER

GP SPORTS
Set up in November 2000, GPSports has established itself in the professional sporting world as a preferred provider of player performance tracking systems.

Professional sports throughout Australia, New Zealand, the UK and Europe have recognised the need to employ technology that gives objective insight into player performance and training or game demands.

GPSports Elite tracking systems are currently being used by professional teams competing in the NRL, AFL and Super 14, as well as Premier League Football and the UEFA Cup.

For further information visit www.gpsports.com

JULY 2006 WINNER

DESIGN CONSTRUCT INDUSTRIES
Corcon tm is the trademark for a world-wide patented formwork system that is reusable and produces the most earthquake proof slab system in the world. At the same time Corcon tm replaces conventional ply formwork and reduces the steel reinforcement and concrete volume by 20-40%. With reinforcement prices tripling over the last 6 years it is no wonder cost-conscious developers all over the world are now looking at this system.

As if Corcon tm is not enough to keep the innovator busy overseas, Andy Stodulka developed low cost, sustainable, cyclone & earthquake resistant steel framed housing for use anywhere in the world. Already two Eco Villa units have been constructed in Vanuatu using just a cordless drill and a sledgehammer.

For further information visit www.corcon.com

AUGUST 2006 WINNER

BEARCAUGE PRODUCTIONS
Canberra’s Bearcage Productions has taken another step toward consolidating itself as a progressive media production company. A recent Grand Remi Award at the Houston Film Festival, the 3rd largest of its kind in the world was in recognition of a TransACT television commercial entirely produced by Bearcage within the ACT.

Whilst technology and software investment is a big part of Bearcage’s 2006 raft, the company believes that its people are what make the difference, technical, creative and managerial skills are the backbone of the services Bearcage offers rather than the compromises that frequently characterise ‘multi skilling.’

For further information visit www.bearcage.com.au

SEPTEMBER 2006 WINNER

433
Local company 433 is set to move into the emerging Location Services market after four years of quiet development her in the ACT.

Location Based Services provide organisations with the ability to locate people and assets, in real time, using advanced networks that communicate with each other continuously inside and outside buildings.

“We are nearing the end of our research and development and are looking to commercialise what we have created into a number of different markets, including asset management and security. The ACT Government’s support, through the knowledge fund, has been critical in sharing the risk with our private backers in the early years” said CEO, Trevor Reeves.

For further information visit www.433.com.au
OUR TEAM REALLY MEANS BUSINESS

bankers who know business banking

The team at your local Business Banking Centre’s main goal is to help business get the results it needs with the right kind of banking advice, support and financial solutions.

So, drop into the Canberra Business Banking Centre at 91 Northbourne Avenue, Turner, ACT 2612, or call us on (02) 6206 7800, and meet the team that’s committed to helping local business.
Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Executive’s Report

1. Executive Members

The names of the executive members throughout the year and at the date of this report are:

Craig Sloan (Chair)  David Mallins (Secretary)
John Smith (Treasurer)  Lois Fordham (Vice Chair)
David Marshall (Vice Chair)  John Miller (Executive Director)
John Hindmarsh (Member)  Michael Capuzzo (Member)
Frank Panagolo (Member)  David Gaud (Member)
Dale Bred (Member)  Hugh Chalmers (Member)
J. Judd Thoms (Member)

2. Principal activities

The principal activity of the Council during the financial year was to derive income from subscriptions and program activities to represent the private sector thereby stimulating growth within the Australian Capital Region.

3. Operating Result

The deficit from ordinary activities after providing for income tax amounted to $10,369. (2005: surplus: $8,890).

4. Significant changes in state of affairs

In the opinion of the executive members there were no significant changes in the state of affairs of the Council that occurred during the financial year under review.

5. Events subsequent to reporting date

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the executive members of the council, to affect significantly the operations of the council, the results of those operations or the state of affairs of the council, in future financial years.

Signed in accordance with a resolution of the Members of the Executive.

Craig Sloan
Chairman

[Signature]

Noted at Canberra this 24th day of September 2006

Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Income statement
For the year ended 30 June 2006

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income from continuing operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subscription revenue</td>
<td>157,896</td>
<td>167,883</td>
</tr>
<tr>
<td>Function revenue</td>
<td>60,540</td>
<td>132,727</td>
</tr>
<tr>
<td>Project revenue</td>
<td>278,277</td>
<td>49,727</td>
</tr>
<tr>
<td>Sponsorship revenue</td>
<td>29,616</td>
<td>34,477</td>
</tr>
<tr>
<td>Interest received</td>
<td>16,766</td>
<td>10,989</td>
</tr>
<tr>
<td>Other revenue</td>
<td>6,210</td>
<td>3,996</td>
</tr>
<tr>
<td>Total revenue</td>
<td>557,325</td>
<td>399,799</td>
</tr>
</tbody>
</table>

Expenditure from continuing operations

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marketing costs</td>
<td>(890)</td>
<td>(1,060)</td>
</tr>
<tr>
<td>Occupancy costs</td>
<td>(8,590)</td>
<td>(8,353)</td>
</tr>
<tr>
<td>Administrative costs</td>
<td>(254,374)</td>
<td>(268,372)</td>
</tr>
<tr>
<td>Functions and events</td>
<td>(88,771)</td>
<td>(88,106)</td>
</tr>
<tr>
<td>Project expenses</td>
<td>(195,694)</td>
<td>(15,487)</td>
</tr>
<tr>
<td>Other expenses</td>
<td>(21,597)</td>
<td>(9,494)</td>
</tr>
<tr>
<td>Financial expenses</td>
<td>(778)</td>
<td>(37)</td>
</tr>
</tbody>
</table>

Net (deficit)/surplus from continuing operations attributable to the Council

|                      | (18,369) | 8,890 |

(Deficit)/Surplus for the year

|                      | (18,369) | 8,890 |

The income statement is to be read in conjunction with the notes to the financial statements set out on pages 33 to 44.
Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Balance sheet
As at 30 June 2006

<table>
<thead>
<tr>
<th>Notes</th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>2</td>
<td>428,638</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>3</td>
<td>29,059</td>
</tr>
<tr>
<td>Total current assets</td>
<td></td>
<td>457,697</td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>4</td>
<td>22,663</td>
</tr>
<tr>
<td>Total non-current assets</td>
<td></td>
<td>22,663</td>
</tr>
<tr>
<td>Total assets</td>
<td></td>
<td>480,360</td>
</tr>
<tr>
<td>Liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>5</td>
<td>381,681</td>
</tr>
<tr>
<td>Finance lease liability</td>
<td>6</td>
<td>5,465</td>
</tr>
<tr>
<td>Employee benefits</td>
<td>7</td>
<td>18,040</td>
</tr>
<tr>
<td>Total current liabilities</td>
<td></td>
<td>405,186</td>
</tr>
<tr>
<td>Finance lease liability</td>
<td>6</td>
<td>5,465</td>
</tr>
<tr>
<td>Total non-current liabilities</td>
<td></td>
<td>5,465</td>
</tr>
<tr>
<td>Total liabilities</td>
<td></td>
<td>410,651</td>
</tr>
<tr>
<td>Net assets</td>
<td></td>
<td>69,709</td>
</tr>
<tr>
<td>Equity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retained earnings</td>
<td></td>
<td>69,709</td>
</tr>
<tr>
<td>Total equity</td>
<td></td>
<td>69,709</td>
</tr>
</tbody>
</table>

The balance sheet is to be read in conjunction with the notes to the financial statements set out on pages 33 to 44.

Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Statement of changes in equity
For the year ended 30 June 2006

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Equity as at beginning of period 1 July 2005</td>
<td>$80,079</td>
<td>$80,079</td>
</tr>
<tr>
<td>Deficit for the period</td>
<td>(10,369)</td>
<td>(10,369)</td>
</tr>
<tr>
<td>Total recognised income and expense for the period</td>
<td>(10,369)</td>
<td>(10,369)</td>
</tr>
<tr>
<td>Equity as at 30 June 2006</td>
<td>$69,709</td>
<td>$69,709</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Opening balance at 1 July 2004</td>
<td>$71,189</td>
<td>$71,189</td>
</tr>
<tr>
<td>Net surplus for the period</td>
<td>8,890</td>
<td>8,890</td>
</tr>
<tr>
<td>Total recognised income and expense for the period</td>
<td>8,890</td>
<td>8,890</td>
</tr>
<tr>
<td>Equity as at 30 June 2005</td>
<td>$80,079</td>
<td>$80,079</td>
</tr>
</tbody>
</table>

The statement of changes in equity is to be read in conjunction with the notes to the financial statements set out on pages 33 to 44.
Canberra Business Council Inc

Financial report for the year ended 30 June 2006

Statement of cash flows

For the year ended 30 June 2006

<table>
<thead>
<tr>
<th>Notes</th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash from operating activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash received from customers</td>
<td>658,799</td>
<td>386,183</td>
</tr>
<tr>
<td>Cash paid to suppliers and employees</td>
<td>(626,870)</td>
<td>(268,106)</td>
</tr>
<tr>
<td>Interest paid under finance leases</td>
<td>(732)</td>
<td>(56)</td>
</tr>
<tr>
<td>Cash generated from operations</td>
<td>23,497</td>
<td>117,777</td>
</tr>
<tr>
<td>Interest received</td>
<td>16,766</td>
<td>10,989</td>
</tr>
<tr>
<td>Net cash from operating activities</td>
<td>40,263</td>
<td>128,766</td>
</tr>
<tr>
<td>Cash flows from investing activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Acquisition of property, plant and equipment</td>
<td>(18,764)</td>
<td>(20,900)</td>
</tr>
<tr>
<td>Net cash from investing activities</td>
<td>(18,764)</td>
<td>(20,900)</td>
</tr>
<tr>
<td>Cash flows from financing activities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Payment of finance lease liabilities</td>
<td>(5,060)</td>
<td>16,000</td>
</tr>
<tr>
<td>Net cash from financing activities</td>
<td>(5,060)</td>
<td>16,000</td>
</tr>
<tr>
<td>Net cash increase in cash held</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash at 1 July 2005</td>
<td>24,431</td>
<td>123,866</td>
</tr>
<tr>
<td>404,207</td>
<td>280,341</td>
<td></td>
</tr>
<tr>
<td>Cash at 30 June 2006</td>
<td>428,638</td>
<td>494,207</td>
</tr>
</tbody>
</table>

The statement of cash flows is to be read in conjunction with the notes to the financial statements set out on pages 33 to 44.

Canberra Business Council Inc

Financial report for the year ended 30 June 2006

Notes to the financial statements

1 Significant accounting policies

The financial report is a general purpose financial report that has been prepared in accordance with Australian Accounting Standards, Urgent Issues Group Consensus Views and other authoritative pronouncements of the Australian Accounting Standards Board and the requirements of the ACT Associations Incorporation Act 1991.

The financial report covers Canberra Business Council Inc, as an individual entity. Canberra Business Council Inc is an association incorporated in the Australian Capital Territory under the ACT Associations Incorporation Act 1991. The council is domiciled in Australia and its principal place of business and registered office is 71 Constitution Avenue, Canberra, ACT.

The financial report has been prepared on an accrual basis and does not take into account changing money values or, except where stated, current valuations of non-current assets. Cost is based on the fair values of consideration given in exchange for assets.

The following is a summary of the material accounting policies adopted by the Council in the preparation of the financial report. The accounting policies have been consistently applied and, except where there is a note of a change in accounting policy, are consistent with those of the prior year.

(a) Basis of preparation

The financial report is presented in Australian dollars. The entity has elected to early adopt the following accounting standards and amendments:

- AASB 119 Employee Benefits (December 2004);
- AASB 2005-3 Amendments to Australian Accounting Standards (June 2005) amending AASB 119 Employee Benefits (either July or December 2004).
- AASB 2005-5 Amendments to Australian Accounting Standards (June 2005) amending AASB 1 First time Adoption of Australian Equivalents in International Financial Reporting Standards (July 2004), and AASB 139 Financial Instruments: Recognition and Measurement.
Canberra Business Council Inc  
Financial report for the year ended 30 June 2006  
Notes to the financial statements

Issued standards not early adopted

The following standards and amendments were available for early adoption but have not been applied by the Council in these financial statements:

- AASB 7 Financial Instruments: Disclosures (August 2003) replacing the presentation requirements of financial instruments in AASB 122. AASB 7 is applicable for annual reporting periods beginning on or after 1 January 2007.
- AASB 2005-9 Amendments to Australian Accounting Standards (September 2005) requires that liabilities arising from the issue of financial guarantee contracts are recognised in the balance sheet. AASB 2005-9 is applicable for annual reporting periods beginning on or after 1 January 2006.

The Council plans to adopt AASB 7, AASB 2005-9 and AASB 2005-10 in the 2007 financial year.

The initial application of AASB 7 and AASB 2005-10 is not expected to have an impact on the financial results of the Council as the standard and the amendment are concerned only with disclosures. The quantification of the impact of AASB 2005-9 is not known or reasonably estimable in the current financial year as an exercise to quantify the financial impact has not been undertaken by the Council to date.

The financial report is prepared on the historical cost basis.

The preparation of a financial report in conformity with Australian Accounting Standards requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. These accounting policies have been consistently applied by the Council.

Canberra Business Council Inc  
Financial report for the year ended 30 June 2006  
Notes to the financial statements

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

The accounting policies set out below have been applied consistently to all periods presented in the financial report and in preparing an opening AIFRS balance sheet at 1 July 2004 for the purposes of the transition to Australian Accounting Standards – AIFRS.

(b) Property, plant and equipment

(i) Owned assets

- Items of property, plant and equipment are stated at cost as deemed cost less accumulated depreciation (see below) and impairment losses (see accounting policy (c)). Items of property, plant and equipment are recorded at cost and are depreciated as outlined below.

(ii) Depreciation

- Depreciation is charged to the income statement on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment. The estimated useful lives in the current and comparative periods are as follows:
  - Furniture, fixtures and fittings: 5 - 10 years
  - Office equipment: 3 - 8 years

- The residual value, the useful life and the depreciation method applied to an asset are reassessed at least annually.

(c) Cash and cash equivalents

- For the purposes of the Statement of Cash Flow, cash and cash equivalents comprise cash balances, cash on hand and call deposits.

(d) Impairment

- The carrying amounts of the Council’s assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset’s recoverable amount is estimated (see accounting policy (c)(ii)).

- An impairment loss is recognised whenever the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. Impairment losses are recognised in the income statement, unless an asset has previously been re-valued, in which case the impairment loss is recognised as a reversal of the extent of that previous revaluation with any excess recognised through profit or loss.

- Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to cash-generating units (group of units) and then, to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.
Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Notes to the financial statements

(i) Calculation of recoverable amount

The recoverable amount of the Council’s investments in held-to-maturity securities and receivables carried at amortised cost is calculated as the present value of estimated future cash flows, discounted at the original effective interest rate (i.e., the effective interest rate computed at initial recognition of these financial assets). Receivables with a short duration are not discounted.

Impairment of receivables is not recognised until objective evidence is available that a loss event has occurred. Significant receivables are individually assessed for impairment. Impairment testing of significant receivables that are not assessed as impaired individually is performed by placing them into portfolios of similar receivables with similar risk profiles and undertaking a collective assessment of impairment. Non-significant receivables are not individually assessed. Instead, impairment testing is performed by placing non-significant receivables in portfolios of similar risk profiles, based on objective evidence from historical experience adjusted for any effects of conditions existing at each balance date.

The recoverable amount of other assets is the greater of their fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs.

(e) Employee benefits

Wages, salaries, annual leave, sick leave and non-monetary benefits

Liabilities for employee benefits for wages, salaries, annual leave and sick leave that are expected to be settled within 12 months of the reporting date represent present obligations resulting from employees’ services provided to reporting date. These liabilities are calculated at undiscounted amounts based on remuneration, wage and salary rates that the Council expects to pay as at reporting date including related on-costs, such as workers compensation insurance and payroll tax.

(f) Provisions

A provision is recognised in the balance sheet when the Council has a present legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability.

(g) Trade and other payables

Trade and other payables are stated at their amortised cost and are amounts to be paid in the future for goods and services received.

Trade payables are non-interest bearing and are normally settled on 30-day terms.

Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Notes to the financial statements

(b) Revenue

(i) Revenue from operations

Subscription revenue is recorded in the accounts on the basis of the year to which they relate. Subscriptions received in advance are not refundable to members.

Function revenue is recorded in the accounts in the period in which the function is held.

Project revenue is recognised as expenditure on the specific project is incurred.

Sponsorship revenue is recorded in the accounts in the period in which the sponsorship activity is conducted.

Interest revenue is recorded as it accrues.

Other revenue includes revenue from the hire of conference room and electronic mail outs. Other revenue is recorded at the earlier of the period in which it is invoiced or the period in which payment is received.

(iii) Operating lease payments

Payments made under operating leases are recognised in the income statement on a straight-line basis over the term of the lease. Lease incentives received are recognised in the income statement as an integral part of the total lease expense and spread over the lease term.

(ii) Net financing costs

Interest income is recognised in the income statement as it accrues. The interest expense component of finance lease payments is recognised in the income statement using the effective interest method.

(j) Goods and services tax

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated with the amount of GST included. The net amount of GST payable to the ATO is included as a current liability in the statement of financial position.

Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.
Canberra Business Council Inc
Financial report for the year ended 30 June 2006
Notes to the financial statements

(k) Trade and other receivables

Trade and other receivables are stated at their amortised cost and are amounts to be received for goods and services rendered. The collectability of debts is assessed at balance date and specific provision is made for any doubtful debts.

Trade receivables are non-interest bearing and are normally settled on 30-day terms.

(l) Comparative figures

Where necessary, comparative figures have been adjusted to conform with changes in presentation in the current year.

Canberra Business Council Inc
Notes to the financial report
For the year ended 30 June 2006

2 Cash and cash equivalents

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash on hand</td>
<td>105</td>
<td>65</td>
</tr>
<tr>
<td>Bank balances</td>
<td>185,574</td>
<td>244,791</td>
</tr>
<tr>
<td>Short term deposits</td>
<td>322,559</td>
<td>159,351</td>
</tr>
<tr>
<td></td>
<td>428,638</td>
<td>404,707</td>
</tr>
<tr>
<td>Cash in the statement of cash flows</td>
<td>428,638</td>
<td>404,707</td>
</tr>
</tbody>
</table>

3 Trade and other receivables

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade receivables</td>
<td>26,443</td>
<td>55,614</td>
</tr>
<tr>
<td>Prepayments</td>
<td>1,443</td>
<td>1,100</td>
</tr>
<tr>
<td>Accrued interest income</td>
<td>1,173</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>29,059</td>
<td>56,714</td>
</tr>
</tbody>
</table>
### 4 Property, plant and equipment

<table>
<thead>
<tr>
<th>Description</th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Balance at the beginning of year 1, 2005</td>
<td>$20,385</td>
<td>$19,000</td>
</tr>
<tr>
<td>Additions</td>
<td>$4,377</td>
<td>$5,448</td>
</tr>
<tr>
<td>Balance at 30 June 2006</td>
<td>$24,462</td>
<td>$24,448</td>
</tr>
<tr>
<td>Depreciation and impairment losses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Balance at the beginning of year 1, 2005</td>
<td>($18,879)</td>
<td>($281)</td>
</tr>
<tr>
<td>Depreciation expense</td>
<td>($900)</td>
<td>($6,857)</td>
</tr>
<tr>
<td>Balance at 30 June 2006</td>
<td>($19,779)</td>
<td>($6,848)</td>
</tr>
<tr>
<td>Carrying amount</td>
<td></td>
<td></td>
</tr>
<tr>
<td>At 1 July 2005</td>
<td>$1,625</td>
<td>$17,719</td>
</tr>
<tr>
<td>At 30 June 2006</td>
<td>$5,663</td>
<td>$17,600</td>
</tr>
</tbody>
</table>

### 5 Trade and other payables

- **Cost**
  - Current: $1,000 (2006), $7,279 (2005)

### 6 Lease Obligations

This note provides information about the contractual terms of the Council's leases.

- **Current liabilities**

- **Non-current liabilities**

### 7 Employee benefits

- **Annual Leave Entitlements**
  - 2006: $18,040
  - 2005: $10,330

- **Total employee benefits**
  - 2006: $18,040
  - 2005: $10,330

### 8 Auditors' remuneration

Ernst & Young performed the audit of the Council free of charge as sponsorship of the Council. As honorary auditors, Ernst & Young was provided with free invitations to Council functions by the Council. The value of function invitations provided to Ernst & Young by the Council is estimated to be $1,408 (2005: $1,000). The value of the audit services provided as sponsorship is estimated as $6,000 (2005: $5,000).
Canberra Business Council Inc
Notes to the financial report
For the year ended 30 June 2006

9 Reconciliation of cash flows from operating activities

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>(Deficit) surplus for the period</td>
<td>(10,369)</td>
<td>8,890</td>
</tr>
<tr>
<td>Adjustments for:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finance charges on capitalised leases</td>
<td>-</td>
<td>4,900</td>
</tr>
<tr>
<td>Depreciation</td>
<td>7,466</td>
<td>3,079</td>
</tr>
<tr>
<td>Decrease (increase) in trade and other receivables</td>
<td>27,650</td>
<td>(2,677)</td>
</tr>
<tr>
<td>Decrease in other assets</td>
<td>7</td>
<td>65</td>
</tr>
<tr>
<td>(Increase)/decrease in net GST receivable</td>
<td>(17,195)</td>
<td>15,476</td>
</tr>
<tr>
<td>Increase in creditors and other payables</td>
<td>32,764</td>
<td>98,983</td>
</tr>
<tr>
<td>Cash generated from operations</td>
<td>49,263</td>
<td>128,746</td>
</tr>
</tbody>
</table>

10 Key management personnel disclosures for non-disclosing entities

Key management personnel transactions with the Council

The Chair of the Council is a Partner of the firm KPMG. The individual has been carrying out the role of Chair since October 2002. The Chair is considered Key Management Personnel and KPMG as a Related Party within the interpretation of AASB 124 Related Party Disclosures. KPMG provided accounting services to the Council at a cost of $140.

There were no loans made to key management personnel and other related parties during the year.

The Executive Committee members named in the attached Report of Executives of the Council held office during the year ended 30 June 2006.

During the year the Council paid $1,905 for directors’ and officers’ liability insurance to insure the Executive Members of the Council.

Executive members do not receive any form of remuneration in respect of their position with the Canberra Business Council Inc. Other than the directors and officers’ liability insurance premium paid, no executive member has entered into a material contract with the Council since the end of the previous financial year and there were no material contracts involving executive members interests existing at year end. All members pay subscriptions to the Canberra Business Council at appropriate rates.

Canberra Business Council Inc
Notes to the financial report
For the year ended 30 June 2006

11 Explanation of transition to AFRSs

As stated in significant accounting policies note 1 (a), these are the Council’s first financial statements prepared in accordance with AFRSs.

The policies set out in the significant accounting policies section of this report have been applied in preparing the financial statements for the year ended 30 June 2006, the comparative information presented in these financial statements for the year ended 30 June 2005 and in the preparation of an opening AFRS balance sheet at 1 July 2004.

In preparing its opening AFRS balance sheet, the Council was not required to adjust any amounts reported previously in the financial statements prepared in accordance with its old basis of accounting (previous GAAP). The transition from previous GAAP to AFRSs has not affected the Council’s income statement, balance sheet or statement of cash flows.

12 Taxation

The Council qualifies as a non-profit organisation under the Income Tax Assessment Act, and is therefore taxable only on non-member income and related expenditure.

No provision for taxation is necessary as the Council has taxable losses in relation to non-member income and related expenditure. The future income tax benefit relating to the tax losses has not been carried forward as an asset as the benefit is not virtually certain of realization. The benefit for tax losses will only be obtained if:

(a) The council derives future assessable income of a nature and of an amount sufficient to enable the benefit from the deductions for the losses to be realised; and
(b) The Council continues to comply with the conditions for deductibility imposed by tax legislation; and
(c) No changes in tax legislation adversely affect the Council in realising the benefit from the deductions for tax losses.

The estimated future income tax benefit relating to tax losses which has not been brought to account at 30 June 2006 is $310,497 (2005: $298,555).

13 Segment reporting

The operations of the Council occur mainly within the Australian Capital Region.

The Council derives income from subscriptions and program activities to represent the private sector thereby stimulating growth within the Australian Capital Region.

14 Contingent liabilities and contingent assets

The Council does not have contingent liabilities or contingent assets requiring disclosure as at 30 June 2006.

15 Commitments

The Council does not have any capital commitments or other expenditure commitments requiring disclosure as at 30 June 2006 other than those referred to in Note 6.
Canberra Business Council Inc

For the year ended 30 June 2006

16 National Associations Centre

Members of the Executive of the Canberra Business Council serve as directors of the National Association Centre Pty Limited, a company limited by guarantee that holds leasehold property for the benefit and on behalf of the Council. This activity does not require the company to actively trade or incur liabilities.

As at 30 June 2006 the company incurred a loss of $4,750.00 and had the following items:

- Cash at bank
- Property, plant & equipment $132,003
- Creditors -

Canberra Business Council Inc

For the year ended 30 June 2006

1. In the opinion of the Committee of Canberra Business Council Incorporated, (“the Council”):

(i) the financial statements and notes, set out on pages 29 to 44, are drawn up, in accordance with Australian Accounting Standards, other mandatory financial reporting requirements in Australia and the Council’s Constitution, so as to present fairly the financial position of the Council as at 30 June 2006 and its performance, as represented by the results of its operations and its cash flows, for the financial year ended on that date; and

(ii) At the date of this statement there are reasonable grounds to believe that the Council will be able to pay its debts as and when they become due and payable.

2. In respect of the year ended 30 June 2006 the Council has:

- kept such accounting records as correctly record and explain its transactions and financial position;
- kept its accounting records so that a true and fair financial report of the Council can be prepared from time to time; and
- kept its accounting records so that the financial report of the Council can be conveniently and properly audited or reviewed in accordance with the Corporations Act 2001.

This statement is made in accordance with a resolution of the Committee and is signed for and on behalf of the Executive of the Canberra Business Council Incorporated by:

[Signatures]

Dated at Canberra this 24th day of September 2006
Independent Audit Report

Independent audit report to members of Canberra Business Council Incorporated

Scope

The financial report and committee member’s responsibility:
The financial report comprises the balance sheet, income statement, cash flow statement, statement of changes in equity and accompanying notes to the financial statements, and the committee members’ declaration for Canberra Business Council Incorporated (the council), for the year ended 30 June 2006.

The committee members of the council are responsible for preparing a financial report that presents fairly the financial position and performance of the council, and that complies with Accounting Standards in Australia, in accordance with the Associations Incorporation Act 1991. This includes responsibility for the maintenance of adequate accounting records and internal controls that are designed to prevent and detect fraud and error, and for the accounting policies and accounting estimates inherent in the financial report.

Audit approach

We conducted an independent audit of the financial report in order to express an opinion on it to the members of the council. Our audit was conducted in accordance with Australian Auditing Standards in order to provide reasonable assurance as to whether the financial report is free of material misstatement. The nature of an audit is influenced by factors such as the use of professional judgement, selective testing, the inherent limitations of internal control, and the availability of persuasive rather than conclusive evidence. Therefore, an audit cannot guarantee that all material misstatements have been detected.

We performed procedures to assess whether in all material respects the financial report presents fairly, in accordance with the Associations Incorporation Act 1991, including compliance with Accounting Standards and other mandatory financial reporting requirements in Australia, a view which is consistent with our understanding of the council’s financial position, and of its performance as represented by the results of its operations and cash flows.

We formed our audit opinion on the basis of these procedures, which included:

• examining, on a test basis, information to provide evidence supporting the amounts and disclosures in the financial report, and

• assessing the appropriateness of the accounting policies and disclosures used and the reasonableness of significant accounting estimates made by the committee members.

While we considered the effectiveness of management’s internal controls over financial reporting when determining the nature and extent of our procedures, our audit was not designed to provide assurance on internal controls.

We performed procedures to assess whether the substance of business transactions was accurately reflected in the financial report. Those and our other procedures did not include consideration or judgement of the appropriateness or reasonableness of the business plans or strategies adopted by the committee members and management of the council.

Independence

We are independent of the council, and have met the independence requirements of Australian professional ethical pronouncements and the Associations Incorporation Act 1991.

Audit opinion

In our opinion, the financial report of Canberra Business Council Incorporated presents fairly, in accordance with the Associations Incorporation Act 1991, including compliance with Australian Accounting Standards, other mandatory financial reporting requirements in Australia, and the Association’s constitution, a view which is consistent with our understanding of the Association’s financial position as at 30 June 2006, and of its performance as represented by the results of its operations and cash flows for the year then ended.

Ernst & Young

James Palmer
Partner
Canberra
27 September 2006
Canberra Business Council
Members as at September 1 2006

PRINCIPAL MEMBER
ACTEW Corporation
ActewAGL
Canberra International Airport
Clayton Utz
CREWHE
Ernst & Young
Hindmarsh
HSA Group
KPMG
Master Builders’ Association (ACT)
NAB
National Australia Bank
National Museum of Australia
NIB Business Solutions Ltd
Staging Connections (ACT)
The Village Building Co

CORPORATE MEMBER
Abbott Ltd
ACT Rugby Union
Alexander Technology
Allstaff Australia Pty Ltd
ASF Limited
Australian Business Ltd Capital Region
Australian National University
Australian Sports Commission
Australian War Memorial
Beanbag Productions
Bentleys MCR Canberra Pty Ltd
Bradley Allen Lawyers
Canberra Convention Bureau Inc.
Canberra Girls Grammar School
Canberra Institute of Technology
Canberra Investment Corporation Limited
Cappuccino - Canberra
Capital Magazine Publishing
Casino Canberra
Chief Minister’s Department
Commonwealth Bank of Australia
Cremona Place & National Convention Centre
CSIRO
Deacons
Deloitte Touche Tohmatsu
Diplomatic Privileges of Australia
DPM
Drake International Pty Ltd
Electro Optic Systems Group
Epicorp Limited
Hokari Packard
Hudson Global Resources
Hyatt Hotel Canberra
IDP Education Australia Ltd
Independent Property Group
KFWP Pty Ltd
Konstantinou Holdings Pty Ltd
Koundouris Group
Land Development Agency
Macquarie Equities Limited
Mallesons Stephen Jaques
Manpower Services Australia Pty Ltd
Mayer, Vandenberge
MINEX Real Estate Pty Ltd
National Capital Authority
National Capital Printing
National ICT Australia
PricewaterhouseCoopers
Professional Careers Australia Pty Ltd
Professional Home Improvements
Qantas Airways Ltd
Queanbeyan City Council
Rhodium Asset Solutions
Shell Company of Australia
SSL - Asset Services
St George Bank Limited
Swell Design Group
Telstra Corporation Limited
The Canberra Times
The Communication Link
Toll Priority
Toshiba (Australia) Pty Ltd
TOWER Software
University College (UNSW)
University of Canberra
Westpac Banking Corporation
Wizard Information Services
Xact Project Consultants Pty Ltd
Yellow Edge Pty Ltd
Canberra Business Council

Members as at September 1 2006

BUSINESS MEMBER

Access Economics
Accru Pty Limited - Chartered Accountants
Acclimacity
ACTTAB Limited
Aerial Consolidated Transport Ltd
@ lacrity
Allison Consulting Pty Limited
AGN
APIS Consulting Group
Atlantic Pty Ltd
Australian Bureau of Statistics
Australian Capital Tourism
Australian Health and Safety Services
Australian National University
Australian-American Fulbright Commission
Berrico Consultants
Beyond Business Connections Pty Ltd
Brindabella Airlines
C E Industries Pty Ltd
Calvary Health Care ACT
Canberra Business Advisory Services
Something Ventured Pty Ltd
Canberra Business Park
Capital Hill Consulting
Capital Region Farmers Markets (Rotary Club of Hall)
Cardno Young
Catalyst Interactive
Cathy Atkins Marketing & Communications Solutions
CB Richard Ellis (V Pty Ltd)
CEA Technologies
Choice Home Loans - Gungahlin
CityNews
Cliftons Canberra
Colin Stewart Architects Pty Ltd
Complete Office Supplies
Connell Wagner
Comsec - Conference Management
Construction Central Holdings Pty Ltd
Content Group
Corkhill Bros. Pty Ltd
Corns Chambers Westgarth
Couch Furniture One
Darle Budd & Associates Pty Ltd
D’Amy Consulting Group
Denis Page Management Pty Ltd
Dial Before You Dig NSW/ACT
Donald Cant Watts Corke (ACT) Pty Ltd
Duxbury Nexus
Egan National Valuers (ACT)
@Konsulting
ERMA
Exhibition Park In Canberra
Frontier Group Australia Pty Limited
Geoff Keogh & Associates
Gowman Print
Gooden & Kenyon Pty Ltd
Government Relations Australia
Grey Worldwide
Hamib Pty Ltd
Harry Notaras Investments Pty Ltd
HBG & EMTB Pty Ltd
Herron Todd White
Hugh Crawford & Associates Pty Ltd
Ian McNamee & Partners Pty Ltd
Inland Trading Co (Aus)
Innovation Dynamics
IT Management Solutions
J S O’Connor Harris & Co
Jim Murphy Market Collars Pty Ltd
Kelli & Ruby Pty Ltd
King Financial Services
KMD Consulting
LightSource Technologies Pty Ltd
Locata Corporation
Malisch Digital Design Pty Ltd
Mansell Australia Pty Ltd
Maxim Chartered Accountants
mecc
Mediator, Facilitator, Lawyer
Mortgage Choice
Mosses Legal
National Capital Communications
National Capital Newsletter
National Gallery of Australia
Niche Strategies
Northern Engineers Pty Ltd
Opticon Australia
Pacific Noise & Vibration Pty Ltd
Paul Sydenham
Purrin Group Management Pty Ltd
Perpetual Water Pty Ltd
Pizzer
Pl Ct Dawson & Associates Pty Ltd
Primrose Solutions Pty Ltd
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Property Mentor Advisory Pty Ltd
Pyner Knowles (ACT) Pty Ltd
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QBE Insurance [Australia] Limited
Radpharm Scientific
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richardson-o’rourke
Rider Hunt Canberra Pty Ltd
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Saint Vincent de Paul Society
Scott Property Consultants Pty Ltd
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Skyline Displays Australia
Snedden Hall & Gallop
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Stepsolv Pty Ltd
Systematica
Talktime Consultants & Trainers
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The Production Hub
The Smith Family
Throsby Park
Training and Adult Education
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WebQuest Direct
Webster Advertising
Wilde & Whistler Consultants Pty Ltd
Wood Constructions Pty Ltd
Woods Financial Designs
Worth & Co
KINDRED ORGANISATIONS

ACT Chamber of Women in Business
ACT Cricket Association Inc
ACT Film and Television Council
ACTCOSS
ACTSPORT
AICD
Association of Consulting Engineers Australia
Australian Hotels Association
Australian Information Industry Association
Australian Institute of Management NSW & ACT Ltd
Australian Institute of Quantity Surveyors (ACT Chapter)
Australian Property Institute (ACT Division)
Australian Society of Association Executives
Canberra Accommodation Association Inc.
Canberra Arts Marketing
Carers ACT
Chartered Institute of Logistics & Transport ACT Southern / NSW Section
ClubsACT
CDTA National Seniors (ACT)
CPA Australia
Engineers Australia, Canberra Division
Financial Planning Association - ACT Chapter
Housing Industry Association
Institute of Arbitrators & Mediators Australia - ACT Chapter
Institute of Chartered Accountants in Australia
Institution of Surveyors Australia (Canberra Division)
Law Society of the ACT
Micro and Home Business Association
National Institute of Accountants
Pharmacy Guild of Australia ACT Branch
Property Council of Australia (ACT Division)
Public Relations Institute of Australia (ACT) Inc
Real Estate Institute of the ACT Ltd
Royal Australian Institute of Architects (ACT Chapter)
Safety Institute of Australia Inc (ACT Division)
Tourism Industry Council (ACT & Region)

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