

**Senate Standing Committee on Economics**  
**ANSWERS TO QUESTIONS ON NOTICE**  
Innovation, Industry, Science and Research Portfolio  
Additional Estimates Hearing 2009-10  
10 February 2010

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**AGENCY/DEPARTMENT:** INNOVATION, INDUSTRY, SCIENCE AND RESEARCH

**TOPIC:** Enterprise Connect Program

**REFERENCE:** Question on Notice (Hansard, 10 February 2010, E87-88)

**QUESTION No.:** AI - 108

**Senator BUSHBY**—So that establishes eligibility. What about actual selection, when you have competitive applications?

**Mrs Zielke**—Enterprise Connect is largely an entitlement based program, so, in relation to receipt of a business review, which is our core service, if you meet the eligibility criteria for the program then you are eligible to receive a business review.

**Senator BUSHBY**—That would be subject to overall budget availability in the longer term, wouldn't it?

**Mrs Zielke**—In the longer term, potentially, yes. But, at the moment, the level of business reviews that we are targeting per year is over 1,000, and we are progressing quite well against that. There is then a tailored advisory service grant that companies can apply for if they would like to use that grant to help them implement the recommendations that are identified as a result of going through the business review process.

**Senator BUSHBY**—Are you able to provide a breakdown of the business type, size of turnover, employee numbers et cetera of the successful businesses under the program?

**Mrs Zielke**—Certainly.

**Senator BUSHBY**—If you could do that then I would like business type, size by turnover, employee numbers, years of operation, sector, innovation centre of interest, location, target market and the key focus of the business advisory service or advice.

**Mrs Zielke**—I think we can take most of those on notice; there might be some of those that we are not be able to respond to. But, just as a general measure, around 70 per cent of the companies that we are working with have a turnover of between \$2 million and \$5 million. So that just gives you an indication of the size of firms that we are working with. I will take the others on notice.

## ANSWER

As at 31 January 2010, the breakdown of approved business reviews by organisational size is displayed in Table 1:

Table 1: Breakdown of approved business reviews by annual turnover.

<b>Annual Turnover (\$ million)</b>	<b>% of Business Reviews Approved</b>
1 - 2	9.4%
2 - 5	43.6%
5 - 10	22.6%
10 - 20	13.8%
20 - 50	7.8%
Greater than 50	2.8%
<b>Total</b>	<b>100%</b>

(figures are GST exclusive)

As at 31 January 2010, the breakdown of approved business reviews based upon sector is displayed in Table 2:

Table 2: Breakdown of approved business reviews by sector.

<b>Sector</b>	<b>% of Business Reviews Approved</b>
Accommodation and Food Services	0.3%
Administrative and Support Services	0.8%
Agriculture, Forestry and Fishing	0.4%
Arts and Recreation Services	0.7%
Construction	2.5%
Education and Training	0.6%
Electricity, Gas, Water and Waste Services	1.3%
Financial and Insurance Services	0.2%
Health Care and Social Assistance	0.2%
Information Media and Telecommunications	0.9%
Manufacturing	77.4%
Mining	1.2%
Other Services	1.5%
Professional, Scientific and Technical Services	8.9%
Public Administration and Safety	0.2%
Rental, Hiring and Real Estate Services	0.3%
Retail Trade	0.7%
Transport, Postal and Warehousing	0.6%
Wholesale Trade	1.7%
<b>Grand Total</b>	<b>100.0%</b>

As at 31 January 2010, the breakdown of approved business reviews by Innovation Centre is displayed in Table 3:

Table 3: Breakdown of approved business reviews by Innovation Centre.

<b>Innovation Centre</b>	<b>% of Business Reviews Approved</b>
Clean Energy Innovation Centre	1.9%
Creative Industries Innovation Centre	3.8%
Defence Industries Innovation Centre	0.7%
Mining Technology Innovation Centre	4.6%
NSW Manufacturing Centre	29.8%
QLD Manufacturing Centre	13.8%
Remote Enterprise Centre	2.3%
SA Manufacturing Centre	10.7%
TAS Manufacturing Centre	2.9%
VIC Manufacturing Centre	22.1%
WA Manufacturing Centre	7.4%
<b>Total</b>	<b>100%</b>

As at 31 January 2010, the breakdown of approved business reviews by location is displayed in Table 4:

Table 4: Breakdown of business reviews approved by State.

<b>State</b>	<b>% of Business Reviews Approved</b>
ACT	1.5%
NSW	31.8%
NT	0.9%
QLD	18.9%
SA	11.7%
TAS	3.0%
VIC	23.3%
WA	8.9%
<b>Total</b>	<b>100.0%</b>

The key focus of the Business Advisory Service or advice is to support small and medium enterprises to access new skills and technologies to improve productivity and competitiveness.

Information provided is based upon data provided in the application process. In some instances application information is not complete.

Data in relation to business type, number of employees and years of operation is not collected.