

## Small Business Connect

January 2023

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### Small business survey – Have your say



Backing small business is vital for the state's economic growth so the Queensland Government wants to ensure the right conditions, programs and support are in place for small businesses to reach their goals.

To inform development of a new small business strategy, the Queensland Government wants to understand the challenges, priorities and goals for small businesses and what would help your small business thrive.

If you own or operate a small business, the Queensland Government wants to hear from you.

Your ideas and feedback will help inform development of a new small business strategy due for release in the second half of 2023.

The small business survey will be open until 5pm, Friday 24 February 2023. To have your say visit: [www.business.qld.gov.au/smallbizsurvey](http://www.business.qld.gov.au/smallbizsurvey)

## New action plan for outdoor trade



The Queensland Government's action plan for outdoor trade will make it easier for small businesses to operate and expand, after supporting the recommendations of the Summertime Taskforce project.

The [Queensland Outdoor Activation Action Plan](#) will support improvements to the small business regulatory and operating environment, assist business owners and operators and local councils with guidance and information, and builds on existing help available to maximise outdoor trade opportunities.

Some of the key actions include:

- improving guidance to businesses applying for dining and roadside vending
- continuing to deliver and expand the [Queensland Business Launchpad](#) to cut red tape
- providing [information for businesses wanting to expand their operations outdoors](#)
- developing a resource kit for local councils to encourage and maximise outdoor trade
- supporting local governments to approve liquor licence change of boundary for outdoor trade.

The resource kit providing guidance on outdoor trade activation is expected to be released in April 2023.

Additionally, through our [Mentoring for Growth program](#) we can connect business owners to experienced mentors to help businesses owners interested in expanding to outdoor trade, and the [Queensland Business Launchpad](#) is a one-stop-shop for businesses seeking regulatory information.

To learn more about our Outdoor Activation Action Plan, visit [www.desbt.qld.gov.au/summertime-taskforce](http://www.desbt.qld.gov.au/summertime-taskforce).

## Webinar – Applying and pitching for government grants



Interested in learning more about applying and pitching for government grants?

Grant programs can be very competitive and applying for grants takes time and effort. By understanding the grant funding process and being prepared, you will be grant-ready and can improve your chances of securing funding.

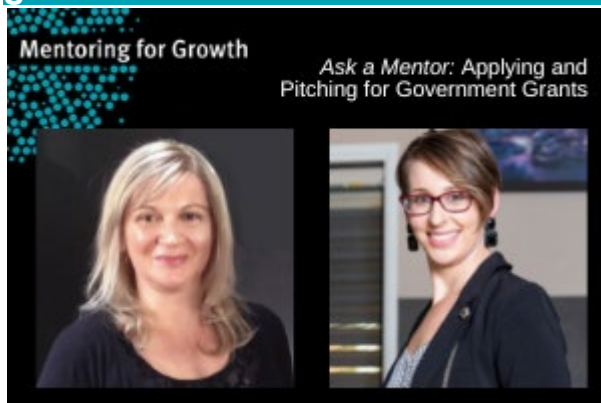
Our free webinar with Mentoring for Growth panellists [Alice Langford](#), [Scott Dixon](#), [Graham Poon](#) and [Frank Green](#) will provide you with information on what makes a successful grant application, how to understand guidelines and tax obligations, and why having a pitch is important.

**Date:** Monday 27 February 2023

**Time:** 9.00am (AEST).

Don't miss out, [register here](#) today.

## Ask a Mentor – Tips for applying and pitching for government grants



Each month we feature information and tips from Mentoring for Growth (M4G) mentors. In this edition we are looking at government grant opportunities.

By understanding the grant funding process and being prepared, you will be grant-ready and can improve your chances of securing funding.

### Tips from Angie Martin – M4G Mentor since 2019

- Know your consumer.
- Know how your offering helps others.

Know your Unique Selling Proposition.

### Tips from Alice Langford – M4G Mentor since 2019

- Set the scene – who you are and the project/focus/product.
- Identify the need or gap your business will fill in the market.
- Explain how the funding will make a difference to your business' growth potential and the economy.

Check out all the M4G mentor tips and info [here](#).

## Having trouble retaining your employees?



Building strong and productive working relationships is integral to the success of any business. Back to Work has released The Harrison Tool for Retention to help Back to Work employers retain staff within their businesses.

The tool can help give you the confidence to start conversations and engage with your employees about what motivates them, their strengths and how you can work together to develop a successful, long-term working relationship.

Using the tool, you can:

- Engage and build a strong working relationship with your employee by starting meaningful conversations.
- Manage and understand your employee's strengths to provide effective leadership.
- Develop your employee's skill set, potentially securing a valued asset for your business.
- Retain staff to reduce employee turnover and the need for additional recruitment processes.

Our regionally based teams can work with you to unpack the individualised reports and provide tailored advice to help you in retaining your Back to Work-supported employee.

Find out more about the [Back to Work program](#) and [register your interest in the Harrison Tool for Retention](#).

## Share your workforce inspiration, information and insights



They say that success is best when it's shared. As part of the Good people. Good jobs. Queensland Workforce Strategy, we're asking small, medium and large employers to contribute to our workforce online showcase to inspire and assist others.

Join the conversation and share your story, ideas and tips today and help benefit other employers.

Visit our [online showcase](#) today to contribute and consider:

- How are you encouraging diversity in your workplace?
- What workforce planning activities have you done in your local area?
- What is your business doing to connect with school-leavers and our younger generations?
- What new and innovative approaches are working to attract and retain in your sector?
- How are you training now to prepare for the future in your industry?

The online showcase is part of the Queensland Government's [Good people. Good jobs. Queensland Workforce Strategy 2022-2032](#).

## CANEGROWERS Mackay grows new crop of haulout drivers



A good workforce strategy ensures you are prepared for the future.

Through the Skilling Queenslanders for Work program (part of the [Good people. Good jobs: Queensland Workforce Strategy 2022-2032](#)), CANEGROWERS Mackay has developed a haulout training program to prepare the local workforce for seasonal work in the sugar cane industry.

Training coordinator Deb Fowler said there was growing demand for places in the course, which was offered twice for the first time in 2022.

“We train participants at the beginning of each sugar cane harvest season, so our farmers have trained workers.

“Many participants secure their work before the start of the course, as farmers know they will get the relevant training required for the job and will be 'work ready' when getting behind the tractor.”

Over the last 16 years, CANEGROWERS Mackay has trained about 170 participants to obtain a skill set as part of the Certificate II in Rural Operations through the course.

Read the [full story](#).

## We want your help to develop the Brisbane 2032 Legacy Plan

BRISBANE 2032 LEGACY PLAN  
**HOPES AND DREAMS**

**Share your hopes and dreams for the Green and Gold Runway.**

Brisbane 2032 will be a Games for all Queenslanders – from business and trade opportunities to the sporting events themselves, the positive legacy of Brisbane 2032 will be felt state-wide.

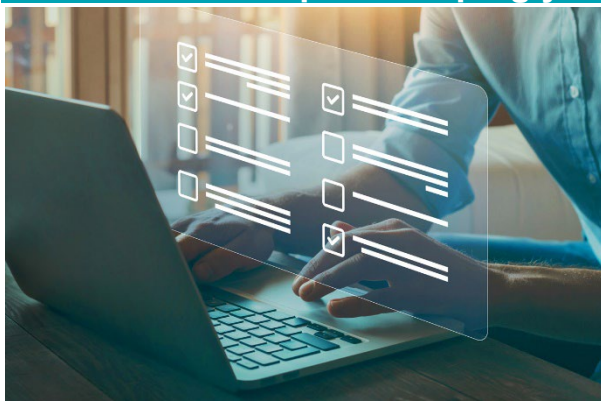
As many Queensland businesses as possible will be a part of the Brisbane 2032 supply chain through the [Buy Queensland](#) program, providing a boost for a wide range of businesses and industries. And regional centres will host events, creating jobs and opportunities for people living and working in those regions.

The Brisbane 2032 Legacy Plan will define how we take advantage of the Olympic and Paralympic Games platform to drive opportunities that ensure lasting benefits before, during and after the Games.

And we want your help to develop the Brisbane 2032 Legacy Plan.

Have your say and share your hopes and dreams for ideas that could be achieved or delivered sooner because we're hosting Brisbane 2032. [Share your hopes and dreams now](#). The survey closes on 3 March 2023.

## Business Launchpad – helping you stay ahead in 2023



Make sure you're a step ahead of the game this year with [Business Launchpad](#) – a free online resource making business easier to do in Queensland.

Create tailored guides, licences and permits to better understand the regulations and compliance requirements around your business and its associated activities.

Using the platform can help reduce time, uncertainty and effort spent on research and tracking renewals – so you are able to focus on the other aspects of your business that require your attention.

Make all the right moves in 2023 by using Business Launchpad – all the licences, permits and regulatory information for your business, all in one place.

Give it a go today, visit: [launchpad.business.qld.gov.au](https://launchpad.business.qld.gov.au).

## Feeling overwhelmed after the holiday period? Our wellness coaches are here to help



Small business owners can experience burnout, stress, or struggle to connect with family and friends after working through the holiday period. Our Small Business Wellness Coach, Linda-Ann Northey said early warning signs that may indicate people might need some assistance include having trouble sleeping, switching off, and feeling anxious or like they're struggling to keep their head above water.

“The first step in dealing with these types of stressors is to tell someone. It all begins with reaching out and just saying ‘I’m really having trouble with this situation, and I need some help,’” says Linda-Ann.

In a free, confidential, one-on-one session, you can access an experienced and qualified small business wellness coach to get advice and assistance with your personal situation.

Our business wellness coaches can help you take the right step and look after your business' greatest asset – you. To learn more and to find your local coach, [click here](#).

## Training awards get down to business in 2023



Queensland businesses — small, medium or large — that have used vocational education and training to improve their operations and support staff retention and career development can now nominate for the 2023 Queensland Training Awards.

Taking the time to assess the positive impact your training plans have on your business can be a valuable experience on its own, but submitting a nomination will put you in the running for regional, state and maybe even national recognition for your efforts and achievements.

There are also 11 other QTA categories. So if you employ an eligible apprentice, trainee, vocational student or a teacher or trainer you could nominate them to recognise their hard work. There are also categories for community training initiatives, training providers and industry collaboration projects, so please help us spread the word.

There are five easy steps to submit a nomination. [Start here](#) and note nominations will close at midnight, Wednesday 15 March 2023.

## Resources

### Level up your social procurement capability with these webinars



The Social Procurement Capability Program has held three webinars to assist social enterprises to build the skills and capabilities that will help them supply their products and services to the public and private sectors.

Social enterprises can [catch up on these webinars](#) to hear valuable procurement information and consider new opportunities for 2023.

You can also [register for three more webinars](#) coming up in February and March 2023, see below:

- Webinar 4 (1 February) will look at corporate and private sector procurement opportunities
- Webinar 5 (15 February) will cover building partnerships to scale your business
- Webinar 6 (1 March) will revisit key themes from the webinar series and the most popular audience suggestions and questions.

Additionally, the program provides resources including an online self-assessment tool for social enterprises looking to increase their capacity to pursue procurement opportunities.

[Find out more](#) about these free resources and submit an expression of interest to keep up to date with the program.

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### **Free Australian Taxation Office webinars about starting and running a small business**

The ATO has a series of free webinars on managing your business, employing and paying workers and specific industry issues.

If your new year resolution is to start a new business or improve your business record keeping habits, check out these popular sessions:

- [Starting a small business](#): join this 60-minute session to learn about the difference between a hobby and a business; business structures; and the registrations that you may need.
- [Introduction to business records](#): in this 60-minute session you'll discover the benefits of developing good record keeping habits and the tools to help you manage your records.

Check out all the ATO [small business webinars and workshops](#) and remember to register early to secure your spot.



### **Free Building Business Resilience workshops for farmers**

Grains and mixed producers are invited to join the Department of Agriculture and Fisheries (DAF) at its free Building Business Resilience workshops being held in Clermont on 21 February and Gindie on 22 February.

Through the Farm Business Resilience Program, DAF supports grains and mixed producers to develop or review their Farm Business Resilience Plan. Having a written plan helps identify:

- improved practices that can be adopted on-farm to prepare for drought
- training and development opportunities to support farm improvements.

A plan is required when applying for drought preparedness financial assistance through the Queensland Rural and Industry Development Authority (QRIDA), which offers up to \$50,000 in grants and \$250,000 as low-cost loans.

Book your free online ticket today:

- Clermont: [www.trybooking.com/CFBPM](http://www.trybooking.com/CFBPM)
  - Gindie: [www.trybooking.com/CFBP](http://www.trybooking.com/CFBP)
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## Professional development courses for tourism operators

[Queensland Tourism Industry Council](#) and [The University of Queensland](#) have partnered to deliver a suite of professional development courses that are designed to support leadership capability in the tourism and hospitality industry.

The [Leadership for the Tourism Experience Economy course](#) has been designed for tourism operators to help address challenges being faced by the industry, in both public and private sectors.

The course will help you leverage new language, technologies and practical tools to transform your organisation.

Find out more about [Leadership for the Tourism Experience Economy](#) or [view all available courses](#).

### Key dates



#### Are you a reconciliation champion?

Businesses across the state are encouraged to nominate reconciliation initiatives before the [2023 Queensland Reconciliation Awards](#) close on 3 February 2023.

Health and wellbeing winners for 2022, [The Boss Boxing](#), is an initiative of the Pass on the Fire Aboriginal and Torres Strait Islander Corporation.

Based in Zillmere, the First Nations-owned gym supports healthy and positive relationships through sport. It is centred around the cultural needs of Aboriginal and Torres Strait Islander communities and welcomes a diverse range of people. The Boss Boxing aims to empower communities to celebrate culture and develop positive behaviours for future generations.

[Nominate](#) an outstanding business like The Boss Boxing in one of five categories – business, community, education, health and wellbeing, and partnership. 2023 award recipients will be announced during Reconciliation Week (26 May - 3 June 2023).

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## It's not too late to nominate a Queensland Great!

There are less than three weeks left to submit a nomination for the 2023 Queensland Greats Awards.

The [Queensland Greats Awards](#) recognise the efforts and achievements of remarkable individuals and institutions for their invaluable contribution to the history and development of our great state.

Nominations can be completed [online](#) and will close 5.00pm, Friday 17 February 2023.

For more information about the awards visit: [www.qld.gov.au/qldgreats](http://www.qld.gov.au/qldgreats)

### Stay connected

In addition to this newsletter, you can receive the latest information from the Queensland and Australian Governments through the [Business Queensland website](#). You can also follow us through the [Business Queensland Facebook page](#).

For more information, visit  
[business.qld.gov.au](http://business.qld.gov.au) or call 1300 654 687



This email was sent by the Department of Employment, Small Business and Training,  
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