Easy to do Business

Business Buzz 2018
Easy to Do Business

It's not hard to find a small business owner who'd whinge about government red tape
Café, small bar and restaurant complexity

“Open a Café, restaurant or bar in NSW can take up to 18 months.

Info is based on individual transactions such as “Obtain Liquor License”, rather than the outcome e.g. “Opening a Café.”

No Clear view of the entire process, or progress through it.
Current program sectors

- Cafés, restaurants and small bars
- Extend to housing & construction
- Expand to other designated subsectors

Outdoor Dining Policy Trial

Additional Office of the NSW Small Business Commissioner initiatives

More Industries
Housing Construction PoC Workshop

Drivers of variable construction project cash flow

- Concept/Feasibility
- Pre-Lodgement
- DA Preparations + design
- DA Lodged
- DA Review:
  - Referrals
  - Etc.
- DA Determination
- Pre Construction
- Sales Design
- Finalisation
- Construction Starts
- Sales

**Project cash flow**

**Time**

**Indicative Process Flow**

**Opportunity List**

- $ out of the economy lost to inefficiency in DA review process
- Creates pain points and bottlenecks
- Construction multiplier (4-10x) not realized until construction starts

**Drivers of variable cash flow**

- Interest on borrowings to purchase property
- Capital × interest × time rate
- Longer time to move from pre-lodgement → approval key cost driver
- Can these costs be ↓ by increasing efficiency + timeliness of processes?

**Drivers of efficiency + timeliness:**

- Knowledge and certainty
- Transparency and accountability
- Focus on key issues vs BAU items
- Flexibility and negotiation + delegations
- Coordination of Agencies to avoid contradictory consents
- Deemed to comply (local, state, federal)

**SME Developers**

- Deliver products and services for our community(ies)
- Enablers of:
  - Lifestyle
  - Jobs
  - Housing
  - Services

**Indicative Process Flow**

**ALTERNATIVE CASH FLOW**

**SME + DEVELOPER/CONSTRUCTION BUSINESSES BUDGET**

**Area of opportunity**

Reduce time in this zone!

**ANYTIME > BUDGETED COST IS AN OPPORTUNITY COST**