**Australia TradeCoast**

**Enterprise Centres Scenario**

**Concept**

The concept for addressing the demand for suitably skilled employees by organizations based in the Australia TradeCoast (ATC) is based on the establishment of two ATC Enterprise Centres, one each in the north and south regions bordering the Brisbane river.

The ATC Enterprise Centres are proposed to operate as an online and face to face facility, which provides information on industry sectors, associated positions and local employment opportunities. The Centres would cater to member organizations through service provision that includes:

* Running a Jobs board
* Profiling potential employees
* Liaising with schools and education/training providers to promote industry sectors, market employment (apprenticeships and traineeships) opportunities, link work placement programs and operate a preferred employment option for potential employees prepared to commit to an industry/organization member
* Assess and endorse RTOs according to industry’s current and future skilling requirements
* Facilitating up-skilling requirements for existing employees of member organizations.

The Centres would provide a structured and strategic approach to populating the ATC workforce in line with demand and skilling requirements consistent with the ATC strategic plan.

**Operation**

The Enterprise Centres are envisioned to service ATC resident organizations through two main areas of application:

1. the facilitation of upgrading skills of existing employees to accommodate future technology developments and to ensure current practices are in accordance with trends and adaptations, such as ‘green practices’.
2. the promotion of industry sectors to potential employees and facilitate career pathways for young people in order to cater to the future demand of resident organizations for quality, skilled employment.

The Enterprise Centres would establish links with Industry Skills Councils and training providers to ensure that identified gaps in skills required or in training provision are remedied.

A strategy that is proposed to garner interest in young people following a career path working with ATC tenant organizations is to introduce a preferential system. Whereby a student that gains workplace experience with a tenant organization and pursues training in that industry sector, will receive preferential access to employment as positions become available. The advantages associated with this approach include:

* provides the opportunity to identify talented youth and introduce to appropriate business and industry
* provides opportunities for business and industry to access a pool of well informed youth who will require employment

**Partners and Potential Stakeholders**

**Partners**

Brisbane Airport Corporation (BAC)

Port of Brisbane (PoB)

QLD Government

Brisbane City Council

**Potential Stakeholders**

|  |  |
| --- | --- |
| Stakeholder | Benefits from Enterprise Centres |
| BAC | Structured approach to identify future quality employees.Provides an avenue for interacting with the Education and Training sector at secondary, Vocation and tertiary levels |
| PoB | Structured approach to identify future quality employees.Provides an avenue for interacting with the Education and Training sector at secondary, Vocation and tertiary levels |
| QLD Government | Assists in lowering unemployment figure for the StateContributes to the development of the ATC as the second largest State employment areaAssists in relieving pressure on infrastructure accessing the CBDAssists in meeting National Partnership commitments regarding attainment and retentionAssists in contributing to raising State productivity |
| Brisbane City Council | Assists in relieving pressure on infrastructure accessing the CBDAssists in the demand for precinct land through growth and developmentAssists in capitalizing on employment opportunities in the outer Brisbane region |
| Brisbane North Chamber of Commerce | Provides a further outlet for dissemination of informationCan contribute to membership growth |
| Brisbane South Chamber of Commerce | Provides a further outlet for dissemination of informationCan contribute to membership growth |
| Bus transport company | Opportunity to increase targeted service provisionGovernment sponsored school service provision lowers financial riskOpportunity for preference in future public service provision |
| Education QLD | Assists in attaining attainment and retention target levelsProvides increased transition pathwaysAssists in informed career path choices |
| Federal Government..DEEWR | An exemplar of a program outcome |
| Job Service Australia Providers | Informed on employment opportunitiesSource of specific quality information on skill sets requiredLinks to a large range of industry sectors and organisations |
| Microsoft | The Centres would provide a vehicle for Microsoft’s entrepreneur investment program in helping the regional community and 15-24 year olds in particular and in developing the future |
| RTO's | Quality RTOs offering courses in relevant areas would be promoted as preferred trainersRTO industry relationships strengthened |
| Studyfinder | Business developmentMarketing through increased awareness by students and industry |
| Translink | Provision of data for assisting business decision making |
| Universities | Provides quality information and links to coursesStudents would have a profile (re: Career voyager) and be informed through quality information regarding areas of interest |
| Urban Land Development Authority | Assist with employment opportunities for local community Assist with attractiveness of living within the region |

**Budget**

|  |  |  |  |
| --- | --- | --- | --- |
|  **INCOME** | **2011** | **2012** | **2013** |
|   | 384,424 | 375,187 | 385,590 |
| **TOTAL INCOME** | **384,424** | **375,187** | **385,590** |
| **EXPENDITURE** |  |  |  |
| **Salaries and Oncosts** |  |  |  |
| 2 x Centre Managers @ $80,000 per annum | 160,000 | 164,500 |  170,000 |
| 13.5% Oncosts | 21,600 | 22,207 |  22,950 |
| 2 x Receptionist/Admin @ $31,200 per annum | 62,400 | 64,300 | 66,200 |
| 13.5% Oncosts | 8,424 | 8,680 |  8.940 |
| Contractors/Consultants | 5,000 | 5,000 |  5,000 |
| **Subtotal Salaries and Oncosts** | 257,424 | 264,687 |  273,090 |
|  |  |  |  |
| **Administration and Overheads** |  |  |  |
| **Governance (costs associated with establishing Enterprise Centres)** | 10,500 |  |  |
|  |  |  |  |
| **Infrastructure** |  |  |  |
| Vehicles and travel | 3,500 | 3,500 | 3,500 |
| Office expenses | 45,000 | 45,000 | 45,000 |
| Telephone and IT | 15,000 | 15,000 | 16,000 |
|  |  |  |  |
| **Promotion and communication** | 5,000 | 5,000 | 5,000 |
|  |  |  |  |
| **ATC Management Support** | 30,000 | 32,000 |  33,000 |
|  |  |  |  |
| **Subtotal Administration and overheads** | **109,000** | **100,500** | **102,500** |
|  |  |  |  |
| **Other** |  |  |  |
| Initial staff recruitment | 1,500 |  |  |
| Initial IT set up | 6,500 |  |  |
| Sundries | 10,000 | 10,000 | 10,000 |
|  |  |  |  |
| **Subtotal Other** | **18,000** | **10,000** | **10,000** |
|  |  |  |  |
| **TOTAL EXPENSES** | **384,424** | **375,187** | **385,590** |
|   |  |  |  |
| **NET INCOME (LOSS)** |  |  |  |