



Speech By  
**Hon. Shannon Fentiman**


**MEMBER FOR WATERFORD**

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Record of Proceedings, 20 September 2018

## **MINISTERIAL STATEMENTS**

### **Small Business, Payment Terms**

 **Hon. SM FENTIMAN** (Waterford—ALP) (Minister for Employment and Small Business and Minister for Training and Skills Development) (10.04 am): All businesses, big or small, have an obligation to support local communities where they and their employees work. This includes providing fair payment terms to allow small businesses in particular to manage their cash flow, plan for growth and take on new contracts. This is something that is often raised with me, and it is something I know we will be talking about at the small business breakfast in Toowoomba next week with the Deputy Premier and Treasurer.

The Palaszczuk government understands that being paid on time is crucial for small business, which is why we have a policy to pay small businesses within 30 days. It is why I wrote to Queensland's resource sector companies last week to seek their support to join our approach. Already the Australian Small Business and Family Enterprise Ombudsman has highlighted extending payment terms for suppliers effectively uses the businesses in the supply chain as a cheap form of finance. Some of these big companies have 90- to 120-day payment terms and this is simply not good enough.

The call for change has been echoed by regional Queensland industry groups like the Gladstone Engineering Alliance. President and local owner of Corfield's Electrical in Gladstone, Ken Corfield, said late payments to his business have a direct impact on not only cash flow but also job security for his staff and the ability to accept future work.

It is pleasing to see that opportunity is not being missed by all. Some in the industry like New Hope whose suppliers include small businesses in the Toowoomba and surrounding regions have already responded with confirmation and a commitment to 30-day payment terms. I am looking forward to meeting with New Hope and their suppliers when we govern from Toowoomba next week. Small business owners like Clint and Fiona Ireland from Ireland Engineering in Oakey, who have a very positive relationship with New Hope, are eager to meet with me to talk about how important it is that more resource sector companies institute fair payment terms. I commend these companies for setting a strong example for others in the industry.

**Ms Simpson** interjected.

**Mr SPEAKER:** Member for Maroochydore, cease your interjections.

**Ms FENTIMAN:** I call on Queensland's large suppliers in the resource sector to improve their transparency and publish their payment terms on the Australian Small Business and Family Enterprise Ombudsman National Payment Transparency Register. The Queensland government would prefer for these standards to be met as a matter of voluntary adoption by the resource sector, but we will not stand by and see local Queensland small businesses starved of cash flow and we will be considering all our options to require companies to comply. We want a thriving sector for businesses big and small. That is how we make sure all Queenslanders share in our economic growth.