

Tendered by Ms Robyn Hobbs, 16/08/17



Changes to commercial fishing industry

Are you ready? We can help

March 2017

The NSW Government's Commercial Fisheries Business Adjustment Program introduces linkages between shares and catch or effort in most share classes.

A subsidised share trading market has been created to help active fishers acquire and trade holdings.

Registrations to buy or sell shares close 27 March 2017.

Be prepared for the changes

If you plan on participating in the subsidised share trading market, or need assistance with making the right decision, the Office of the NSW Small Business Commissioner can help.

We understand that change can be daunting. We support small business across NSW and can help you navigate and prepare for the change.

Our team will be available at local venues throughout March to:

- assist in the market registration process, including helping you complete registration forms for submission by 27 March 2017
- discuss your concerns and help you plan for your future.

Free assistance will be available around the state.

Drop in for FREE at any time

Date	Time	Location	Address
Friday, 10 March	9am-3pm	Newcastle	Newcastle Co-operative, 97 Hannell St, Wickham NSW 2293
Monday, 13 March	10am-1pm	Tweed	Markwell Fisheries, 174 Chinderah Bay Dr, Chinderah NSW 2487
Monday, 13 March	3pm-6pm	Ballina	Ballina Co-operative, Pacific Hwy & Keppel St, West Ballina NSW 2478
Tuesday, 14 March	10am-4pm	Clarence River	Clarence River Co-operative, 51-55 River St, MacLean NSW 2463
Wednesday, 15 March	9am-3pm	Coffs Harbour	Coffs Harbour Yacht Club, 30 Marina Dr, Coffs Harbour NSW 2450
Thursday, 16 March	12pm-4pm	Wallis Lake	Tuncurry Bowling Club, 21 Parkes St, Tuncurry NSW 2428
Friday, 17 March	10am-3pm	Sydney	Sydney Fish Market, Bank St & Pyrmont Bridge Rd, Sydney NSW 2009
Monday, 20 March	2pm-5pm	Nowra	Shoalhaven City Council, 36 Bridge Rd, Nowra NSW 2541
Tuesday, 21 March	10am-1pm	Bermagui	Bermagui Co-operative, 73 Lamont St, Bermagui NSW 2546
Wednesday, 22 March	10am-3pm	Gosford	Gosford RSL, 26 Central Coast Hwy, West Gosford NSW 2250



To register your interest or for more information:

- 02 8222 4818
- fisheries.support@smallbusiness.nsw.gov.au
- smallbusiness.nsw.gov.au/commercial-fisheries

Changes to commercial fishing industry

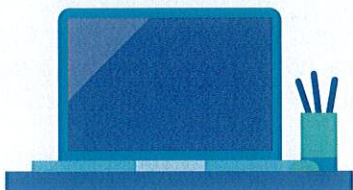
Are you ready? We can help

March 2017



Want to know about the subsidised share trading market and how it will operate?

Call the Commercial Fisheries Business Adjustment Program Hotline on **1300 726 488**.



Need to prepare your business?

Business Connect can provide you with **two free** independent and confidential advice sessions. Call **1300 134 359** to speak to your local advisor or visit www.industry.nsw.gov.au/businessconnect



Need financial or legal advice?

Grants **up to \$2,000** are available from the Rural Assistance Authority. Call **1800 678 593** or visit www.raa.nsw.gov.au/assistance/BAP/grants



Need support for yourself and your family?

The Fisher Care Line is available providing a telephone based **coaching session** to anyone affected by the Commercial Fisheries Business Adjustment Program. Call **(02) 9592 0451** or email admin@mhri.com.au to book a session.



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Preparing your business for the Subsidised Share Trading Market

Are you ready? We can help

April 2017

You will need to make some decisions about your fishing business before the **Subsidised Share Trading Market (SSTM)** opens on **1 May 2017**. It is important that you consider your personal and business position and approach the market with that in mind.

Upcoming workshops

We will visit local venues throughout April to help registered commercial fishers prepare for the SSTM by:

- outlining some of the factors you should consider when buying and selling shares
- assisting you to better understand the impact of your decisions on your business cashflow and profitability
- connecting you with the right support to help with your individual business decisions.

Drop in to one of our FREE sessions below

Date	Time	Location	Address
Tuesday 18 April 2017	Session A: 10:30am – 11:45am Session B: 12:15pm – 1:30pm	Newcastle	Newcastle Co-operative 97 Hannell Street WICKHAM NSW 2293
Wednesday 19 April 2017	Session A: 11:00am – 12:15pm Session B: 12:45pm – 2pm	Wallis Lake	Tuncurry Bowling Club 21 Parkes Street TUNCURRY NSW 2428
Thursday 20 April 2017	Session A: 10:30am – 11:45am Session B: 12:15pm – 1:30pm	Coffs Harbour	Coffs Harbour Yacht Club 30 Marina Drive COFFS HARBOUR 2450
Friday 21 April 2017	Session A: 9:30am – 10:45am Session B: 11:15am – 12:30pm	Clarence River	Clarence River Co-operative 51–55 River Street MACLEAN 2463
Monday 24 April 2017	Session A: 12:00pm – 1:15pm Session B: 1:30pm – 2:45pm	Ulladulla	Fishermans Wharf Wason Street ULLADULLA NSW 2539

For more information:



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Preparing your business for the Subsidised Share Trading Market



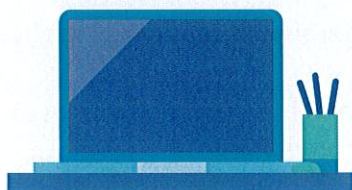
Are you ready? We can help

April 2017



Want to know about the subsidised share trading market and how it will operate?

Call the Commercial Fisheries Business Adjustment Program Hotline on **1300 726 488** or visit www.dpi.nsw.gov.au/commfish



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Subsidised Share Trading Market

Are you prepared?

April 2017

The subsidised share trading market opens the week of 1st May 2017 for registered commercial fishers.

Prior to the market opening it is important that you assess your personal and business financial situation and approach the market accordingly.

You will be able to bid to buy shares and/or offer to sell shares within individual components of your business, or you may place a "package offer" which will be an offer to sell all components of your fishing business and surrender the fishing business (and any Southern Fish Trawl Endorsement you may hold).

Do You Know ?

- The market will consist of a minimum of one round and a maximum of three rounds of share trading. Each round will be open for seven days and you may change your bids/offers any number of times before the round closes.
- It is highly recommended that you plan to submit your bids /offers as early as possible when the round opens to minimise internet connection risks.
- You are encouraged to place your best bids/offers to the dollar (i.e. not ending in zero), in order to give you a better chance of success in the market.
- Bids from active fishers with a share deficit (the shortfall of shares to secure an endorsement or to meet recent fishing levels) will be the top priority for matching.
- Each fishing business must have at least one confirmed bid or offer in the market at the close of a round in order to be able to participate in any subsequent rounds that may occur.
- Outcomes of each round will be available for review by participants through the website login. You will be advised when round outcomes are available via the email nominated on your registration form.
- Matched bids/offers, prices and subsidies are not final until a round is declared successful and the market is closed.
- Share prices can change between rounds. There is no guarantee a bid/offer matched in round one will be matched in subsequent rounds.
- There is no "cooling off" period and your last confirmed bid at the close of a round is legally binding.

For more information:



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Subsidised Share Trading Market

Are you prepared?

April 2017

Are You Buying Shares?

- Enter a minimum and maximum number of shares you are willing to buy. A bigger range makes it easier for the market to find matches between buyers and sellers.
- Enter the "share price" which is the maximum amount you are willing to pay per share. If your bid is successful, you will not be asked to pay more than your bid.
- When determining your "share price" be realistic and base bids on your capacity to pay, anticipated return on investment and your desire to reinvest in your business.

Grants of up to \$1000 are available for financial advice to assist you in this regard. Phone Rural Assistance Authority (RAA) on 1800 678 593.

- The system will show the maximum amount you will need to pay if your bid is successful. A source of funding up to this amount should be identified, and available prior to confirming your bid to buy.

Are You Selling Shares?

- Enter the number of shares you would like to sell and the minimum price per share that you are willing to accept.
- The system displays the minimum amount you will receive if your offer is successful. If your offer is successful you will not be asked to accept anything less than your confirmed offer. You may submit a **Package Offer**. You will need to enter the minimum asking price for **all** shares across **all** components of your fishing business. An additional \$20,000 or \$40,000 (with a Southern Fish Trawl Endorsement) will be offered in addition to the share sale price. **For fishers considering exiting the Industry a re-training assistance grant is available up to \$10,000. Phone RAA on 1800 678 593.**

Have You Assessed Your Financial Situation?

- Have you reviewed your Business Financial Statements for the past 12 months?
- Have you sought professional advice from your accountant?
- Have you completed a cash flow forecast for the next 12 months?
- Do you have a Business Plan based on your business goals and objectives?

Your individual financial situation should be assessed and taken into consideration. **Grants are available for financial advice by application to the RAA on 1800 678 593. Local business advisors are also available to help you with your business considerations. Call 1300 134 359.**

Disclaimer

This publication is provided because the NSW Small Business Commissioner wishes to assist Commercial Fishers' participation in the Subsidised Share Trading Market (SSTM).

It provides a general summary of some of the provisions of the Market Rules that apply to the SSTM, as interpreted by the NSW Small Business Commissioner at the time of writing (April 2017). This publication does not provide legal advice and users are reminded to ensure that the information they rely on is complete and up to date by checking the Market Rules, the Department of Industry website and with the user's own legal adviser.

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