



Australian Government

Australian Industrial Registry

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Email: cynthia.lobooth@airc.gov.au

Mr Lindsay Le Compte
Secretary
National Electrical and Communications Association
New South Wales Chapter
PO Box 1106
BURWOOD NORTH NSW 2134

By email: necansw@neca.asn.au

Dear Mr Le Compte

**Re: Schedule 1 of the Workplace Relations Act 1996 (RAO Schedule)
Financial Reports for year ended 30 June 2008 – FR2008/276**

I acknowledge receipt of the financial report for the New South Wales Chapter of the National Electrical and Communications Association for the year ended 30 June 2008. The documents were lodged in the Industrial Registry on 14 October 2008.

The documents have been filed and their full compliance with the RAO Schedule without further requests from the Registry has been noted.

Just a minor comment regarding the reference to Schedule 1B on page 3 of the financial report, that Schedule has since been renumbered to Schedule 1.

If you have any queries regarding this letter or should you require any information on the financial reporting requirements of the Act, please do not hesitate to contact me on (03) 8661 7989 (Weds to Fri) or by email at cynthia.lobooth@airc.gov.au

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Cynthia Lo-Booth', written in a cursive style.

Cynthia Lo-Booth
Statutory Services Branch

17 October 2008



New South Wales chapter | **national electrical and communications association**
Level 3, 28 Burwood Road Burwood New South Wales 2134 Australia
PO Box 1106 Burwood North New South Wales 2134 Australia
telephone: +61 2 9744 1099 facsimile: +61 2 9744 1830
email: neccansw@neca.asn.au website: www.neca.asn.au
ABN 27 056 174 413

10 October 2008

Industrial Registrar
Australian Industrial Registry
G P O Box 1994S
MELBOURNE VIC 3001

Dear Sir/Madam

Please find attached the reports and accounts required for NECA NSW in accordance with the Workplace Relations Act for the year ended 30 June 2008.

The financial statements for the year ended 30 June 2008 were forwarded to members on 5 September 2008. The Annual General Meeting of members was held on 26 September 2008. A copy of the Notice of the Annual General Meeting sent to members is also attached.

Yours sincerely

Lindsay Le Compte
SECRETARY

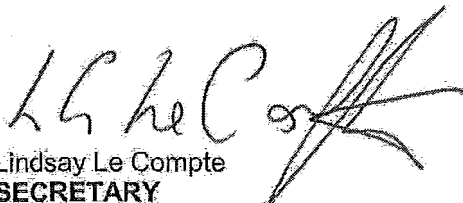


**MEETING OF THE EXECUTIVE COMMITTEE OF NECA NSW
3 SEPTEMBER 2008**

AGENDA ITEMS

AUDITED FINANCIAL REPORT AND BALANCE SHEET

The Executive Committee of the National Electrical Contractors Association New South Wales Chapter and the Electrical Contractors Association of New South Wales **NOTES** the content of the accounts of the two organisations as presented to the Executive Committee and **RESOLVES** to accept the terms of the Committee of Management statement contained within the accounts.


Lindsay Le Compte
SECRETARY
3 September 2008



New South Wales chapter | **national electrical and communications association**
Level 3, 28 Burwood Road Burwood New South Wales 2134 Australia
PO Box 1106 Burwood North New South Wales 2134 Australia
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**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
SECRETARY'S STATEMENT**

I, Lindsay Graham Le Compte, being the Secretary of the National Electrical Contractors Association New South Wales Chapter, do hereby certify that the documents lodged herewith are true copies of the documents forwarded to members on 5 September 2008 and presented to the Annual General Meeting of members of the Chapter held on 26 September 2008.

**LINDSAY GRAHAM LE COMPTE
SECRETARY**

Date: 10 October 2008

**NATIONAL ELECTRICAL CONTRACTORS
ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**FINANCIAL REPORT
FOR THE YEAR ENDED 30 JUNE 2008**

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

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**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

EXECUTIVE COMMITTEE'S REPORT

Your Executive Committee members submit the financial report of National Electrical Contractors Association- New South Wales Chapter for the financial year ended 30 June 2008.

Executive Committee Members

The names of the Executive Committee members in office at anytime during or since the end of the year are:

Mr. S. Griffiths
Mr. R. Young
Mr. A.H Glossop
Mr. D. Madson
Mr. R. Bateman
Mr. K. Smith
Mr. T. Pollard
Mr. J. Hill
Mr. L. Le Compte (Secretary)

Principal Activities

The principal activity of National Electrical Contractors Association- New South Wales Chapter during the financial year was representing the interests of its members in the electrical, electrotechnology and communications industry.

Significant Changes

No significant change in the nature of these activities occurred during the financial year.

Operating Result

The profit amounted to \$195,014.

NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413

EXECUTIVE'S COMMITTEE REPORT

Members Right to Resign

Members may resign from the association in accordance with Rule 11, Resignation from Membership, of the Federal Rules of National Electrical Contractors Association. Rule 11 conforms with Section 174, Resignation from Membership, of the RAO Schedule 1B of the Workplace Relations Act 1996.

Significant Changes in State of Affairs

No significant changes in the association's state of affairs occurred during the financial year.

NECA Membership

As at 30 June 2008, there were 1496 members of the National Electrical Contractors Association- New South Wales Chapter.

NECA Employees

As at 30 June 2008 there were 14 employees of the National Electrical Contractors Association - New South Wales Chapter. There were 353 employees represented by 8 administrative employees and 345 apprentices employed by ECA Training Pty Limited, a subsidiary company.

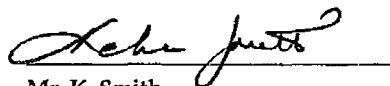
Trustee Position

During the year A.H. Glossop and R. Young served as Trustees of the New South Wales Electrical Superannuation Scheme

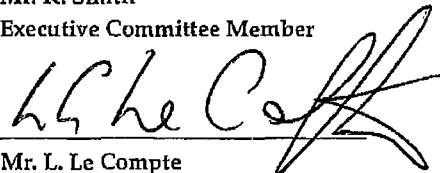
After balance date events

No matters or circumstances have arisen since the end of the financial year which significantly affected or may significantly affect the operation of the association, the results of those operations or the state of affairs of the association in future financial years.

Signed in accordance with a resolution of the members of the Executive Committee: *dotted 3 September 2008*



Mr. K. Smith
Executive Committee Member



Mr. L. Le Compte
Executive Committee Member

Dated:

3/9/08

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**INCOME STATEMENT
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008 \$	2007 \$
Revenue	2	10,592,509	9,979,971
Other revenue	2	10,150	-
Consumables used		(403,577)	(282,021)
Employee benefits expense		(1,222,860)	(1,068,685)
Depreciation and amortisation expenses		(115,044)	(112,105)
Other expenses		<u>(8,666,164)</u>	<u>(7,709,491)</u>
Profit from operations		<u><u>195,014</u></u>	<u><u>807,669</u></u>

The accompanying notes form part of these financial statements.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**BALANCE SHEET
AS AT 30 JUNE 2008**

	Note	2008 \$	2007 \$
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	5	1,427,399	721,678
Trade and other receivables	6	1,375,511	996,525
Inventories	7	95,393	-
Other current assets	8	55,366	44,712
TOTAL CURRENT ASSETS		<u>2,953,669</u>	<u>1,762,915</u>
NON-CURRENT ASSETS			
Financial assets	9	4,141,337	4,139,756
Property, plant and equipment	10	2,548,808	2,565,964
Other	8	-	160,000
TOTAL NON-CURRENT ASSETS		<u>6,690,145</u>	<u>6,865,720</u>
TOTAL ASSETS		<u>9,643,815</u>	<u>8,628,635</u>
CURRENT LIABILITIES			
Trade and other payables	11	900,580	644,529
Short-term provisions	12	215,770	78,020
Other	13	1,205,658	787,349
TOTAL CURRENT LIABILITIES		<u>2,322,009</u>	<u>1,509,897</u>
NON-CURRENT LIABILITIES			
Long-term provisions	12	8,055	-
TOTAL NON-CURRENT LIABILITIES		<u>8,055</u>	<u>-</u>
TOTAL LIABILITIES		<u>2,330,063</u>	<u>1,509,897</u>
NET ASSETS		<u>7,313,752</u>	<u>7,118,738</u>
EQUITY			
Reserves	14	2,560,207	2,560,207
Retained profits		4,753,545	4,558,531
TOTAL EQUITY		<u>7,313,752</u>	<u>7,118,738</u>

The accompanying notes form part of these financial statements.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**STATEMENT OF RECOGNISED INCOME AND EXPENSE
AS AT 30 JUNE 2008**

	Retained Earnings	General reserve	Total
	\$	\$	\$
Balance at 1 July 2006	3,750,862	2,146,653	5,897,515
Profit attributable to members	807,669		807,669
Transfer to reserves		413,554	413,554
Balance at 30 June 2007	<u>4,558,531</u>	<u>2,560,207</u>	<u>7,118,738</u>
Profit attributable to members	195,014		195,014
Balance at 30 June 2008	<u>4,753,545</u>	<u>2,560,207</u>	<u>7,313,752</u>

The accompanying notes form part of these financial statements.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**CASH FLOW STATEMENT
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008 \$	2007 \$
Cash flows from operating activities			
Receipts from customers		10,502,829	10,102,254
Payments to suppliers and employees		(9,797,469)	(10,061,128)
Interest received		89,680	553,544
Net cash provided by operating activities	20	<u>795,040</u>	<u>594,670</u>
Cash flows from investing activities			
Payment for property, plant and equipment		(113,181)	(768,805)
Proceed from sale of Non Current Asset		25,450	-
Net payment for investments		(1,588)	(171,914)
Net cash used in investing activities		<u>(89,319)</u>	<u>(940,719)</u>
Net increase in cash held		705,721	(346,049)
Cash at beginning of year		721,678	1,067,727
Cash at end of year	20	<u><u>1,427,399</u></u>	<u><u>721,678</u></u>

The accompanying notes form part of these financial statements.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

The financial report is a general purpose financial report that has been prepared in accordance with Accounting Standards, Australian Accounting Interpretations other authoritative pronouncements of the Australian Accounting Standards Board and the requirements of the Registration and Accountability of Organisations Legislation (RAO) Schedule 1B of the Workplace Relations Act 1996.

The financial report covers National Electrical Contractors Association- New South Wales Chapter as an individual entity. The financial report of the association complies with all International Financial Reporting Standards (AIFRS) in their entirety.

The following is a summary of the material accounting policies adopted by the association in the preparation of the financial report. The accounting policies have been consistently applied, unless otherwise stated.

Basis of Preparation

The accounting policies set out below have been consistently applied to all years presented.

Reporting Basis and Conventions

The financial report has been prepared on an accruals basis and is based on historical costs modified by the revaluation of selected non-current assets, and financial assets and financial liabilities for which the fair value basis of accounting has been applied.

Accounting Policies

(a) Income Tax

No provision for income tax has been raised as the association is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

(b) Property, Plant and Equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation.

Property

Freehold land and buildings are carried at cost or at independent or committee of managements' valuation.

Plant and equipment

Plant and equipment are measured on the cost basis less depreciation and impairment losses

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

Depreciation

The depreciable amount of all fixed assets including buildings and capitalised leased assets, is depreciated on a straight-line basis over their useful lives commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The depreciation rates used for each class of depreciable asset are:

Class of Fixed Asset:	Depreciation Rate
Leasehold improvements- at cost	2.5 - 4%
Buildings- at cost	2.5%
Motor vehicles- at cost	20%
Office furniture and equipment- at cost	20%
Furniture and fittings- at cost	10 - 20%

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each balance sheet date.

(c) Financial Assets

Available-for-sale financial assets

All investment are classified as available-for-sale financial assets. Available-for-sale financial assets are reflected at fair value unless their fair value cannot be reliably measured. Unrealised gains and losses arising from changes in fair value are taken directly to equity.

(d) Employee Benefits

Provision is made for the association's liability for employee benefits arising from services rendered by employees to balance date. Employee benefits that are expected to be settled within one year have been measured at the amounts expected to be paid when the liability is settled, plus related on-costs. Employee benefits payable later than one year have been measured at the present value of the estimated future cash outflows to be made for those benefits.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

(f) Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are shown within financial liabilities in current liabilities on the balance sheet.

(g) Revenue

Revenue from the sale of goods is recognised upon the delivery of goods to customers.

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets.

Other revenue and distribution income is recognised when the right to receive the revenue has been established.

All revenue is stated net of the amount of goods and services tax (GST).

(h) Controlled Entities

Separate financial statements are prepared for any controlled entity. The New South Wales Chapter's financial statement and those of its controlled entities are consolidated in the financial statements of the economic entity "National Electrical Contractors Association". Therefore, no consolidated financial statements are prepared at the New South Wales Chapter level.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
2. REVENUE			
Revenue			
Sales revenue:			
Sale of goods		650,032	421,057
Other revenue:			
Rendering of services		8,921,791	8,344,480
Interest received	2(a)	89,680	553,544
Other revenue		271,839	170,203
Grants received		659,167	490,687
Total Revenue		<u>10,592,509</u>	<u>9,979,971</u>
Other Income			
Gain on disposal of property, plant and equipment		<u>10,150</u>	<u>-</u>
(a) Interest received from:			
Other corporations		<u>89,680</u>	<u>553,544</u>
3. PROFIT BEFORE INCOME TAX			
Expenses:			
Cost of sales		403,577	282,021
Bad and doubtful debts		161,565	1,364
		<u> </u>	<u> </u>
4. AUDITORS' REMUNERATION			
Auditors' remuneration		35,953	19,047
		<u> </u>	<u> </u>
5. CASH AND CASH EQUIVALENTS			
Cash on hand		108	118
Cash at bank		1,427,292	721,560
		<u>1,427,399</u>	<u>721,678</u>

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008 \$	2007 \$
6. TRADE AND OTHER RECEIVABLES			
CURRENT			
Sundry debtors		38,800	100,545
Trade receivables (less provision for doubtful debts)		1,334,711	895,980
Refundable deposits		2,000	-
		<u>1,375,511</u>	<u>996,525</u>
7. INVENTORIES			
CURRENT			
At cost:			
Finished goods		<u>95,393</u>	<u>-</u>
8. OTHER ASSETS			
CURRENT			
Prepayments		24,060	44,712
Deferred costs		31,306	-
		<u>55,366</u>	<u>44,712</u>
NON-CURRENT			
Other assets		<u>-</u>	<u>160,000</u>
9. FINANCIAL ASSETS			
Available-for-sale financial assets		<u>4,141,337</u>	<u>4,139,756</u>
Analysis of total financial assets:			
Non-current		<u>4,141,337</u>	<u>4,139,756</u>
(a) Available-for-sale financial assets comprise:			
Shares in associated companies		3	3
Shares in listed companies		4,141,332	4,139,751
Shares in subsidiaries		<u>2</u>	<u>2</u>
		<u>4,141,337</u>	<u>4,139,756</u>

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
(b)			
Available-for-sale financial assets comprise of investments in the ordinary issued capital of various entities. There are no fixed returns or fixed maturity date attached to these investments.			
Included in the available-for-sale financial assets is an amount of \$2,130,616 restricted by the Executive Committee as part of designated reserves to subsidise training courses and to finance industry education and training related projects.			
10. PROPERTY, PLANT AND EQUIPMENT			
Leasehold improvements- at cost		275,684	224,386
Less accumulated depreciation		<u>(31,982)</u>	<u>(25,585)</u>
		<u>243,702</u>	<u>198,801</u>
Buildings- at cost		2,570,501	2,570,500
Less accumulated depreciation		<u>(398,596)</u>	<u>(334,333)</u>
		<u>2,171,905</u>	<u>2,236,167</u>
Total land and buildings		<u><u>2,415,607</u></u>	<u><u>2,434,968</u></u>
Motor vehicles- at cost		45,409	89,338
Less accumulated depreciation		<u>(24,260)</u>	<u>(40,885)</u>
		<u>21,149</u>	<u>48,453</u>
Office furniture and equipment- at cost		287,825	245,512
Less accumulated depreciation		<u>(205,528)</u>	<u>(179,151)</u>
		<u>82,297</u>	<u>66,361</u>
Furniture and fittings- at cost		117,378	97,810
Less accumulated depreciation		<u>(87,623)</u>	<u>(81,628)</u>
		<u>29,755</u>	<u>16,183</u>
Total plant and equipment		<u><u>133,202</u></u>	<u><u>130,996</u></u>
Total property, plant and equipment		<u><u>2,548,808</u></u>	<u><u>2,565,964</u></u>

(a) Movement in carrying amounts

For disclosure on movement in carrying amounts please refer to note 22(a) in the end of this financial report.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
11. TRADE AND OTHER PAYABLES			
CURRENT			
Trade creditors		755,403	620,666
Other creditors		145,177	23,863
		900,580	644,529
12. PROVISIONS			
Provision for holiday pay		59,064	25,198
Provision for staff on cost		11,257	8,139
Provision for building restoration		100,000	-
Provision for long service leave		53,504	44,683
		223,825	78,020
 Analysis of Total Provisions			
Current		215,770	78,020
Non-current		8,055	-
		223,825	78,020
13. OTHER LIABILITIES			
CURRENT			
Accrued charges		67,701	29,280
Income in advance		1,137,957	758,068
		1,205,658	787,349
14. RESERVES			
Designated Reserves			
The designated reserve records funds set aside for future expansion of the association.			
15. EVENTS AFTER THE BALANCE SHEET DATE			
(a) No significant events have occurred after balance date.			

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
16. RELATED PARTY TRANSACTIONS		\$	\$

Executive Committee Members

The names of each person on the Executive Committee of the Association during the financial year are S. Griffiths, R. Young, A. H. Glossop, D. Madson, R. Bateman, K. Smith, T. Pollard, J. Hill and L. Le Compte (Secretary).

No volunteer member of the Executive Committee received any remuneration during the year for performing their duties as a member of the Executive Committee.

ECA Training Pty Limited

The Association charges administration fees to ECA Training Pty Limited (ECA) for the expenses incurred on its behalf and for the provision of administrative services and occupancy of Level 3 of 28 Burwood Road, Burwood NSW. A fixed fee of \$75,000 based on a commercial estimate of time and cost involved in providing these services is charged on a quarterly basis.

The Association also provides contributions to ECA for training of apprentices. The amount paid/payable during the year was \$80,000 (2007: \$60,000).

The Association also holds an investment as nominee for ECA. At balance date, the total investment was \$1,812,316 (2007: \$1,809,873). The investment is not included in these accounts.

17. SEGMENT REPORTING

The New South Wales Chapter of the Association primarily operates in New South Wales, Australia representing the interests of its members in the electrical, electrotechnology and communications industries.

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
18. FINANCIAL INSTRUMENTS			
(a) Financial Risk Management			
Credit risk			

The maximum exposure to credit risk, excluding the value of any collateral or other security, at balance date to recognised financial assets, is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the balance sheet and notes to the financial statements.

Credit risk for derivative financial instruments arises from the potential failure by counterparties to the contract to meet their obligations. The credit risk exposure to forward exchange contracts and interest rate swaps is the net fair value of these contracts.

The economic entity does not have any material credit risk exposure to any single receivable or group of receivables under financial instruments entered into by the economic entity.

(b) Interest Rate Risk

The economic entity's exposure to interest rate risk, which is the risk that a financial instrument's value will fluctuate as a result of changes in market interest rates and the effective weighted average interest rates on those financial assets and financial liabilities, is as follows:

	Weighted Average Effective Interest %	%
Financial Assets		
Cash and cash equivalents	7.15	4.55
Floating Interest Rate Amount		
Financial Assets		
Cash and cash equivalents	1,427,399	921,678
Total Financial Assets	1,427,399	921,678
Fixed Interest Rate Maturing Within 1 Year		
Financial Assets		
Investments	4,141,337	4,139,751
Total Financial Assets	4,141,337	4,139,751

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
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**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
		Non Interest Bearing	
Financial Liabilities			
Trade and sundry creditors		<u>2,012,714</u>	<u>1,431,878</u>
Total Financial Liabilities		<u><u>2,012,714</u></u>	<u><u>1,431,878</u></u>
Total			
Financial Assets			
Cash and cash equivalents		1,427,399	921,678
Investments		<u>4,141,337</u>	<u>4,139,751</u>
Total Financial Assets		<u><u>5,568,736</u></u>	<u><u>5,061,429</u></u>
Financial Liabilities			
Trade and sundry creditors		<u>2,012,714</u>	<u>1,431,878</u>
Total Financial Liabilities		<u><u>2,012,714</u></u>	<u><u>1,431,878</u></u>

(c) Net Fair Values

The net fair values of listed investments have been valued at the quoted market bid price at balance date adjusted for transaction costs expected to be incurred. For other assets and other liabilities net fair value approximates their carry value. No financial assets and financial liabilities are readily traded on organised markets in standardised form other than listed investments. Financial assets where the carrying amount exceeds net fair values have not been written down as the association intends to hold these assets to maturity.

The aggregate net fair values and carrying amounts of financial assets and financial liabilities are disclosed in the balance sheet and in the notes to the financial statements.

Aggregate net fair values and carrying amounts of financial assets and financial liabilities at balance date.

19. ASSOCIATION DETAILS

The registered office of the Association is:
National Electrical Contractors Association- New South Wales Chapter
Level 3, 28 Burwood Road
Burwood NSW 2134

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE 2008**

	Note	2008	2007
		\$	\$
20. CASH FLOW INFORMATION			
(a) Reconciliation of Cash			
Cash at the end of financial year as shown in the Statement of Cash Flows is reconciled to the related items in the statement of financial position as follows:			
Cash		108	118
Cash at Bank		<u>1,427,292</u>	<u>721,560</u>
		<u>1,427,399</u>	<u>721,678</u>
(b) Reconciliation of cash flow from operations with profit from operations			
Profit from ordinary activities:		195,014	807,669
Non-cash flows in profit from ordinary activities:			
Depreciation		115,044	112,105
Profit from sales of Non Current Assets		(10,150)	-
(Increase)/Decrease in trade receivables and others		(233,964)	(242,560)
(Increase)/Decrease in inventories		(95,393)	-
(Decrease)/Increase in trade payables and accruals		678,684	126,974
(Decrease)/Increase in provisions		145,805	(209,518)
Net cash provided by (used in) operating activities		<u>795,040</u>	<u>594,670</u>

21. Member's Access to Financial Statements

Section 272 of the Workplace Relations Act 1996 provides:

(1) A member may apply to the Chapter for specified prescribed information in relation to the Chapter to be made available to the person making the application.

(2) The application must be in writing and must specify the period within, and the manner in which, the information is to be made available. The period must not be less than 14 days after the application is given to the Chapter.

(3) Chapter must comply with an application made under 1.

NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413

NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED 30 JUNE, 2008

22. (a) MOVEMENT IN CARRYING AMOUNTS

Movements in carrying amounts for each class of property, plant and equipment.

	Property improvements- at cost	Buildings- at cost	Motor vehicles- at cost	Office furniture and equipment- at cost	Furniture and fittings- at cost	Total
	\$	\$	\$	\$	\$	\$
Opening Balance	224,386	2,210,582	48,453	66,361	16,182	2,565,964
Additions	25,714	25,584	-	42,314	19,569	113,181
Disposals	-	-	(43,929)	-	-	(43,929)
Depreciation expense	(6,398)	(64,261)	(12,011)	(26,380)	(5,995)	(115,045)
Written back on sale			28,636			28,636
Carrying amount at 30 June 2008	243,702	2,171,905	21,149	82,295	29,756	2,548,807

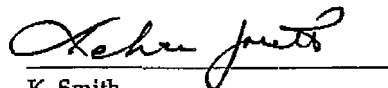
**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

STATEMENT BY MEMBERS OF THE EXECUTIVE COMMITTEE

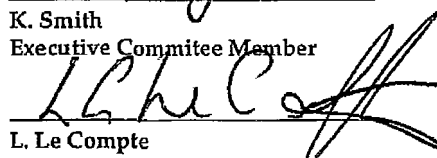
In the opinion of the Executive Committee the financial report as set out on pages 4 to 19:

- 1 Presents a true and fair view of the financial position of National Electrical Contractors Association -New South Wales Chapter as at 30 June 2008 and it's performance for the year ended on that date in accordance with Australian Accounting Standards, mandatory professional reporting requirements and other authoritative promouncements of the Australian Standards Board.
- 2 The financial statement and notes comply with the reporting guidelines of the Industrial Registrar.
- 3 The financial statement and notes give a true and fair view of the financial performance, financial postion and cash flows of the association for the financial year ended on 30 June. 2008
- 4 At the date of this statement there are reasonable grounds to believe that National Electrical Contractors Association-New South Wales Chapter will be able to pay its debts as and when they fall due.
- 5 During the financial year and since the end of the year:
 - a) meetings of the Executive Committee were held in accordance with the rules of the association, including the rules of the New South Wales Chapter.
 - b) the financial affairs of the association have been kept and maintained in accordance with the rules of the association, including the rules of the New South Wales Chapter.
 - c) the financial records of the association have been kept and maintained in accordance with the RAO Schedule and the RAO Regulations.
 - d) there has been compliance with any request of a member of the association or the Registrar under section 272 of the RAO Schedule.
 - e) there has been compliance with any order for inspection of the financial records made by the Commission under section 273 of the RAO Schedule.

This statement is made in accordance with a resolution of the Executive Committee dated 3 September 2008 and is signed for and on behalf of the Executive Committee by:



K. Smith
Executive Committee Member


L. Le Compte
Executive Committee Member

Dated: 3/9/08

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER**

Report on the Financial Report

We have audited the accompanying financial report of National Electrical Contractors Association-New South Wales Chapter (the association) which comprises the balance sheet as at 30 June 2008 and the income statement, statement of recognised income and expense and cash flow statement for the year ended on that date, a summary of significant accounting policies and other explanatory notes and the statement by members of the committee.

Executive Committee's Responsibility for the Financial Report

The Executive Committee of the association is responsible for the preparation and fair presentation of the financial report in accordance with Australian Accounting Standards (including the Australian Accounting Interpretations) and Workplace Relations Act 1996. This responsibility includes establishing and maintaining internal controls relevant to the preparation and fair presentation of the financial report that is free of material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Auditor's Responsibility

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial report in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluation the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Executive Committee, as well as evaluation the overall presentation of the financial report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

The Accounts for 2007 were audited by RSM Bird Cameron Partners

Independence

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**INDEPENDENT AUDITOR'S REPORT
TO THE MEMBERS OF
NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER**

In conducting our audit, we complied with the independence requirements of Australian professional ethical pronouncements.

Audit Opinion

In our opinion:

The general purpose financial report is presented fairly in accordance with applicable Australian Accounting Standards and the requirements imposed by Part 3 of Chapter 8 of the RAO Schedule of the Workplace Relations Act 1996.



**Peter Douglas Woodhead- Approved Auditor - Registration No 4223
Principal- Wearne & Co Pty Limited
Chartered Accountant**

Dated: 4-09-08

NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413

CERTIFICATE BY MEMBERS OF THE EXECUTIVE COMMITTEE

We, K. Smith and L. Le Compte certify that:

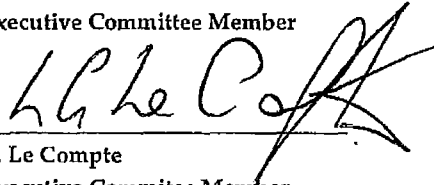
- (a) We are members of the Executive committee of the association.
- (b) We attended the annual general meeting of the association.
- (c) We are authorised by the attached resolution of the committee to sign this certificate.
- (d) The annual statement was submitted to the members of the association at its annual general meeting.

Dated:

26/9/08



K. Smith
Executive Committee Member



L. Le Compte
Executive Committee Member

**NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413**

**PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2008**

	2008	2007
	\$	\$
INCOME		
Membership subscription	1,211,340	1,168,605
Membership services	6,748,414	6,503,246
Management fees	444,463	429,740
Excellence award	125,615	106,486
Conference	391,959	136,403
Interest received:		
Interest received	89,680	553,544
Other revenue:		
Other revenue	271,839	170,203
Grants received	659,167	490,687
Profit on sale of non-current assets	10,150	-
Trading Income:		
Sales		
Sales	650,032	421,057
Less Cost of Goods Sold		
Purchases	403,577	282,021
	<u>403,577</u>	<u>282,021</u>
Gross profit on trading	<u>246,455</u>	<u>139,036</u>
	<u>10,199,082</u>	<u>9,697,950</u>
LESS EXPENDITURE		
Auditors' remuneration:		
Auditors' remuneration	35,953	19,047
Bad debts	161,565	1,364
Bank charges	-	0
Consultancy fees	132,483	22,633
Computer expenses	27,036	26,391
Conference	388,907	171,345
Depreciation	115,044	112,105
Electrocomms foundation	14,820	13,395
Employees entitlement:		
Employees entitlement	1,222,860	1,068,685
Excellence award	116,648	96,844
Insurance	14,383	12,097
Meetings	75,986	51,489
Members services	6,484,299	6,202,611
Motor vehicle expenses	15,785	22,799

NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION
NEW SOUTH WALES CHAPTER
ABN 27 056 174 413

PROFIT AND LOSS STATEMENT
FOR THE YEAR ENDED 30 JUNE 2008

	2008	2007
	\$	\$
Office expense	22,360	20,063
Education & Training- Project Funding	98,082	167,428
Occupancy costs	254,266	125,284
Printing and stationery	205,077	185,637
Other expenses	228,964	195,894
Subscriptions	275,576	253,780
Telephone	52,629	50,797
Travelling expenses	61,345	70,593
	10,004,068	8,890,281
	195,014	807,669
NET OPERATING PROFIT	195,014	807,669



NECA NSW ANNUAL REPORT 2007/2008

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(NECA NSW and ECA NSW)



Enhancing
your business.

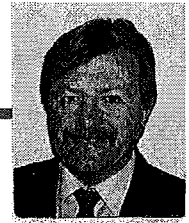
Advancing
our industry.

Introduction

NECA NSW Executive Committee

Member President	Mr S Griffiths (Stephen) Phasor Electrical Pty Ltd
Member Vice-President	Mr J Hill (James) JES Electrical Group Pty Ltd
Member Treasurer—to 4 June 2008	Mr A H Glossop (Tony) Life Member
Member	Mr R Young (Reg) Beech Pty Ltd
Member	Mr D R Madson (David) Stowe Australia Pty Ltd
Member	Mr R Bateman (Ron) Ron Bateman Pty Ltd
Member	Mr A Pollard (Tony) Tony Pollard Electrics Pty Ltd
Member Treasurer—from 4 June 2008	Mr K Smith (Kelvin) Kelvins Electrical Services (Australia) Pty Ltd
Chief Executive Officer and Secretary	Mr L G Le Compte (Lindsay) NECA NSW

Introduction



President's Report

2007/2008 was another successful year for NECA in NSW albeit a very busy one following the Federal election and the commencement of the roll-out of a number of new initiatives and changes to our operations.

At the National level, our National Chief Executive, James Tinslay, has had his hands full dealing with a new federal government implementing a large number of electoral promises.

As a member of NECA's National Council, I am able to advise you that there have been a number of structural and operational changes to NECA's National operations as a result of the election and in general strategic planning terms as NECA moves to position our industry for the future in the world of climate change and emerging technologies.

The cooperation between the National Office, the National Council and individual Chapters continues to bear fruit in terms of NECA's ability to represent the interests of its members and the industry in general in Australian and international forums. The strategic approach being adopted by NECA in relation to such issues as training, skills mapping, and the development of policies addressing industrial relations, communications, climate change and new technologies is being recognised at all levels of government and augurs well for the future of NECA and the growth of our industry.

In NSW, our new Chief Executive, Lindsay Le Compte, has been busy appointing staff and getting out and about to meet members and gain a greater understanding of the various aspects of member businesses and interests. Lindsay has undertaken a review of NECA's business operations and has, in conjunction with staff, developed a number of strategic plans which your Executive Committee has approved or is currently considering for implementation.

The annual conference held in Hawaii in September 2007 was very well attended and a huge success amongst delegates and partners. Our annual conference for 2008 is scheduled for 23 to 26 October and is to be held at the Peppers Salt Resort and Spa, Kingscliff NSW. The venue for the conference is superb and the program for the conference looks exceptional. I urge members to give serious consideration to attending the conference as the value of the program alone significantly outweighs the registration fee, not to mention the opportunity to network with industry leaders and representatives of our Associate Member Program.

The 2007/2008 financial year saw the long awaited release of the revised AS/NZS 3000:2007 Wiring Rules. NECA is represented on the Standards Australia Wiring Rules Committee by Roger Sharp from Stowe Australia.

Roger is also Chairperson of the Committee. NECA undertook a substantial seminar series introducing the wiring rules to the industry as a whole and we will be continuing to provide advice and assistance to members in this critical area.

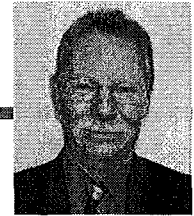
During the year, NECA Group Training continued to provide an excellent service to members through our quality apprenticeship scheme. Congratulations are due to Gerry Ping Nam and the members of the Board of our group training company for their management of this crucial aspect of NECA's operations. Congratulations also to Group Training General Manager, Barry Dawson, and his team of dedicated and professional staff for their commitment and ability to the task of managing the day to day aspects of the scheme.

Once again the Executive Committee members excelled in their task of successfully guiding our Association through the financial year and I thank each of them for their commitment. Special thanks to Vice President James Hill and Treasurer Tony Glossop who both took on significant extra workloads in their Executive Officer positions.

The end of the financial year also saw a change in the NECA NSW Treasurer's position with Tony Glossop not seeking re-appointment and Kelvin Smith taking up the role. Tony remains a member of the Executive Committee and a Director and Treasurer of NECA Group Training. Nevertheless, I would like to record my personal thanks to Tony for the many years that he has held the position of Treasurer of NECA NSW during which he has so ably guided and advised the Executive Committee on many significant financial and operational decisions affecting the Chapter. I am sure that Kelvin Smith will continue the tradition implemented by Tony Glossop and his predecessors.

The future is bright for NECA NSW. We have managed, with the hard work of our staff, the Executive Committee and with the support of our membership and sponsors, to continue to provide high quality services while implementing some fundamental restructuring of our business operations the benefits of which will be put back into our membership in years to come.

Stephen Griffiths
President



Chief Executive Officer's Overview

The 2007/2008 financial year marked my first full year as Chief Executive. As may be expected, it was for me personally a year of getting out to meet and speak with members and branch executives as well as an opportunity to gain a greater insight into the key issues facing our industry. I would like to thank all of those members who have taken the time to provide their views and input to me on issues of importance to them and the organisation during the year.

This year saw major political change at the federal government level with potentially significant impacts on business in general and our industry through some fundamental changes in major policy areas such as climate change, training and industrial relations. The effect of electoral commitments of the Rudd Labor government began with the adoption of the Kyoto Protocol on climate change and will flow through into many domestic policies relating to energy efficiency and the foreshadowed carbon trading scheme. NECA will be involved in these as they develop.

The industrial relations sector has been turned upside down with the demise of the WorkChoices legislation and proposed changes to the construction industry watchdog. These processes have kept our Commercial and Industrial Relations Department very busy, but they have done a great job in looking after the interests of our members all through the electoral cycle.

Thankfully, some of the policy coming out of Canberra is directed towards eliminating out of date licensing structures, the fragmented approach to qualification requirements for entry to our industry and unnecessary red tape. Time will tell whether the Rudd government is able to implement policies being asked for by industry for years.

At the NSW government level we have been addressing the proposed privatisation of the retail and generation side of the power industry and structural reform of the legislation that governs the operations of electrical and communications contractors. We were pleased to receive an assurance from the government that our members involved in accredited service provider work would not be adversely affected by any privatisation activity.

Changes to licensing structures at the state level were placed on hold pending the outcome of the licensing review being undertaken at the Council of Australian Governments level. We also saw some broad and targeted compliance programs being undertaken by the Office of Fair Trading. Many of these did not affect our industry directly, although it was pleasing to see the regulator catching more shonky people operating in the building and construction industry.

However, one compliance program targeted our industry in

terms of compliance with the Certificate of Compliance Electrical Work (CCEW) regime. We wrote to the Minister for Fair Trading about this program and the shortcomings and confusion surrounding the operative legislation and we will vigorously follow through on the issues to achieve sensible change.

This year we also commenced a substantial program of review of our operating policies and systems and undertook a SWOT analysis of the organisation to identify, amongst other things, areas for improvement in our services to members and opportunities for business development involving our members. The outcome of the analysis will be the subject of presentation to the Executive Committee at a strategy meeting scheduled for early July 2008 and, subject to Executive Committee approval, I anticipate we will commence the implementation of a number of new services and systems in the 2008/2009 financial year.

In parallel with our internal reviews, we have continued our gradual change and realignment of our staffing structure with the appointment, in September 2007, of Gus Fernando as our new Finance Manager. Gus, a Chartered Accountant by profession, comes to us with wide experience, including experience working in industry associations, and is expected to add significantly to our business development opportunities. We also appointed Ginnie Pun as Assistant Accountant following the sad passing of Trevor Ryan on Christmas Eve 2007. We will miss Trevor's commitment to his work and engaging personality, but welcome Ginnie who is currently studying for her CPA qualification.

In the last half of the year we welcomed Peter Lamond to the new position of Training Manager. Peter has two Certificate IV qualifications to his credit together with a licence and substantial operational experience as a trade teacher and in the air conditioning and refrigeration field. Peter is being very ably assisted by new employee Lesley Turnbull.

In late February 2008 we opened a regional office in Canberra and appointed Grant Shaw as Regional Operations Manager. Grant is licensed in the ACT, has worked as a lift mechanic, holds a Certificate IV qualification in training and is studying for a Bachelor of Business. The decision to open the regional office was taken in conjunction with our ACT Chapter and will provide an important hub for our operations across the southern portion of the state as well as for our members who operate in and around the ACT. We are already seeing an increased level of interest in NECA in the ACT and surrounding area and we are entering into important partnerships with educational and regulatory organisations operating in the area.

Year in Review

Chief Executive Officer's Overview continued

The end of this financial year also saw the departure of Kyle Kutasi, our popular Commercial and Industrial Relations Manager. However, he is not lost to us completely as he is now to take up the role of General Manager of NECAs Western Australian Chapter. We will miss Kyle's colourful presentations, incisive advice and keen intellect but will be able to draw on his skills through our national working party structures.

I would like to thank all of the staff for their hard work and assistance as we move through the structural and operational changes to the organisation. In particular, I would like to thank Barry Dawson and his staff in NECA Group Training for their hard work and the continued success of our group training activities, and Pam Scott, our Member Services and Administration Manager, for the long hours assisting me with many of the systems changes we are implementing.

Finally, I would like to thank Stephen Griffiths and the Executive Committee of NECA NSW, and Gerry Ping Nam and the Board of NECA Group Training for their support and wise advice during the year.

Lindsay Le Compte
Chief Executive Officer



Commercial and Industrial Relations

The New Industrial Relations Regime

The Federal Government changed in November 2007, and the main tenets of its *Forward With Fairness* policies are that a Rudd Labor Government will:

- Maintain and extend the National IR system to cover all employees (not just those employed by constitutional corporations);
- Expand the five minimum Australian Fair Pay and Conditions Standards to ten – including guaranteed redundancy pay provisions and rights for employees to extend parental leave;
- Bring back the right for all employees to make an unfair dismissal claim (although with a restriction on employees within their first 12 months);
- Create a new body, to be known as *Fair Work Australia* which will replace and consolidate all of the current workplace organisations, including the AIRC, Fair Pay Commission, Workplace Authority and the Workplace Ombudsman;
- Abolish the Australian Building and Construction Commission (ABCC);
- Abolish Australian Workplace Agreements (AWAs);
- Promote Collective Bargaining as the primary focus of the system; and
- Require that employers must bargain collectively 'in good faith'.

Workplace Agreements

The potential demise of the *WorkChoices* legislation resulted in unprecedented numbers of workplace agreements being lodged on behalf of NECA members. After the change in government the number of agreements lodged fell away sharply as members adopted a wait and see approach.

In February 2008, the Rudd Government released its *Forward with Fairness* legislation which will ultimately pave the way for the demise of workplace agreements by the end of 2009.

The legislation commence in March 2008 with the balance of the Government's industrial relations electoral commitments expected to commence in 2009/2010.

The final components of the *Forward With Fairness* legislation are expected to be introduced into Parliament around October 2008.

Award Modernisation

The new industrial relations legislation introduced by the Rudd Government paved the way for the Australian Industrial Relations Commission to make "Modern Awards" which are to simplify and rationalise the award process.

While this approach sounds good in theory, the practical aspects of achieving modern awards where there are many vested interests will be much more complicated. The AIRC

has been given 2 years to undertake the process. NECA will be pursuing an early resolution to award modernisation for our industry.

Construction Industry Reform

Following from the recommendations of the Cole Royal Commission and the introduction of the *Building and Construction Industry Improvement Act 2005*, the Australian Building and Construction Commission (ABCC) has gotten off to a good start.

The ABCC is empowered to take action against building industry participants who refuse to comply with the strict provisions of the legislation and impose heavy sanctions for unlawful industrial activity. There is no doubt that the ABCC has had a very positive effect on the number of days lost due to industrial action and this has generated significant economic benefits for all Australians.

The ABCC has been a hot topic since the election with the unions calling for its instant abolition. At this stage, the Rudd Government is sticking to its plan of modifying the Commission's structure and operation in 2010. NECA is continuing to lobby the new Government to maintain the status quo.

Australian Fair Pay Commission

The AFPC is expected to hand down its 2008 wages decision in July 2008. NECA will be updating pay scales and forwarding information to members as soon as it comes to hand.

Sydney EBA Round

The current financial year saw the commencement of processes leading to the finalisation of a new Enterprise Bargaining Agreement for electrical contractors in NSW due in October 2008. NECA will be analysing the position in other States as part of our preparations for the union negotiations.

Suffice to say that the situation in NSW in economic terms is nowhere near as robust as in Western Australia, Queensland or Victoria and we will be making this point strongly in the negotiations.

Security of Payment Act

During the year NECA continued to undertake its role as a nominating authority under the NSW Security of Payment scheme.

We have also noted that members are now becoming more aware of and used to making security of payment claims and we note that members have generally been successful in achieving determinations in their favour. This is due in part to the preparation of appropriate documentation in support of applications as well as a greater understanding of the requirements for effective contracting.

Year in Review

Commercial and Industrial Relations Continued

Debt Recovery

We are finalising a debt recovery manual for use by members. The purpose of the manual, which is to be the subject of a session at the October 2008 annual conference, is to provide members with a practical *How To* guide to recover moneys owing.

The manual will address security of payment issues, the need to start with the correct contractual documentation and general forms for use in correspondence to debtors and in general proceedings for the recovery of moneys. NECAs staff will also be able to assist members in this important area.

Farewell

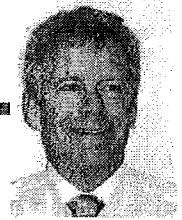
This will be my last annual report for NECA NSW as I will shortly be departing to take up the position of General Manager of NECAs Western Australian Chapter.

I have immensely enjoyed my time with the organisation over the last two and one half years and have made some firm friends in the NECA NSW community.

While I will miss my operational involvement with members, I am not leaving the organisation in real terms and will continue to provide input on industrial issues through NECAs national committees.

I would especially like to thank the staff at NECA NSW for their camaraderie and support. In particular, I would like to thank Marie Jones who continues to play a major role in the provision of quality and timely advice to members on industrial and commercial issues.

Kyle Kutasi
Manager, Commercial and Industrial Relations



Occupational Health and Safety

OH & S continues to develop as a major business risk issue and NECA has been at the forefront in the provision of advice and assistance to members on health and safety issues.

NECA is represented on a number of committees and forums relating to safety issues in NSW including the Industry Safety Steering Committee chaired by the Department of Water and Energy and on various WorkCover committees. NECA is also well represented at the federal level in conjunction with other peak industry associations.

OH&S Harmonisation

The last year saw a change of federal government and this has resulted in a number of initiatives particularly related to the ongoing thrust for harmonisation of OHS legislation across borders. In May 2008 the federal government announced the formation of a three man Federal Model OHS Act review Panel. We played an active role in preparing a national industry submission that focused on key regulatory issues that adversely impact on business performance.

Our principal concern is that the federal government may adopt the New South Wales OHS model, which continues to impose a responsibility of absolute duty on employers. This is an issue that we have pursued in the various reviews initiated by the NSW government.

The introduction of the new Wiring Rules demonstrates just how well the industry can work together with governments and employees to establish and adopt a uniform installation practice. These and other rules provide assurance and certainty to our industry and reflect enormous cost benefits that flow on to the community as a whole.

A similar benefit would result through the adoption of deemed to comply safe work practices. You would not only have a defined installation outcome but you would also have a defined method of installation. This situation is permitted in Victoria but deemed to comply safe work practices are not permitted under NSW legislation and we would like to see that changed.

Safe Work Practices

The NECA safe training and resource materials have progressively been upgraded over the last 12 months with a complete corporate template for a safety management system now completed.

Further, we would like to see the recognised safe work practices to be the same in each State. There can be no logical reason why the safe work practice of using a step ladder, for example, should be different when we work on

one side or the other of any border.

In 2002 the Australian jurisdictions agreed to initiate a program of workplace injury reduction with an interim target reduction of 20% of claims per 1000 employees by 2007. NSW has topped the performance in that they achieved a reduction for the five year period of 28.9%, from 17.3 claims per 1000 employees in 2002/2003 to 12.3 in 2006/2007. The annual figures indicate that NSW will plateau at about 12 claims per 1000 employees. This is commendable performance but, when compared with Victoria, NSW has yet to sustain the Victorian 2002/2003 base figure of 12.1 claims per 1000 employees.

Victoria has improved since then and indications are that Victoria might plateau at about 10.5. On this basis it is difficult to rationalise the claim that adoption of the Victorian model will reduce safety standards in NSW.

NECA Safety Guide for Employees

The NECA Safety Committee has been active during the year and the Committee undertook a complete revision of the NECA Red Book - *A Safety Guide for Employees in the Electrical, Communications and Data Industries*. The revisions introduced a number of new topics and placed a greater emphasis on risk reduction processes. This pocket-sized book, along with the NECA safe work method statements, may one day form the industry base for deemed to comply safe work practices.

Workers compensation is a large business expense that many small businesses treat too lightly or when faced with a claim fail to address the issue appropriately or in accordance with applicable legislation or procedures. To assist members with return to work and related issues, NECA commissioned the development of and published a *Suitable Duties Manual* for the use of our members.

The manual is an aid for the treating doctor and has already been successful in promoting an early return to work of injured workers. A strong uptake of this manual will benefit the industry with improved lost time injury rates and help to force down workers' compensation premiums. In this respect, NECA will be developing a simple instruction guide for contractors to follow to avoid large increases in premiums and this will be rolled out through one of the forthcoming seminar programs.

David Bowen
OHS Adviser



Member Services and Administration

Training

This year marked the appointment of Peter Lamond in the newly established position of Training Coordinator. Peter has been busy visiting our Branches and getting involved in trade shows and other business activities to assist in our forward planning.

There is no doubt that training will be one of the key aspects of any successful business in the future and business owners who ignore the benefits of targeted training activities will do so at their peril in years to come. We are already seeing the interest of today's young people in training and development often brought on by their involvement with new technologies, the advent of more powerful computers and the internet. With this in mind, NECA has commenced the process of reviewing and analysing available training options coupled with differing delivery processes including the delivery of training as near as possible to where our members are located. These issues will be further progressed in the 2008/2009 financial year.

NSW Chapter Branches

The NSW Chapter has an extensive network of branches covering the Sydney Metro, Wollongong, Gosford and Newcastle regions as well as regional country areas of New South Wales. Attendance at branch meetings and interaction with existing branch members is a great way for new members to develop their industry knowledge and experience.

The branch network not only provides a forum for members to exchange views and discuss industry issues, it is also an important forum for presentations by industry experts and for manufacturers and wholesalers to showcase new products. While the branches operate on a semi-autonomous basis, member services and other staff provide assistance in many ways including general administration and arrangements for speakers.

Member Stationery

NECA provides a range of forms and stationery for use by members in their business activities. This year, member services embarked upon a program of review of all of the material we provide to members. As a result, a significant number of new or revised and updated documentation is to be rolled-out in the new financial year.

NECA Apprentice and Excellence Awards

The NECA Excellence Awards continue to go from strength to strength thanks to the commitment of our members in nominating projects that showcase some of the most complex and rewarding work undertaken in the country, as well as by nominating their top apprentices for the Apprentice Awards. The awards would not be possible without the support of members of our Associate Member

Program and the work of our dedicated staff, in particular Marie Jones. This year's luncheon was hosted by Kerry O'Keeffe at Star City with close to 650 members and their guests. The day was judged a resounding success by attendees.

NECA NSW, VIC and ACT Conference 2007

This year's conference was held in Honolulu, Hawaii and attracted considerable interest from members and sponsors alike. Business sessions were well attended and the weather was kind to those involved in the social program.

The highlight of the social side of the conference was a dinner and show on board the USS Missouri. The opportunity to have this historic warship wholly available to NECA for the function made us feel very privileged indeed.

The annual conference continues to be a great opportunity for attendees to network and to hear about new developments in the industry that adds much value to business decisions.

NECA Fuel/Caltex Star Card Scheme

While fuel costs this year have been quite volatile, the fuel card scheme still remains a good business tool because it allows contractors to have some control over the spending on their vehicles. The statement, which is very detailed, is a valuable tool that allows you to monitor usage and to do routine checks on your vehicles and employees to ensure they are operating within set guidelines.

Insurance

NECA continues to have close partnerships with several insurance providers to ensure that NECA members are offered not only competitively priced policies, but to also ensure they have a tailored policy to suit the specialised and diversified nature of their businesses.

Communications Cabling Registration

A large number of members and their employees make use of the Australian Cabling Registration Service (ACRS) for their cabling licence. ACRS is owned by NECA, is the lowest priced of the registrars and provides an efficient service to applicants out of the NSW office.

NECA Fleet/Mitsubishi/Volkswagen

We maintain a partnership with Mitsubishi and Volkswagen to provide a fleet discount to our members. The fleet discount received more than covers the cost of the annual membership fee and provides discounts to contractors who would otherwise be unable to obtain any real savings on the purchase of a vehicles.

Administration

This year has also seen NECA staff involved in a

Year In Review

Member Services and Administration Continued

substantial review of our internal structures and processes, in particular relating to information technology, marketing and promotion activities and general systems. Much of what has been undertaken so far is generally regarded as "behind the scenes" activities, but the benefits of proposed changes will become apparent to members as we enter the new financial year.

Associate Member Program

NECA NSW would like to acknowledge and thank the many participants in the Associate Member program who have supported various events and functions throughout the year as at 30 June 2007, the following companies were listed as partners in the program to NECA:

Platinum Sponsors

Clipsal
Hagemeyer
MMEM
NHP
PDL
Phoenix Contact
Rexel Group
Rittal
Schneider

Gold Sponsors

Hager B&R
Pierlite

Silver Sponsors

Middys

Bronze Sponsors

CABAC
Sylvania
Thomas and Betts
Wattmaster

Pamela Scott
Manager, Member Services and Administration

NECA would like to thank the following companies for their support





NECA Group Training

The 2007/2008 financial year was a tough but successful one for the management and staff at NECA Group Training. During the year NECA Group Training employed 147 new apprentices, 61 graduated and an average of 347 apprentices were fully employed over the same period. We have now maintained a full employment record for the past 20 years and look forward to keeping our record intact over the coming year.

As part of Group Training activities we employed six school-based apprentices, seven linesman apprentices and four of our apprentices were finalists in the annual apprentice awards.

The year saw a change in the structure of the Board with John Cambridge leaving the Board and Peter Fitzpatrick from Stowe Australia being appointed to the vacancy.

John Cambridge was instrumental in the establishment of NECA Group Training and there has not been any more committed supporter of the organisation than John. Those connected with the operations of NECA Group Training will recall John's dedicated interest in NECA's business activities, his insightful mind, plain speaking approach and ability to get to the real issues of a problem. While we will miss John, he still remains connected to NECA through the operations of Barnwell Cambridge and we wish him well for the future.

The year was a busy one for the organisation with staff involved in a number of major projects the most significant being the partnership with the TAFE Chullora campus for Linesman and Cable Jointing courses associated with the new NECA/TAFE Power Line Training Centre. Other projects

progressed during the year included:

- Involvement in licence assessments and competencies for licensing and the development of new nationally accredited training packages.
- Australian Technical College Western Sydney school-based apprenticeships. NECA is represented on the Board of the College by Chief Executive, Lindsay Le Compte.
- NSW Utilities and Electrotechnology Industry Training Advisory Board. This is the peak industry training advisory body which supplies advice and industry policy positions to the Department of Education and Training and liaises with the Federal Industry Skills Council
- Vocational Training Board (Apprenticeship Board/ Trade Recognition) for both Australia and overseas.
- Institute for Trade Skills Excellence.
- Pre-apprenticeship courses.

The next financial year will be a very important one for group training companies as the Federal and State Government's address the major training policy decisions that must be made. NECA will be at the forefront of those decisions.

Barry Dawson
General Manager, NECA Group Training



NECA Member Services

NECA's services are tailored to the unique needs of contractors working in the electrotechnology industry. NECA saves members time and money by providing timely information and advice and practical tools to make business easier, safer and more cost-effective.

NECA employs specialists in industrial relations, occupational health and safety, management, education and training, human resources and technology who are on-hand to offer advice on a range of topics and provide representation and support in industrial relations matters.

The Association actively represent the needs and entitlements of contractors at all levels of government and industry, ensuring members' needs are heard. NECA regularly provides up-to date industry-relevant information to more than 5000 members nationwide.

Membership of NECA will ensure you have the necessary tools to save money, stay abreast of changes, take advantage of opportunities and meet your business goals.

Industrial Relations and Employee Advice

NECA provides specialist, up-to-date advice and support in industrial relations and employment matters. NECA also assists members in developing and registering workplace agreements appropriate to the needs of their businesses. A range of pro-forma documents, together with advice and assistance is available.

- Award Interpretation and advice
- Current wage rates, allowances, overtime
- Apprentices
- Termination of employment / redundancy
- Enterprise Bargaining Agreements (EBA)
- Employment contracts, policies
- Recommended charge out rates.

Occupational Health and Safety (OHS)

NECA recognises the importance of having an effective occupational health and safety management system in place. This can be a difficult area to manage due to the wide range of legislative requirements and the severe penalties associated with non-compliance. NECA provides:

- WorkCover requirements
- Implementation of OHS Management Systems
- Work method Statements
- Workers Compensation Advice
- Work cover accredited training
- OHS regulations and legislation
- Advice on risk Assessments
- Compliance Advice.

Education and Training

Training is provided in conjunction with preferred training providers for NECA members. A comprehensive calendar

of business and technical training programs is offered including:

- Business Skills
- Telecommunications
- Accredited Service Provider
- Estimating and contracting
- Installations
- Occupational health and safety
- Senior First Aid.

Other specialist training can be arranged as required.

Commercial and Contracts

It is important that contractors use effective contracts to minimise disputes and ensure adequate protection. NECA provides a range of contract templates, documents and advice including pro-forma contracts and sub-contractor agreements, discounted stationery, discounted Australian Standards, payment claims advice, discounted legal or specialist advice, and various manuals.

Industry Information

As A NECA member, you will receive up to date information on current issues and events through a range of publications and sources including: membership manual, regular monthly newsletters, published awards, wages and conditions of employment, reference materials, manuals, and the website.

Industry Recognition

As a NECA member, your business will gain valuable market exposure from NECA's marketing and networking opportunities including branch meetings, functions and conferences. Annually, NECA provides members with the opportunity to enter the Awards of Excellence within the electrotechnology industry.

Additional Benefits

Membership provides automatic access to a range of business schemes and bulk-buying arrangements that can help you save money on selected goods and services including:

- Australian Standards
- Industry-specific business stationery
- Discounted fuel
- Reduced rates on insurances designed specifically for contractors
- Discounted vehicle purchases
- Assistance with payment recovery
- Legal services
- Discounts on clothing, tools and instrument calibration
- Discounted first aid kits.