



# AUSTRALIAN OWNED

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20<sup>th</sup> October 2024

Commonwealth Procurement Consultation  
Department of Finance  
One Canberra Avenue  
FORREST ACT 2603  
AUSTRALIA

**Re: Submission on Consultation Paper – Defining an Australian Business for Commonwealth Procurement**

I am writing to provide Australian Owned submission in response to the consultation paper on *Defining an Australian Business for Commonwealth Procurement*. We appreciate the opportunity to contribute to this important discussion that will help to ensure that procurement policy supports Australian businesses while promoting economic growth and development in the country.

As an organisation with over 100 staff that is 100% Australian Owned and operated, we understand the significance of accurately defining an Australian business to enhance procurement opportunities for local businesses and strengthening the integrity of the supply chain.

In our submission, we have considered several key areas, including:

- The need for clear and enforceable criteria that reflect the diverse nature of Australian businesses.
- How the definition can encourage greater participation from already established Australian Owned and Certified trademarks enterprises and enhancing their access to Commonwealth procurement opportunities.
- Ways in which this definition may support the government's broader objectives of fostering innovation, employment, and growing our skills and capability within the local economy.

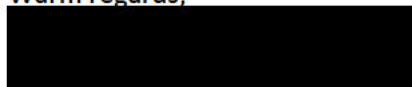
We believe that adopting a well-defined and inclusive approach to determining what constitutes an Australian business will help the Commonwealth meet its procurement goals while benefiting both large and small businesses across a variety of sectors.

We trust that our submission will be helpful in informing the next steps of this policy development process, and we look forward to further engagement with the Department on this important matter.

Should you require any clarification or further information on our submission, please do not hesitate to contact me.

Thank you for considering our input.

Warm regards,



**Edward Kocwa**  
CEO BOSSCAP GROUP



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## **INTRODUCTION**

At Australian Owned, we are dedicated to supporting and promoting Australian businesses. Our mission is clear - to strengthen local communities by helping businesses grow and succeed.

We offer a leading national certification program that equips Australian-owned businesses with the tools and support necessary for success. Backed by a team of experienced compliance and marketing professionals, the Australian Owned Certified program is cost-effective and tailored to meet the needs of everyday Australian business.

Our passion lies in celebrating businesses that embody Australian ownership. From manufacturers to service providers, the Australian Owned Certification serves a wide range of businesses, all united by a commitment to Australian values.

We believe that supporting locally owned businesses not only strengthens the economy but also enriches the communities in which we live. Choosing Australian Owned means more than just making a purchase — it's an investment in the future of our nation. It ensures that Australian dollars stay within our borders, driving job creation and fostering sustainable growth.

Only businesses that pass a rigorous assessment process and are licensed to use the trademark and can display the Australian Owned logo. Achieving this certification gives businesses the exclusive right to use a unique Australian Owned™ Certified logo, featuring their awarded Australian Owned™ Identification Number.

The Australian Owned™ logo isn't just a marketing tool — it's a trusted symbol of authenticity. Certified by the only system that guarantees genuine Australian ownership, it represents a powerful and recognizable mark of confidence.

By supporting certified businesses, you ensure your spending supports the Australian economy. Australian Owned™ was created to fill the gap for an official certification system for truly Aussie-owned businesses. With a mission focused on empowering the Australian business community, we are committed to providing the resources needed for long-term success and national prosperity.



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## **Business Location / Operations**

While not relevant to all business structures, the Corporations Act includes definitions for 'incorporated in Australia' as outlined in the previous section. When registering a company under the Act (Part 1.5, 3.7), the company must have a registered office in Australia, and a post office box cannot be the registered office of the company. The Corporations Act also includes the concept of principal place of business, being the location from which a company operates its business. The principal place of business for a company may be different from its registered office. Separately, the Fair Work Act sets out a definition for determining whether an employer is Australian and includes consideration of whether an employer carries on an activity in Australia and has its central management and control in Australia.

### **Overall Questions:**

#### **1. Should the Australian business definition include consideration of the following:**

##### **1.1 Question:** The place of incorporation/establishment of the business?

**Response:** In defining an Australian business, it is essential to include the place of incorporation or establishment as a key factor. A business should be considered Australian if it is legally incorporated or established under Australian law, typically registered with the Australian Securities and Investments Commission (ASIC). This ensures that the business is not only headquartered or operates within the Australia but also complies with the relevant legal and regulatory frameworks. Additionally, an Australian business should have its principal place of business in Australia, meaning it conducts significant operations, employs local workers, and adheres to Australian tax and labour laws. By considering the place of incorporation or establishment, this definition ensures that businesses benefiting from Australian policies and support are genuinely contributing to the local economy and are invested in the growth and development of the country.

##### **1.2 Question:** The location of a business operations?

**Response:** Legislation supporting the notion that Australian-owned businesses should be required to have their primary operations based in Australia is crucial for fostering economic growth and national development. By mandating that Australian-owned businesses operate primarily within the country, such legislation ensures that profits, employment opportunities, and investments are retained locally. This not only supports job creation and economic activity but also strengthens domestic industries and supply chains. Requiring businesses to have their operations within Australia would enhance accountability to Australian laws, particularly in areas like labour rights, environmental standards, and tax obligations. Additionally, local operations help ensure that Australian-owned businesses remain committed to the community, contributing to regions and regional development and promoting long-term sustainability in the national economy. This legislative approach guarantees that businesses benefiting from Australian ownership contribute meaningfully to the country's prosperity.



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## 1.3 **Question:** The principal place of business?

**Response:** Defining an Australian-owned business as one with its principal place of business held in Australia is essential for ensuring the economic and social benefits of local ownership. By requiring the primary operations and decision-making functions to be based within the country, this definition ensures that profits, jobs, and investments are directed toward Australia's economy. It helps strengthen the domestic labour market, encourages innovation within local industries, and ensures compliance with Australian legal, regulatory, and taxation frameworks. Having the principal place of business in Australia also fosters a stronger connection to local communities, enabling businesses to better understand and respond to national needs and challenges. This focus on local operations ensures that Australian-owned businesses are fully invested in the long-term prosperity of the country and its people.

## 1.4 **Question:** whether the business is considered to be an Australian employer?

**Response:** Recognising an Australian business as an Australian employer is vital for ensuring that businesses contribute meaningfully to the local workforce and economy. By employing Australian workers, these businesses play a crucial role in job creation, skill development, and economic stability. An Australian employer is one that complies with national labour laws, including fair wages, workplace safety standards, and employee rights protections. This recognition also ensures that businesses invest in local talent, support diversity and inclusion in the workforce, and offer opportunities for career progression to Australians. By prioritising the employment of Australian citizens and residents, these businesses not only contribute to reducing unemployment but also strengthen their ties to the local community, helping to drive sustainable economic growth and national prosperity.

## 1.5 **Questions:** Where businesses have operations in multiple locations, should all the locations be considered, or just the principal place of business?

**Response:** When businesses have operations in multiple locations, it is important to consider all locations, not just the principal place of business, to gain a comprehensive understanding of their impact and contributions. Evaluating all locations allows for a more accurate assessment of the business's economic footprint, including job creation, local investments, and community engagement across different regions. This broader consideration ensures that businesses operating nationally or internationally are held accountable to local regulations and contribute to the well-being of every area where they are active. By focusing solely on the principal place of business, one might overlook the significant effects a company can have on smaller, regional economies. Taking all operational locations into account encourages businesses to distribute their resources and responsibilities more equitably, fostering sustainable growth and development across multiple areas, rather than concentrating benefits in one location.



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1.6 **Questions:** What are the advantages or disadvantages of including the above considerations in the definition?

**Response:** While defining an Australian business by its place of establishment, location of operations, and principal place of business offers clear advantages in promoting local economic growth and accountability, it can also create challenges in terms of flexibility, global competitiveness, and inclusivity. Balancing these factors carefully is key to developing a definition that supports both local business interests and international participation.

## **Taxation, including registering for an ABN and GST**

Taxation, including registering for an ABN and GST Income tax an entity that is a resident of Australia is generally assessable on income derived from all sources whether in or out of Australia. In contrast, a non-resident is generally only assessable on income with an Australian source. As mentioned in the Treasury section above, tenderers for Australian Government contracts worth more than \$200,000 are required to disclose their (and their ultimate parent entity's) country of tax residency as part of the general business identifier information required in the Commonwealth Government procurement tender application process.

1. **Question:** Should the Australian business definition take into consideration a business' liability to pay income tax in Australia?

**Response:** Including a business's liability to pay income tax in Australia as part of the definition of an Australian business is essential for ensuring that businesses benefiting from Australian resources and markets contribute fairly to the country's economy. This criterion ensures that businesses, regardless of their ownership structure or global presence, are financially accountable to the Australian tax system and are supporting essential public services, infrastructure, and national development. By requiring businesses to be liable for Australian income tax, the definition encourages ethical business practices and reduces tax avoidance through offshore arrangements. It also levels the playing field for all companies operating in Australia, ensuring that local businesses are not disadvantaged by multinational corporations using tax havens. Ultimately, linking a business's tax liability to its definition as Australian reinforces a commitment to national prosperity and sustainable economic growth.

2. **Question:** Should the Australian business definition include consideration of whether a business is an Australian resident for taxation purposes?

**Response:** Including a business's status as an Australian resident for taxation purposes in the definition of an Australian business is vital for ensuring fairness and accountability in the country's tax system. A business deemed an Australian tax resident is subject to Australian tax laws, which means it must report its global income and pay taxes on profits earned both domestically and internationally. This requirement ensures that businesses benefiting from Australia's infrastructure, workforce, and economic environment contribute their fair share to the national revenue. It also





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discourages tax avoidance strategies, such as shifting profits to low-tax jurisdictions, and promotes a level playing field for all businesses operating in Australia. By considering a business's tax residency, the definition strengthens the integrity of the tax system, supports public services and infrastructure and ensures that businesses are fully invested in the country's economic prosperity.

3. **Question:** Should the Australian business definition take into consideration a business' disclosure as to their country of tax residency?

**Response:** Including a business's disclosure of its country of tax residency in the definition of an Australian business is crucial for ensuring transparency and integrity in financial and regulatory practices. By requiring businesses to openly disclose their tax residency, stakeholders—including regulatory authorities, investors, and the public—can better assess a company's commitment to adhering to local tax obligations and compliance standards. This transparency helps to prevent tax evasion and avoidance, as it allows for more effective monitoring and enforcement of tax laws. It also promotes a fair business environment by ensuring that all entities operating within Australia are accountable for their tax contributions, thus supporting equitable competition and upholding the integrity of the Australian tax system. Furthermore, clear disclosure of tax residency supports informed decision-making, and fosters trust between businesses and the communities in which they operate, reinforcing their role in contributing to the nation's economic well-being.

4. **Question:** What are the advantages or disadvantages of including either of these considerations in the definition?

**Response:** Including these considerations in the definition would establish clear criteria for Australian ownership and compliance with Australian laws, offering greater transparency and accountability for what qualifies as an "Australian Owned Business." This ensures that only businesses genuinely operating within Australia and adhering to regulations can claim the title. Furthermore, larger businesses operating in legal grey areas may be motivated to enhance their practices to meet these standards, encouraging greater compliance across industries. This could elevate integrity standards and set a positive precedent for others to follow.



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## Carrying on an enterprise – ABN and GST registration

Carrying on an enterprise – ABN and GST registration Carrying on an enterprise is a requirement to be entitled to an Australian Business Number (ABN). Under section 8 of A New Tax System (Australian Business Number) Act 1999 (ABN Act) entities are entitled to an ABN if:

- They are carrying on an enterprise in Australia ('enterprise' defined per section 9-20 of the A New Tax System (Goods and Services Tax) Act 1999 (GST Act)), - Check 1999 act
- in the course or furtherance of carrying on an enterprise, they make supplies that are connected with the indirect tax zone, or
- they are a Corporations Act company.

The criteria to be entitled to obtain an ABN mean that a foreign business that is located outside of Australia may also be entitled to an ABN if they are carrying on an enterprise in Australia, or in the course or furtherance of carrying on an enterprise, make supplies connected with the Indirect Tax Zone. The A New Tax System (Goods and Services Tax) Act 1999 (GST Act) does not define 'Australian business' but contains similar, but distinctive, provisions concerning 'enterprise', 'carrying on an enterprise', and 'carrying on an enterprise in the indirect tax zone' (essentially Australia).

The meaning of 'enterprise' is broader than the meaning of 'business' and is not limited to enterprises carried on in Australia. An entity is eligible (or may be required) to be registered for GST if it is carrying on an enterprise. This includes a non-resident (foreign business) who is carrying on an enterprise. Under Division 23 of the GST Act, a business or enterprise must register for GST if they meet certain criteria, in

- when the business or enterprise has a GST turnover of \$75,000 or more,
- when the non-profit organisation has a GST turnover of \$150,000 or more. A business or enterprise may register for GST if they are carrying on an enterprise with a GST turnover below the relevant threshold, or if they intend to carry on an enterprise from a particular date. Questions:

1. **Question:** Should the Australian business definition include a requirement for businesses to be registered for an ABN?

**Response:** Including a requirement for businesses to be registered for an Australian Business Number (ABN) in the definition of an Australian business is crucial for ensuring legitimacy and facilitating regulatory compliance. An ABN serves as a unique identifier for businesses operating in Australia, streamlining interactions with government agencies, including tax authorities, and simplifying administrative processes such as invoicing and GST reporting. By mandating ABN registration, the definition ensures that businesses are recognised within the Australian legal and tax framework, which helps prevent fraud and supports effective enforcement of business regulations. This requirement also enhances transparency, as it provides a public record of registered businesses, allowing for easier verification of their legitimacy and compliance status. Overall, integrating ABN registration into the business definition supports a fair and well-regulated marketplace, promotes accountability, and strengthens the integrity of the Australian business environment.



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2. **Question:** Should the Australian business definition include consideration of whether a business is registered for GST?

**Response:** Including a requirement for businesses to be registered for Goods and Services Tax (GST) in the definition of an Australian business is essential for ensuring that businesses are integrated into the national tax system and contribute fairly to the economy. GST registration signifies that a business meets the threshold for taxable supplies and is committed to complying with Australian tax laws, including collecting and remitting GST on sales. This consideration ensures that businesses are accountable for their tax obligations, which helps maintain a level playing field and prevents unfair competition from entities that avoid GST responsibilities. Furthermore, GST registration supports transparency and facilitates effective tax administration by providing a clear record of businesses that are engaged in taxable activities. Incorporating GST registration into the definition of an Australian business thus reinforces regulatory compliance, promotes fair business practices, and ensures that all participants in the Australian market contribute to the country's economic stability.

3. **Question:** What are the advantages or disadvantages of including these considerations in the definition?

**Response:** Overall, incorporating GST registration into the definition of an Australian business reinforces compliance, fairness, and transparency, contributing to a well-regulated and equitable business environment.





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## **Ownership, including Nationality of owners/shareholders and Relationship to other businesses**

Ownership, including Nationality of owners/shareholders and Relationship to other businesses There is currently a requirement for directors of Australian companies to lodge with ASIC a notice containing their personal details, including their address and place of birth; however, information about the nationality of shareholders of companies is generally not required to be provided to ASIC. There are proposed government reforms that are likely to affect how the ownership of Australian businesses is recorded, including around beneficial ownership. Generally, beneficial owners are natural persons who ultimately own or control an entity, legal vehicle, or asset<sup>16</sup>. Australia does not currently have a comprehensive framework for collecting information about the owners and controllers of unlisted companies. As part of its multinational tax integrity package, the Government committed to implement a public register of beneficial ownership. The register will include information showing who ultimately owns, controls, or benefits from Australian companies. The Government released a consultation paper in November 2017 which proposed that the information a company is required to collect and store on the proposed beneficial ownership register includes the nationality of its beneficial owners.

1. Should the Australian business definition include consideration of:

**Question:** The nationality of the owners/shareholders (including the beneficial owners)?

**Response:** Including the status of owners or shareholders in the definition of an Australian business is vital for ensuring that the business is genuinely integrated into the Australian economic and legal framework. By considering the residency or nationality of owners and shareholders, the definition helps ascertain the extent of local or international influence over the business. This is crucial for understanding the level of commitment a business has to the Australian market and its compliance with local regulations. For instance, Australian residency of owners or shareholders can be a sign of stronger ties to the country and a greater likelihood of adherence to Australian tax laws and corporate standards. Moreover, it helps in assessing the potential economic impact of the business, including its contributions to local job creation and community development. By including ownership and shareholder status in the definition, the framework ensures that businesses benefiting from Australian resources and opportunities are accountable to and aligned with national interests, thereby supporting fair competition and economic integrity.

We currently examine the citizenship status of shareholders at AO. Requiring a substantial percentage (currently 80%, though this may decrease) of shareholders to be Australian citizens, as required for our Australian Owned Certification, ensures that the business is genuinely invested in Australia's economy and future. This criterion helps ensure that profits, decision-making, and influence largely contribute to the country's economic growth and well-being



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1.2 **Question:** related businesses, such as parent companies?

**Response:** Including related businesses, such as parent companies, in the definition of an Australian business is essential for providing a comprehensive understanding of the business's overall structure and economic impact. Recognising parent companies and their subsidiaries ensures that the definition captures the full scope of a business's operations and financial activities within Australia. This approach helps to assess the cumulative economic contributions, including job creation, investment, and revenue generation across different entities within the corporate group. It also promotes transparency by clarifying the relationships between different businesses and their financial flows, which is crucial for regulatory compliance and effective tax administration. By considering related businesses, including parent companies, in the definition, it becomes easier to enforce corporate governance standards and ensure that all entities within a business group adhere to Australian laws and regulations. This holistic view supports fair competition and ensures that businesses benefiting from Australian resources and opportunities are fully accountable for their economic and social impacts in the country.

2. **Question:** What are the advantages or disadvantages of including the above considerations in the definition?

**Response:** including related businesses and ownership or stakeholder status in the definition of an Australian-owned business enhances transparency, accountability, and fairness, ensuring that all entities within a business group contribute appropriately to the Australian economy and adhere to local regulations.

3. **Question:** Does the percentage of the ownership/shareholding need to be taken into account?

**Response:** Considering the percentage of ownership or shareholding in defining a business as Australian-owned is crucial for accurately determining the extent of local control and influence. By evaluating the proportion of ownership held by Australian entities or individuals, the definition can reflect the true degree of Australian involvement in the business's decision-making processes and economic contributions. For instance, a significant majority of Australian ownership or shareholding would indicate a strong local presence and commitment, ensuring that the business is genuinely aligned with Australian interests and regulatory standards. Conversely, businesses with minimal Australian ownership might not fully reflect Australian values or economic priorities, potentially undermining the effectiveness of policies aimed at supporting local enterprises. Incorporating ownership percentages into the definition helps ensure that businesses benefiting from Australian resources and opportunities are indeed under substantial local control, promoting fair competition, economic integrity, and alignment with national interests.

Other considerations, including compliance. Any definition for Australian business is intended to be clear and simple to use for both businesses and government, while not introducing significant hurdles or costs to business in relation to compliance.



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4. **Question:** Do you consider that a definition of an Australian business will be a useful addition to the Commonwealth procurement framework, noting the scope and context set out in this paper?

**Response:** Incorporating a clear definition of an Australian business into the Commonwealth procurement framework would be a valuable enhancement for ensuring that government contracts and procurement opportunities are directed toward businesses that genuinely contribute to the local economy. By defining what constitutes an Australian business—considering factors such as local ownership, operational presence, and tax compliance—the framework can more effectively prioritise and support local enterprises. This focus helps to strengthen domestic industries, promote job creation, and stimulate economic growth within Australia. Additionally, a well-defined Australian business standard can enhance transparency and fairness in the procurement process, ensuring that taxpayer funds are used to support businesses with a genuine stake in the national economy. It also aligns procurement practices with broader policy objectives of economic resilience and local industry development, reinforcing the commitment to fostering a robust and equitable business environment across the Commonwealth.

5. **Question:** Should the definition be applied to any of the procurement connected policies?

**Response:** Applying the definition of "Australian-owned" to procurement-connected policies is essential for aligning government spending with national economic priorities and supporting local businesses. By ensuring that procurement policies prioritise Australian-owned entities, the government can effectively channel public funds into businesses that contribute to the local economy through job creation, investment, and tax revenue. This approach not only fosters economic growth but also strengthens domestic industries by providing them with a competitive advantage in securing government contracts. Additionally, it enhances transparency and accountability in the procurement process, ensuring that taxpayer money is spent on businesses with a substantial commitment to Australia. Implementing this definition across procurement policies also supports broader policy objectives, such as promoting local innovation, enhancing supply chain resilience, and encouraging sustainable business practices. Overall, integrating the "Australian-owned" definition into procurement policies reinforces the government's commitment to supporting and developing a strong and equitable local business sector.

6. **Question:** Are there any elements of a potential definition that may create a compliance cost to business? If so, are there options for mitigating that cost?

**Answer:** To reduce the costs associated with Australian-owned application fees for certification, We ask the Government to consider these strategies:

**Fee Waivers or Reductions:** Offer government subsidised waivers or reduced fees for SMEs, startups, and non-profits to encourage participation.

**Subsidies or Grants:** Provide government subsidies or industry grants to cover application costs.



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**Partnerships and Collaborations:** Work with industry associations and local chambers of commerce to negotiate discounts and offer support.

**Training and Support:** Offer workshops and training to help businesses efficiently navigate the application process.

These measures can lower barriers for Australian-owned businesses, facilitating greater participation in procurement opportunities and supporting local industry growth.

7. **Question:** Are there additional factors, not listed above, that you consider should be included in the definition of an Australian business?

**Response:** Introducing an Australian-owned certified logo that's trademarked for companies participating in government procurement would be a valuable enhancement to the procurement process. This logo would serve as a clear and recognisable indicator of a business's Australian ownership status, providing immediate validation of its local connection and compliance with national regulations. By incorporating this certification into procurement practices, the government can streamline the identification of Australian-owned businesses, making it easier to prioritise and support local enterprises. The logo would also enhance transparency and trust, allowing stakeholders to quickly verify a business's Australian ownership and its contributions to the local economy. Additionally, it would foster a sense of pride and recognition for Australian businesses, potentially boosting their competitiveness in the procurement process and reinforcing the government's commitment to supporting domestic industries. Overall, the certified logo would facilitate a more efficient and equitable procurement system, ensuring that government contracts are directed toward businesses with a genuine stake in Australia's economic well-being.

Introducing certification levels, such as a 1-3 or 5-star system, could expand the range of businesses eligible for certification. This approach would be similar to the Australian Made campaign, where products are labelled with "Made with a percentage of Australian ingredients," allowing for greater flexibility and inclusivity while maintaining transparency about the degree of Australian ownership or involvement.

- 7.1 **Question:** Is there a combination of factors that you consider should be included in the definition?

**Response:** In defining an Australian business, it is essential to include a combination of factors such as ownership, operational presence, sectors, revenue, tax residency, and registration for GST. A multifaceted definition ensures that businesses truly integrated into the Australian economy are recognised and supported. Ownership and shareholding percentages reflect the degree of local control and commitment, while operational presence verifies active engagement in the Australian market. Tax residency and GST registration confirm compliance with local tax laws and financial responsibilities. By combining these factors, the definition provides a comprehensive and accurate assessment of a business's genuine ties to Australia, promoting transparency, fairness, and



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accountability. This holistic approach supports the equitable allocation of government resources, enhances regulatory compliance, and strengthens the local economy by prioritizing businesses that contribute meaningfully to Australia's economic and social fabric.

**Question:** What is your reasoning for the combination of factors?

**Response:** Using an "Australian-owned" logo, based on a combination of factors such as ownership, operational presence, tax residency, and GST registration, for government procurement within Australia offers several compelling advantages:

**Clear Identification:**

**Simplified Verification:** The logo provides an immediate and recognizable marker of Australian ownership, simplifying the process for government agencies to identify and prioritise local businesses in procurement activities.

**Comprehensive Assessment:**

**Holistic Approach:** By incorporating multiple factors, the logo ensures that businesses meet various criteria reflecting their genuine Australian ties. This approach avoids reliance on a single factor and ensures a thorough evaluation of a business's local integration.

**Enhanced Transparency:**

**Trust and Credibility:** The logo enhances transparency by clearly signalling that a business is Australian-owned and compliant with local regulations. This fosters trust among stakeholders and supports fair competition in the procurement process.

**Support for Local Economy:**

**Prioritising Local Impact:** The logo helps direct government spending toward businesses that contribute directly to the Australian economy through job creation, investments, and tax contributions, reinforcing support for local industries.

**Streamlined Procurement:**

**Efficient Processes:** Having a standardised logo simplifies the procurement process by providing a quick reference for eligibility, reducing the administrative burden on both businesses and government agencies.

**Encouragement of Compliance:**

**Incentivising Adherence:** The logo incentivises businesses to meet Australian ownership and compliance criteria to gain access to government contracts, promoting adherence to national regulations and standards.

**Recognition and Branding:**

**Market Differentiation:** The logo serves as a mark of distinction, allowing Australian-owned businesses to highlight their local credentials and differentiate themselves in a competitive market.



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## **Policy Alignment:**

**Supporting National Goals:** The logo aligns with government policies aimed at boosting local businesses and ensuring that taxpayer funds are invested in enterprises that are committed to the Australian economy. Overall, using the "Australian-owned" logo based on a combination of factors provides a robust and efficient means of supporting and recognising local businesses, ensuring that government procurement processes align with national economic and policy objectives.

7.2 **Question:** Noting the scope and context set out in this paper, are there other instances where the data collected through any such definition could be used to inform other Australian Government activities?

**Response:** Yes, the data collected through a comprehensive Australian business definition can be valuable for informing various Australian Government activities beyond procurement.

Data on Australian-owned businesses can help the government design targeted economic policies and support programs tailored to specific sectors or regions, enhancing overall economic growth and stability. Information on business locations, size, and operational focus can assist in planning infrastructure projects and allocating resources effectively, ensuring that investments support areas with high economic activity and growth potential.

**Support for Regional Areas:** Data on business distribution can guide initiatives aimed at supporting regional and rural areas, identifying regions that require additional economic support and infrastructure development.

## **Trade and Export Strategy:**

Understanding the profile of Australian-owned businesses can aid in developing trade policies and export strategies, focusing on enhancing the global competitiveness of local industries.

## **Taxation and Compliance Monitoring:**

Data on GST registration and tax residency helps ensure businesses comply with Australian tax laws, enabling better enforcement and reducing tax evasion.

## **Job Creation and Workforce Planning:**

Insights into business operations and size can inform Workforce Australia development programs and job creation strategies, aligning training and employment initiatives with industry needs.

## **Business Support and Development:**

Data on business types and ownership can help design targeted support services, grants, and advisory programs to assist businesses in growth and innovation.

## **Sustainability and Environmental Policy:**

Understanding business activities and locations can support the development of environmental policies and sustainability initiatives, targeting industries with significant environmental impacts.