

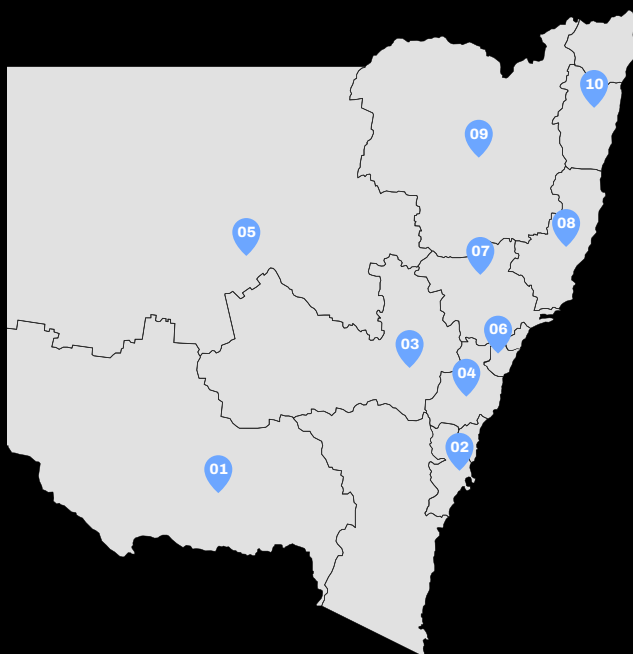


**BUSINESS  
NSW**



# Our state network

The Business NSW network provides essential support and resources to businesses across both regional and metropolitan areas.



**Executive Director Regional  
NSW & Visitor Economy**  
Paula Martin

- 01 Riverina Murray**  
Serena Hardwick
- 02 Illawarra  
South Coast**  
Coralie McCarthy
- 03 Western Sydney**  
David Borger
- 04 Sydney**  
Paul Nicolaou
- 05 Western NSW**  
Vicki Seccombe
- 06 Central Coast**  
Scott Goold
- 07 Hunter**  
Bob Hawes
- 08 Mid North Coast**  
Rod Barnaby
- 09 New England  
North West**  
Diane Gray
- 10 Northern Rivers**  
Jane Laverty

# Our organisation

Business NSW is our state's peak business organisation with more than 95,000 business members throughout NSW and Australia. We work with businesses spanning all industry sectors and sizes.

We advocate for their needs at all levels of government, with a strong presence in both metro and regional areas.

Since 1826, we have partnered with government to drive economic growth, create jobs, foster prosperity, and strengthen communities.

Our dedicated team is growing and building stronger connections with our expanding member network.

Our experience has proven that planning and delivering with government drives prosperity, creates new jobs, and builds better communities for everyone.

Our passionate and skilled team is growing across the state, and we have ever-deeper engagement with our expanding network of business members.



Shiree Bennett | Bennetts Steel |  
Member since 2008

# Our membership

Our purpose is to create a better Australia by maximising the outcomes and potential of Australian business.

We do this by working closely with our members to understand their needs and providing the resources, information, advice, tools, products and services to enable them to realise their goals. We also support business owners by being their strong, clear, and influential voice on the issues that matter.

Furthermore, we work with external partners, key industry stakeholders and associations, local Chambers of Commerce, and all three levels of government to deliver meaningful outcomes for business owners. We continuously campaign for practical policy solutions to ensure Australian businesses of all sizes can prosper and grow.

Being a member-owned organisation ensures that everything we do and every decision we make is focused on improving opportunities for all businesses across Australia. As an independent, not-for-profit peak body, our operating surplus goes back into providing services and supporting advocacy for our members.

Our membership is made up of a wide array of business owners and leaders, from sole traders and microbusinesses all the way through to large corporates and multinationals.

Number of Employees	Volume	%
Non-employing	9,782	10%
1-4	28,965	30%
5-19	36,017	38%
20-49	13,838	14%
50-99	2873	3%
100-199	832	1%
200+	2033	2%
Unknown	2033	2%
<b>Total</b>	<b>95,554</b>	<b>100%</b>

# Facts and figures



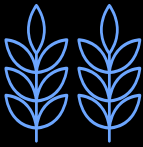
**95,500+**  
Network of  
businesses



**49,000+**  
NSW members



**356**  
Metropolitan leaders



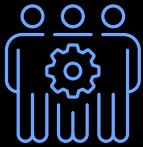
**250**  
Regional leaders



**270+**  
Events in  
metropolitan and  
regional NSW



**145,000+**  
Customer  
service calls



**800+**  
Employees



**50+**  
Offices nationally

# Our policy expertise

Policy and Advocacy is the core mission of Business NSW. With over 75 staff, our team provides expertise across a wide range of issues impacting businesses in NSW, from the Northern Rivers to the Riverina.

We offer region-specific leadership across the state via our Business Sydney, Business Western Sydney, Business Hunter, and Business Illawarra offices. Further, we have regional directors advocating in every part of our great state. Our teams provide a local voice on issues affecting businesses and communities. Business NSW maintains strong relationships across political parties and independents.

Our leadership team is experienced in commerce, government and policy development.

Our advocacy is backed by in-depth economic and public policy expertise, focused on key areas such as human capital, productivity, sustainability, and investment. Our economics and policy teams provide data-driven analysis and thought leadership to support businesses at all levels.

Business NSW also runs a flagship quarterly Business Conditions Survey, providing critical insights on business health.

We host over 270 events annually, connecting members with key stakeholders, including government leaders, diplomats, and industry experts, while showcasing our thought leadership and fostering connections.

# Policy public areas of interest

## **Growing human capital**

Workforce development

Skills transition

Labour shortages

WHS and Workers' Compensation

## **Boosting productivity**

Affordable housing

Cost of doing business

Reducing red tape

Productivity in work



## **Creating a sustainable and resilient future**

Energy roadmap

Infrastructure investment

Regional NSW economy

Resilience strategies

## **Attracting investment**

Cities and regions

Precinct development

Inward investment

Domestic investment



# Our businesses



**Apprenticeship Support Australia (ASA)** was established in 2014 to deliver the Australian Government's Apprenticeship Support Services as an Apprentice Connect Australia Provider. This initiative operates under a contract from the Department of Employment and Workplace Relations.

ASA combines decades of experience from Business NSW, the Victorian Chamber of Commerce and Industry and the Chamber of Commerce and Industry of Western Australia. ASA delivers skills development advice and solutions to businesses and jobseekers across NSW, QLD, VIC, TAS, SA and WA.



**Apprenticeship Careers Australia (ACA)** is a wholly owned division of Business NSW, providing bespoke group training services to employers throughout NSW and beyond. ACA advertises, screens, recruits and places candidates with some of the country's best employers, providing them with ongoing support, mentoring and guidance throughout their journey. Innovative recruitment techniques and excellence in candidate support and mentoring has earned ACA several industry awards and ensured the successful delivery of multiple government recruit and training programs.



Bale Defence | Mid North Coast NSW | Member since 2004





**Australian Business  
Lawyers & Advisors**

**Australian Business Lawyers & Advisors (ABLA)** is an award-winning powerhouse in Australian workplace relations and employment law. Exclusively serving employers and organisations, it advises and represents clients across all facets of workforce management including industrial relations, work health and safety and workplace investigations.

ABLA is in a unique position for a law firm, being owned by a business chamber, Business NSW. Only acting for employers, the firm is driven by a strong purpose to help Australian businesses succeed. The business model provides a 'surplus for purpose', where profits support the chamber movement to advocate for Australian businesses. We focus on building trusted partnerships, educating employers to minimise their legal risk and delivering simple solutions to empower employers to focus on their business goals. The 'no partnership' structure ensures the best minds are handling the matter; ABLA is not a typical law firm partnership.

ABLA's directors have broad, cutting-edge experience and are leading advocates in significant industrial test case proceedings and consultations including:

- Industrial Relations Reform consultations and drafting with the Department of Employment
- Domestic Violence and Family Leave test case and government consultations
- Industry-wide work value cases for aged care workers/nurses and childcare workers, and gender undervaluation
- Respect@Work consultations
- Supported Employment Services case, ensuring viability of Australian Disability Enterprise, and
- The national Annual Wage Review.

ABLA acts for a range of industry associations with respect to equal remuneration order and work value cases in the childcare industry, aged care industry and social and community services sector. ABLA was the leading advocate in the country's first multi-employer bargaining matter in the childcare sector in 2024.

# Joseph Carrozzi

## President, Business NSW



Joseph Carrozzi AM became President of Business NSW in 2025, bringing over 30 years of leadership experience across the professional services sector and various public, private, and not-for-profit organisations.

As a respected chair and board member, Mr Carrozzi has held senior roles in prominent companies, especially in accounting and financial advisory services. He currently chairs several private and publicly listed businesses in New South Wales and is known for his strategic insight and commitment to driving business growth and governance.

Mr Carrozzi champions collaboration between the public and private sectors, believing it is key to improving community liveability and enhancing Australia's global competitiveness. He is focused on advancing the interests of small and medium businesses and is committed to

addressing key challenges like tax reform, energy costs, and insurance pressures.

Mr Carrozzi succeeds Lyall Gorman, who led Business NSW from 2020 to 2025, becoming the organisation's longest-serving President in its 199-year history.

# Daniel Hunter

Chief Executive Officer,  
Business NSW



Daniel Hunter brings extensive experience in financial management, transformation, and leadership across both the public and private sectors. A strong advocate for businesses of all sizes, Mr Hunter recognises their essential role in driving economic growth, job creation, and community resilience.

He sees businesses – whether small, medium, or large – as fundamental to the stability and prosperity of the NSW economy, playing a key role in both local communities and broader economic development.

Mr Hunter believes businesses must have a prominent voice in policymaking and decision-making. He sees Business NSW as a key partner in advocating for the sector's interests, pushing for regulatory reform, and providing the strategic support necessary to ensure their long-term success.

Mr Hunter was previously Deputy Secretary and CFO at NSW Health,

overseeing a \$30 billion budget and contributing to the state's internationally recognised response to COVID-19.

Prior to that, he led HealthShare NSW and spearheaded major transformation initiatives at Sydney Water, including managing the \$2.3 billion refinancing of the Sydney Desalination Plant. Earlier, he held senior roles at Intercontinental Hotels Group and Channel Seven's Pacific Magazines.

Mr Hunter holds a Bachelor of Commerce (majoring in commercial law and IR) from the University of Auckland, a Master's degree from Griffith University, and is a CPA.



Trent Davis | Frankie's Cafe and Catering | Member since 2022

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