

To All Members & SAIWA Committee

Keep it Moving...

SAIWA has continued to deliver on our momentum from last year with many positives moving forward for our members.



Overall, the Australian security industry is thriving, with revenue and employment expanding across multiple sectors. Private security alone is estimated to generate around \$11 billion annually, with a projected growth rate of 3% per year.

Merging of the technologies with Security, Communications, Data and Cyber has caught the attention of Police Licensing, which plans to modernise and potentially regulate the cyber domain in the coming years.

As growth and technological advancements—like AI, analytics, IoT, and robotics—reshape the industry, it's crucial to align your business models with emerging market demands. One of my mentors once advised, *"Move to where the money is."* Consider how your business can innovate and expand to maximise benefits and future-proof operations.

SAIWA remains committed to fostering strong relationships with key stakeholders, including Police, Local Government, Crown Security, Crime Stoppers, Neighbourhood Watch, and the FAPS Training Council. Together, we assess, debate, and create opportunities to enhance our industry here in WA. These sustainable partnerships, coupled with your unwavering support, are the backbone of our mission to represent and protect our sector. We deeply appreciate your contributions—SAIWA's success would not be possible without you.

So, what have we been up to this past year;

For you,

- ✓ CCI WA Partnership agreement - This partnership ensures you have the support and resources needed to thrive in your business. Expert HR, Legal Advice, Personal Development opportunities, Comprehensive Business support.
- ✓ Member Benefits Program - A value add partnership that gives members discounts, special offers and other memberships free with your SAIWA membership at no extra cost.
- ✓ Breakfast & Networking – ran a full breakfast at Crown with 2 keynote speakers covering "Preparing your Business for Sale" and "Mental First Aid"



- ✓ Investigations of unlicensed operators – Launched a public marketing campaign to the Public “If they’re not Licensed Don’t Let Them In” chasing and hunting down unlicensed operators and assisting Police in stopping these people.
- ✓ Direct access online to the Australian Standards included in the membership fee.
- ✓ Social media and Newsletter ongoing updates.



For the Industry,



Bi yearly meetings with Police Licensing in The Security Industry Consultation Working Group (SICWG). Providing ear to ground feedback of industry concerns and movements especially in the manpower sectors.



FAPSTC (Financial, Administration and Professional Services Training Council) in redeveloping the training, testing of Security professionals in WA for the better.



2024 Listing Brochure, current list of recommended Agents.



Completed the modernisation of the SAIWA constitution.



Sub-Committee planning group covering sustainability study and contributions towards future growth avenues for SAIWA.



Web site redevelopment and upgrades continue to take shape.

I'm personally proud of the committee's commitment and passion and so should you of the progressive positive contributions we have made over the last 12 months. Once again this is not possible without your contribution as members, and I encourage you to spread the word through your contacts and join our cause in support you in our industry here in WA. A special thanks to Neil McCormack for your outstanding drive, time and influence in pushing SAIWA along this year, well done and thank you.

SAIWA's core mission is to serve as the **“Voice” of the WA Security Industry**, acting as a vital conduit between **Government, Industry Stakeholders, and the Community**.

Our role is to provide the crucial link that unites these groups, fostering collaboration, addressing industry challenges, and driving positive change. Through advocacy, representation, and engagement, SAIWA works to ensure the security industry remains robust, reputable, and responsive to the needs of all.

As we approach the new year of 2025, there is much more work to be done. We will be bringing you more opportunities and positive improvements.

SAIWA is here for you, and I encourage you to reach out—whether through penning an email, sending a text, or Direct Messaging me on Social’s —let your voice be heard! Feel free to contact us whenever you feel the need to.

Look forward to speaking and working with you in 2025. And remember, we’ll always be “Stronger Together”!

Warmest regards



Andrew Herrmann

Security Agents Institute of WA – President

27th November 2024

“Empathy is choosing to see ourselves in another despite our differences. It’s recognising that the same humanity - the same desire for meaning, fulfillment and security - exists in each of us, even if it’s expressed uniquely” - Vivek Murthy

