

Small Business in Australia

1997

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LIST OF ABBREVIATIONS AND OTHER USAGES

ABBREVIATIONS	ABS	Australian Bureau of Statistics
	AFS	Agricultural Finance Survey
	ANZSIC	Australian and New Zealand Standard Industrial Classification
	ASIC	Australian Standard Industrial Classification
	BGAPS	Business Growth and Performance Survey
	EAS	Economic Activity Survey
	EVAO	Estimated Value of Agricultural Operations
	GE	Group employer registrations
	LFS	Labour Force Survey
	RSE	Relative standard error
SEE	Survey of Employment and Earnings	
OTHER USAGES	billion	thousand million
	n.a.	not available
	n.e.c.	not elsewhere classified
	. .	not applicable
	*148.7	subject to high sampling variability; relative standard error is greater than 25% but not more than 50%
	**15.5	subject to high sampling variability; relative standard error is greater than 50%
ROUNDING	Where figures have been rounded, discrepancies may occur between the sums of the component items and totals.	

INTRODUCTION

Small business is acknowledged as a vital and significant sector of the Australian economy. Small business performance is recognised world-wide to be one of the keys to general national economic goals such as business and employment growth.

The Australian Bureau of Statistics has estimated that there were just over 1,000,000 small private sector businesses in Australia in 1996–97, employing some 3.5 million people. Small businesses account for approximately 97% of all private sector businesses, and more than 50% of all private sector business employment (including self-employment).

DEFINING A SMALL BUSINESS

A business has traditionally been regarded as small if it has the following management or organisational characteristics:

- it is independently owned and operated;
- it is closely controlled by owners/managers who also contribute most, if not all of the operating capital; and
- the principal decision-making functions rest with the owners/managers.

This definition is based on the report of the House of Representatives Standing Committee on Industry, Science and Technology called *Small Business in Australia — Challenges, Problems and Opportunities 1990*. The Report qualifies these characteristics with a size component but emphasises that a size definition is a functional addition to this definition and should not overshadow it.

A statistical definition

For statistical purposes, small businesses (excluding agriculture) are defined in accordance with the Report's recommended size categories as follows:

- non-manufacturing industries employing less than 20 employees; and
- manufacturing industries employing less than 100 employees.

An employment size definition is not used for the Agricultural sector due to difficulties in defining small agricultural businesses according to employment size. Agricultural businesses can have large-scale operations with relatively few permanent employees, often using large numbers of seasonal and itinerant workers to overcome short-term labour needs.

For statistical purposes, the ABS has developed a measure of the Estimated Value of Agricultural Operations (EVAO) based on:

- the area of crops sown;
- the number of livestock; and
- crops produced and livestock turnoff (mainly sales) during the year.

A statistical definition *continued* A small agricultural business is defined as one having an EVAO of between \$22,500 and \$400,000. Businesses with an EVAO of less than \$22,500 are excluded from ABS statistics because they are not generally operated as a business venture and their contribution to commodity aggregates is generally insignificant.

Unless otherwise specified, the definition of small business used in this publication is as outlined above.

Due to a lack of comparable data, the Agricultural sector is excluded from most tables in this publication. However, in chapter 1, Agriculture is included in summary statistics and in chapter 8, a profile of the industry is presented.

Defining larger business categories There is no universally adopted standard definition in Australia for larger sized businesses. In this publication there are a number of tables where statistics are presented for businesses in the larger size categories. In most cases these groupings are labelled merely with the actual employment range they embrace. Where used in this publication, such as in chapter 6, the category 'Medium business' refers to those businesses employing 20–199 people, while 'Large business' refers to those businesses employing 200 or more people.

CONTENT OF THE PUBLICATION

This publication provides a range of statistics relating to small businesses drawn mainly from ABS collections that present statistics classified by employer size.

Chapter 1 provides a statistical overview of the structure of Australian business in 1996–97. Details of numbers of businesses and people employed are provided by business size and industry sector.

Chapter 2 describes growth trends in the small business sector since 1983–84.

Chapter 3 provides summary data, for selected years for each State and Territory, on numbers of small business and their employment.

Chapter 4 includes industry details for very small (micro) businesses, generally defined as those with employment of less than five people.

Chapter 5 provides data on the characteristics of small business operators. Included are statistics relating to occupation, sex, birthplace, age of operators and hours worked. Information on the characteristics of the actual small businesses is also provided. Included are statistics on those businesses using business plans, those with management-trained operators and those with training intentions.

CONTENT OF THE
PUBLICATION *continued*

Chapter 6 provides statistics drawn from the Australian Business Longitudinal Survey on the performance of business across the various size ranges. Following chapter 6 there is a special article, Employment Generation by the Small Business Sector, which examines the measurement of employment using a point-in-time series as well as looking at some of the advantages of using a longitudinal data set. The article also highlights the difficulties associated with drawing data from different sources to get a complete picture of employment.

Chapter 7 provides detail on small business failure rates. Included are statistics on business exits as well as data from the Attorney-General's Department on business bankruptcies.

Chapter 8 provides a detailed profile of selected industries drawn from the ABS program of integrated economic surveys. Broad level data on industry performance are drawn from the ABS Economic Activity Survey while detailed industry profiles are provided for mining, manufacturing and agriculture from specific industry surveys.

STATISTICAL UNITS

Some of the most important statistics presented in this publication are counts of businesses by size. The term 'business' can have a variety of meanings.

For many purposes 'business' is taken to mean a legal entity such as a registered company, partnership, trust, sole proprietor, religious organisation, government department or any other legally recognised organisation which provides goods or services. At other times all legal entities that come under common ownership or control are regarded as a single business.

Large business organisations often have internal arrangements whereby the business is separated into operating divisions which may not have separate legal status but are the level at which autonomous business decisions are made and for which detailed management accounts are maintained (the ABS management unit).

Sometimes the term 'business' refers to the ABS establishment unit. However, this unit is not referred to in this publication.

Unless otherwise specified, the term 'business' in this publication refers to the management unit. The management unit in nearly all cases coincides with the legal entity owning the business. However, in some ABS collections, such as the Survey of Employment and Earnings (SEE), large businesses with significant operations in more than one State or Territory are further broken down with a statistical unit established for each State or Territory the business is operating in. In some situations a number of management units can be owned or controlled by a single company and therefore it is possible that in a small number of cases a 'small business' is actually part of a larger company. These circumstances impact only slightly on the 'small business' data contained in this publication.

BUSINESS AND EMPLOYMENT COUNT

Employing businesses Counts of employing businesses presented in chapters 1–4 of this publication are drawn from the SEE. The SEE frame is drawn from the ABS Business Register and is primarily designed to measure the number of employees in Australia and their earnings. It also provides, as a by-product, a reliable estimate of the number of employing businesses which can be further classified by employer size group.

Non-employing businesses Estimating numbers of non-employing businesses is more difficult as there is no comprehensive up-to-date business register or listing available.

As in previous editions of this publication, the estimates of non-employing businesses are derived from ABS Labour Force Survey estimates of numbers of own account workers (i.e. people working in their own business without employees).

As many non-employing businesses involve a number of partners, estimates of the number of non-employing businesses have had to be indirectly derived. Statistics on the number of partners per partnership, from the Characteristics of Small Businesses Survey have been used to derive factors which have then been applied to the Labour Force Survey estimates for own account workers in order to estimate numbers of non-employing businesses by industry. For further details, refer to the Technical Notes of this publication.

Employment statistics In chapters 1, 2, 3 and parts of chapter 4, the counts of private sector employees (wage and salary earners) provided are derived from SEE data, while the number of persons operating their own business are derived from the Labour Force Surveys. Persons operating their own business comprise:

- own account workers, i.e. those working in their own unincorporated business without employees; and
- employers, i.e. those working in their own unincorporated business with employees. Working directors of incorporated businesses are considered in all cases to be employees.

In chapter 8, counts of employment based on the ABS program of Integrated Economic Censuses and Surveys are provided. These counts include employees plus working proprietors and partners.

Employment statistics
continued

It should be noted that data presented from the Labour Force Survey include estimates for Private Households Employing Staff (Australian and New Zealand Standard Industrial Classification (ANZSIC) Group 970) in the ANZSIC Division Personal and Other Services. However, estimates from SEE data do not include this group. The inclusion of these data in the Labour Force Survey estimates should not affect direct comparisons between Labour Force Survey data and SEE data as the estimates of Group 970, Private Households Employing Staff, are insignificant.

Employer size statistics

In most tables, statistics are classified by 'employer size'. However, the derivation of employer size, differs depending on the source of the statistics. Where SEE data are used, employer size is based on the number of employees (wage and salary earners only). In chapters 5–8, the employer size classification is based on total employment of the business (i.e. employees plus working proprietors and partners).

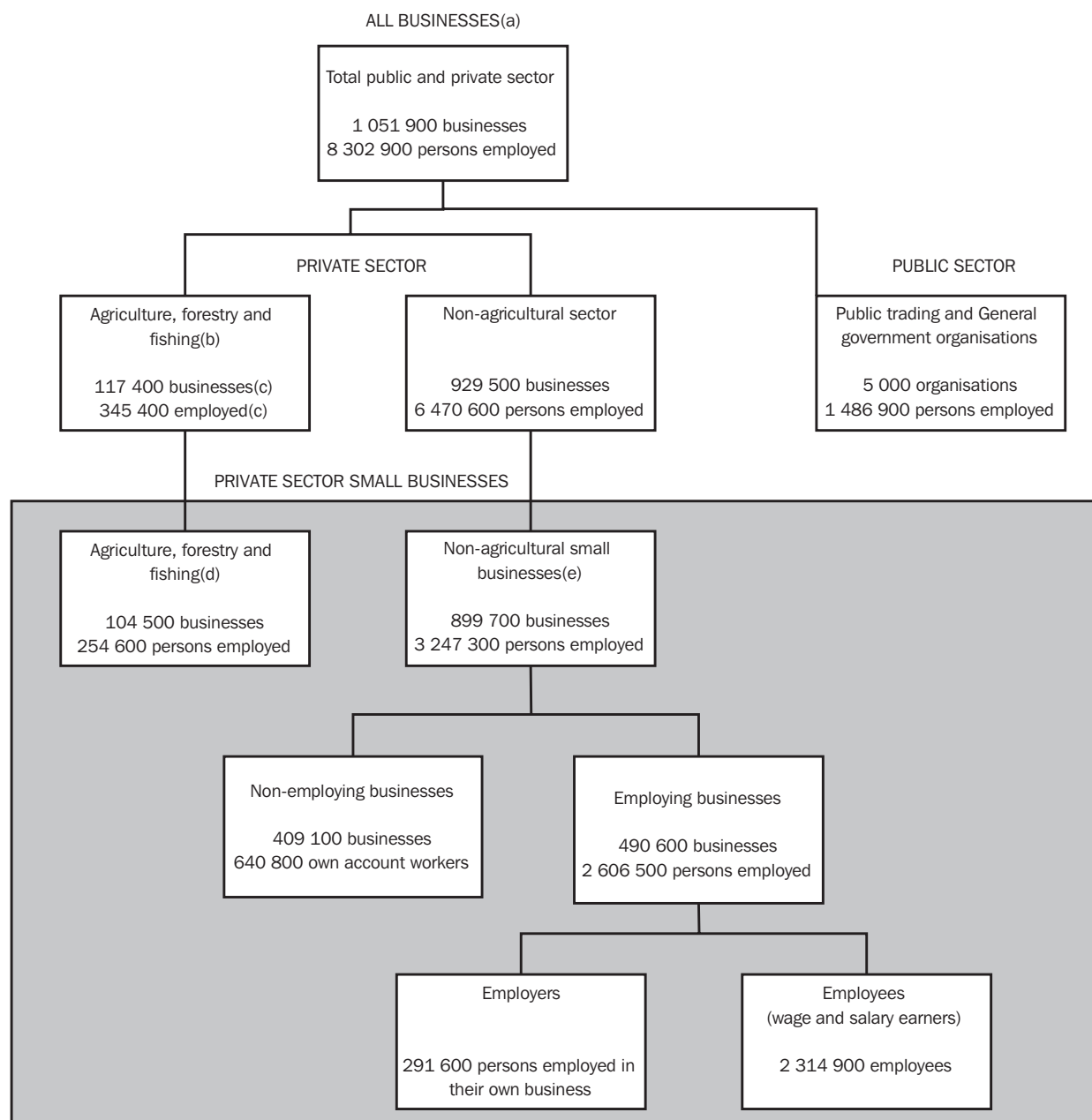
All industry estimates within the publication have been classified on the basis of the ANZSIC. The statistics shown in chapters 1, 2 and 3 relating to years prior to 1995–96 have been derived on an ANZSIC basis using data collected under the Australian Standard Industrial Classification. For further details, refer to the Technical Notes.

REVISIONS TO PREVIOUSLY PUBLISHED SERIES

A number of minor revisions have been made to estimates of numbers of employing businesses and numbers of employees published in this publication compared to the estimates released in the previous edition. While these revisions impact the level of the estimates, the relative significance of the data is unchanged. A more complete explanation of the revisions is contained in the Technical Notes.

ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is very much appreciated: without it, the wide range of statistics published by the ABS would not be available. Information received by the ABS is treated in strict confidence as required by the *Census and Statistics Act 1905*.

STRUCTURE OF AUSTRALIAN BUSINESS — 1996–97



(a) Generally, the number of businesses (management units) and persons employed have been obtained by averaging the estimates for the middle months of each quarter for the 1996–97 financial year. (b) Includes ANZSIC Subdivisions 01 – Agriculture, 02 – Services to Agriculture; Hunting and Trapping, 03 – Forestry and Logging and 04 – Commercial fishing. (c) Estimates are based on data from two different sources; ANZSIC Subdivision 01 data are drawn from the 1995–96 *Agricultural Finance Survey*, while ANZSIC Subdivisions 02, 03 and 04 estimates are drawn from the 1995–96 *Economic Activity Survey*. Excludes management units in ANZSIC Subdivision 01 with an estimated annual value of agricultural operations (EVAO) of less than \$22,500. Employment estimates exclude unpaid family helpers. (d) Agricultural small businesses include those management units coded to ANZSIC Subdivision 01 with an EVAO of more than \$22,500 but less than \$400,000, and those management units coded to ANZSIC Subdivisions 02, 03 and 04 which employ less than 20 persons. (e) Small businesses (except in agriculture) are defined as those management units which employ less than 20 persons, except for manufacturing where small businesses are those which employ less than 100 persons.

Source: *Labour Force, Australia* (Cat. no. 6203.0); *Employed Wage and Salary Earners, Australia* (Cat. no. 6248.0); *Agricultural Industries, Financial Statistics, Australia* (Cat. no. 7507.0).

CHAPTER 1

STRUCTURE OF AUSTRALIAN BUSINESS

INTRODUCTION

This chapter provides a broad overview of the structure of Australian business in 1996–97. Details by business size, employment, industry sector and gender are provided.

An estimated 1,052,000 businesses and public sector organisations were in operation in Australia during 1996–97, employing just over 8.3 million people.

The diagram opposite shows the structure of Australian business in terms of numbers of businesses and persons employed, by sector and business size. Employment figures include own account workers and employers as well as employees (wage and salary earners).

Public sector Of the 1,052,000 businesses estimated to be in operation in 1996–97, 5,000 or 0.5% were classified as public sector organisations (including general government as well as public trading organisations). In total, these organisations employed just under 1.5 million people and accounted for 18% of total employment.

Private sector Private sector businesses totalled almost 1,047,000 and accounted for approximately 99.5% of the total number of businesses. These businesses employed an estimated 6.8 million people or 82% of total employment.

Agricultural private sector In 1996–97, an estimated 117,400 businesses were classified to the Agriculture, forestry and fishing industries, of which an estimated 108,400 were classified to Australian and New Zealand Standard Industrial Classification (ANZSIC) Subdivision 01, Agriculture. The remaining 8% were classified to Subdivision 02, Services to Agriculture (such as sheep shearing and aerial agricultural services), Subdivision 03, Forestry and logging or Subdivision 04, Commercial fishing. Agricultural businesses with an Estimated Value of Agricultural Operations (EVAO) of less than \$22,500 have been excluded.

Agricultural businesses employed just over 345,500 people or 5% of private sector employment.

Non-agricultural private sector In 1996–97, there were on average just over 929,000 non-agricultural private sector businesses operating in Australia, representing 89% of total private sector business. These businesses employed more than 6.5 million people or about 95% of total private sector employment.

SMALL BUSINESS SECTOR

Small agricultural private sector Of the estimated 108,400 businesses classified to Agriculture (ANZSIC Subdivision 01) in 1996–97, about 95,500 (88%) were small businesses, i.e. had an EVAO of greater than \$22,500 and less than \$400,000. These small agricultural businesses represented 10% of all small businesses. Small agricultural businesses employed an estimated 223,600 people (including seasonal casual workers) in 1996–97.

Almost all businesses classified to Services to agriculture; Hunting and trapping, Forestry and logging and Commercial fishing (ANZSIC Subdivisions 02, 03 and 04) were small businesses (employing less than 20 people). These small businesses employed an estimated 31,000 people.

No further data relating to the agricultural sector are provided in this chapter. Detailed agricultural statistics are included in chapter 6 as part of the selected industry profiles.

Small non-agricultural private sector Using the definition of small business described on page 1, about 900,000 or 97% of total non-agricultural private sector businesses were classified as small in 1996–97.

These small businesses employed almost 3.2 million people or 50% of the total non-agricultural private sector workforce. Just over 71% of persons employed in small business were employees while the remaining 29% were persons working in their own business, either as employers or own account workers.

State breakdown of small non-agricultural business Table 1.1 shows the distribution of small business across States in 1996–97. New South Wales, Victoria and Queensland together accounted for nearly 77% of all small non-agricultural businesses and their employment. New South Wales alone accounted for one-third of all small businesses in Australia, followed by Victoria with 25% and Queensland with 19%.

With the exception of the Northern Territory, in all States and Territories across Australia, more than 96% of non-agricultural private sector businesses were classified as small. For the Northern Territory the proportion of small businesses was 93%.

In total, small business employment accounts for nearly half the private sector non-agricultural workforce in Australia. Across States there is some variation in this distribution. The Australian Capital Territory and Tasmania had the highest concentration of employment in small business (over 56%). Victoria and the Northern Territory at 48% had the lowest proportion of their workforce in the small business sector.

Detailed State estimates are provided in chapter 3 of this publication.

Industry sectors Industry sectors can be amalgamated into two broad groupings:

- goods producing; and
- services producing.

Goods producing industries include:

- Mining;
- Manufacturing;
- Electricity, gas and water supply; and
- Construction.

Services producing industries include:

- Wholesale trade;
- Retail trade;
- Accommodation, cafes and restaurants;
- Transport and storage;
- Communication services;
- Finance and insurance;
- Property and business services;
- Education;
- Health and community services;
- Cultural and recreational services; and
- Personal and other services.

In 1996–97, the services producing industries accounted for 73% (660,500) of small businesses and for 70% of small business employment.

Details on goods producing and services producing industries are shown in table 1.2 in chapter 1 and tables 2.1 and 2.2 in chapter 2.

INDUSTRY BREAKDOWN

Businesses Table 1.2 shows that of the estimated 899,700 small non-agricultural businesses operating in Australia in 1996–97, 54% operated in the Retail trade, Construction, and Property and business services industries.

Small business accounted for more than 96% of all businesses in all the non-agricultural industries. The highest proportion was recorded in the Construction, and Personal and other services industries, with each having almost 99% of their businesses classified as small. The Accommodation, cafes and restaurants industry had the lowest proportion with 89%.

Employment Small non-agricultural businesses in Australia in 1996–97 provided employment for just over 50% of the economy’s private sector workforce. Across industries, the distribution of small business employment showed some marked differences, with the Construction industry having 78% of its workforce in the small business sector, while in the Mining industry the proportion was only 10%.

Employing and non-employing businesses The small business sector can be further broken down into employing and non-employing businesses.

Employing businesses

During 1996–97, about 491,000 small employing businesses were operating in Australia. These businesses accounted for 55% of total non-agricultural private sector small business; they employed just over 2.6 million people or 40% of the non-agricultural private sector workforce. In terms of numbers of employees, they employed 2.3 million employees or 36% of all non-agricultural private sector employees.

Small business employees were concentrated in the Manufacturing (20%), Retail trade (19%) and the Property and business services (15%) industries. These three industries together accounted for nearly 54% of all persons working in small employing businesses.

Non-employing businesses

An important component of small business is the non-employing sector. During 1996–97 there were on average, 409,000 non-employing businesses operating in Australia, representing 45% of total non-agricultural small business. While these businesses, by definition, have no employees, there were an estimated 641,000 working proprietors (own account workers) involved either as sole proprietors or partners. This represented 20% of the total non-agricultural private sector small business workforce and 10% of the total non-agricultural private sector workforce.

Note: that working directors of incorporated businesses are classified as employees and therefore all incorporated businesses are included in the employing business category.

Construction has more non-employing businesses than any other industry. In 1996–97 an estimated 95,500 (23%) non-employing businesses were classified to the Construction industry, involving an estimated 162,500 own account workers or 25% of total own account workers. The Retail trade industry was also significant with about 64,700 non-employing businesses (16%) involving just under 110,000 own account workers or 17% of total own account workers.

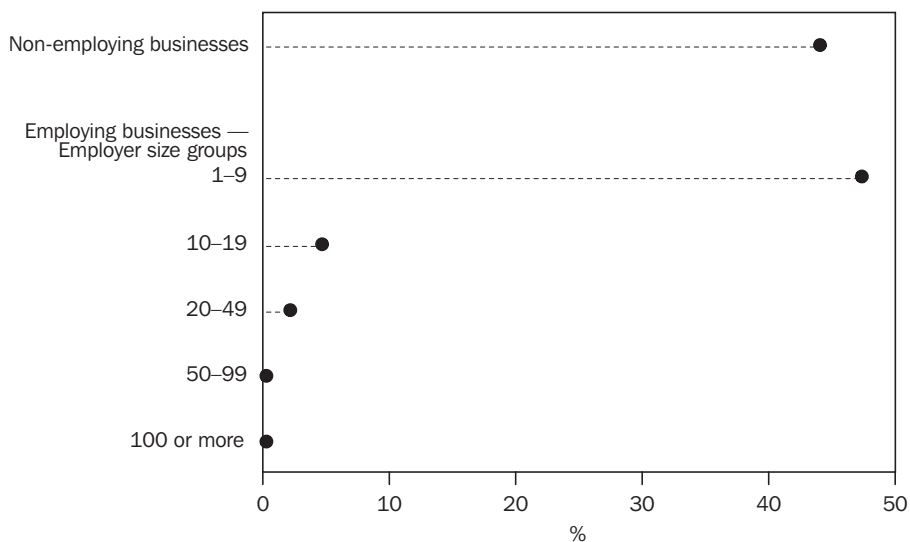
MALE AND FEMALE
EMPLOYMENT

- Male employment Table 1.3 shows that of the 3.2 million people working in small non-agricultural businesses in 1996–97, just under 1.8 million (58%) were male. In the larger business category (businesses with 100 or more employees), male employees represented 53% of total employment in businesses of this size. Of those persons working in their own business (own account workers and employers), more than two-thirds were men.

- Female employment Of the 3.2 million people working in small business in 1996–97, just under 1.4 million or 42% were women. In businesses with employees of 100 or more, women represented about 47% of total employees in businesses of this size. Table 1.3 shows that of those people working in their own business (own account workers and employers), just under one-third were women.

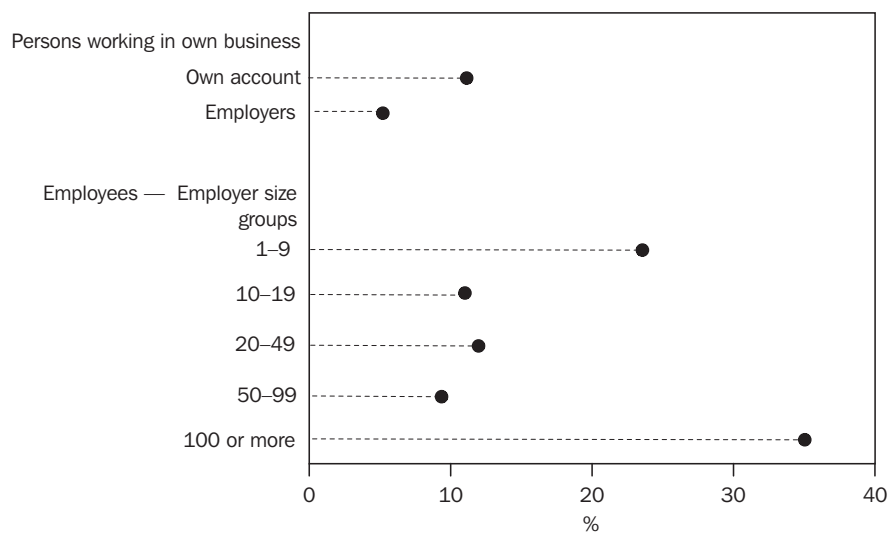
- By industry Some industries are clearly dominated by a particular gender. The proportion of male employees is highest in the goods producing industries: Mining, Manufacturing and Construction. With the exception of the Transport and storage, and Wholesale trade industries, females predominate in each of the services producing industries. In non-employing businesses only the Accommodation, cafes and restaurants, Education, and Health and community services industries have a higher proportion of females, than males.

BUSINESSES, BY TYPE AND EMPLOYER SIZE — 1996-97



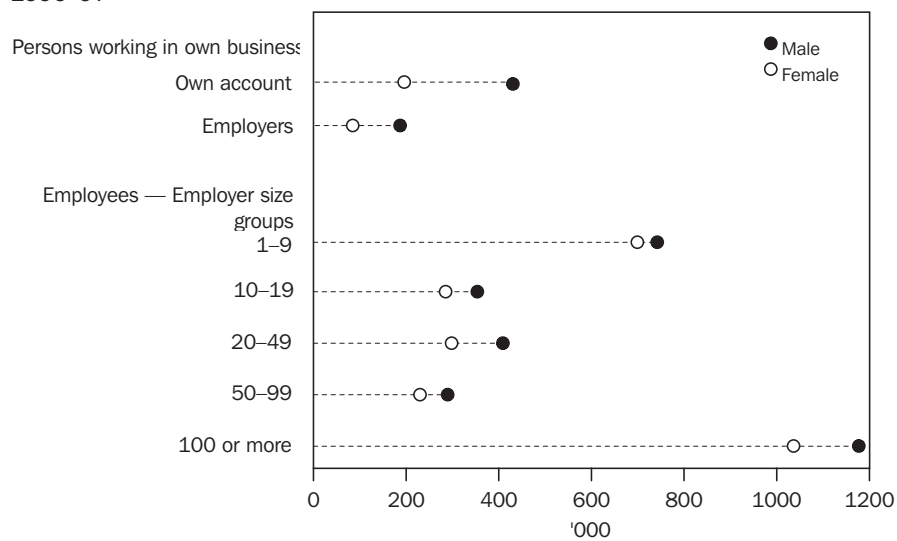
Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

PERSONS EMPLOYED, BY TYPE OF EMPLOYMENT AND EMPLOYER SIZE — 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

PERSONS EMPLOYED, BY SEX, TYPE OF EMPLOYMENT AND EMPLOYER SIZE — 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

1.1

SMALL BUSINESSES(a) AND PERSONS EMPLOYED, BY STATE AND TERRITORY — 1996–97

State and Territory	Small Business							Total all businesses	
	Employing			Non-employing		Total		Businesses	Employment
	Businesses	Employers	Employees	Businesses	Own account workers(b)	Businesses	Employment		
'000	'000	'000	'000	'000	'000	'000	'000	'000	
NSW	176.3	99.1	833.0	123.6	194.0	299.9	1 126.1	309.3	2 251.6
Vic.	127.5	58.4	590.4	93.0	145.4	220.5	794.2	228.9	1 669.2
Qld.	85.3	65.6	383.5	85.9	134.5	171.2	583.6	176.1	1 119.7
SA	34.1	19.4	168.0	37.1	58.2	71.2	245.6	73.4	474.0
WA	45.7	34.4	226.7	51.1	79.9	96.8	341.0	99.9	666.2
Tas.	11.0	8.2	57.9	10.0	15.8	21.0	81.9	21.8	147.4
NT	3.7	1.9	21.1	2.7	4.2	6.4	27.2	6.9	56.7
ACT	7.0	4.6	34.3	5.7	8.8	12.7	47.7	13.2	85.8
Aust.(c)	490.6	291.6	2 314.9	409.1	640.8	899.7	3 247.3	929.5	6 470.6

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

1.2

SMALL BUSINESSES(a) AND PERSONS EMPLOYED, BY INDUSTRY — 1996-97

Industry division(c)	Small business								Total all businesses	
	Employing			Non-employed		Total				
	Businesses	Employers	Employees	Businesses	Own account workers(b)	Businesses	Employment	Businesses		Employment
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	1.2	0.0	6.2	1.5	2.6	2.7	8.8	2.8	86.7	
Manufacturing	47.4	24.1	466.4	30.4	52.7	77.8	543.2	79.1	1 037.2	
Construction	63.2	41.3	214.2	95.5	162.5	158.7	418.0	160.4	532.3	
Wholesale trade	36.7	14.3	196.4	16.1	25.6	52.8	236.3	57.2	521.0	
Retail trade	93.9	83.3	434.9	64.7	109.1	158.6	627.3	163.1	1 218.0	
Accommodation, cafes and restaurants	21.6	26.8	133.8	6.4	11.7	28.0	172.3	31.5	392.2	
Transport and storage	21.7	12.9	85.0	28.9	48.5	50.6	146.4	51.8	296.6	
Finance and insurance	12.8	2.2	40.9	5.3	7.5	18.1	50.6	19.0	276.2	
Property and business services	99.7	42.3	351.9	66.3	93.8	166.0	488.0	170.4	836.3	
Education	8.3	1.8	39.9	9.6	15.1	17.9	56.8	19.3	211.5	
Health and community services	47.7	18.5	195.6	20.2	26.8	67.9	240.9	71.4	622.4	
Cultural and recreational services	11.4	6.1	47.5	19.6	27.3	31.0	80.9	31.9	165.3	
Personal and other services	21.8	16.0	89.0	36.7	47.7	58.5	152.7	59.2	223.4	
Total(d)	490.6	291.6	2 314.9	409.1	640.8	899.7	3 247.3	929.5	6 470.6	
Goods producing industries	111.8	65.4	686.8	127.4	217.8	239.2	970.0	242.3	1 656.2	
Services producing industries	378.8	226.2	1 628.1	281.7	423.0	660.5	2 277.3	687.2	4 814.4	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employed businesses; working directors of incorporated businesses are classified as employees.

(c) Industry divisions as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no.1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings*; unpublished data, *Labour Force Survey*.

1.3

PERSONS EMPLOYED(a), BY SEX, INDUSTRY AND EMPLOYER SIZE — 1996–97

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1–9	10–19	20–49	50–99	100 or more		
	'000	'000	'000	'000	'000	'000	'000	'000	'000
MALES									
Mining	2.4	0.0	2.9	2.0	5.6	5.4	59.4	4.9	75.3
Manufacturing	35.0	16.7	93.5	78.7	90.0	70.5	362.7	332.6	695.3
Construction	143.3	32.2	137.4	33.3	29.7	23.5	48.9	170.7	272.8
Wholesale trade	15.9	10.1	75.7	52.3	66.7	45.5	79.7	128.0	319.9
Retail trade	64.6	49.5	155.1	64.7	55.4	33.0	165.1	219.8	473.4
Accommodation, cafes and restaurants	5.7	15.5	22.0	29.0	39.0	18.9	45.2	51.0	154.1
Transport and storage	41.8	9.7	40.4	17.3	23.9	18.1	67.0	57.7	166.7
Finance and insurance	6.1	1.9	15.3	3.6	8.1	11.5	87.4	18.9	125.9
Property and business services	58.2	34.4	121.0	42.6	50.0	36.0	87.9	163.6	337.5
Education	5.7	0.5	6.2	4.7	7.2	6.9	30.1	10.9	55.1
Health and community services	5.6	13.9	40.0	13.8	15.0	13.7	83.2	53.9	165.8
Cultural and recreational services	17.3	3.5	9.4	7.8	13.0	6.0	21.2	17.2	57.3
Personal and other services	25.9	7.2	20.8	10.6	9.5	8.1	15.6	31.3	64.5
<i>Total(d)</i>	434.4	194.5	741.3	359.6	414.6	297.1	1 167.4	1 261.4	2 980.0
FEMALES									
Mining	0.2	0.0	0.9	0.4	0.6	0.8	6.1	1.3	8.8
Manufacturing	17.7	7.4	44.3	25.2	34.4	29.8	131.3	133.8	265.1
Construction	19.2	9.1	37.5	6.0	3.0	3.6	5.6	43.5	55.7
Wholesale trade	9.7	4.2	42.1	26.3	27.9	22.9	42.0	68.4	161.2
Retail trade	44.5	33.8	151.5	63.6	41.9	28.0	267.3	215.1	552.2
Accommodation, cafes and restaurants	6.0	11.3	45.8	37.0	46.4	21.1	49.3	82.8	199.6
Transport and storage	6.7	3.2	20.9	6.4	4.9	8.9	27.4	27.3	68.5
Finance and insurance	1.4	0.3	18.2	3.8	7.3	9.1	102.2	22.0	140.6
Property and business services	35.6	7.9	144.0	44.3	45.6	26.1	102.7	188.3	362.7
Education	9.4	1.4	16.2	12.8	23.2	23.6	63.7	29.0	139.5
Health and community services	21.2	4.6	104.4	37.4	41.7	45.4	182.5	141.7	411.3
Cultural and recreational services	10.0	2.6	20.1	10.2	14.4	7.2	22.6	30.3	74.6
Personal and other services	21.8	8.8	43.5	14.1	11.7	9.2	16.6	57.7	95.2
<i>Total(d)</i>	206.4	97.1	697.5	291.8	305.0	237.1	1 026.8	1 053.5	2 558.2

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry divisions as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

1.3

PERSONS EMPLOYED(a), BY SEX, INDUSTRY AND EMPLOYER SIZE — 1996–97 — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1–9	10–19	20–49	50–99	100 or more			
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
PERSONS										
Mining	2.6	0.0	3.8	2.4	6.2	6.2	65.5	6.2	84.1	
Manufacturing	52.7	24.1	137.8	103.9	124.4	100.3	494.0	466.4	960.4	
Construction	162.5	41.3	174.9	39.3	32.7	27.1	54.5	214.2	328.5	
Wholesale trade	25.6	14.3	117.8	78.6	94.6	68.4	121.7	196.4	481.1	
Retail trade	109.1	83.3	306.6	128.3	97.3	61.0	432.4	434.9	1 025.6	
Accommodation, cafes and restaurants	11.7	26.8	67.8	66.0	85.4	40.0	94.5	133.8	353.7	
Transport and storage	48.5	12.9	61.3	23.7	28.8	27.0	94.4	85.0	235.2	
Finance and insurance	7.5	2.2	33.5	7.4	15.4	20.6	189.6	40.9	266.5	
Property and business services	93.8	42.3	265.0	86.9	95.6	62.1	190.6	351.9	700.2	
Education	15.1	1.8	22.4	17.5	30.4	30.5	93.8	39.9	194.6	
Health and community services	26.8	18.5	144.4	51.2	56.7	59.1	265.7	195.6	577.1	
Cultural and recreational services	27.3	6.1	29.5	18.0	27.4	13.2	43.8	47.5	131.9	
Personal and other services	47.7	16.0	64.3	24.7	21.2	17.3	32.2	89.0	159.7	
Total(d)	640.8	291.6	1 438.8	651.4	719.6	534.2	2 194.2	2 314.9	5 538.2	
FEMALES AS PROPORTION OF TOTAL										
	%	%	%	%	%	%	%	%	%	
Mining	7.7	..	23.7	16.7	9.7	12.9	9.3	21.0	10.5	
Manufacturing	33.6	30.7	32.1	24.3	27.7	29.7	26.6	28.7	27.6	
Construction	11.8	22.0	21.4	15.3	9.2	13.3	10.3	20.3	17.0	
Wholesale trade	37.9	29.4	35.7	33.5	29.5	33.5	34.5	34.8	33.5	
Retail trade	40.8	40.6	49.4	49.6	43.1	45.9	61.8	49.5	53.8	
Accommodation, cafes and restaurants	51.3	42.2	67.6	56.1	54.3	52.8	52.2	61.9	56.4	
Transport and storage	13.8	24.8	34.1	27.0	17.0	33.0	29.0	32.1	29.1	
Finance and insurance	18.7	13.6	54.3	51.4	47.4	44.2	53.9	53.8	52.8	
Property and business services	38.0	18.7	54.3	51.0	47.7	42.0	53.9	53.5	51.8	
Education	62.3	77.8	72.3	73.1	76.3	77.4	67.9	72.7	71.7	
Health and community services	79.1	24.9	72.3	73.0	73.5	76.8	68.7	72.4	71.3	
Cultural and recreational services	36.6	42.6	68.1	56.7	52.6	54.5	51.6	63.8	56.6	
Personal and other services	45.7	55.0	67.7	57.1	55.2	53.2	51.6	64.8	59.6	
All females(d)	32.2	33.3	48.5	44.8	42.4	44.4	46.8	45.5	46.2	

(a) See Introduction — Statistical Units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry divisions as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: *Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.*

CHAPTER 2

GROWTH IN NON-AGRICULTURAL SMALL BUSINESS SECTOR SINCE 1983–84

INTRODUCTION

This chapter examines growth in Australian businesses in terms of employment and number of businesses across the different size sectors since 1983–84.

SUMMARY

Between 1983–84 and 1996–97

The number of small businesses increased by 55.8%, or 3.5% per year:

- small employing businesses by 71.4%, or 4.2% per year; and
- non-employing businesses by 40.5%, or 2.6% per year.

Total small business employment increased by 50.1%, or 3.2% per year:

- employers by 6.7%, or 0.5% per year;
- own account workers by 46.5%, or 3.0% per year; and
- small business employees increased by 59.4%, or 3.9% per year.

Between 1993–94 and 1996–97

Between 1993–94 and 1996–97 overall small business growth patterns were a little slow compared to the average rate recorded over the years 1983–84 to 1996–97. This was due mainly to the decline in the number of non-employing businesses. Across the different categories:

- the overall number of small businesses increased by 10.2% over the three years, an annual average of 3.3%;
- numbers of small employing businesses increased by 26.0%, or an annual average of 8.0%; and
- non-employing businesses decreased by 4.2%, an annual average of –1.4%.

Total small business employment increased by 11.0%, or 3.6% per year:

- employers decreased by 2.2%, or –0.8% per year;
- own account workers decreased by 0.5%, or –0.1% per year; and
- small business employees increased by 16.8%, or 5.3% per year.

MAIN FINDINGS

Over the 13-year period 1983–84 to 1996–97 the number of small businesses increased from 577,500 to 899,700 which represents an annual average growth rate of 3.5%. Over the same period, the number of medium and large businesses (businesses other than small) increased at an average of 3.0% per year. In terms of employment, the small business sector recorded an increase of 50% at an annual average rate of 3.2%. By comparison, total employment for businesses other than small increased by 47% at an annual average rate of 3.0%.

In more recent years, the growth in the small business sector has been slowing in comparison to larger businesses, particularly in terms of employment. Over the period 1993–94 to 1996–97, the overall growth rate of private sector employment was 5.2% per year, with the small business sector growing by 3.6% and the businesses other than small sector by 7.0%. Over this same period the number of small businesses increased at an average rate of 3.3% per year, slightly below the longer term rate of 3.5%.

COMPONENTS OF SMALL BUSINESS

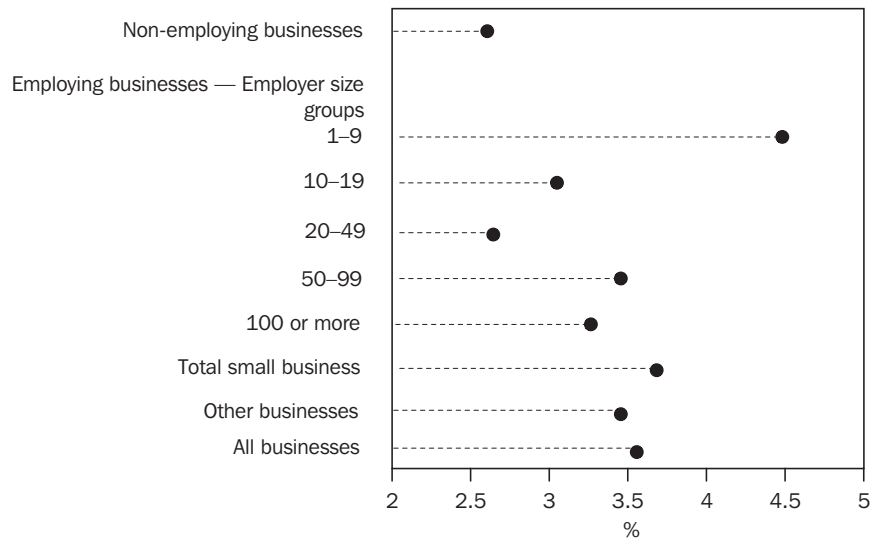
Number of non-employing businesses

The number of non-employing businesses has been increasing at a rate of 2.6% per year over the 13-year period 1983–84 to 1996–97. This rate has been reduced by a significant slowing in growth over recent years. In the 10 years to 1993–94 the numbers of non-employing businesses grew by 47% to an estimated 427,100 which represented an annual average of 3.9%. In 1994–95 and 1995–96, modest growth was recorded with the numbers increasing to 428,500, but in 1996–97 there was a decline of 4.5% when numbers dropped to 409,100.

Small employing businesses

The number of small employing businesses has been increasing steadily since 1983–84 recording an annual average growth rate of 4.2%. This growth has been particularly strong over recent years with the number of small employing businesses increasing by 26% over the three years from 1993–94 to 1995–96 which represents an annual average growth rate of 8.0%. Most of this growth has occurred in those businesses employing 1 to 9 people where a 29% increase has been recorded over the most recent three years. This fact, and the recent slump in non-employer growth, seems to indicate that many non-employing businesses have moved into the small employing business sector in the three years to 1996–97.

AVERAGE ANNUAL GROWTH: BUSINESSES BY EMPLOYER SIZE GROUP
1983–84 TO 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

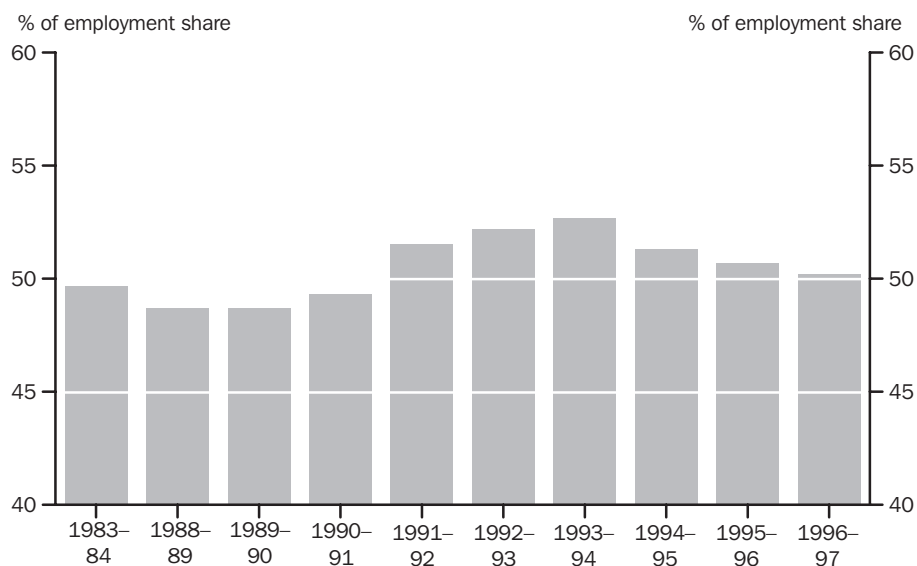
EMPLOYMENT GROWTH

The average annual growth in employment in the small business sector was 3.2% over the 13-year period from 1983–84 to 1996–97 which is slightly higher than the growth rate for businesses other than small (3.0%). Consequently, the contribution of the small business sector to total private sector employment has changed very little over the period, rising from 49.7% to 50.2%.

Small business employment can be broken down into people working in their own business and employees. Over the 13-year period the annual growth rate in people working in their own business (2.1%) has been significantly less than the annual growth rate in employees (3.6%).

Looking only at the end points of the time series disguises some of the changes that have occurred within the time period. The graph below shows that there was a steady growth in the small business share of total employment through the late 1980s up until 1993–94. Thereafter, there has been a fairly rapid decline, so that at 1996–97 the share was almost back to the level recorded in 1983–84.

SMALL BUSINESS SHARE OF TOTAL EMPLOYMENT



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

Examining employment growth over the period 1993-94 to 1996-97 shows that the overall growth rate of private sector employment for all businesses was 5.2% per year, with the small business sector growing by 3.6% and the businesses other than small sector by 7.0%. For businesses other than small the annual growth rate for 1993-94 to 1996-97 was more than twice the average rate recorded over the 13-year period to 1996-97.

In summary, the drop off of the small business share of total employment over the three years to 1996-97 can be attributed to two main factors, a decline in growth of people working in their own business as well as a much stronger growth rate in the number of people working in businesses other than small.

EMPLOYMENT GROWTH BY INDUSTRY

Table 2.3 shows the employment levels for the small business sector along with businesses other than small by industry division. The industries with the highest average annual growth rates in small business employment over the period 1983-84 to 1996-97 were:

- Health and community services — 6.9%
- Education — 6.7%
- Property and business services — 5.7%.

In the case of Health and community services, the growth of 6.9% per year in small business employment has been achieved by a strong increase in the number of small business employees (7.7%) combined with a 3.9% increase in the number of people working in their own business. Businesses other than small in this industry also recorded strong growth in total employment with an average increase of 7.2%. In the Education industry there was a fairly similar finding with the growth rate in small business employment a little lower (6.7%) than for

EMPLOYMENT GROWTH BY
INDUSTRY *continued*

employment in businesses other than small (8.6%). The growth in small business employment in Education can be attributed to strong growth in both people working in their own business (5.2%) and small business employees (7.4%).

In the Property and business services industry, the number of people working in their own business, small business employees and employees of businesses other than small have all grown at rates of between 5% and 6% per year over the 13-year period. Total small business employment (at 5.7% per year) is estimated to have grown a little more strongly than businesses other than small (5.1% per year).

The industries with the lowest growth rates in small business employment were:

- Retail trade — 1.8%;
- Manufacturing — 2.2%; and
- Wholesale trade — 2.3%.

In Retail trade, the growth in the small business sector was much lower than for businesses other than small, showing a move away from the smaller shops to the larger retail groups. This was further demonstrated by the negative growth rate (-0.1%) for people working in their own business in this industry. The growth rate in small business sector employees was also low, at 2.8%.

In the case of the Manufacturing industry, the growth rate for small business employees (2.0%) was lower than that for people working in their own business, which grew at 3.0% over the 13-year period. However, the most noticeable aspect of this industry was in the businesses other than small sector where employment growth decreased significantly, showing an annual average of -1.7%. Total employment for the Manufacturing industry remained almost static across the 13-year period.

Looking at the Wholesale trade industry, similar growth rates were recorded between small and businesses other than small. There was, however, a decline (-0.5% per year) in people working in their own business.

INDUSTRY CHANGE IN
RECENT YEARS

Examining the data at the industry level also gives a further insight into the shift in employment patterns over more recent years. The industries recording the largest annual average declines in small business employment levels over the period 1993-94 to 1996-97 were:

- Mining — -6.3%
- Finance and insurance — -4.3%
- Transport and storage — -0.4%.

INDUSTRY CHANGE IN
RECENT YEARS *continued*

The Mining industry is relatively small in terms of small business employment, but the big fall in the industry was due to a large drop in people working in their own business. The fall in the Finance and insurance industry was due to falls in both the number of people working in their own business and the employment levels in small employing firms. The Transport and storage industry also recorded a fall in the number of people working in their own business and, in addition, showed very slow growth in the number of small business employees in the three years to 1996–97.

The industries recording the strongest growth in small business employment over the three-year period were:

- Health and community services — 12.0%
- Retail trade — 6.6%.

The Health and Community services industry recorded the strongest growth in both people working in their own business and in the employment levels of small employing businesses. On the other hand, the Retail trade growth rate was high because of strong growth in the employment levels of small employing businesses. Growth in the number of retailers working in their own business was negative over the three-year period, a similar finding to that recorded over the longer period, 1983–84 to 1996–97.

Between 1993–94 and 1996–97 all industries recorded positive annual growth rates in employment levels for businesses other than small. In this sector growth was strongest in the following industries:

- Education — 21.2%
- Health and community services — 14.4%
- Transport and storage — 13.9%.

2.1

GROWTH IN PRIVATE SECTOR SMALL BUSINESS

Industry division(a)	Average annual growth				Annual growth rates			
	1983-84 to 1996-97		1993-94 to 1994-95		1994-95 to 1995-96		1995-96 to 1996-97	
	Businesses	Employment	Businesses	Employment	Businesses	Employment	Businesses	Employment
	%	%	%	%	%	%	%	%
Goods producing								
Manufacturing	3.5	2.0	4.3	2.4	-7.5	0.1	11.0	7.2
Construction	3.5	5.7	7.2	15.0	-0.4	7.8	-1.9	3.1
<i>Goods producing growth rate(b)</i>	3.5	3.0	5.4	6.2	-2.2	2.7	1.7	5.5
Services producing								
Wholesale trade	1.7	3.0	-4.4	4.6	1.7	3.7	-4.0	-3.9
Retail trade	0.8	2.8	0.8	11.2	4.2	10.7	2.1	9.3
Accommodation, cafes and restaurants	2.7	2.7	4.4	11.8	-1.4	-15.3	-1.1	16.4
Transport and storage	1.9	5.1	-9.8	1.6	10.3	9.1	-5.8	-4.6
Finance and insurance	2.9	3.3	19.3	5.1	-13.1	6.5	-9.0	-19.3
Property and business services	7.3	5.9	22.1	7.0	9.0	4.5	1.9	9.6
Education	6.9	7.4	6.9	16.1	12.9	27.5	-6.8	-11.3
Health and community services	8.3	7.7	35.6	15.0	23.5	31.2	-7.0	-4.4
Cultural and recreational services	3.8	2.3	14.3	16.3	-1.7	-18.2	4.0	8.7
Personal and other services	4.5	4.2	17.0	20.2	-10.8	-20.3	5.8	21.3
<i>Services producing growth rate(c)</i>	3.4	3.9	7.0	6.1	5.4	6.2	-0.5	4.4
Private sector growth rate(d)	3.5	3.2	6.6	6.1	3.3	5.1	0.1	4.7

(a) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(b) Includes the Mining and Electricity, gas and water supply industries.

(c) Includes the Communication services industry.

(d) Excludes private sector agricultural businesses.

Source: Unpublished data, *Survey of Employment and Earnings*.

2.2

BUSINESSES(a) AND PERSONS EMPLOYED, BY BROAD INDUSTRY GROUP

Sector	Businesses				Persons employed	
	Small businesses		All businesses		Small businesses	All businesses
1983-84						
	'000	%	'000	'000	%	'000
Goods producing(b)	152.0	98.1	155.0	665.5	46.2	1 439.2
Services producing(c)	425.5	96.3	441.9	1 498.0	51.4	2 916.3
Total(d)(e)	577.5	96.7	596.9	2 163.5	49.7	4 355.5
1993-94						
	'000	%	'000	'000	%	'000
Goods producing(b)	228.4	98.7	231.4	891.3	58.8	1 515.6
Services producing(c)	588.2	96.2	611.2	2 032.9	50.4	4 037.5
Total(d)(e)	816.6	96.9	842.6	2 924.2	52.7	5 553.1
1994-95						
	'000	%	'000	'000	%	'000
Goods producing(b)	240.7	98.6	244.0	922.3	58.1	1 588.2
Services producing(c)	629.4	96.2	654.4	2 130.2	48.8	4 362.2
Total(d)(e)	870.1	96.8	898.4	3 052.5	51.3	5 950.4
1995-96						
	'000	%	'000	'000	%	'000
Goods producing(b)	235.3	98.8	238.1	951.8	58.0	1 640.6
Services producing(c)	663.7	96.0	691.3	2 242.9	48.1	4 665.7
Total(d)(e)	899.0	96.7	929.4	3 194.7	50.7	6 306.3
1996-97						
	'000	%	'000	'000	%	'000
Goods producing(b)	239.2	98.7	242.3	970.0	58.6	1 656.2
Services producing(c)	660.5	96.1	687.2	2 277.3	47.3	4 814.4
Total(d)(e)	899.7	96.8	929.5	3 247.3	50.2	6 470.6
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97						
	%		%	%		%
Goods producing(b)	3.5	..	3.5	2.9	..	1.1
Services producing(c)	3.4	..	3.5	3.3	..	3.9
All sectors(d)(e)	3.5	..	3.5	3.2	..	3.1

(a) See Introduction — Statistical units.

(b) Excludes the Electricity, gas and water supply industry.

(c) Excludes the Communication services industry.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

(e) Excludes private sector agricultural businesses.

Source: Unpublished data, Survey of Employment and Earnings.

2.3

BUSINESSES(a) AND PERSONS EMPLOYED, BY INDUSTRY

Industry division(b)	Businesses					Employment			
	Small businesses			Persons working in own business(c)		Small businesses			All businesses
	Number	Proportion of all businesses	All businesses	Private sector employees	Total employment	Proportion of all businesses	Businesses other than small	All businesses	
1983-84									
	'000	%	'000	'000	'000	'000	%	'000	'000
Mining	1.4	100.0	1.4	1.3	4.8	6.1	7.9	71.5	77.6
Manufacturing	49.5	96.7	51.2	52.2	359.7	411.9	40.1	615.1	1 027.0
Construction	101.1	98.7	102.4	143.3	104.2	247.5	74.0	87.1	334.6
Wholesale trade	42.2	93.8	45.0	42.7	132.9	175.6	45.8	207.7	383.3
Retail trade	143.9	98.0	146.9	194.6	304.5	499.1	57.3	371.3	870.4
Accommodation, cafes and restaurants	19.8	90.4	21.9	24.7	94.2	118.9	49.8	119.7	238.6
Transport and storage	39.5	98.0	40.3	55.5	44.6	100.1	54.7	82.9	183.0
Finance and insurance	12.5	96.9	12.9	10.2	26.9	37.1	23.1	123.6	160.7
Property and business services	66.8	96.0	69.6	69.4	166.9	236.3	56.5	182.0	418.3
Education	7.5	94.9	7.9	8.7	15.8	24.5	31.6	53.0	77.5
Health and community services	24.2	93.1	26.0	27.4	74.4	101.8	39.7	154.5	256.3
Cultural and recreational services	19.0	97.9	19.4	21.7	35.2	56.9	56.6	43.6	100.5
Personal and other services	32.9	99.1	33.2	43.7	52.3	96.0	73.3	34.9	130.9
Total(d)	577.5	96.7	596.9	710.8	1 452.7	2 163.5	49.7	2 192.0	4 355.5
1993-94									
	'000	%	'000	'000	'000	'000	%	'000	'000
Mining	4.1	97.6	4.2	5.9	4.8	10.7	16.4	54.4	65.1
Manufacturing	72.7	98.1	74.1	72.9	424.7	497.6	50.5	488.2	985.8
Construction	151.6	99.0	153.1	215.4	167.6	383.0	82.4	81.7	464.7
Wholesale trade	56.6	93.9	60.3	47.1	188.3	235.4	48.2	252.7	488.1
Retail trade	148.0	97.1	152.4	194.5	323.1	517.6	51.8	482.4	1 000.0
Accommodation, cafes and restaurants	27.5	90.5	30.4	36.0	121.4	157.4	46.0	184.6	342.0
Transport and storage	54.0	97.5	55.4	67.6	80.4	148.0	59.3	101.7	249.7
Finance and insurance	19.2	95.5	20.1	12.4	45.3	57.7	24.5	177.8	235.5
Property and business services	122.4	96.9	126.3	120.3	287.2	407.5	60.1	271.1	678.6
Education	15.9	94.1	16.9	17.9	30.4	48.3	35.7	87.0	135.3
Health and community services	43.6	94.0	46.4	35.9	135.7	171.6	40.3	254.6	426.2
Cultural and recreational services	26.5	97.4	27.2	31.5	45.9	77.4	52.3	70.5	147.9
Personal and other services	53.0	98.9	53.6	63.1	76.6	139.7	72.2	53.8	193.5
Total(d)	816.6	96.9	842.6	942.0	1 982.2	2 924.2	52.7	2 628.9	5 553.1

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes working proprietors and partners of unincorporated employing and non-employed businesses; working directors of incorporated businesses are classified as employees.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

2.3

BUSINESSES(a) AND PERSONS EMPLOYED, BY INDUSTRY — *continued*

Industry division(b)	Businesses					Employment			
	Small businesses			Persons working in own business(c)		Small businesses			All businesses
	Number	Proportion of all businesses	All businesses	Private sector employees	Total employment	Proportion of all businesses	Businesses other than small	All businesses	
1994-95									
	'000	%	'000	'000	'000	'000	%	'000	'000
Mining	2.4	96.0	2.5	4.0	6.5	10.5	13.3	68.3	78.8
Manufacturing	75.8	98.3	77.1	71.4	434.7	506.1	50.3	499.3	1 005.4
Construction	162.5	98.8	164.4	213.0	192.7	405.7	80.5	98.3	504.0
Wholesale trade	54.1	93.4	57.9	42.1	197.0	239.1	49.0	248.5	487.6
Retail trade	149.2	97.4	153.2	210.7	359.4	570.1	51.1	544.7	1 114.8
Accommodation, cafes and restaurants	28.7	90.5	31.7	34.2	135.7	169.9	44.0	216.5	386.4
Transport and storage	48.7	97.2	50.1	60.0	81.7	141.7	52.4	128.9	270.6
Finance and insurance	22.9	95.4	24.0	10.3	47.6	57.9	22.1	203.5	261.4
Property and business services	149.4	97.2	153.7	137.7	307.4	445.1	58.3	318.7	763.8
Education	17.0	93.9	18.1	15.9	35.3	51.2	32.1	108.1	159.3
Health and community services	59.1	95.8	61.7	45.7	156.0	201.7	39.6	307.9	509.6
Cultural and recreational services	30.3	97.7	31.0	29.8	53.4	83.2	51.2	79.4	162.6
Personal and other services	62.0	99.0	62.6	63.0	92.1	155.1	70.3	65.6	220.7
Total(d)	870.1	96.8	898.4	949.6	2 102.9	3 052.5	51.3	2 897.9	5 950.4
1995-96									
	'000	%	'000	'000	'000	'000	%	'000	'000
Mining	3.4	100.0	3.4	4.0	8.2	12.2	13.5	77.9	90.1
Manufacturing	70.1	98.2	71.4	73.8	435.1	508.9	50.0	508.3	1 017.2
Construction	161.8	99.1	163.3	222.9	207.8	430.7	80.8	102.6	533.3
Wholesale trade	55.0	92.1	59.7	40.1	204.3	244.4	47.0	275.7	520.1
Retail trade	155.4	97.4	159.6	207.2	397.8	605.0	52.9	538.4	1 143.4
Accommodation, cafes and restaurants	28.3	90.1	31.4	37.0	114.9	151.9	43.4	198.0	349.9
Transport and storage	53.7	97.6	55.0	67.9	89.1	157.0	46.7	179.3	336.3
Finance and insurance	19.9	95.2	20.9	9.6	50.7	60.3	22.8	204.5	264.8
Property and business services	162.9	98.0	166.2	145.8	321.2	467.0	60.5	304.5	771.5
Education	19.2	92.8	20.7	17.7	45.0	62.7	30.2	144.8	207.5
Health and community services	73.0	94.4	77.3	52.2	204.7	256.9	38.2	415.3	672.2
Cultural and recreational services	29.8	97.7	30.5	33.3	43.7	77.0	50.9	74.4	151.4
Personal and other services	55.3	99.1	55.8	63.6	73.4	137.0	69.2	61.0	198.0
Total(d)	899.0	96.7	929.4	983.7	2 211.0	3 194.7	50.7	3 111.6	6 306.3

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

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2.3

BUSINESSES(a) AND PERSONS EMPLOYED, BY INDUSTRY — *continued*

Industry division(b)	Businesses					Employment			
	Small businesses			Persons working in own business(c)		Small businesses			All businesses
	Number	Proportion of all businesses	All businesses	Private sector employees	Total employment	Proportion of all businesses	Businesses other than small	All businesses	
	'000	%	'000	'000	'000	'000	%	'000	'000
Mining	2.7	96.4	2.8	2.6	6.2	8.8	10.1	77.9	86.7
Manufacturing	77.8	98.4	79.1	76.8	466.4	543.2	52.4	494.0	1 037.2
Construction	158.7	98.9	160.4	203.8	214.2	418.0	78.5	114.3	532.3
Wholesale trade	52.8	92.3	57.2	39.9	196.4	236.3	45.4	284.7	521.0
Retail trade	158.6	97.2	163.1	192.4	434.9	627.3	51.5	590.7	1 218.0
Accommodation, cafes and restaurants	28.0	88.9	31.5	38.5	133.8	172.3	43.9	219.9	392.2
Transport and storage	50.6	97.7	51.8	61.4	85.0	146.4	49.4	150.2	296.6
Finance and insurance	18.1	95.3	19.0	9.7	40.9	50.6	18.3	225.6	276.2
Property and business services	166.0	97.4	170.4	136.1	351.9	488.0	58.4	348.3	836.3
Education	17.9	92.7	19.3	16.9	39.9	56.8	26.9	154.7	211.5
Health and community services	67.9	95.1	71.4	45.3	195.6	240.9	38.7	381.5	622.4
Cultural and recreational services	31.0	97.2	31.9	33.4	47.5	80.9	48.9	84.4	165.3
Personal and other services	58.5	98.8	59.2	63.7	89.0	152.7	68.4	70.7	223.4
Total(d)	899.7	96.8	929.5	932.4	2 314.9	3 247.3	50.2	3 223.3	6 470.6
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97									
	%	..	%	%	%	%	..	%	%
Mining	5.2	..	5.5	5.5	2.0	2.9	..	0.7	0.9
Manufacturing	3.5	..	3.4	3.0	2.0	2.2	..	-1.7	0.1
Construction	3.5	..	3.5	2.7	5.7	4.1	..	2.1	3.6
Wholesale trade	1.7	..	1.9	-0.5	3.0	2.3	..	2.5	2.4
Retail trade	0.8	..	0.8	-0.1	2.8	1.8	..	3.6	2.6
Accommodation, cafes and restaurants	2.7	..	2.8	3.5	2.7	2.9	..	4.8	3.9
Transport and storage	1.9	..	1.9	0.8	5.1	3.0	..	4.7	3.8
Finance and insurance	2.9	..	3.0	-0.4	3.3	2.4	..	4.7	4.3
Property and business services	7.3	..	7.1	5.3	5.9	5.7	..	5.1	5.5
Education	6.9	..	7.1	5.2	7.4	6.7	..	8.6	8.0
Health and community services	8.3	..	8.1	3.9	7.7	6.9	..	7.2	7.1
Cultural and recreational services	3.8	..	3.9	3.4	2.3	2.7	..	5.2	3.9
Personal and other services	4.5	..	4.5	2.9	4.2	3.6	..	5.6	4.2
Total(d)	3.5	..	3.5	2.1	3.6	3.2	..	3.0	3.1

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings*; unpublished data, *Labour Force Survey*.

2.4 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE

Industry division(b)	Non- employing businesses	Employer size group(a)					Total small business	All businesses
		1-9	10-19	20-49	50-99	100 or more		
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.7	0.6	0.1	0.0	0.0	0.0	1.4	1.4
Manufacturing	18.9	19.6	6.1	3.8	1.1	1.7	49.5	51.2
Construction	71.6	27.7	1.8	1.0	0.2	0.1	101.1	102.4
Wholesale trade	17.6	20.9	3.7	2.0	0.4	0.4	42.2	45.0
Retail trade	69.0	68.6	6.3	2.2	0.5	0.3	143.9	146.9
Accommodation, cafes and restaurants	5.2	11.4	3.2	1.6	0.3	0.2	19.8	21.9
Transport and storage	28.4	9.9	1.2	0.6	0.1	0.1	39.5	40.3
Finance and insurance	5.0	7.2	0.3	0.2	0.1	0.1	12.5	12.9
Property and business services	27.4	35.6	3.8	2.0	0.5	0.3	66.8	69.6
Education	4.6	2.4	0.5	0.3	0.1	0.0	7.5	7.9
Health and community services	5.6	17.4	1.2	1.1	0.4	0.3	24.2	26.0
Cultural and recreational services	10.8	7.3	0.9	0.4	0.0	0.0	19.0	19.4
Personal and other services	18.7	13.5	0.7	0.3	0.0	0.0	32.9	33.2
Total(c)	291.2	250.0	31.4	16.0	4.4	3.9	577.5	596.9
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	3.2	0.8	0.1	0.1	0.0	0.0	4.1	4.2
Manufacturing	31.8	29.5	6.1	3.8	1.5	1.4	72.7	74.1
Construction	108.7	40.2	2.7	1.3	0.2	0.0	151.6	153.1
Wholesale trade	21.8	29.6	5.2	2.7	0.6	0.4	56.6	60.3
Retail trade	75.0	65.4	7.6	2.9	0.9	0.6	148.0	152.4
Accommodation, cafes and restaurants	8.8	14.4	4.3	2.1	0.4	0.4	27.5	30.4
Transport and storage	36.4	15.5	2.1	0.7	0.5	0.2	54.0	55.4
Finance and insurance	6.2	12.4	0.6	0.5	0.2	0.2	19.2	20.1
Property and business services	53.1	62.6	6.7	2.8	0.6	0.5	122.4	126.3
Education	10.4	4.4	1.1	0.6	0.2	0.2	15.9	16.9
Health and community services	11.6	29.2	2.8	1.5	0.7	0.6	43.6	46.4
Cultural and recreational services	16.3	9.0	1.2	0.6	0.1	0.0	26.5	27.2
Personal and other services	32.6	19.0	1.4	0.6	0.0	0.0	53.0	53.6
Total(c)	427.1	340.9	43.3	20.4	6.0	4.9	816.6	842.6

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

2.4

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — *continued*

Industry division(b)	Non- employing businesses	Employer size group(a)					Total small business	All businesses
		1-9	10-19	20-49	50-99	100 or more		
		1994-95						
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	1.7	0.7	0.0	0.1	0.0	0.0	2.4	2.5
Manufacturing	32.1	31.4	7.1	4.0	1.2	1.3	75.8	77.1
Construction	106.0	52.6	3.9	1.7	0.1	0.1	162.5	164.4
Wholesale trade	17.7	30.9	5.5	2.7	0.6	0.5	54.1	57.9
Retail trade	67.8	73.5	7.9	3.1	0.4	0.5	149.2	153.2
Accommodation, cafes and restaurants	7.3	16.9	4.5	2.3	0.5	0.2	28.7	31.7
Transport and storage	28.6	17.8	2.3	0.8	0.4	0.2	48.7	50.1
Finance and insurance	7.3	15.0	0.6	0.6	0.2	0.3	22.9	24.0
Property and business services	66.0	77.5	5.9	2.9	0.7	0.7	149.4	153.7
Education	10.6	5.3	1.1	0.7	0.2	0.2	17.0	18.1
Health and community services	21.4	34.0	3.7	1.4	0.6	0.6	59.1	61.7
Cultural and recreational services	17.4	11.5	1.4	0.5	0.2	0.0	30.3	31.0
Personal and other services	36.9	23.6	1.5	0.6	0.0	0.0	62.0	62.6
Total(c)	427.3	391.7	45.9	22.2	5.9	5.4	870.1	898.4
		1995-96						
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	2.2	1.0	0.2	0.0	0.0	0.0	3.4	3.4
Manufacturing	28.0	30.5	6.4	3.9	1.3	1.3	70.1	71.4
Construction	101.6	56.8	3.4	1.4	0.1	0.0	161.8	163.3
Wholesale trade	16.4	32.7	5.9	3.4	0.9	0.4	55.0	59.7
Retail trade	67.4	78.8	9.2	3.2	0.5	0.5	155.4	159.6
Accommodation, cafes and restaurants	6.9	17.2	4.2	2.4	0.4	0.3	28.3	31.4
Transport and storage	31.5	19.4	2.8	0.7	0.4	0.2	53.7	55.0
Finance and insurance	4.9	14.4	0.6	0.5	0.2	0.3	19.9	20.9
Property and business services	71.3	85.8	5.8	2.5	0.5	0.3	162.9	166.2
Education	10.1	7.6	1.5	1.0	0.3	0.2	19.2	20.7
Health and community services	23.2	44.9	4.9	2.5	1.0	0.8	73.0	77.3
Cultural and recreational services	20.3	8.2	1.3	0.6	0.0	0.1	29.8	30.5
Personal and other services	37.9	16.3	1.1	0.5	0.0	0.0	55.3	55.8
Total(c)	428.5	417.5	47.8	23.5	6.5	5.6	899.0	929.4

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

2.4 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — *continued*

Industry division(b)	Employer size group(a)							
	Non- employing businesses	1996-97					Total small business	All businesses
		1-9	10-19	20-49	50-99	100 or more		
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	1.5	1.0	0.2	0.1	0.0	0.0	2.7	2.8
Manufacturing	30.4	35.5	6.7	3.9	1.3	1.3	77.8	79.1
Construction	95.5	60.1	3.1	1.1	0.4	0.2	158.7	160.4
Wholesale trade	16.1	30.9	5.8	3.0	0.9	0.5	52.8	57.2
Retail trade	64.7	84.6	9.3	3.1	0.7	0.7	158.6	163.1
Accommodation, cafes and restaurants	6.4	17.0	4.6	2.7	0.5	0.3	28.0	31.5
Transport and storage	28.9	20.3	1.4	0.8	0.2	0.2	50.6	51.8
Finance and insurance	5.3	12.3	0.5	0.5	0.2	0.2	18.1	19.0
Property and business services	66.3	93.4	6.3	3.1	0.8	0.5	166.0	170.4
Education	9.6	7.0	1.3	0.8	0.3	0.3	17.9	19.3
Health and community services	20.2	44.0	3.7	1.8	0.8	0.9	67.9	71.4
Cultural and recreational services	19.6	10.3	1.1	0.8	0.1	0.0	31.0	31.9
Personal and other services	36.7	20.0	1.8	0.5	0.2	0.0	58.5	59.2
Total(c)	409.1	439.3	46.1	22.3	6.8	5.9	899.7	929.5
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97								
	%	%	%	%	%	%	%	%
Mining	6.0	4.0	5.5	0.0	0.0	0.0	5.2	5.5
Manufacturing	3.7	4.7	0.7	0.2	1.3	-2.0	3.5	3.4
Construction	2.2	6.1	4.3	0.7	5.5	5.5	3.5	3.5
Wholesale trade	-0.7	3.1	3.5	3.2	6.4	1.7	1.7	1.9
Retail trade	-0.5	1.6	3.0	2.7	2.6	6.7	0.8	0.8
Accommodation, cafes and restaurants	1.6	3.1	2.8	4.1	4.0	3.2	2.7	2.8
Transport and storage	0.1	5.7	1.2	2.2	5.5	5.5	1.9	1.9
Finance and insurance	0.4	4.2	4.0	7.3	5.5	5.5	2.9	3.0
Property and business services	7.0	7.7	4.0	3.4	3.7	4.0	7.3	7.1
Education	5.8	8.6	7.6	7.8	8.8	0.0	6.9	7.1
Health and community services	10.4	7.4	9.0	3.9	5.5	8.8	8.3	8.1
Cultural and recreational services	4.7	2.7	1.6	5.5	0.0	0.0	3.8	3.9
Personal and other services	5.3	3.1	7.5	4.0	0.0	0.0	4.5	4.5
Total(c)	2.6	4.4	3.0	2.6	3.4	3.2	3.5	3.5

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: *Unpublished data, Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

2.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1983-84										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	1.0	0.3	2.5	*2.3	4.4	*3.3	63.8	4.8	76.3	
Manufacturing	28.2	24.0	78.9	81.0	112.2	87.6	615.1	359.7	974.8	
Construction	105.4	37.9	77.8	26.4	28.8	17.2	41.1	104.2	191.3	
Wholesale trade	26.0	16.7	80.8	52.1	58.1	36.7	112.9	132.9	340.6	
Retail trade	105.4	89.2	220.9	83.6	60.7	32.8	277.8	304.5	675.8	
Accommodation, cafes and restaurants	7.7	17.0	50.1	44.1	50.6	26.0	43.1	94.2	213.9	
Transport and storage	42.6	12.9	29.8	14.8	21.2	10.2	51.5	44.6	127.5	
Finance and insurance	7.3	2.9	20.2	6.7	10.8	9.9	102.9	26.9	150.5	
Property and business services	42.1	27.3	114.0	52.9	53.0	29.4	99.6	166.9	348.9	
Education	7.2	1.5	9.2	6.6	12.5	11.5	29.0	15.8	68.8	
Health and community services	9.2	18.2	55.2	19.2	33.2	27.1	94.2	74.4	228.9	
Cultural and recreational services	16.5	5.2	22.9	12.3	15.2	9.9	18.5	35.2	78.8	
Personal and other services	27.3	16.4	41.0	11.3	12.1	7.2	15.6	52.3	87.2	
Total(d)	437.5	273.3	825.6	427.3	485.8	317.1	1 588.9	1 452.7	3 644.7	
1993-94										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	4.9	1.0	2.8	2.0	5.2	4.1	45.1	4.8	59.2	
Manufacturing	47.7	25.2	120.9	83.9	115.7	104.2	488.2	424.7	912.9	
Construction	161.4	54.0	124.9	42.7	37.4	15.0	29.3	167.6	249.3	
Wholesale trade	32.2	14.9	119.0	69.3	77.5	50.4	124.8	188.3	441.0	
Retail trade	114.6	79.9	224.8	98.3	77.6	66.2	338.6	323.1	805.5	
Accommodation, cafes and restaurants	13.2	22.8	60.0	61.4	62.5	33.0	89.1	121.4	306.0	
Transport and storage	55.0	12.6	50.5	29.9	26.4	28.1	47.2	80.4	182.1	
Finance and insurance	9.0	3.4	34.3	11.0	16.5	10.6	150.7	45.3	223.1	
Property and business services	81.8	38.5	196.1	91.1	81.2	36.9	153.0	287.2	558.3	
Education	16.2	1.7	16.6	13.8	20.3	19.3	47.4	30.4	117.4	
Health and community services	19.2	16.7	98.6	37.1	48.0	45.9	160.7	135.7	390.3	
Cultural and recreational services	24.9	6.6	27.9	18.0	19.0	12.7	38.8	45.9	116.4	
Personal and other services	47.8	15.3	58.0	18.6	16.6	11.2	26.0	76.6	130.4	
Total(d)	643.7	298.3	1 166.6	595.7	629.4	448.0	1 771.4	1 982.2	4 611.1	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

2.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1994-95										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	3.5	0.5	3.7	2.8	4.7	5.4	58.2	6.5	74.8	
Manufacturing	47.5	23.9	115.4	94.4	127.1	97.8	499.3	434.7	934.0	
Construction	162.2	50.8	140.7	52.0	50.4	13.0	34.9	192.7	291.0	
Wholesale trade	26.6	15.5	121.1	75.9	82.2	49.1	117.2	197.0	445.5	
Retail trade	114.1	96.6	254.8	104.6	89.0	43.5	412.2	359.4	904.1	
Accommodation, cafes and restaurants	12.4	21.8	72.6	63.1	70.2	43.8	102.5	135.7	352.2	
Transport and storage	48.0	12.0	53.4	28.3	26.1	36.5	66.3	81.7	210.6	
Finance and insurance	8.1	2.2	37.8	9.8	17.1	15.8	170.6	47.6	251.1	
Property and business services	96.6	41.1	227.0	80.4	88.7	53.8	176.2	307.4	626.1	
Education	13.5	2.4	19.0	16.3	23.7	19.0	65.4	35.3	143.4	
Health and community services	26.0	19.7	109.0	47.0	53.9	45.2	208.8	156.0	463.9	
Cultural and recreational services	24.4	5.4	34.6	18.8	21.2	17.2	41.0	53.4	132.8	
Personal and other services	47.8	15.2	69.8	22.3	19.5	12.6	33.5	92.1	157.7	
Total(d)	640.5	309.1	1 261.5	616.5	675.2	453.7	1 993.9	2 102.9	5 000.8	
1995-96										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	3.8	0.2	*4.5	*3.7	*3.9	3.9	70.1	8.2	86.1	
Manufacturing	48.4	25.4	114.4	91.0	121.7	108.0	508.3	435.1	943.4	
Construction	172.5	50.4	163.9	43.9	42.2	18.2	42.2	207.8	310.4	
Wholesale trade	26.4	13.7	124.1	80.2	100.3	62.8	112.6	204.3	480.0	
Retail trade	114.0	93.2	275.8	122.0	100.0	51.7	386.7	397.8	936.2	
Accommodation, cafes and restaurants	12.8	24.2	58.1	56.8	67.5	31.5	99.0	114.9	312.9	
Transport and storage	52.8	15.1	56.2	32.9	25.8	34.9	118.6	89.1	268.4	
Finance and insurance	6.9	2.7	41.1	9.6	14.7	14.1	175.7	50.7	255.2	
Property and business services	101.0	44.8	242.6	78.6	73.6	49.8	181.1	321.2	625.7	
Education	15.8	1.9	23.5	21.5	32.5	30.8	81.5	45.0	189.8	
Health and community services	30.9	21.3	139.7	65.0	78.3	76.3	260.7	204.7	620.0	
Cultural and recreational services	28.4	4.9	27.0	16.7	21.5	12.1	40.8	43.7	118.1	
Personal and other services	49.0	14.6	54.1	19.3	18.6	9.1	33.3	73.4	134.4	
Total(d)	670.8	312.9	1 336.4	644.9	705.8	505.7	2 129.8	2 211.0	5 322.6	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

2.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	1996-97									
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	2.6	0.0	*3.8	**2.4	*6.2	6.2	65.5	6.2	84.1	
Manufacturing	52.7	24.1	137.8	103.9	124.4	100.3	494.0	466.4	960.4	
Construction	162.5	41.3	174.9	*39.3	32.7	27.1	54.5	214.2	328.5	
Wholesale trade	25.6	14.3	117.8	78.6	94.6	68.4	121.7	196.4	481.1	
Retail trade	109.1	83.3	306.6	128.3	97.3	61.0	432.4	434.9	1 025.6	
Accommodation, cafes and restaurants	11.7	26.8	67.8	66.0	85.4	40.0	94.5	133.8	353.7	
Transport and storage	48.5	12.9	61.3	*23.7	28.8	27.0	94.4	85.0	235.2	
Finance and insurance	7.5	2.2	33.5	7.4	15.4	20.6	189.6	40.9	266.5	
Property and business services	93.8	42.3	265.0	86.9	95.6	62.1	190.6	351.9	700.2	
Education	15.1	1.8	22.4	17.5	30.4	30.5	93.8	39.9	194.6	
Health and community services	26.8	18.5	144.4	51.2	56.7	59.1	265.7	195.6	577.1	
Cultural and recreational services	27.3	6.1	29.5	18.0	27.4	13.2	43.8	47.5	131.9	
Personal and other services	47.7	16.0	64.3	24.7	21.2	17.3	32.2	89.0	159.7	
Total(d)	640.8	291.6	1 438.8	651.4	719.6	534.2	2 194.2	2 314.9	5 538.2	
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97									
	%	%	%	%	%	%	%	%	%	
Mining	7.6	0.0	3.3	0.3	2.7	5.0	0.2	2.0	0.8	
Manufacturing	4.9	0.0	4.4	1.9	0.8	1.0	-1.7	2.0	-0.1	
Construction	3.4	0.7	6.4	3.1	1.0	3.6	2.2	5.7	4.2	
Wholesale trade	-0.1	-1.2	2.9	3.2	3.8	4.9	0.6	3.0	2.7	
Retail trade	0.3	-0.5	2.6	3.3	3.7	4.9	3.5	2.8	3.3	
Accommodation, cafes and restaurants	3.3	3.6	2.4	3.2	4.1	3.4	6.2	2.7	3.9	
Transport and storage	1.0	0.0	5.7	3.7	2.4	7.8	4.8	5.1	4.8	
Finance and insurance	0.2	-2.1	4.0	0.8	2.8	5.8	4.8	3.3	4.5	
Property and business services	6.4	3.4	6.7	3.9	4.6	5.9	5.1	5.9	5.5	
Education	5.9	1.4	7.1	7.8	7.1	7.8	9.4	7.4	8.3	
Health and community services	8.6	0.1	7.7	7.8	4.2	6.2	8.3	7.7	7.4	
Cultural and recreational services	3.9	1.2	2.0	3.0	4.6	2.2	6.9	2.3	4.0	
Personal and other services	4.4	-0.2	3.5	6.2	4.4	7.0	5.7	4.2	4.8	
All industries(d)	3.0	0.5	4.4	3.3	3.1	4.1	2.5	3.9	3.3	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: *Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.*

CHAPTER 3

STATE PROFILES

INTRODUCTION

This chapter contains detailed data for each State and Territory on the numbers of non-agricultural private sector small businesses and employment. For each State or Territory, data are presented by industry and employer size. Within this chapter the term employer size refers to the number of employees within a business.

NUMBERS OF SMALL BUSINESSES

In 1996–97, the State distribution of small businesses was virtually the same as for larger businesses. As shown in table 3.1, New South Wales, Victoria and Queensland together accounted for 77% of the total number of small businesses in 1996–97. With the exception of the Northern Territory (93%), small businesses accounted for more than 96% of total businesses in all States and Territories.

Growth across States and Territories

Between 1983–84 and 1996–97 the number of small businesses in Australia grew by 56%, representing an average annual growth rate of 3.5%. Among the States, Western Australia (4.9%) and Queensland (4.6%) recorded the highest average annual growth rates, while New South Wales (2.9%) and the Northern Territory (2.6%) had the lowest.

SMALL BUSINESS EMPLOYMENT

In Australia in 1996–97, 50% of all non-agricultural private sector employment came from small business. Across the States, the distribution varied from 48% in Victoria and the Northern Territory to over 56% in both Tasmania and the Australian Capital Territory.

Growth across States and Territories

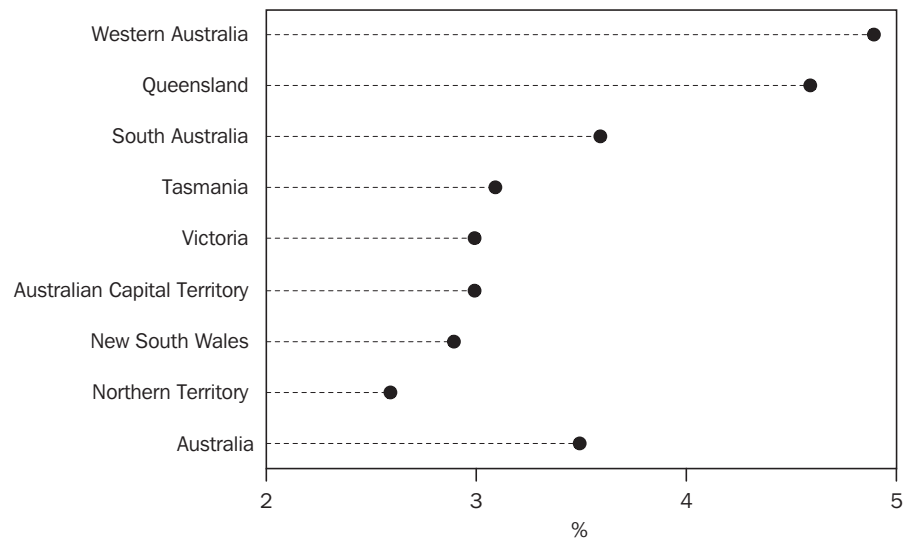
In the 13 years between 1983–84 and 1996–97, the contribution of the small business sector to total non-agricultural private sector employment in Australia rose from just under 50% to just over 50%, representing an average annual growth rate of 3.2%. Across the States, the average annual growth rates were highest in Western Australia (4.3%) and Queensland (3.9%), while Victoria had the lowest growth rate (2.5%).

PERSONS WORKING IN THEIR OWN BUSINESS

In Australia in 1996–97 there were 932,400 persons working in their own business. This category records proprietors and partners of unincorporated businesses. Directors of incorporated companies are recorded as employees. These persons working in their own business accounted for 29% of all small business employment, compared to 33% in 1983–84. Across the States and Territories, the ratios were highest in Western Australia (34%) and Queensland (34%) and lowest in Victoria (26%), New South Wales (26%) and the Northern Territory (22%).

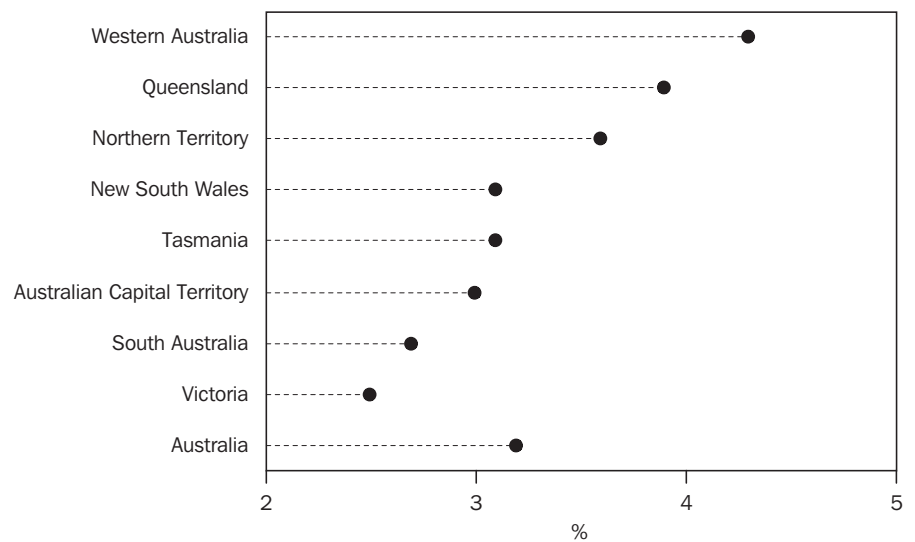
Between 1983–84 and 1996–97 the number of persons working in their own business in Australia grew by 31%, representing an average annual growth rate of 2.1%. Western Australia had the highest average annual growth rate over the 13-year period (4.1%), followed by the Australian Capital Territory (3.4%); Victoria (0.7%) and the Northern Territory (1.5%) had the lowest growth rates.

AVERAGE ANNUAL GROWTH RATE OF SMALL BUSINESSES — 1983–84 TO 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

AVERAGE ANNUAL GROWTH RATE OF SMALL BUSINESS EMPLOYMENT — 1983–84 TO 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.1

SMALL BUSINESSES(a) AND PERSONS EMPLOYED, BY STATE AND TERRITORY

State and Territory	Businesses					Employment		
	Small businesses			Small businesses			All businesses	
	Number	Proportion of all businesses	All businesses	Persons working in own business(b)	Private sector employees	Total employment		Proportion of all businesses
'000	%	'000	'000	'000	'000	%	'000	
1983-84								
New South Wales	206.8	97.0	213.2	236.9	520.7	757.6	48.8	1 551.0
Victoria	151.0	96.5	156.4	187.2	390.3	577.5	48.1	1 200.7
Queensland	95.0	97.0	97.9	132.6	220.7	353.3	53.4	661.9
South Australia	45.2	95.8	47.2	55.2	118.6	173.8	48.0	362.2
Western Australia	52.1	96.8	53.8	67.5	129.0	196.5	50.9	386.1
Tasmania	14.1	96.6	14.6	17.7	37.6	55.3	51.2	108.1
Northern Territory	4.6	95.8	4.8	5.0	12.1	17.1	53.8	31.8
Australian Capital Territory	8.7	96.7	9.0	8.7	23.7	32.4	60.3	53.7
Australia	577.5	96.7	596.9	710.8	1 452.7	2163.5	49.7	4 355.5
1993-94								
New South Wales	278.1	97.0	286.6	298.8	696.9	995.7	52.1	1 910.0
Victoria	196.8	96.5	204.0	215.1	495.6	710.7	50.5	1 406.8
Queensland	153.0	97.6	156.8	195.9	361.7	557.6	57.1	976.1
South Australia	66.6	96.7	68.9	80.3	143.4	223.7	50.1	446.9
Western Australia	82.2	97.0	84.7	106.4	184.7	291.1	53.4	545.4
Tasmania	21.2	96.8	21.9	25.9	52.3	78.2	56.5	138.3
Northern Territory	6.3	95.5	6.6	7.0	16.7	23.7	49.5	47.9
Australian Capital Territory	12.4	94.7	13.1	12.6	30.9	43.5	53.2	81.7
Australia	816.6	96.9	842.6	942.0	1 982.2	2 924.2	52.7	5 553.1
1994-95								
New South Wales	283.2	96.9	292.4	290.8	716.9	1 007.7	49.2	2 048.7
Victoria	218.8	96.5	226.8	221.1	562.9	784.0	50.4	1 555.1
Queensland	167.0	97.3	171.6	203.2	367.1	570.3	54.6	1 043.6
South Australia	70.4	97.0	72.6	78.0	160.5	238.5	51.9	459.6
Western Australia	91.1	97.1	93.8	111.5	190.8	302.3	52.2	579.5
Tasmania	20.2	97.6	20.7	24.3	52.8	77.1	58.2	132.4
Northern Territory	6.1	92.4	6.6	6.6	18.1	24.7	49.1	50.3
Australian Capital Territory	13.3	95.7	13.9	14.1	33.8	47.9	59.0	81.2
Australia	870.1	96.8	898.4	949.6	2 102.9	3 052.5	51.3	5 950.4

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

...continued

3.1

SMALL BUSINESSES(a) AND PERSONS EMPLOYED, BY STATE AND TERRITORY — *continued*

State and Territory	Businesses					Employment		
	Small businesses		All businesses	Persons working in own business(b)	Private sector employees	Small businesses		All businesses
	Number	Proportion of all businesses				Total employment	Proportion of all businesses	
1995-96								
	'000	%	'000	'000	'000	'000	%	'000
New South Wales	296.0	96.7	306.2	314.5	769.5	1 084.0	49.4	2 194.2
Victoria	225.2	96.6	233.1	223.7	567.5	791.2	49.2	1 608.0
Queensland	169.5	97.0	174.8	201.9	383.4	585.3	53.0	1 104.3
South Australia	71.3	96.4	74.0	79.7	173.9	253.6	51.7	490.5
Western Australia	96.8	97.2	99.6	119.3	205.7	325.0	50.7	640.4
Tasmania	20.4	97.1	21.0	24.4	56.6	81.0	58.5	138.5
Northern Territory	6.7	94.4	7.1	6.8	19.1	25.9	52.7	49.1
Australian Capital Territory	13.1	96.3	13.6	13.4	35.3	48.7	59.9	81.3
Australia	899.0	96.7	929.4	983.7	2 211.0	3 194.7	50.7	6 306.3
1996-97								
	'000	%	'000	'000	'000	'000	%	'000
New South Wales	299.9	97.0	309.3	293.1	833.0	1 126.1	50.0	2 251.6
Victoria	220.5	96.3	228.9	203.8	590.4	794.2	47.6	1 669.2
Queensland	171.2	97.2	176.1	200.1	383.5	583.6	52.1	1 119.7
South Australia	71.2	97.0	73.4	77.6	168.0	245.6	51.8	474.0
Western Australia	96.8	96.9	99.9	114.3	226.7	341.0	51.2	666.2
Tasmania	21.0	96.3	21.8	24.0	57.9	81.9	55.6	147.4
Northern Territory	6.4	92.8	6.9	6.1	21.1	27.2	48.0	56.7
Australian Capital Territory	12.7	96.2	13.2	13.4	34.3	47.7	55.6	85.8
Australia	899.7	96.8	929.5	932.4	2 314.9	3 247.3	50.2	6 470.6
Average annual rate of change 1983-84 to 1996-97								
	%	..	%	%	%	%	..	%
New South Wales	2.9	..	2.9	1.7	3.7	3.1	..	2.9
Victoria	3.0	..	3.0	0.7	3.2	2.5	..	2.6
Queensland	4.6	..	4.6	3.2	4.3	3.9	..	4.1
South Australia	3.6	..	3.5	2.7	2.7	2.7	..	2.1
Western Australia	4.9	..	4.9	4.1	4.4	4.3	..	4.3
Tasmania	3.1	..	3.1	2.4	3.4	3.1	..	2.4
Northern Territory	2.6	..	2.8	1.5	4.4	3.6	..	4.5
Australian Capital Territory	3.0	..	3.0	3.4	2.9	3.0	..	3.7
Australia	3.5	..	3.5	2.1	3.6	3.2	..	3.1

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.2

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	0.2	*0.1	0.0	0.0	0.0	0.4	0.4
Manufacturing	5.5	7.3	1.9	1.5	0.3	0.5	16.5	17.0
Construction	26.4	9.0	0.6	0.3	0.1	0.1	36.0	36.5
Wholesale trade	6.4	8.1	1.4	0.7	0.2	0.2	15.9	17.0
Retail trade	23.7	24.0	2.4	0.7	0.2	0.1	50.1	51.1
Accommodation, cafes and restaurants	2.1	4.1	1.3	0.6	0.1	0.1	7.5	8.3
Transport and storage	11.6	3.6	0.5	0.2	0.1	0.1	15.7	16.1
Finance and insurance	1.6	3.1	0.2	0.1	0.1	0.1	4.9	5.2
Property and business services	9.5	16.7	1.6	0.5	0.2	0.1	27.8	28.6
Education	1.6	1.0	0.1	0.1	0.0	0.0	2.7	2.8
Health and community services	2.2	6.9	0.2	0.4	0.1	0.1	9.3	9.9
Cultural and recreational services	4.5	2.9	0.3	0.1	0.0	0.0	7.7	7.8
Personal and other services	6.8	4.5	0.2	0.1	0.0	0.0	11.5	11.6
Total(c)	102.4	91.7	10.9	5.4	1.4	1.4	206.8	213.2
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	*1.7	*0.2	*0.1	0.0	0.0	0.0	*2.0	2.0
Manufacturing	10.1	10.0	2.2	1.4	*0.6	0.5	24.3	24.8
Construction	35.6	15.9	*1.6	*0.6	*0.1	0.0	53.1	53.8
Wholesale trade	8.1	9.9	1.3	1.0	*0.4	0.2	19.3	20.9
Retail trade	24.0	22.7	2.7	*0.9	*0.3	0.2	49.4	50.8
Accommodation, cafes and restaurants	3.0	5.2	1.6	0.9	0.1	0.2	9.8	11.0
Transport and storage	12.9	6.5	*0.6	*0.2	0.1	0.1	20.0	20.4
Finance and insurance	2.0	5.2	0.2	0.2	0.1	0.1	7.4	7.8
Property and business services	15.0	28.2	2.2	0.9	0.2	0.1	45.4	46.6
Education	3.5	1.5	0.3	0.1	0.1	0.1	5.3	5.6
Health and community services	4.6	10.3	*0.7	0.3	*0.2	0.2	15.6	16.3
Cultural and recreational services	5.3	3.6	0.4	0.2	0.0	0.0	9.3	9.5
Personal and other services	10.1	6.0	0.4	0.1	0.0	0.0	16.5	16.6
Total(c)	136.6	125.3	14.2	6.6	2.1	1.8	278.1	286.6

(a) See Introduction — Statistical Units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.2

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1994-95								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.8	0.2	0.0	0.1	0.0	0.0	1.0	1.1
Manufacturing	9.8	10.3	2.3	1.7	0.3	0.5	24.4	24.9
Construction	29.9	18.7	1.6	0.6	0.0	0.1	50.2	50.9
Wholesale trade	6.6	10.1	1.9	0.9	0.3	0.2	18.6	20.0
Retail trade	20.7	21.5	2.6	1.1	0.2	0.2	44.8	46.3
Accommodation, cafes and restaurants	3.1	5.7	1.8	0.9	0.2	0.1	10.6	11.8
Transport and storage	7.5	5.3	0.7	0.4	0.1	0.1	13.5	14.1
Finance and insurance	1.7	5.9	0.2	0.2	0.1	0.2	7.8	8.3
Property and business services	18.9	33.1	1.8	0.8	0.2	0.3	53.8	55.1
Education	3.6	2.0	0.4	0.0	0.1	0.1	6.0	6.2
Health and community services	7.2	11.9	1.3	0.2	0.2	0.2	20.4	21.0
Cultural and recreational services	6.4	4.1	0.5	0.2	0.1	0.0	11.0	11.3
Personal and other services	10.5	7.0	0.6	0.1	0.0	0.0	18.1	18.2
Total(c)	129.3	136.1	15.8	7.2	1.9	2.1	283.2	292.4
1995-96								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	1.3	*0.3	0.0	0.0	0.0	0.0	1.6	1.6
Manufacturing	7.7	9.1	2.3	1.5	0.4	0.4	21.0	21.4
Construction	34.1	19.9	*1.0	**0.7	0.1	0.0	55.0	55.8
Wholesale trade	7.6	11.2	1.9	1.3	0.4	0.2	20.7	22.6
Retail trade	19.0	23.1	2.9	1.4	0.2	0.1	45.0	46.7
Accommodation, cafes and restaurants	2.4	5.9	1.9	0.8	0.2	0.1	10.2	11.3
Transport and storage	9.7	5.2	*1.0	**0.2	0.1	*0.1	15.9	16.3
Finance and insurance	1.0	5.7	0.2	0.1	*0.1	0.2	6.9	7.3
Property and business services	18.5	36.1	1.9	0.7	0.2	0.2	56.5	57.6
Education	4.2	2.8	0.5	0.1	0.1	0.1	7.5	7.8
Health and community services	7.1	15.6	1.9	*0.6	0.4	0.3	24.6	25.9
Cultural and recreational services	6.9	2.7	0.5	0.2	0.0	0.1	10.1	10.4
Personal and other services	12.3	4.6	0.5	0.1	0.0	0.0	17.4	17.5
Total(c)	133.9	143.6	16.6	8.0	2.2	1.9	296.0	306.2

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.2

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
	1996-97							
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.6	*0.2	0.0	0.0	0.0	0.0	0.8	0.8
Manufacturing	10.4	11.4	2.5	1.1	0.4	0.4	25.8	26.2
Construction	28.4	21.6	*1.1	*0.2	**0.1	0.0	51.1	51.4
Wholesale trade	5.7	11.0	2.3	1.4	*0.4	0.2	19.0	21.0
Retail trade	19.1	27.7	2.9	*0.8	*0.2	0.2	49.7	50.9
Accommodation, cafes and restaurants	1.5	6.7	1.8	0.9	0.2	0.1	10.0	11.2
Transport and storage	9.4	*5.2	*0.5	*0.3	0.1	*0.1	15.1	15.6
Finance and insurance	1.6	4.3	0.3	0.1	0.1	0.1	6.2	6.5
Property and business services	18.5	40.5	2.4	0.9	0.3	0.2	61.4	62.8
Education	3.4	2.9	0.5	0.1	0.1	0.1	6.8	7.1
Health and community services	5.2	15.5	*1.3	0.4	*0.3	0.3	22.0	23.0
Cultural and recreational services	6.0	4.3	0.5	0.2	0.1	0.0	10.8	11.1
Personal and other services	10.8	6.0	0.5	0.1	0.1	0.0	17.3	17.5
Total(c)	123.6	158.3	16.5	6.6	2.4	1.9	299.9	309.3
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97							
	%	%	%	%	%	%	%	%
Mining	14.8	0.0	0.0	0.0	0.0	0.0	5.5	5.5
Manufacturing	5.0	3.5	2.1	-2.4	2.2	-1.7	3.5	3.4
Construction	0.6	7.0	4.8	-3.1	0.0	0.0	2.7	2.7
Wholesale trade	-0.9	2.4	3.9	5.5	5.5	0.0	1.4	1.6
Retail trade	-1.6	1.1	1.5	1.0	0.0	5.5	-0.1	0.0
Accommodation, cafes and restaurants	-2.6	3.9	2.5	3.2	5.5	0.0	2.2	2.3
Transport and storage	-1.6	2.9	0.0	3.2	0.0	0.0	-0.3	-0.2
Finance and insurance	0.0	2.5	3.2	0.0	0.0	0.0	1.8	1.7
Property and business services	5.3	7.1	3.2	4.6	3.2	5.5	6.3	6.2
Education	6.0	8.5	13.2	0.0	0.0	0.0	7.4	7.4
Health and community services	6.8	6.4	15.5	0.0	8.8	8.8	6.8	6.7
Cultural and recreational services	2.2	3.1	4.0	5.5	0.0	0.0	2.6	2.8
Personal and other services	3.6	2.2	7.3	0.0	0.0	0.0	3.2	3.2
Total(c)	1.5	4.3	3.2	1.6	4.2	2.4	2.9	2.9

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.3

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1983-84										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.1	0.0	0.8	0.9	1.1	1.3	21.5	1.7	25.6	
Manufacturing	8.0	6.6	30.3	26.2	42.8	26.3	222.5	125.6	348.1	
Construction	37.9	11.2	26.4	7.9	8.5	5.3	15.8	34.3	63.9	
Wholesale trade	9.2	6.6	31.0	18.7	20.3	15.9	46.8	49.7	132.7	
Retail trade	35.0	27.7	80.3	30.7	19.9	10.1	96.3	111.0	237.3	
Accommodation, cafes and restaurants	3.0	7.5	18.5	17.0	18.9	8.2	17.4	35.5	80.0	
Transport and storage	16.9	3.8	10.3	5.6	6.8	4.1	20.4	15.9	47.2	
Finance and insurance	2.3	0.9	8.5	2.8	3.4	3.4	49.0	11.3	67.1	
Property and business services	14.1	10.4	53.1	21.0	17.0	9.5	39.8	74.1	140.4	
Education	2.4	0.6	3.6	1.2	2.5	3.2	13.5	4.8	24.0	
Health and community services	3.5	6.1	21.1	4.7	11.2	9.4	38.2	25.8	84.6	
Cultural and recreational services	6.6	2.1	8.7	4.1	4.5	2.4	8.5	12.8	28.2	
Personal and other services	9.6	3.7	14.2	3.4	4.1	2.3	5.7	17.6	29.7	
Total(d)	149.4	87.5	307.1	144.5	161.4	101.5	599.6	520.7	1 314.1	
1993-94										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	*2.6	*0.6	*0.6	*1.2	*1.0	*0.9	12.2	*1.8	15.9	
Manufacturing	14.6	8.3	41.5	29.7	42.9	38.8	175.2	152.9	328.1	
Construction	51.2	17.7	47.3	*24.4	*14.8	*3.9	13.9	71.7	104.3	
Wholesale trade	11.7	4.7	39.5	18.5	29.1	*29.1	53.6	58.0	169.8	
Retail trade	35.5	23.9	82.4	32.4	*24.3	*22.4	104.7	114.8	266.2	
Accommodation, cafes and restaurants	4.4	9.6	20.9	22.1	24.5	12.7	37.2	43.0	117.4	
Transport and storage	18.8	4.6	*20.5	*8.4	*7.7	*4.3	17.3	*28.9	58.2	
Finance and insurance	2.8	0.9	14.3	3.6	5.2	4.5	65.9	17.9	93.5	
Property and business services	22.2	15.1	89.1	27.3	25.1	13.0	55.0	116.4	209.5	
Education	5.3	0.6	5.9	2.4	2.2	5.4	19.7	8.3	35.6	
Health and community services	7.4	5.7	33.8	*8.6	9.3	*15.7	55.6	42.4	123.0	
Cultural and recreational services	7.8	2.9	10.0	5.4	5.8	3.9	18.9	15.4	44.0	
Personal and other services	14.3	4.7	18.6	5.3	4.3	4.0	8.7	23.9	40.9	
Total(d)	199.5	99.3	425.3	189.9	196.5	158.9	640.6	696.9	1 611.2	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.3

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
'000	'000	'000	'000	'000	'000	'000	'000	'000		
	1994-95									
Mining	1.7	0.0	*0.7	*0.7	*2.1	*0.6	15.1	1.4	19.2	
Manufacturing	14.5	6.2	37.7	31.2	47.4	26.6	176.3	142.9	319.2	
Construction	45.7	14.4	45.3	*21.3	*19.5	*2.6	16.7	66.6	105.4	
Wholesale trade	9.9	5.5	37.2	24.4	25.0	21.4	51.7	61.6	159.7	
Retail trade	34.9	31.3	79.3	35.3	30.5	*16.4	147.8	114.6	309.3	
Accommodation, cafes and restaurants	5.3	6.8	26.5	23.4	26.9	15.2	37.2	49.9	129.2	
Transport and storage	12.6	3.9	16.3	*8.0	*9.7	6.2	20.9	24.3	61.1	
Finance and insurance	1.9	0.6	15.5	2.9	5.0	7.0	79.9	18.4	110.3	
Property and business services	27.7	14.5	99.5	23.5	24.6	19.4	68.8	123.0	235.8	
Education	4.6	0.7	7.2	4.7	1.7	5.2	29.3	11.9	48.1	
Health and community services	8.8	5.7	38.0	16.5	*7.6	15.2	79.8	54.5	157.1	
Cultural and recreational services	9.0	2.2	12.2	6.1	6.4	4.7	18.3	18.3	47.7	
Personal and other services	13.6	4.6	21.4	7.4	4.3	3.8	11.7	28.8	48.6	
Total(d)	193.6	97.2	437.4	205.5	211.3	144.8	758.9	716.9	1 757.9	
	1995-96									
Mining	2.2	0.0	*0.9	**0.2	**1.9	*0.9	17.0	1.1	20.9	
Manufacturing	13.3	6.7	36.0	32.6	43.6	34.9	168.8	147.1	315.9	
Construction	57.9	16.3	58.6	*14.8	*19.6	*8.3	14.2	73.4	115.5	
Wholesale trade	12.2	4.2	42.5	25.3	37.2	26.8	48.5	67.8	180.3	
Retail trade	32.1	34.0	89.6	37.1	37.9	13.9	132.0	126.7	310.5	
Accommodation, cafes and restaurants	4.4	7.5	19.7	24.2	23.5	11.5	34.8	43.9	113.7	
Transport and storage	16.2	5.7	13.4	*11.3	**8.3	8.9	50.0	24.7	91.9	
Finance and insurance	1.4	0.6	16.8	3.2	4.2	6.9	80.8	20.0	111.9	
Property and business services	26.2	15.4	106.5	25.8	20.5	18.8	69.4	132.3	241.0	
Education	6.6	0.4	8.9	6.6	3.5	9.6	34.4	15.5	63.0	
Health and community services	9.4	7.1	48.9	24.2	*15.2	28.6	95.1	73.1	212.0	
Cultural and recreational services	9.7	1.8	8.9	6.2	5.6	3.6	17.5	15.1	41.8	
Personal and other services	15.9	4.3	15.5	7.5	3.8	2.8	11.3	23.0	40.9	
Total(d)	210.2	104.3	470.3	220.7	227.8	176.4	784.5	769.5	1 879.7	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993 (Cat. no. 1292.0)*.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.3

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — NEW SOUTH WALES — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1996-97										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	1.0	0.0	*0.8	**0.2	**1.0	1.0	15.4	1.0	18.4	
Manufacturing	18.0	6.8	48.2	37.2	34.2	31.9	142.6	151.5	294.1	
Construction	48.3	12.5	70.1	*14.3	*7.5	*10.9	14.3	84.4	117.1	
Wholesale trade	9.1	4.5	44.2	31.4	43.2	*31.0	53.8	75.6	203.6	
Retail trade	32.2	28.5	101.5	40.8	24.2	*18.0	150.4	142.3	334.9	
Accommodation, cafes and restaurants	2.8	11.8	28.8	25.3	28.4	14.5	35.5	54.1	132.5	
Transport and storage	15.7	4.4	*14.7	*7.2	*8.9	9.6	39.7	21.9	80.1	
Finance and insurance	2.2	0.8	12.7	3.5	3.2	9.5	88.1	16.2	117.0	
Property and business services	26.2	15.4	119.5	32.3	28.6	23.4	80.3	151.8	284.1	
Education	5.3	0.8	8.6	5.5	4.5	6.9	40.0	14.1	65.5	
Health and community services	7.0	5.8	53.0	*17.0	12.9	20.3	102.7	70.0	205.9	
Cultural and recreational services	8.3	1.6	11.7	5.7	5.2	4.4	13.8	17.4	40.8	
Personal and other services	14.0	5.6	20.8	6.1	4.1	4.6	11.1	26.9	46.7	
Total(d)	194.0	99.1	538.0	228.9	206.9	186.5	798.2	833.0	1 958.5	
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97										
	%	%	%	%	%	%	%	%	%	
Mining	19.4	0.0	0.0	-10.9	-0.7	-2.0	-2.5	-4.0	-2.5	
Manufacturing	6.4	0.2	3.6	2.7	-1.7	1.5	-3.4	1.5	-1.3	
Construction	1.9	0.8	7.8	4.7	-1.0	5.7	-0.8	7.2	4.8	
Wholesale trade	-0.1	-2.9	2.8	4.1	6.0	5.3	1.1	3.3	3.3	
Retail trade	-0.6	0.2	1.8	2.2	1.5	4.5	3.5	1.9	2.7	
Accommodation, cafes and restaurants	-0.5	3.5	3.5	3.1	3.2	4.5	5.6	3.3	4.0	
Transport and storage	-0.6	1.1	2.8	2.0	2.1	6.8	5.3	2.5	4.2	
Finance and insurance	-0.3	-0.9	3.1	1.7	-0.5	8.2	4.6	2.8	4.4	
Property and business services	4.9	3.1	6.4	3.4	4.1	7.2	5.5	5.7	5.6	
Education	6.3	2.2	6.9	12.4	4.6	6.1	8.7	8.6	8.0	
Health and community services	5.5	-0.4	7.3	10.4	1.1	6.1	7.9	8.0	7.1	
Cultural and recreational services	1.8	-2.1	2.3	2.6	1.1	4.8	3.8	2.4	2.9	
Personal and other services	2.9	3.2	3.0	4.6	0.0	5.5	5.3	3.3	3.5	
Total(d)	2.0	1.0	4.4	3.6	1.9	4.8	2.2	3.7	3.1	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.4

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.0	0.1	0.0	0.0	0.0	0.0	0.1	0.1
Manufacturing	6.2	5.4	1.9	1.1	0.5	0.6	15.1	15.7
Construction	21.3	7.9	0.5	0.2	*0.1	0.0	29.7	30.0
Wholesale trade	5.2	4.8	1.1	0.5	0.1	0.1	11.1	11.8
Retail trade	18.0	16.6	1.5	0.7	0.1	0.1	36.1	37.0
Accommodation, cafes and restaurants	1.4	2.7	0.8	0.3	0.1	0.1	4.9	5.4
Transport and storage	7.2	2.2	0.3	0.2	0.0	0.0	9.7	9.9
Finance and insurance	1.7	2.0	0.1	0.1	0.0	0.0	3.8	3.9
Property and business services	6.9	9.0	0.9	0.7	0.1	0.1	16.8	17.7
Education	1.4	0.8	0.2	0.2	0.1	0.0	2.4	2.7
Health and community services	1.4	4.8	0.4	0.4	0.1	0.0	6.6	7.1
Cultural and recreational services	3.2	2.1	0.2	0.1	0.0	0.0	5.5	5.6
Personal and other services	5.0	3.5	0.2	0.1	0.0	0.0	8.7	8.8
Total(c)	79.4	61.8	8.2	4.6	1.3	1.1	151.0	156.4
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.3	*0.1	0.0	0.0	0.0	0.0	0.4	0.4
Manufacturing	7.6	9.2	1.6	0.9	0.4	0.4	19.7	20.1
Construction	26.0	8.8	0.4	*0.2	0.0	0.0	35.2	35.4
Wholesale trade	6.1	7.7	*2.2	0.9	0.1	0.1	16.0	17.1
Retail trade	19.3	16.7	*1.7	*0.8	*0.3	0.1	37.7	38.9
Accommodation, cafes and restaurants	1.9	3.2	0.7	0.5	0.1	0.1	5.8	6.5
Transport and storage	7.8	3.4	*0.6	*0.2	0.2	0.1	11.8	12.3
Finance and insurance	1.7	2.9	0.2	0.1	0.1	0.1	4.8	5.1
Property and business services	13.0	13.6	1.7	0.7	*0.2	0.2	28.3	29.4
Education	3.4	1.3	0.5	0.4	0.1	0.1	5.2	5.8
Health and community services	2.8	7.2	1.1	0.7	*0.2	0.1	11.1	12.1
Cultural and recreational services	4.2	2.5	*0.2	*0.2	0.1	0.0	6.9	7.2
Personal and other services	8.2	4.9	0.4	0.2	0.0	0.0	13.5	13.7
Total(c)	102.5	81.7	11.3	5.7	1.6	1.2	196.8	204.0

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.4

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1994-95								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2
Manufacturing	8.6	10.0	2.4	0.9	0.4	0.4	22.3	22.7
Construction	25.7	13.7	0.8	0.4	0.0	0.0	40.2	40.6
Wholesale trade	4.0	8.4	2.0	1.0	0.1	0.1	14.4	15.6
Retail trade	17.0	19.7	2.4	0.5	0.1	0.1	39.1	39.8
Accommodation, cafes and restaurants	1.9	3.8	0.9	0.5	0.2	0.0	6.6	7.3
Transport and storage	6.5	4.7	0.8	0.4	0.2	0.1	12.0	12.7
Finance and insurance	2.0	3.9	0.2	0.1	0.1	0.1	6.1	6.4
Property and business services	15.0	18.8	1.8	0.7	0.2	0.2	35.6	36.7
Education	2.4	1.6	0.4	0.5	0.1	0.1	4.4	5.1
Health and community services	4.0	9.1	0.8	0.7	0.2	0.1	13.9	14.9
Cultural and recreational services	3.8	3.0	0.3	0.2	0.1	0.0	7.1	7.4
Personal and other services	9.3	5.8	0.4	0.2	0.0	0.0	15.5	15.7
Total(c)	101.3	103.0	13.2	6.3	1.7	1.3	218.8	226.8
1995-96								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	*0.1	**0.0	0.0	0.0	0.0	0.2	0.2
Manufacturing	7.8	10.3	1.8	1.2	0.4	0.5	21.5	22.0
Construction	22.5	13.2	*1.1	*0.2	0.0	0.0	36.8	37.0
Wholesale trade	3.3	8.6	*1.7	*1.0	0.2	0.1	13.6	14.9
Retail trade	16.9	19.5	*2.3	*0.5	*0.1	0.2	38.7	39.5
Accommodation, cafes and restaurants	1.9	3.8	0.8	0.6	0.1	0.1	6.5	7.3
Transport and storage	8.6	5.9	*0.8	*0.4	**0.2	*0.1	15.3	16.0
Finance and insurance	1.1	4.0	0.2	0.1	0.1	0.1	5.3	5.6
Property and business services	17.6	21.8	1.5	0.5	0.2	0.1	40.9	41.7
Education	1.9	2.2	0.6	0.5	0.1	0.0	4.7	5.3
Health and community services	4.9	11.6	*1.2	*0.9	*0.3	0.1	17.7	19.0
Cultural and recreational services	4.7	2.2	*0.3	*0.2	0.0	0.0	7.2	7.4
Personal and other services	9.8	3.9	0.4	0.2	0.0	0.0	14.1	14.3
Total(c)	102.4	108.5	12.7	6.3	1.7	1.5	225.2	233.1

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.4

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1996-97								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	*0.1	0.0	0.0	0.0	0.0	0.2	0.2
Manufacturing	7.0	11.1	2.1	1.4	0.5	0.5	22.1	22.6
Construction	21.2	16.9	*0.6	*0.4	**0.1	*0.1	38.7	39.3
Wholesale trade	3.3	9.1	*1.2	*0.5	*0.2	0.1	13.6	14.4
Retail trade	16.2	20.5	*2.0	*0.9	**0.1	0.2	38.7	39.9
Accommodation, cafes and restaurants	1.7	3.8	0.7	0.8	0.1	0.1	6.2	7.2
Transport and storage	5.4	6.3	**0.6	**0.3	*0.1	0.1	12.3	12.8
Finance and insurance	1.0	3.1	0.1	0.1	0.1	0.1	4.2	4.5
Property and business services	13.9	23.8	1.3	1.0	0.2	0.1	39.0	40.3
Education	1.7	1.7	0.5	0.4	0.1	0.1	3.9	4.5
Health and community services	5.2	10.7	*1.0	0.6	*0.2	*0.3	16.9	18.0
Cultural and recreational services	4.9	2.0	*0.2	*0.3	0.0	0.0	7.1	7.4
Personal and other services	9.9	4.9	0.4	0.2	0.1	0.0	15.2	15.5
Total(c)	93.0	114.9	10.7	6.9	1.7	1.7	220.5	228.9
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97								
	%	%	%	%	%	%	%	%
Mining	0.0	0.0	0.0	0.0	0.0	0.0	5.5	5.5
Manufacturing	0.9	5.7	0.8	1.9	0.0	-1.4	3.0	2.8
Construction	0.0	6.0	1.4	5.5	0.0	0.0	2.1	2.1
Wholesale trade	-3.4	5.0	0.7	0.0	5.5	0.0	1.6	1.5
Retail trade	-0.8	1.6	2.2	2.0	0.0	5.5	0.5	0.6
Accommodation, cafes and restaurants	1.5	2.7	-1.0	7.8	0.0	0.0	1.8	2.2
Transport and storage	-2.2	8.4	5.5	3.2	0.0	0.0	1.8	2.0
Finance and insurance	-4.0	3.4	0.0	0.0	0.0	0.0	0.8	1.1
Property and business services	5.5	7.8	2.9	2.8	5.5	0.0	6.7	6.5
Education	1.5	6.0	7.3	5.5	0.0	0.0	3.8	4.0
Health and community services	10.6	6.4	7.3	3.2	5.5	0.0	7.5	7.4
Cultural and recreational services	3.3	-0.4	0.0	8.8	0.0	0.0	2.0	2.2
Personal and other services	5.4	2.6	5.5	5.5	0.0	0.0	4.4	4.5
Total(c)	1.2	4.9	2.1	3.2	2.1	3.4	3.0	3.0

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1983-84										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.0	0.0	0.4	*0.3	*0.6	0.2	2.7	0.7	4.2	
Manufacturing	9.0	8.5	23.1	26.9	34.1	34.3	220.7	118.4	339.1	
Construction	30.8	9.0	22.1	6.8	5.9	*4.0	9.8	28.9	48.6	
Wholesale trade	7.5	5.2	18.1	15.0	16.4	9.6	32.0	33.1	91.1	
Retail trade	26.8	23.2	56.2	21.5	20.4	*7.3	76.0	77.7	181.4	
Accommodation, cafes and restaurants	2.1	3.1	11.6	11.0	12.2	5.8	14.2	22.6	54.8	
Transport and storage	10.6	3.3	7.1	*3.0	7.4	*2.6	11.4	10.1	31.5	
Finance and insurance	2.5	0.6	5.3	1.8	2.8	2.6	25.0	7.1	37.5	
Property and business services	10.3	6.6	27.5	13.8	16.1	8.6	28.4	41.3	94.4	
Education	2.2	0.5	2.9	2.6	6.9	4.6	6.5	5.5	23.5	
Health and community services	2.3	4.9	15.8	5.6	12.4	8.3	17.9	21.4	60.0	
Cultural and recreational services	4.8	1.5	6.4	3.2	5.1	2.9	5.1	9.6	22.7	
Personal and other services	7.2	3.8	10.6	3.3	4.0	1.6	4.2	13.9	23.7	
Total(d)	116.9	70.3	207.1	114.8	144.6	92.7	454.3	390.3	1 013.5	
1993-94										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.4	0.0	*0.4	0.0	*0.9	*0.4	*1.4	*0.4	*3.1	
Manufacturing	11.2	*6.4	37.4	23.1	28.7	30.0	148.2	119.2	267.4	
Construction	37.6	11.2	29.0	*7.3	7.0	*3.3	4.2	*36.3	50.8	
Wholesale trade	8.9	3.1	26.4	*27.7	23.9	*8.6	31.1	54.1	117.7	
Retail trade	28.7	19.1	55.8	*23.2	*21.8	*22.8	84.2	79.0	207.8	
Accommodation, cafes and restaurants	2.8	4.0	14.9	10.5	13.6	8.5	15.3	25.4	62.8	
Transport and storage	11.5	*2.3	10.9	*8.3	*5.8	*13.9	16.3	19.2	55.2	
Finance and insurance	2.4	0.5	8.0	3.0	3.8	3.3	47.0	11.0	65.1	
Property and business services	19.4	8.4	41.8	24.0	22.0	*11.1	53.7	65.8	152.6	
Education	5.1	0.4	4.8	7.1	12.4	5.6	11.5	11.9	41.4	
Health and community services	4.5	*3.3	25.6	*15.0	*21.3	9.9	31.7	40.6	103.5	
Cultural and recreational services	6.3	1.4	8.2	3.2	5.8	4.4	5.6	11.4	27.2	
Personal and other services	11.8	4.3	15.2	5.6	*6.2	*2.1	*5.9	20.8	35.0	
Total(d)	150.8	64.3	278.5	158.4	173.8	124.0	457.0	495.6	1 191.7	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
	1994-95									
Mining	0.2	0.1	*0.5	**0.5	0.8	**0.4	*1.3	1.0	3.5	
Manufacturing	12.7	6.7	37.9	30.6	30.1	31.8	162.3	130.4	292.7	
Construction	39.3	9.1	39.3	12.4	9.0	**3.0	*4.0	51.7	67.7	
Wholesale trade	6.0	2.7	31.5	28.4	26.9	*10.5	30.9	59.9	128.2	
Retail trade	28.6	25.5	65.1	30.8	*13.3	*7.4	105.0	95.9	221.6	
Accommodation, cafes and restaurants	3.3	3.8	16.5	11.9	14.4	12.6	18.4	28.4	73.8	
Transport and storage	10.9	2.1	12.4	*9.3	*11.4	*19.2	21.8	21.7	74.1	
Finance and insurance	2.2	0.6	9.3	3.2	4.2	*5.2	50.0	12.5	71.9	
Property and business services	21.9	8.9	51.3	25.0	25.2	17.0	57.7	76.3	176.2	
Education	3.0	0.7	5.2	5.3	13.5	6.8	12.7	10.5	43.5	
Health and community services	4.8	3.5	26.9	*10.9	*23.2	11.7	33.4	37.8	106.1	
Cultural and recreational services	5.3	0.6	9.5	*3.7	*6.2	6.4	6.7	13.2	32.5	
Personal and other services	12.0	4.4	17.4	5.3	6.7	2.5	6.5	22.7	38.4	
Total(d)	152.1	69.0	323.4	177.6	185.6	134.7	512.7	562.9	1 334.0	
	1995-96									
Mining	0.2	0.0	*0.5	**0.1	**0.5	**0.3	*1.7	0.6	3.1	
Manufacturing	13.5	6.5	38.2	*24.3	*37.8	*31.3	172.6	131.6	304.2	
Construction	38.2	8.7	34.2	*12.3	*5.5	*3.5	8.0	46.5	63.5	
Wholesale trade	5.3	2.6	31.9	*24.9	*24.3	12.6	*32.9	56.8	126.6	
Retail trade	28.6	18.7	63.7	*31.9	*15.3	*11.2	106.9	95.6	229.0	
Accommodation, cafes and restaurants	3.5	6.4	12.8	11.0	13.9	5.3	19.6	23.8	62.6	
Transport and storage	14.4	1.1	16.9	*9.3	*10.8	*16.4	34.1	26.2	87.5	
Finance and insurance	1.6	0.5	10.5	2.6	2.5	3.6	54.5	13.1	73.7	
Property and business services	25.0	9.2	56.7	20.3	15.0	11.6	62.8	77.0	166.4	
Education	3.0	0.7	6.1	7.3	15.0	10.5	15.2	13.4	54.1	
Health and community services	6.5	4.8	32.7	*15.7	26.2	*18.9	40.7	48.4	134.2	
Cultural and recreational services	6.6	0.9	7.2	*3.3	*6.1	2.8	7.2	10.5	26.6	
Personal and other services	12.7	3.2	13.2	4.6	6.5	1.1	7.1	17.8	32.5	
Total(d)	160.5	63.2	329.3	169.1	181.3	130.9	573.7	567.5	1 384.3	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.5

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — VICTORIA — *continued*

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more		
1996-97									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.2	0.0	*0.3	**0.1	**0.6	*0.5	2.5	0.4	4.0
Manufacturing	12.2	5.6	41.0	32.4	44.0	37.7	175.5	155.1	330.6
Construction	36.1	8.1	42.7	*7.0	*10.3	*4.6	*12.2	49.7	76.8
Wholesale trade	5.3	3.1	30.5	*16.1	*14.7	*15.6	26.1	46.6	103.0
Retail trade	27.4	17.9	74.2	*26.7	*26.8	**9.2	116.7	100.9	253.6
Accommodation, cafes and restaurants	3.1	3.9	14.5	9.5	24.6	6.3	18.9	24.0	73.8
Transport and storage	9.1	2.8	19.5	**8.7	*10.0	*8.9	26.9	28.2	74.0
Finance and insurance	1.4	0.6	*7.5	1.4	3.3	4.3	52.8	8.9	69.3
Property and business services	19.7	7.5	*63.9	18.5	28.9	12.4	58.9	82.4	182.6
Education	2.7	0.1	6.0	6.7	14.4	10.6	23.0	12.7	60.7
Health and community services	6.9	4.6	34.4	*13.7	19.4	*15.4	*60.7	48.1	143.6
Cultural and recreational services	6.8	0.9	5.9	*4.1	*11.5	2.2	13.1	10.0	36.8
Personal and other services	12.9	3.2	14.8	4.9	7.0	4.5	8.2	19.7	39.4
Total(d)	145.4	58.4	358.2	150.5	217.1	133.0	606.6	590.4	1 465.4
Average annual rate of change 1983-84 to 1996-97									
	%	%	%	%	%	%	%	%	%
Mining	0.0	0.0	-2.2	-8.1	0.0	7.3	-0.6	-4.2	-0.4
Manufacturing	2.4	-3.2	4.5	1.4	2.0	0.7	-1.7	2.1	-0.2
Construction	1.2	-0.8	5.2	0.2	4.4	1.1	1.7	4.3	3.6
Wholesale trade	-2.6	-3.9	4.1	0.5	-0.8	3.8	-1.6	2.7	0.9
Retail trade	0.2	-2.0	2.2	1.7	2.1	1.8	3.4	2.0	2.6
Accommodation, cafes and restaurants	3.0	1.8	1.7	-1.1	5.5	0.6	2.2	0.5	2.3
Transport and storage	-1.2	-1.3	8.1	8.5	2.3	9.9	6.8	8.2	6.8
Finance and insurance	-4.4	0.0	2.7	-1.9	1.3	3.9	5.9	1.8	4.8
Property and business services	5.1	1.0	6.7	2.3	4.6	2.9	5.8	5.5	5.2
Education	1.6	-11.6	5.8	7.6	5.8	6.6	10.2	6.6	7.6
Health and community services	8.8	-0.5	6.2	7.1	3.5	4.9	9.8	6.4	6.9
Cultural and recreational services	2.7	-3.9	-0.6	1.9	6.5	-2.1	7.5	0.3	3.8
Personal and other services	4.6	-1.3	2.6	3.1	4.4	8.3	5.3	2.7	4.0
Total(d)	1.7	-1.4	4.3	2.1	3.2	2.8	2.2	3.2	2.9

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.6

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.4	*0.1	0.0	0.0	0.0	0.0	0.5	0.5
Manufacturing	3.5	2.8	1.0	0.5	0.1	0.2	7.9	8.1
Construction	10.2	5.8	0.3	0.3	0.0	0.0	16.3	16.6
Wholesale trade	2.8	3.9	0.5	0.3	0.1	0.1	7.2	7.7
Retail trade	12.3	12.6	1.2	0.3	0.1	0.1	26.1	26.6
Accommodation, cafes and restaurants	0.9	2.0	0.6	0.2	0.1	0.0	3.5	3.8
Transport and storage	4.9	2.1	0.2	0.1	0.0	0.0	7.2	7.3
Finance and insurance	0.8	0.8	0.0	0.0	0.0	0.0	1.6	1.6
Property and business services	5.6	4.3	0.7	0.3	0.1	0.1	10.6	11.1
Education	0.7	0.3	0.0	0.0	0.0	0.0	1.0	1.0
Health and community services	0.9	2.5	0.1	0.1	*0.1	0.1	3.5	3.8
Cultural and recreational services	1.5	1.1	0.2	0.1	0.0	0.0	2.8	2.9
Personal and other services	3.4	2.2	0.1	0.0	0.0	0.0	5.7	5.7
Total(c)	48.3	41.1	5.0	2.3	0.6	0.6	95.0	97.9
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.2	0.4	0.0	*0.1	0.0	0.0	0.6	0.7
Manufacturing	6.6	5.2	*0.7	0.9	0.2	0.2	13.6	13.8
Construction	21.2	8.2	*0.5	*0.2	0.0	0.0	29.9	30.1
Wholesale trade	3.9	5.2	0.7	*0.3	*0.1	*0.1	9.8	10.3
Retail trade	14.6	12.1	1.7	*0.5	*0.2	*0.1	28.4	29.2
Accommodation, cafes and restaurants	1.8	2.4	1.2	0.3	0.1	0.1	5.4	5.9
Transport and storage	7.8	2.8	*0.6	*0.2	0.1	0.0	11.2	11.5
Finance and insurance	1.2	1.8	0.1	0.1	0.0	0.0	3.1	3.2
Property and business services	13.0	10.3	*1.8	*0.5	0.0	*0.1	25.1	25.7
Education	1.9	0.8	0.1	0.0	0.0	0.0	2.8	2.8
Health and community services	1.8	5.7	0.5	*0.1	*0.1	0.1	8.0	8.3
Cultural and recreational services	3.1	1.4	0.4	0.1	0.0	0.0	4.9	5.0
Personal and other services	6.0	3.4	0.3	*0.1	0.0	0.0	9.7	9.8
Total(c)	83.5	59.7	8.7	3.3	0.8	0.8	153.0	156.8

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.6

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND — *continued*

Industry division(b)	Employer size group(a)							Total small business	All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more			
1994-95									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	0.2	0.0	0.0	0.0	0.0	0.3	0.3	
Manufacturing	5.9	5.3	0.9	0.6	0.2	0.2	12.9	13.1	
Construction	23.6	11.3	0.7	0.5	0.0	0.0	35.6	36.1	
Wholesale trade	3.7	5.0	0.8	0.3	0.1	0.1	9.5	10.0	
Retail trade	12.6	13.2	1.4	0.6	0.1	0.1	27.2	28.0	
Accommodation, cafes and restaurants	1.2	3.3	1.1	0.3	0.1	0.1	5.6	6.1	
Transport and storage	6.3	3.9	0.4	0.0	0.1	0.0	10.6	10.7	
Finance and insurance	1.9	2.1	0.1	0.1	0.0	0.0	4.1	4.2	
Property and business services	16.0	11.7	1.1	0.5	0.1	0.1	28.8	29.5	
Education	2.0	0.8	0.1	0.0	0.0	0.0	2.9	2.9	
Health and community services	3.8	5.7	0.5	0.2	0.1	0.1	10.0	10.4	
Cultural and recreational services	3.1	2.1	0.4	0.1	0.0	0.0	5.6	5.7	
Personal and other services	7.9	4.3	0.3	0.1	0.0	0.0	12.5	12.6	
Total(c)	89.2	69.2	7.8	3.5	1.1	0.8	167.0	171.6	
1995-96									
	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	*0.1	**0.1	0.0	0.0	0.0	0.2	0.2	
Manufacturing	5.3	5.8	*0.9	*0.4	0.2	0.2	12.6	12.8	
Construction	18.8	13.3	**0.6	*0.2	0.0	0.0	32.7	32.9	
Wholesale trade	2.7	*4.8	1.0	0.4	*0.2	0.0	8.5	9.1	
Retail trade	14.6	14.6	1.9	*0.8	*0.2	0.1	31.1	32.2	
Accommodation, cafes and restaurants	1.3	3.8	1.0	0.6	0.1	0.1	6.1	6.9	
Transport and storage	6.7	4.1	**0.3	**0.1	**0.1	0.0	11.1	11.3	
Finance and insurance	1.3	1.8	*0.1	0.1	0.0	0.0	3.2	3.3	
Property and business services	16.6	12.6	*1.1	0.4	0.1	0.0	30.3	30.8	
Education	1.5	1.2	0.1	0.1	0.1	0.1	2.8	3.1	
Health and community services	5.0	8.1	*0.5	*0.4	*0.2	0.2	13.6	14.4	
Cultural and recreational services	3.8	1.9	*0.4	*0.2	*0.0	0.0	6.1	6.3	
Personal and other services	5.8	3.5	0.1	0.1	0.0	0.0	9.4	9.5	
Total(c)	84.8	76.1	8.0	3.7	1.3	0.9	169.5	174.8	

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.6

BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
	1996-97							
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	*0.2	**0.1	0.0	0.0	0.0	0.4	0.4
Manufacturing	5.1	6.4	0.8	*0.6	*0.1	0.2	13.0	13.2
Construction	20.5	12.1	**0.9	**0.1	*0.1	*0.1	33.5	33.8
Wholesale trade	2.8	*4.1	*0.9	*0.6	*0.1	0.1	7.8	8.6
Retail trade	13.4	16.2	1.4	*0.8	*0.2	*0.1	31.0	32.1
Accommodation, cafes and restaurants	1.5	2.6	1.0	0.5	0.1	0.1	5.1	5.8
Transport and storage	7.1	4.8	**0.1	**0.1	0.0	0.0	12.0	12.1
Finance and insurance	1.3	1.8	0.0	0.1	0.0	0.0	3.1	3.2
Property and business services	15.5	12.9	**1.2	0.3	*0.1	0.1	29.6	30.1
Education	2.0	1.2	0.1	0.1	0.1	0.1	3.3	3.6
Health and community services	3.9	8.6	*0.5	**0.2	*0.2	0.1	13.0	13.5
Cultural and recreational services	4.5	2.0	*0.3	0.2	0.0	0.0	6.8	7.0
Personal and other services	6.6	3.3	0.4	0.1	0.0	0.0	10.3	10.4
Total(c)	85.9	76.9	7.7	3.5	1.1	1.0	171.2	176.1
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97							
	%	%	%	%	%	%	%	%
Mining	-10.1	5.5	0.0	0.0	0.0	0.0	-1.7	-1.7
Manufacturing	2.9	6.6	-1.7	1.4	0.0	0.0	3.9	3.8
Construction	5.5	5.8	8.8	-8.1	0.0	0.0	5.7	5.6
Wholesale trade	0.0	0.4	4.6	5.5	0.0	0.0	0.6	0.9
Retail trade	0.7	2.0	1.2	7.8	5.5	0.0	1.3	1.5
Accommodation, cafes and restaurants	4.0	2.0	4.0	7.3	0.0	0.0	2.9	3.3
Transport and storage	2.9	6.6	-5.2	0.0	0.0	0.0	4.0	4.0
Finance and insurance	3.8	6.4	0.0	0.0	0.0	0.0	5.2	5.5
Property and business services	8.1	8.8	4.2	0.0	0.0	0.0	8.2	8.0
Education	8.4	11.3	0.0	0.0	0.0	0.0	9.6	10.4
Health and community services	11.9	10.0	13.2	5.5	5.5	0.0	10.6	10.2
Cultural and recreational services	8.8	4.7	3.2	5.5	0.0	0.0	7.1	7.0
Personal and other services	5.2	3.2	11.3	0.0	0.0	0.0	4.7	4.7
Total(c)	4.5	4.9	3.4	3.3	4.8	4.0	4.6	4.6

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.7

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
	1983-84									
Mining	0.7	0.2	*0.6	*0.3	1.4	0.4	15.2	*0.9	17.9	
Manufacturing	5.4	4.8	10.6	11.7	15.4	9.8	65.3	47.5	112.8	
Construction	15.7	9.6	14.9	*5.8	*8.1	4.2	7.2	20.7	40.2	
Wholesale trade	4.3	1.8	14.6	7.6	8.5	5.4	13.3	22.2	49.4	
Retail trade	19.6	20.0	38.6	14.8	7.1	6.6	46.2	53.4	113.3	
Accommodation, cafes and restaurants	1.4	3.4	8.2	7.4	7.0	6.5	6.2	15.6	35.3	
Transport and storage	7.7	3.0	6.3	*3.2	*3.0	*1.8	7.1	9.5	21.4	
Finance and insurance	1.2	0.6	2.0	0.7	1.5	0.7	12.5	2.7	17.4	
Property and business services	9.0	6.3	13.2	9.0	8.2	4.1	15.9	22.2	50.4	
Education	1.2	0.2	1.1	0.5	0.8	0.8	6.0	1.6	9.2	
Health and community services	1.5	3.0	7.6	*2.2	3.7	*2.5	17.6	9.8	33.6	
Cultural and recreational services	2.4	0.9	3.8	2.5	2.5	2.7	1.4	6.3	12.9	
Personal and other services	5.1	2.9	6.5	1.4	1.3	*1.3	2.6	7.9	13.1	
Total(d)	75.6	57.0	128.2	67.3	69.0	47.1	217.7	220.7	529.3	
	1993-94									
Mining	0.4	*0.2	*1.1	0.2	*2.4	*0.5	12.5	1.3	16.7	
Manufacturing	10.2	4.9	20.5	*9.0	25.0	13.3	74.1	67.8	141.9	
Construction	32.6	14.9	24.8	6.9	*5.9	*2.5	*3.6	31.7	43.7	
Wholesale trade	5.9	3.0	26.3	*9.2	*10.4	*5.2	*21.0	35.5	72.1	
Retail trade	23.2	19.5	39.3	22.2	*10.8	*12.8	*75.5	61.5	160.6	
Accommodation, cafes and restaurants	2.8	4.2	10.7	17.6	9.6	4.9	24.2	28.3	67.0	
Transport and storage	12.1	*3.2	10.4	*7.6	*7.8	*4.1	*3.5	18.0	33.4	
Finance and insurance	1.8	0.8	4.9	2.1	2.7	0.3	14.7	7.0	24.7	
Property and business services	20.8	7.2	32.0	*26.5	*15.1	*3.1	19.8	58.5	96.5	
Education	3.0	0.2	2.7	1.3	0.9	2.8	8.7	4.0	16.4	
Health and community services	3.1	*3.1	17.6	*5.4	*4.4	*9.2	25.2	23.0	61.8	
Cultural and recreational services	4.9	1.1	5.1	6.1	3.6	2.1	5.9	11.2	22.8	
Personal and other services	9.1	2.9	10.4	*3.3	*1.8	2.1	*4.3	13.7	21.9	
Total(d)	130.8	65.1	206.0	117.4	100.3	63.5	293.0	361.7	780.2	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993 (Cat. no. 1292.0)*.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.7

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
1994-95										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.2	0.2	**0.9	0.4	*1.0	*1.4	14.8	1.3	18.5	
Manufacturing	8.7	5.6	18.5	*11.7	*19.8	17.4	72.5	67.4	139.9	
Construction	36.1	16.7	28.8	*8.8	*13.5	**1.5	*5.0	37.6	57.6	
Wholesale trade	5.5	3.6	21.5	11.2	*9.3	*8.0	17.3	32.7	67.3	
Retail trade	21.2	16.3	46.7	17.8	17.0	*10.0	73.4	64.5	164.9	
Accommodation, cafes and restaurants	2.0	4.9	14.1	16.5	11.4	7.3	29.7	30.6	79.0	
Transport and storage	10.6	3.8	12.5	*5.1	*1.6	*8.0	7.9	17.6	35.1	
Finance and insurance	2.1	0.4	5.0	*1.0	2.6	*0.9	16.3	6.0	25.8	
Property and business services	23.5	8.9	35.1	13.8	15.5	6.7	23.3	48.9	94.4	
Education	2.5	0.8	3.0	1.6	1.7	3.1	12.9	4.6	22.3	
Health and community services	4.6	4.6	18.8	*6.5	*8.2	*10.0	35.8	25.3	79.3	
Cultural and recreational services	4.4	0.9	7.0	*5.9	4.2	3.1	6.8	12.9	27.0	
Personal and other services	10.2	3.2	13.4	3.4	2.5	2.5	5.9	16.8	27.7	
Total(d)	133.2	70.0	225.9	104.0	108.4	79.9	322.2	367.1	840.4	
1995-96										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.2	**0.6	**1.2	**0.5	**0.4	19.4	1.8	22.1	
Manufacturing	9.1	6.8	22.6	*13.3	13.2	14.2	67.5	63.3	130.8	
Construction	31.9	13.9	*39.1	**7.5	*7.0	**2.3	*6.8	46.6	62.7	
Wholesale trade	4.4	3.8	*17.1	13.7	13.5	*11.9	11.5	30.8	67.7	
Retail trade	24.7	16.6	50.5	24.4	*24.2	*16.2	59.7	74.9	175.0	
Accommodation, cafes and restaurants	2.4	4.2	13.4	13.2	15.8	6.7	28.7	26.6	77.8	
Transport and storage	11.3	4.5	14.3	**2.8	**4.2	**5.9	11.5	17.1	38.7	
Finance and insurance	1.8	0.8	5.1	*1.2	2.2	1.5	14.4	6.3	24.4	
Property and business services	23.5	9.2	35.5	*15.9	12.6	10.8	20.6	51.4	95.4	
Education	2.3	0.2	3.8	1.6	2.8	5.3	20.1	5.4	33.6	
Health and community services	6.7	4.2	25.1	*6.5	*13.9	*17.3	56.6	31.6	119.4	
Cultural and recreational services	5.3	0.8	6.5	*4.7	*6.0	*2.9	6.8	11.2	26.9	
Personal and other services	7.5	3.8	12.2	2.7	3.5	2.4	5.8	14.9	26.6	
Total(d)	132.6	69.3	247.2	108.8	119.6	97.9	328.9	383.4	902.4	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.7

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — QUEENSLAND — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
		1996-97								
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.2	0.0	**0.9	**0.9	**1.6	2.0	18.5	1.8	23.9	
Manufacturing	8.9	5.4	24.0	*13.2	*18.8	7.9	75.4	63.9	139.3	
Construction	34.8	10.1	*37.6	*10.9	*3.6	*4.4	14.6	48.5	71.1	
Wholesale trade	4.4	3.4	15.4	*11.4	*17.3	*8.4	22.3	26.8	74.8	
Retail trade	22.6	19.1	59.0	18.7	*26.0	*17.4	74.4	77.7	195.5	
Accommodation, cafes and restaurants	2.8	5.3	9.1	14.7	15.6	8.6	24.5	23.8	72.5	
Transport and storage	11.9	3.0	13.1	**2.4	**3.8	*3.2	14.6	15.5	37.1	
Finance and insurance	1.9	0.3	5.3	0.6	1.9	1.9	19.9	5.9	29.6	
Property and business services	21.9	9.1	35.4	15.1	8.3	10.9	20.0	50.5	89.7	
Education	3.1	0.5	3.8	1.0	1.7	7.1	17.8	4.8	31.4	
Health and community services	5.1	3.5	26.5	*7.7	*5.9	*13.2	42.2	34.2	95.5	
Cultural and recreational services	6.3	2.2	5.6	*5.3	6.5	*2.2	8.5	10.9	28.1	
Personal and other services	8.5	3.3	11.3	6.6	4.5	2.2	5.2	17.9	29.8	
Total(d)	134.5	65.6	248.5	108.3	115.3	89.7	357.8	383.5	919.6	
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97										
	%	%	%	%	%	%	%	%	%	
Mining	-9.2	0.0	3.2	8.8	1.0	13.2	1.5	5.5	2.2	
Manufacturing	3.9	0.9	6.5	0.9	1.5	-1.6	1.1	2.3	1.6	
Construction	6.3	0.4	7.4	5.0	-6.0	0.4	5.6	6.8	4.5	
Wholesale trade	0.2	5.0	0.4	3.2	5.6	3.5	4.1	1.5	3.2	
Retail trade	1.1	-0.4	3.3	1.8	10.5	7.7	3.7	2.9	4.3	
Accommodation, cafes and restaurants	5.5	3.5	0.8	5.4	6.4	2.2	11.1	3.3	5.7	
Transport and storage	3.4	0.0	5.8	-2.2	1.8	4.5	5.7	3.8	4.3	
Finance and insurance	3.6	-5.2	7.8	-1.2	1.8	8.0	3.6	6.2	4.2	
Property and business services	7.1	2.9	7.9	4.1	0.1	7.8	1.8	6.5	4.5	
Education	7.6	7.3	10.0	5.5	6.0	18.3	8.7	8.8	9.9	
Health and community services	9.9	1.2	10.1	10.1	3.7	13.7	7.0	10.1	8.4	
Cultural and recreational services	7.7	7.1	3.0	6.0	7.6	-1.6	14.9	4.3	6.2	
Personal and other services	4.0	1.0	4.3	12.7	10.0	4.1	5.5	6.5	6.5	
Total(d)	4.5	1.1	5.2	3.7	4.0	5.1	3.9	4.3	4.3	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.8

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2
Manufacturing	1.7	1.6	0.7	0.3	0.1	0.2	4.4	4.6
Construction	6.2	2.1	0.2	0.1	0.0	0.0	8.5	8.6
Wholesale trade	1.2	1.8	0.3	0.2	0.0	0.0	3.3	3.5
Retail trade	6.1	5.5	0.7	0.3	0.1	0.0	12.3	12.7
Accommodation, cafes and restaurants	0.2	1.1	0.2	0.2	0.0	0.0	1.5	1.7
Transport and storage	1.9	0.8	0.1	0.1	0.0	0.0	2.8	2.9
Finance and insurance	0.3	0.5	0.0	0.0	0.0	0.0	0.8	0.8
Property and business services	1.6	2.2	0.2	0.2	0.0	0.0	4.0	4.2
Education	0.4	0.1	0.1	0.0	0.0	0.0	0.6	0.6
Health and community services	0.6	1.3	0.2	0.1	0.1	0.1	2.1	2.4
Cultural and recreational services	0.6	0.5	0.1	0.1	0.0	0.0	1.2	1.3
Personal and other services	1.4	1.4	0.1	0.0	0.0	0.0	2.9	2.9
Total(c)	22.7	19.3	2.8	1.5	0.5	0.4	45.2	47.2
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.6	0.0	0.0	0.0	0.0	0.0	0.6	0.6
Manufacturing	2.8	2.0	*0.7	*0.2	*0.2	*0.2	5.9	6.1
Construction	8.4	*2.4	0.0	*0.1	0.0	0.0	10.8	10.9
Wholesale trade	1.3	3.0	*0.3	*0.2	0.0	0.0	4.6	4.8
Retail trade	7.7	5.1	*0.5	*0.2	*0.1	0.1	13.3	13.7
Accommodation, cafes and restaurants	1.0	1.4	0.5	0.1	0.0	0.0	2.9	3.0
Transport and storage	3.4	1.0	0.0	0.0	*0.1	0.0	4.4	4.5
Finance and insurance	0.5	1.1	0.0	0.1	0.0	0.0	1.6	1.7
Property and business services	4.4	4.4	*0.3	*0.4	0.1	0.0	9.1	9.6
Education	0.8	0.3	0.1	0.1	0.0	0.0	1.2	1.3
Health and community services	1.1	2.6	*0.2	*0.2	0.1	0.1	3.9	4.3
Cultural and recreational services	1.5	0.6	0.1	0.0	0.0	0.0	2.2	2.2
Personal and other services	3.4	2.0	*0.1	0.1	0.0	0.0	5.5	5.6
Total(c)	37.2	26.1	2.9	1.7	0.6	0.4	66.6	68.9

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

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3.8

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1994-95								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.4	0.0	0.0	0.0	0.0	0.0	0.4	0.4
Manufacturing	2.3	2.1	0.5	0.4	0.2	0.1	5.5	5.6
Construction	7.7	3.7	0.1	0.1	0.0	0.0	11.5	11.6
Wholesale trade	1.3	3.0	0.3	0.2	0.0	0.0	4.6	4.8
Retail trade	7.4	7.0	0.4	0.2	0.0	0.0	14.8	15.0
Accommodation, cafes and restaurants	0.5	1.3	0.2	0.2	0.0	0.0	2.0	2.2
Transport and storage	2.7	1.1	0.1	0.0	0.0	0.0	3.9	3.9
Finance and insurance	0.5	1.3	0.0	0.1	0.0	0.0	1.8	1.9
Property and business services	5.1	5.1	0.1	0.4	0.1	0.0	10.3	10.8
Education	1.1	0.3	0.1	0.1	0.0	0.0	1.5	1.6
Health and community services	2.6	2.7	0.4	0.2	0.1	0.1	5.7	6.1
Cultural and recreational services	1.1	0.7	0.1	0.0	0.0	0.0	1.9	1.9
Personal and other services	3.4	2.3	0.1	0.1	0.0	0.0	5.8	5.9
Total(c)	36.9	30.6	2.3	1.9	0.5	0.4	70.4	72.6
1995-96								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.6	0.0	0.0	0.0	0.0	0.0	0.6	0.6
Manufacturing	2.3	1.9	*0.5	*0.3	*0.2	0.1	5.2	5.3
Construction	7.4	4.9	**0.1	**0.1	0.0	0.0	12.4	12.5
Wholesale trade	1.3	3.2	*0.5	*0.4	**0.1	0.0	*5.0	5.5
Retail trade	6.3	7.4	**0.4	*0.3	0.0	0.0	*14.1	14.4
Accommodation, cafes and restaurants	0.5	1.4	0.0	0.1	0.0	0.0	1.9	2.0
Transport and storage	2.0	*1.2	**0.3	0.0	0.0	0.0	3.5	3.5
Finance and insurance	0.6	1.1	0.0	*0.1	0.0	0.0	1.7	1.8
Property and business services	5.4	5.3	*0.3	*0.4	0.0	0.0	11.0	11.4
Education	1.0	0.4	0.2	0.1	0.0	0.0	1.6	1.7
Health and community services	2.2	3.1	*0.5	**0.3	**0.1	0.1	5.8	6.3
Cultural and recreational services	1.3	0.5	0.0	0.0	0.0	0.0	1.8	1.8
Personal and other services	4.0	1.8	0.0	0.0	0.0	0.0	5.8	5.8
Total(c)	35.7	32.3	2.8	2.1	0.7	0.4	71.3	74.0

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.8

NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
	1996-97							
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.5	*0.1	0.0	0.0	0.0	0.0	0.6	0.6
Manufacturing	3.1	2.0	*0.6	*0.3	**0.2	0.1	6.2	6.3
Construction	7.5	*4.3	**0.2	**0.1	0.0	0.0	12.0	12.1
Wholesale trade	1.7	3.1	**0.4	*0.2	*0.1	0.0	5.2	5.5
Retail trade	6.5	6.9	*0.7	0.2	*0.1	*0.1	14.1	14.5
Accommodation, cafes and restaurants	0.8	1.3	0.3	0.2	0.0	0.0	2.4	2.6
Transport and storage	2.2	0.9	0.1	0.0	0.0	0.0	3.2	3.2
Finance and insurance	0.5	1.0	0.0	**0.1	0.0	0.0	1.5	1.6
Property and business services	5.2	4.5	**0.3	**0.2	0.1	0.0	10.0	10.3
Education	1.2	0.3	0.1	0.1	0.0	0.0	1.6	1.7
Health and community services	2.4	3.4	**0.2	*0.3	*0.1	0.1	6.0	6.5
Cultural and recreational services	1.5	0.6	0.0	0.1	0.0	0.0	2.1	2.2
Personal and other services	3.5	2.0	0.1	0.1	0.0	0.0	5.6	5.7
Total(c)	37.1	30.5	3.1	1.7	0.6	0.4	71.2	73.4
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97							
	%	%	%	%	%	%	%	%
Mining	13.2	0.0	0.0	0.0	0.0	0.0	8.8	8.8
Manufacturing	4.7	1.7	-1.2	0.0	5.5	-5.2	2.7	2.4
Construction	1.5	5.7	0.0	0.0	0.0	0.0	2.7	2.7
Wholesale trade	2.7	4.3	2.2	0.0	0.0	0.0	3.6	3.5
Retail trade	0.5	1.8	0.0	-3.1	0.0	0.0	1.1	1.0
Accommodation, cafes and restaurants	11.3	1.3	3.2	0.0	0.0	0.0	3.7	3.3
Transport and storage	1.1	0.9	0.0	0.0	0.0	0.0	1.0	0.8
Finance and insurance	4.0	5.5	0.0	0.0	0.0	0.0	5.0	5.5
Property and business services	9.5	5.7	3.2	0.0	0.0	0.0	7.3	7.1
Education	8.8	8.8	0.0	0.0	0.0	0.0	7.8	8.3
Health and community services	11.3	7.7	0.0	8.8	0.0	0.0	8.4	8.0
Cultural and recreational services	7.3	1.4	0.0	0.0	0.0	0.0	4.4	4.1
Personal and other services	7.3	2.8	0.0	0.0	0.0	0.0	5.2	5.3
Total(c)	3.9	3.6	0.8	1.0	1.4	0.0	3.6	3.5

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.9

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
	1983-84									
Mining	0.1	0.0	*0.2	*0.1	0.2	0.2	1.8	0.3	2.5	
Manufacturing	2.6	1.4	5.7	8.1	8.5	8.9	59.4	31.2	90.6	
Construction	9.4	3.8	5.9	2.8	*1.9	*1.1	2.5	8.7	14.2	
Wholesale trade	1.9	0.9	7.5	4.3	5.1	2.5	8.5	11.8	27.9	
Retail trade	9.7	6.3	16.7	7.9	7.6	*5.4	25.7	24.6	63.3	
Accommodation, cafes and restaurants	0.3	1.7	4.9	3.5	5.9	1.7	1.8	8.4	17.8	
Transport and storage	3.0	1.0	2.4	1.0	*2.0	*0.9	*3.4	3.4	9.7	
Finance and insurance	0.5	0.3	1.8	0.5	1.3	0.7	6.0	2.3	10.3	
Property and business services	2.6	1.6	8.0	3.3	*4.9	*2.5	7.5	11.3	26.2	
Education	0.6	0.1	0.6	1.0	0.8	1.9	1.3	1.6	5.6	
Health and community services	1.0	1.9	4.6	*2.5	*2.3	4.4	10.1	7.1	23.9	
Cultural and recreational services	1.0	0.1	1.6	1.0	1.6	0.7	1.1	2.6	6.0	
Personal and other services	2.1	0.7	4.2	1.2	1.1	*1.1	0.8	5.4	8.4	
Total(d)	35.3	19.9	64.0	37.2	43.1	31.8	130.9	118.6	307.0	
	1993-94									
Mining	*0.9	0.1	*0.2	*0.2	0.0	*0.6	1.6	*0.4	2.6	
Manufacturing	4.4	*2.1	7.5	*9.0	*8.0	*12.9	55.2	37.4	92.6	
Construction	12.8	3.3	*7.8	*0.9	*2.9	*0.6	0.0	8.7	12.2	
Wholesale trade	2.0	*1.2	10.6	*4.7	*4.8	*2.0	*5.7	15.3	27.8	
Retail trade	12.2	6.2	15.4	*6.8	*5.9	*3.8	31.8	22.2	63.7	
Accommodation, cafes and restaurants	1.5	1.4	5.5	5.5	4.5	2.4	4.7	11.0	22.6	
Transport and storage	5.3	*0.7	*2.9	*1.0	*1.4	*4.2	*3.2	*3.9	*12.7	
Finance and insurance	0.7	0.7	3.0	0.4	2.6	1.6	8.0	3.4	15.6	
Property and business services	6.9	2.8	13.9	*2.3	*10.7	*4.5	10.7	16.2	42.1	
Education	1.3	0.0	1.0	1.3	2.6	2.1	2.6	2.3	9.6	
Health and community services	1.9	*2.4	8.1	*3.1	*7.8	4.9	20.0	11.2	43.9	
Cultural and recreational services	2.4	0.4	1.9	1.7	1.4	0.9	2.9	3.6	8.8	
Personal and other services	5.2	1.5	5.9	*1.8	1.9	*1.4	*1.5	7.7	12.5	
Total(d)	57.9	22.4	83.9	38.6	54.6	41.6	147.9	143.4	366.6	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.9

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
1994-95										
Mining	0.8	0.0	0.2	**0.2	0.1	**1.0	*2.9	0.4	*4.4	
Manufacturing	3.4	1.3	7.6	*7.1	*13.6	*13.1	48.5	41.4	89.9	
Construction	11.8	2.5	11.3	**1.3	2.6	0.6	0.2	12.6	16.0	
Wholesale trade	2.0	1.2	12.2	*4.8	*7.7	*2.7	*5.2	17.0	32.6	
Retail trade	12.5	8.1	23.2	*4.6	*7.5	3.4	27.6	27.8	66.3	
Accommodation, cafes and restaurants	0.8	1.6	4.6	4.0	6.0	4.1	4.6	8.6	23.3	
Transport and storage	4.6	1.1	3.9	**1.2	*1.0	**1.0	*5.2	5.1	12.3	
Finance and insurance	0.6	0.3	3.3	**0.1	*2.3	1.5	6.6	3.4	13.8	
Property and business services	7.4	2.4	16.3	1.4	9.3	4.4	9.1	17.7	40.5	
Education	1.4	0.0	1.0	1.7	2.3	1.7	3.6	2.7	10.3	
Health and community services	3.1	2.1	8.6	*4.2	*6.9	*4.0	26.4	12.8	50.1	
Cultural and recreational services	1.5	0.7	1.7	*1.2	1.8	*1.6	*2.8	2.9	9.1	
Personal and other services	4.4	0.8	6.1	1.7	1.8	1.5	1.6	7.8	12.7	
Total(d)	55.5	22.5	100.3	33.5	62.9	40.7	144.2	160.5	381.6	
1995-96										
Mining	1.0	0.0	*0.1	**0.2	0.0	**0.8	**2.8	0.3	3.9	
Manufacturing	3.9	1.5	6.2	*8.1	*9.5	*18.7	52.6	42.5	95.1	
Construction	12.6	2.5	*13.9	**1.5	**3.7	*1.7	**0.7	15.4	21.5	
Wholesale trade	2.1	1.1	12.8	*6.0	*13.2	**6.0	*5.6	18.8	43.6	
Retail trade	10.7	7.7	27.2	**4.9	*8.6	*3.7	21.8	32.1	66.2	
Accommodation, cafes and restaurants	1.0	1.8	3.8	0.7	5.2	3.7	3.7	4.5	17.1	
Transport and storage	3.3	1.6	*3.6	**3.9	**1.2	**1.5	*8.3	7.5	18.5	
Finance and insurance	0.9	0.2	3.6	**0.4	*2.4	*0.9	7.4	4.0	14.7	
Property and business services	7.6	3.3	17.0	**2.5	**9.6	*2.8	10.2	19.5	42.1	
Education	1.6	0.2	1.2	2.8	2.7	2.1	3.8	4.0	12.6	
Health and community services	2.9	2.4	10.6	*7.3	*8.2	*4.8	28.4	17.9	59.3	
Cultural and recreational services	1.8	0.4	1.4	*0.3	1.6	*1.4	*2.3	1.7	7.0	
Personal and other services	5.1	1.4	4.9	0.3	1.5	1.4	1.3	5.2	9.4	
Total(d)	55.5	24.2	106.8	38.9	67.2	49.4	148.5	173.9	410.8	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.9

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — SOUTH AUSTRALIA — *continued*

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more		
	1996-97								
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.8	0.0	*0.2	**0.1	0.1	**0.6	**2.2	0.3	3.2
Manufacturing	5.3	1.6	6.2	**8.2	*11.2	*13.0	51.6	38.6	90.2
Construction	12.7	2.6	*9.4	**3.0	**2.2	*1.8	**1.9	12.4	18.3
Wholesale trade	2.7	1.1	13.3	**6.4	*5.9	**6.7	*5.7	19.7	38.0
Retail trade	10.9	5.1	23.9	*10.1	5.8	*4.7	*28.5	34.0	73.0
Accommodation, cafes and restaurants	1.5	1.7	3.7	4.8	5.4	3.3	3.7	8.5	20.9
Transport and storage	3.7	0.9	3.0	2.0	1.6	2.0	4.9	5.0	13.5
Finance and insurance	0.7	0.2	2.8	**0.6	**1.9	2.3	9.9	3.4	17.5
Property and business services	7.4	3.2	12.8	5.2	8.8	4.8	8.5	18.0	40.1
Education	1.9	0.1	1.2	1.4	3.6	1.5	3.6	2.6	11.3
Health and community services	3.2	1.4	11.5	**3.8	*8.7	*4.5	19.9	15.3	48.4
Cultural and recreational services	2.1	0.3	*1.6	*0.7	2.1	*1.1	2.4	2.3	7.9
Personal and other services	4.5	1.1	5.2	1.8	2.1	2.4	1.1	7.0	12.6
Total(d)	58.2	19.4	95.4	48.4	59.8	48.7	144.1	168.0	396.4
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97								
	%	%	%	%	%	%	%	%	%
Mining	17.3	0.0	0.0	0.0	-5.2	8.8	1.6	0.0	1.9
Manufacturing	5.6	1.0	0.6	0.1	2.1	3.0	-1.1	1.7	0.0
Construction	2.3	-2.9	3.6	0.5	1.1	3.9	-2.1	2.8	2.0
Wholesale trade	2.7	1.6	4.5	3.1	1.1	7.9	-3.0	4.0	2.4
Retail trade	0.9	-1.6	2.8	1.9	-2.1	-1.1	0.8	2.5	1.1
Accommodation, cafes and restaurants	13.2	0.0	-2.1	2.5	-0.7	5.2	5.7	0.1	1.2
Transport and storage	1.6	-0.8	1.7	5.5	-1.7	6.3	2.9	3.0	2.6
Finance and insurance	2.6	-3.1	3.5	1.4	3.0	9.6	3.9	3.1	4.2
Property and business services	8.4	5.5	3.7	3.6	4.6	5.1	1.0	3.6	3.3
Education	9.3	0.0	5.5	2.6	12.3	-1.8	8.2	3.8	5.5
Health and community services	9.4	-2.3	7.3	3.3	10.8	0.2	5.4	6.1	5.6
Cultural and recreational services	5.9	8.8	0.0	-2.7	2.1	3.5	6.2	-0.9	2.1
Personal and other services	6.0	3.5	1.7	3.2	5.1	6.2	2.5	2.0	3.2
Total(d)	3.9	-0.2	3.1	2.0	2.6	3.3	0.7	2.7	2.0

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.10 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1983-84								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	*0.1	0.0	0.0	0.0	0.0	0.2	0.2
Manufacturing	1.6	2.1	0.4	0.3	0.1	0.1	4.5	4.6
Construction	5.7	2.1	0.1	0.1	0.0	0.0	7.9	8.0
Wholesale trade	1.7	1.9	0.3	0.2	0.0	0.0	3.9	4.1
Retail trade	6.7	7.7	0.4	0.2	0.0	0.0	14.8	15.0
Accommodation, cafes and restaurants	0.4	1.1	0.2	0.2	0.0	0.0	1.7	1.9
Transport and storage	2.2	0.9	0.1	0.0	0.0	0.0	3.2	3.2
Finance and insurance	0.5	0.7	0.0	0.0	0.0	0.0	1.2	1.2
Property and business services	3.3	2.8	0.3	0.2	0.1	0.0	6.4	6.7
Education	0.4	0.2	0.1	0.0	0.0	0.0	0.7	0.7
Health and community services	0.4	1.6	0.2	0.1	0.0	0.0	2.2	2.3
Cultural and recreational services	0.9	0.6	0.1	0.0	0.0	0.0	1.6	1.6
Personal and other services	1.7	1.4	0.1	0.1	0.0	0.0	3.2	3.3
Total(c)	25.9	23.3	2.5	1.4	0.4	0.3	52.1	53.8
1993-94								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.4	*0.1	*0.0	0.0	0.0	0.0	0.5	0.5
Manufacturing	3.9	2.6	0.7	*0.3	0.1	0.1	7.6	7.7
Construction	13.3	4.1	*0.1	*0.2	0.1	0.0	17.5	17.8
Wholesale trade	1.9	3.0	0.7	*0.2	0.0	0.0	5.6	5.8
Retail trade	7.1	6.6	*0.6	*0.5	0.0	0.1	14.3	14.9
Accommodation, cafes and restaurants	0.7	1.6	0.2	0.2	0.1	0.0	2.5	2.8
Transport and storage	3.9	1.3	*0.3	*0.1	0.0	0.0	5.5	5.6
Finance and insurance	0.7	1.2	0.1	0.0	0.0	0.0	2.0	2.0
Property and business services	6.8	5.1	*0.6	*0.2	0.1	0.1	12.5	12.9
Education	0.7	0.4	0.1	0.0	0.0	0.0	1.2	1.2
Health and community services	1.1	2.6	*0.2	*0.1	*0.1	*0.1	3.9	4.2
Cultural and recreational services	1.9	0.7	0.1	0.1	0.0	0.0	2.7	2.8
Personal and other services	3.8	2.0	*0.1	0.1	0.0	0.0	5.9	6.0
Total(c)	46.5	31.5	3.8	1.9	0.5	0.5	82.2	84.7

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC) 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

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3.10 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
1994-95								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.3	0.2	0.0	0.0	0.0	0.0	0.5	0.5
Manufacturing	4.4	2.8	0.8	0.3	0.1	0.1	8.4	8.5
Construction	13.6	3.3	0.3	0.1	0.1	0.0	17.2	17.4
Wholesale trade	1.8	3.1	0.3	0.3	0.1	0.1	5.2	5.7
Retail trade	6.6	8.0	0.5	0.5	0.0	0.1	15.1	15.7
Accommodation, cafes and restaurants	0.4	1.7	0.4	0.2	0.0	0.0	2.5	2.7
Transport and storage	4.6	1.6	0.3	0.0	0.0	0.0	6.5	6.5
Finance and insurance	0.8	1.3	0.1	0.1	0.0	0.0	2.2	2.3
Property and business services	8.3	6.0	0.9	0.4	0.1	0.1	15.2	15.8
Education	1.1	0.4	0.1	0.1	0.0	0.0	1.6	1.7
Health and community services	2.4	3.0	0.4	0.1	0.0	0.1	5.8	6.0
Cultural and recreational services	2.1	0.9	0.1	0.0	0.0	0.0	3.1	3.1
Personal and other services	4.3	2.3	0.1	0.1	0.0	0.0	6.7	6.8
Total(c)	51.5	34.6	4.6	2.2	0.4	0.5	91.1	93.8
1995-96								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.2	*0.5	**0.1	0.0	0.0	0.0	0.8	0.8
Manufacturing	3.9	*2.5	*0.8	0.4	*0.1	*0.1	7.7	7.8
Construction	14.1	*3.0	*0.4	0.1	0.0	0.0	17.5	17.6
Wholesale trade	1.1	*3.5	*0.6	0.3	0.0	0.1	5.2	5.6
Retail trade	7.4	9.7	1.2	0.2	0.0	0.1	18.3	18.6
Accommodation, cafes and restaurants	0.6	1.4	0.4	0.2	**0.0	0.0	2.4	2.6
Transport and storage	3.5	1.8	0.4	0.0	0.0	0.0	5.7	5.7
Finance and insurance	0.6	1.3	0.1	0.1	0.0	0.0	2.0	2.1
Property and business services	10.3	6.8	0.8	0.5	0.0	0.0	17.9	18.4
Education	1.1	0.6	0.1	0.2	0.0	0.0	1.8	2.0
Health and community services	2.2	4.0	**0.4	*0.3	*0.0	0.1	6.6	7.0
Cultural and recreational services	2.6	0.5	*0.1	*0.0	*0.0	**0.0	3.2	3.2
Personal and other services	4.8	1.5	0.1	0.1	0.0	0.0	6.4	6.5
Total(c)	53.3	37.5	5.5	2.3	0.4	0.6	96.8	99.6

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.10 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA — *continued*

Industry division(b)	Employer size group(a)							All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more	Total small business	
	1996-97							
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.2	*0.4	**0.1	**0.1	0.0	0.0	0.7	0.8
Manufacturing	3.6	3.7	*0.6	*0.4	0.1	0.1	8.4	8.5
Construction	13.8	*3.2	0.1	*0.2	*0.1	0.0	17.1	17.4
Wholesale trade	1.9	*2.5	*0.9	*0.2	0.1	*0.1	5.3	5.7
Retail trade	6.2	9.2	1.7	**0.2	*0.1	0.1	17.1	17.5
Accommodation, cafes and restaurants	0.4	1.3	0.7	0.2	0.1	0.0	2.4	2.7
Transport and storage	3.6	2.0	**0.1	**0.1	0.0	0.0	5.7	5.8
Finance and insurance	0.7	1.5	**0.1	*0.1	0.0	0.0	2.3	2.4
Property and business services	10.2	8.2	0.7	0.6	0.1	0.1	19.1	19.9
Education	1.0	0.6	0.1	0.1	0.0	0.0	1.7	1.8
Health and community services	2.1	3.4	*0.4	*0.2	0.0	*0.1	5.9	6.2
Cultural and recreational services	1.8	0.9	0.1	0.0	0.0	0.0	2.8	2.8
Personal and other services	4.5	2.3	0.2	0.0	0.0	0.0	7.0	7.0
Total(c)	51.1	39.4	5.8	2.4	0.6	0.6	96.8	99.9
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97							
	%	%	%	%	%	%	%	%
Mining	5.5	11.3	0.0	0.0	0.0	0.0	10.1	11.3
Manufacturing	6.4	4.5	3.2	2.2	0.0	0.0	4.9	4.8
Construction	7.0	3.3	0.0	5.5	0.0	0.0	6.1	6.2
Wholesale trade	0.9	2.1	8.8	0.0	0.0	0.0	2.4	2.6
Retail trade	-0.6	1.4	11.8	0.0	0.0	0.0	1.1	1.2
Accommodation, cafes and restaurants	0.0	1.3	10.1	0.0	0.0	0.0	2.7	2.7
Transport and storage	3.9	6.3	0.0	0.0	0.0	0.0	4.5	4.7
Finance and insurance	2.6	6.0	0.0	0.0	0.0	0.0	5.1	5.5
Property and business services	9.1	8.6	6.7	8.8	0.0	0.0	8.8	8.7
Education	7.3	8.8	0.0	0.0	0.0	0.0	7.1	7.5
Health and community services	13.6	6.0	5.5	5.5	0.0	0.0	7.9	7.9
Cultural and recreational services	5.5	3.2	0.0	0.0	0.0	0.0	4.4	4.4
Personal and other services	7.8	3.9	5.5	0.0	0.0	0.0	6.2	6.0
Total(c)	5.4	4.1	6.7	4.2	3.2	5.5	4.9	4.9

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.11 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more		
1983-84									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.1	0.1	*0.4	*0.7	*1.0	1.2	19.5	1.1	22.8
Manufacturing	2.6	2.1	7.7	6.1	9.2	6.7	29.4	29.7	59.1
Construction	9.0	3.2	6.1	*2.3	*3.8	2.1	5.6	8.4	19.9
Wholesale trade	2.6	1.8	7.7	5.3	6.1	2.6	10.9	13.0	32.6
Retail trade	10.9	9.6	21.8	7.0	4.6	2.3	27.6	28.8	63.3
Accommodation, cafes and restaurants	0.6	1.3	4.8	3.5	4.6	3.4	2.6	8.3	18.9
Transport and storage	3.5	1.4	2.8	*1.4	*1.4	0.6	8.2	4.2	14.4
Finance and insurance	0.7	0.4	2.1	0.7	1.3	0.6	8.1	2.8	12.8
Property and business services	5.4	2.4	10.0	4.6	5.2	3.7	7.5	14.6	31.0
Education	0.7	0.1	0.8	1.1	1.2	0.5	1.5	1.9	5.1
Health and community services	0.7	1.9	5.0	*3.3	2.3	1.8	9.0	8.3	21.4
Cultural and recreational services	1.5	0.6	1.8	0.9	1.1	1.1	2.4	2.7	7.3
Personal and other services	2.7	0.8	4.2	1.5	1.5	0.7	1.9	5.7	9.8
Total(d)	41.4	26.1	75.0	38.1	43.5	27.9	134.1	129.0	318.6
1993-94									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	*0.6	0.1	*0.4	*0.4	0.5	1.7	14.9	*0.8	17.9
Manufacturing	6.2	*2.9	12.0	10.2	*8.3	8.1	24.2	38.6	62.8
Construction	21.0	5.3	*13.5	*1.8	*5.3	*4.6	*7.6	*15.3	32.8
Wholesale trade	*2.9	*2.4	13.0	8.5	*6.8	4.1	*12.1	21.5	44.5
Retail trade	11.5	8.2	24.8	*9.3	*13.6	*3.2	34.4	34.1	85.3
Accommodation, cafes and restaurants	1.1	2.6	5.2	*3.7	8.3	4.3	5.7	8.9	27.2
Transport and storage	6.3	*1.4	4.4	4.1	*2.8	*1.3	*6.2	8.5	18.8
Finance and insurance	1.1	0.4	3.2	1.3	1.4	0.7	12.7	4.5	19.3
Property and business services	11.1	4.4	15.8	*8.6	*6.1	4.1	13.2	24.4	47.8
Education	1.3	0.5	1.8	1.1	1.7	1.0	4.3	2.9	9.9
Health and community services	2.0	*1.9	11.0	*3.1	*2.9	*2.9	*24.7	14.1	44.6
Cultural and recreational services	3.0	0.6	2.0	1.0	2.0	1.4	5.4	3.0	11.8
Personal and other services	5.8	1.5	5.9	*1.6	*2.2	*1.0	4.6	7.5	15.3
Total(d)	74.4	32.0	113.2	55.1	62.4	38.4	169.9	184.7	439.0

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.11 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA — *continued*

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more		
1994-95									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.6	0.2	**1.1	**1.0	0.4	1.9	19.8	2.1	24.2
Manufacturing	6.5	3.0	10.0	*10.3	*11.1	5.0	26.9	36.4	63.3
Construction	20.8	5.2	*10.6	*4.5	3.3	**4.3	*8.3	15.1	31.0
Wholesale trade	2.7	1.7	12.9	*4.8	*9.7	4.8	10.5	17.7	42.7
Retail trade	11.1	9.9	26.3	*7.5	15.2	3.7	41.5	33.8	94.2
Accommodation, cafes and restaurants	0.7	3.3	6.2	*4.5	*5.5	3.0	6.0	10.7	25.2
Transport and storage	7.7	0.7	4.7	4.1	1.3	*1.3	*9.0	8.8	20.4
Finance and insurance	0.9	0.2	3.2	*2.1	2.1	0.8	12.9	5.3	21.1
Property and business services	12.2	4.7	15.9	12.9	*9.5	4.5	13.7	28.8	56.5
Education	1.4	0.2	1.6	2.1	2.6	0.7	4.6	3.7	11.6
Health and community services	2.9	2.9	10.2	*5.5	*4.9	2.3	*25.8	15.7	48.7
Cultural and recreational services	2.9	0.7	2.4	1.2	*1.3	1.1	5.6	3.6	11.6
Personal and other services	5.6	1.5	6.4	2.4	2.6	0.7	5.1	8.8	17.2
Total(d)	77.3	34.2	111.9	62.8	69.5	34.2	189.6	190.8	468.0
1995-96									
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.4	*0.0	**2.0	**2.0	0.6	1.5	24.3	4.0	30.4
Manufacturing	6.8	2.8	7.8	*9.6	*12.3	5.9	30.1	35.6	65.7
Construction	24.0	6.0	10.0	*4.6	*2.7	**1.5	*12.1	14.6	30.9
Wholesale trade	1.8	1.6	14.2	*7.4	8.8	3.4	13.8	21.6	47.6
Retail trade	12.4	11.5	30.1	14.8	*9.3	3.5	50.0	44.9	107.7
Accommodation, cafes and restaurants	1.0	2.6	4.7	5.1	5.1	3.4	6.9	9.8	25.2
Transport and storage	5.8	1.1	4.8	*5.4	**0.5	*1.1	12.8	*10.2	24.6
Finance and insurance	0.8	0.6	3.3	*1.5	*2.9	0.8	14.1	4.8	22.6
Property and business services	14.6	5.5	16.3	10.0	12.7	4.2	14.9	26.3	58.1
Education	1.7	0.4	2.1	1.8	5.8	1.2	5.3	3.9	16.2
Health and community services	3.0	2.3	13.6	*5.2	*11.3	*3.6	30.4	18.8	64.1
Cultural and recreational services	3.6	0.5	1.8	1.4	*1.2	1.2	6.4	3.2	12.0
Personal and other services	6.2	1.1	4.6	2.6	2.4	0.8	5.8	7.2	16.2
Total(d)	83.3	36.0	115.9	71.6	75.7	32.1	225.8	205.7	521.1

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.11 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — WESTERN AUSTRALIA — *continued*

Industry division(c)	Private sector employees								
	Persons working in own business(b)		Employer size group(a)					Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more		
	1996-97								
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.4	0.0	**1.4	**1.1	**2.6	1.8	23.0	2.5	29.9
Manufacturing	6.2	3.8	14.9	**9.7	*12.4	5.5	33.7	42.5	76.2
Construction	23.5	5.9	*8.8	**1.9	*5.1	*4.3	*10.7	10.7	30.8
Wholesale trade	3.0	1.9	9.3	*11.4	*8.4	4.5	13.2	20.7	46.8
Retail trade	10.5	8.5	33.6	22.1	*7.4	**8.2	45.5	55.7	116.8
Accommodation, cafes and restaurants	0.7	2.2	5.8	9.1	5.9	*5.1	6.6	14.9	32.5
Transport and storage	6.1	1.2	7.5	**2.4	**2.5	*1.4	6.4	9.9	20.2
Finance and insurance	1.0	0.2	3.5	*0.8	*4.4	1.3	13.5	4.3	23.5
Property and business services	14.4	4.9	23.1	9.0	16.2	8.7	18.5	32.1	75.5
Education	1.6	0.2	1.8	1.8	4.6	2.8	5.3	3.6	16.3
Health and community services	2.8	2.3	10.2	*5.7	*6.0	*2.9	28.5	15.9	53.3
Cultural and recreational services	2.5	0.8	2.7	1.4	1.1	2.7	4.9	4.1	12.8
Personal and other services	5.9	2.1	6.4	2.6	1.6	2.2	3.9	9.0	16.7
Total(d)	79.9	34.4	129.9	78.9	78.4	51.5	213.2	226.7	551.9
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97								
	%	%	%	%	%	%	%	%	%
Mining	11.3	0.0	10.1	3.5	7.6	3.2	1.3	6.5	2.1
Manufacturing	6.9	4.7	5.2	3.6	2.3	-1.5	1.1	2.8	2.0
Construction	7.7	4.8	2.9	-1.5	2.3	5.7	5.1	1.9	3.4
Wholesale trade	1.1	0.4	1.5	6.1	2.5	4.3	1.5	3.6	2.8
Retail trade	-0.3	-0.9	3.4	9.2	3.7	10.3	3.9	5.2	4.8
Accommodation, cafes and restaurants	1.2	4.1	1.5	7.6	1.9	3.2	7.4	4.6	4.3
Transport and storage	4.4	-1.2	7.9	4.2	4.6	6.7	-1.9	6.8	2.6
Finance and insurance	2.8	-5.2	4.0	1.0	9.8	6.1	4.0	3.4	4.8
Property and business services	7.8	5.6	6.7	5.3	9.1	6.8	7.2	6.2	7.1
Education	6.6	5.5	6.4	3.9	10.9	14.2	10.2	5.0	9.3
Health and community services	11.3	1.5	5.6	4.3	7.7	3.7	9.3	5.1	7.3
Cultural and recreational services	4.0	2.2	3.2	3.5	0.0	7.2	5.6	3.3	4.4
Personal and other services	6.2	7.7	3.3	4.3	0.5	9.2	5.7	3.6	4.2
Total(d)	5.2	2.1	4.3	5.8	4.6	4.8	3.6	4.4	4.3

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.12 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA

Industry division(b)	Non- employing businesses	Employer size group(a)					100 or more	Total small business	All businesses
		1-9	10-19	20-49	50-99				
1983-84									
	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Manufacturing	0.4	0.4	0.2	0.1	0.0	0.1	1.1	1.2	
Construction	1.8	0.8	0.1	0.0	0.0	0.0	2.7	2.7	
Wholesale trade	0.3	0.4	0.1	0.1	0.0	0.0	0.8	0.9	
Retail trade	2.2	2.2	0.1	0.0	0.0	0.0	4.5	4.5	
Accommodation, cafes and restaurants	0.2	0.4	0.1	0.1	0.0	0.0	0.7	0.8	
Transport and storage	0.6	0.3	0.0	0.0	0.0	0.0	0.9	0.9	
Finance and insurance	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2	
Property and business services	0.5	0.6	0.1	0.1	0.0	0.0	1.2	1.3	
Education	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.1	
Health and community services	0.1	0.3	0.1	0.0	0.0	0.0	0.5	0.5	
Cultural and recreational services	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2	
Personal and other services	0.4	0.5	0.0	0.0	0.0	0.0	0.9	0.9	
Total(c)	6.9	6.3	0.8	0.4	0.1	0.1	14.1	14.6	
1993-94									
	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Manufacturing	0.8	0.5	0.2	0.1	0.0	0.0	1.6	1.6	
Construction	4.2	0.8	0.1	0.0	0.0	0.0	5.1	5.1	
Wholesale trade	0.5	0.8	0.0	0.1	0.0	0.0	1.3	1.4	
Retail trade	2.3	2.2	*0.4	0.0	0.0	0.0	4.9	4.9	
Accommodation, cafes and restaurants	0.4	0.6	0.1	0.1	0.0	0.0	1.1	1.2	
Transport and storage	0.6	0.5	0.0	0.0	0.0	0.0	1.1	1.1	
Finance and insurance	0.1	0.2	0.0	0.0	0.0	0.0	0.3	0.3	
Property and business services	0.9	1.0	*0.1	*0.1	0.0	0.0	2.0	2.1	
Education	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2	
Health and community services	0.2	0.8	*0.1	*0.1	0.0	0.0	1.1	1.2	
Cultural and recreational services	0.3	0.2	0.0	0.0	0.0	0.0	0.5	0.5	
Personal and other services	1.1	0.7	*0.1	0.0	0.0	0.0	1.9	1.9	
Total(c)	11.6	8.3	1.2	0.5	0.2	0.1	21.2	21.9	

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.12 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA — *continued*

Industry division(b)	Employer size group(a)						Total small business	All businesses
	Non-employing businesses	1-9	10-19	20-49	50-99	100 or more		
1994-95								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Manufacturing	0.5	0.5	0.1	0.1	0.0	0.0	1.2	1.2
Construction	2.7	0.7	0.3	0.0	0.0	0.0	3.7	3.7
Wholesale trade	0.2	0.8	0.1	0.0	0.0	0.0	1.1	1.1
Retail trade	2.3	2.2	0.4	0.0	0.0	0.0	4.9	4.9
Accommodation, cafes and restaurants	0.2	0.6	0.1	0.1	0.0	0.0	0.9	1.0
Transport and storage	0.4	0.7	0.0	0.0	0.0	0.0	1.1	1.1
Finance and insurance	0.2	0.2	0.0	0.0	0.0	0.0	0.4	0.4
Property and business services	1.2	1.1	0.1	0.0	0.0	0.0	2.4	2.4
Education	0.2	0.1	0.0	0.0	0.0	0.0	0.3	0.3
Health and community services	0.5	0.8	0.1	0.0	0.0	0.0	1.4	1.4
Cultural and recreational services	0.4	0.3	0.0	0.0	0.0	0.0	0.7	0.7
Personal and other services	0.8	0.9	0.0	0.0	0.0	0.0	1.7	1.7
Total(c)	9.7	9.2	1.2	0.4	0.1	0.1	20.2	20.7
1995-96								
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Manufacturing	0.6	0.5	*0.1	*0.1	0.0	0.0	1.3	1.3
Construction	2.5	1.1	*0.1	**0.1	0.0	0.0	3.7	3.8
Wholesale trade	0.3	0.8	**0.1	0.0	0.0	0.0	1.2	1.2
Retail trade	2.2	2.5	*0.2	0.0	0.0	0.0	4.9	4.9
Accommodation, cafes and restaurants	0.1	0.7	0.1	*0.1	0.0	0.0	0.9	1.0
Transport and storage	0.5	0.5	0.0	0.0	0.0	0.0	1.0	1.0
Finance and insurance	0.2	0.2	0.0	0.0	0.0	0.0	0.4	0.4
Property and business services	1.1	1.3	0.1	0.0	0.0	0.0	2.5	2.5
Education	0.1	0.2	0.0	0.0	0.0	0.0	0.3	0.3
Health and community services	0.7	1.3	*0.1	0.0	0.0	0.0	2.1	2.1
Cultural and recreational services	0.4	0.3	0.0	0.0	0.0	0.0	0.7	0.7
Personal and other services	0.6	0.5	0.0	0.0	0.0	0.0	1.1	1.1
Total(c)	9.3	10.0	1.0	0.5	0.1	0.1	20.4	21.0

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.12 BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA — *continued*

Industry division(b)	Employer size group(a)							
	Non- employing businesses	100 or more				Total small business	All businesses	
	1996-97							
	'000	'000	'000	'000	'000	'000	'000	'000
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Manufacturing	0.7	0.6	*0.1	*0.1	0.0	0.0	1.5	1.5
Construction	2.3	0.7	*0.1	**0.1	0.0	0.0	3.1	3.2
Wholesale trade	0.4	0.6	0.0	0.1	0.0	0.0	1.0	1.1
Retail trade	2.1	2.6	*0.2	0.0	0.0	0.0	4.9	4.9
Accommodation, cafes and restaurants	0.4	0.9	0.1	0.1	0.0	0.0	1.4	1.5
Transport and storage	0.5	0.6	0.0	0.0	0.0	0.0	1.1	1.1
Finance and insurance	0.1	0.3	0.0	0.0	0.0	0.0	0.4	0.4
Property and business services	1.2	1.3	*0.2	0.0	0.0	0.0	2.7	2.7
Education	0.1	0.1	0.0	0.0	0.0	0.0	0.2	0.2
Health and community services	0.5	1.2	*0.1	*0.1	0.0	0.0	1.8	1.9
Cultural and recreational services	0.6	0.2	0.0	0.0	0.0	0.0	0.8	0.8
Personal and other services	0.8	0.7	0.1	0.0	0.0	0.0	1.6	1.6
Total(c)	10.0	9.9	1.0	0.6	0.2	0.1	21.0	21.8
AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97								
	%	%	%	%	%	%	%	%
Mining	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Manufacturing	4.4	3.2	-5.2	0.0	0.0	0.0	2.4	1.7
Construction	1.9	-1.0	0.0	0.0	0.0	0.0	1.1	1.3
Wholesale trade	2.2	3.2	0.0	0.0	0.0	0.0	1.7	1.6
Retail trade	-0.4	1.3	5.5	0.0	0.0	0.0	0.7	0.7
Accommodation, cafes and restaurants	5.5	6.4	0.0	0.0	0.0	0.0	5.5	5.0
Transport and storage	-1.4	5.5	0.0	0.0	0.0	0.0	1.6	1.6
Finance and insurance	0.0	8.8	0.0	0.0	0.0	0.0	5.5	5.5
Property and business services	7.0	6.1	5.5	0.0	0.0	0.0	6.4	5.8
Education	0.0	0.0	0.0	0.0	0.0	0.0	5.5	5.5
Health and community services	13.2	11.3	0.0	0.0	0.0	0.0	10.4	10.8
Cultural and recreational services	14.8	5.5	0.0	0.0	0.0	0.0	11.3	11.3
Personal and other services	5.5	2.6	0.0	0.0	0.0	0.0	4.5	4.5
Total(c)	2.9	3.5	1.7	3.2	5.5	0.0	3.1	3.1

(a) See Introduction — Statistical units.

(b) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.13 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA

Industry division(c)	Persons working in own business(b)		Employer size group(a)							Private sector employees	
	Own account workers	Employers	1983-84					100 or more	Small business employees	All employees	
			1-9	10-19	20-49	50-99	'000				
	'000	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	0.1	0.0	*0.1	0.0	3.1	0.1	3.3		
Manufacturing	0.6	0.6	1.5	2.0	2.2	1.6	17.8	7.3	25.1		
Construction	2.6	1.1	2.4	*0.8	*0.6	*0.5	0.2	3.2	4.5		
Wholesale trade	0.5	0.4	1.9	1.2	1.7	0.7	1.4	3.1	6.9		
Retail trade	3.4	2.4	7.3	*1.7	1.1	1.1	6.0	9.0	17.2		
Accommodation, cafes and restaurants	0.3	0.0	2.1	1.7	2.0	0.4	0.9	3.8	7.1		
Transport and storage	0.9	0.4	0.9	*0.6	*0.6	0.2	1.0	1.5	3.3		
Finance and insurance	0.1	0.1	0.5	0.2	0.5	*1.9	2.3	0.7	5.4		
Property and business services	0.7	0.0	2.2	*1.2	*1.6	**1.0	0.5	3.4	6.5		
Education	0.1	0.0	0.2	0.2	0.3	0.5	0.2	0.4	1.4		
Health and community services	0.2	0.4	1.1	0.9	1.3	0.7	1.4	2.0	5.4		
Cultural and recreational services	0.2	0.0	0.6	0.6	0.4	0.1	0.0	1.2	1.7		
Personal and other services	0.6	4.5	1.3	0.5	*0.1	0.2	0.4	1.8	2.5		
Total(d)	10.4	7.3	22.0	11.8	12.4	9.2	35.0	37.6	90.4		
	1993-94										
	'000	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	*0.1	0.0	**0.4	0.0	*2.5	0.1	3.0		
Manufacturing	1.1	0.6	2.0	*2.9	*2.8	**1.1	11.3	8.8	20.1		
Construction	6.2	1.6	2.5	*1.4	1.5	**0.1	0.0	3.9	5.5		
Wholesale trade	0.8	0.5	3.2	0.7	2.5	1.4	**1.3	3.9	9.1		
Retail trade	3.5	3.0	7.1	*4.4	1.2	1.2	8.0	11.5	21.9		
Accommodation, cafes and restaurants	0.6	1.0	2.8	2.0	2.0	0.2	2.0	4.8	9.0		
Transport and storage	1.0	0.4	1.4	0.5	0.9	0.3	0.7	1.9	3.8		
Finance and insurance	0.2	0.1	0.9	*0.6	*0.8	0.2	2.4	1.5	4.9		
Property and business services	1.4	0.6	3.5	2.4	2.2	1.1	0.6	5.9	9.8		
Education	0.2	0.0	0.4	0.6	0.5	2.4	0.6	1.0	4.5		
Health and community services	0.3	0.3	2.5	*1.9	*2.3	3.3	3.5	4.4	13.5		
Cultural and recreational services	0.5	0.2	0.7	0.6	0.4	0.0	0.1	1.3	1.8		
Personal and other services	1.6	0.4	2.0	1.0	0.2	0.6	1.0	3.0	4.8		
Total(d)	17.4	8.5	29.3	19.1	17.9	12.0	34.1	52.3	112.4		

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993 (Cat. no. 1292.0)*.

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.13

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	1994-95									
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	0.1	0.0	0.3	0.0	3.1	0.1	3.5	
Manufacturing	0.8	0.9	2.1	2.2	3.5	2.5	11.5	10.3	21.8	
Construction	4.2	1.5	1.7	2.8	1.3	0.5	0.0	4.5	6.3	
Wholesale trade	0.3	0.5	3.4	0.8	1.5	0.9	1.3	4.2	7.9	
Retail trade	3.9	3.8	7.3	4.4	0.9	1.1	8.7	11.7	22.4	
Accommodation, cafes and restaurants	0.3	0.9	2.8	1.7	2.4	0.0	1.6	4.5	8.5	
Transport and storage	0.7	0.3	2.0	0.4	0.7	0.6	0.8	2.4	4.5	
Finance and insurance	0.2	0.1	0.7	0.2	0.5	0.3	3.0	0.9	4.7	
Property and business services	1.7	0.7	3.5	1.3	1.5	0.7	0.8	4.8	7.8	
Education	0.3	0.0	0.5	0.4	0.4	0.7	0.9	0.9	2.9	
Health and community services	0.6	0.2	3.0	1.3	1.5	0.9	4.7	4.3	11.4	
Cultural and recreational services	0.6	0.2	0.8	0.5	0.5	0.0	0.1	1.3	1.9	
Personal and other services	1.0	0.4	2.1	0.7	0.2	0.2	1.3	2.8	4.5	
Total(d)	14.7	9.6	30.0	16.8	15.1	8.4	37.8	52.8	108.1	
	1995-96									
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	*0.1	0.0	**0.3	0.0	*3.6	0.1	4.0	
Manufacturing	1.0	0.8	1.9	*2.3	*3.9	*2.1	14.6	10.2	24.8	
Construction	4.2	1.9	*3.3	*1.6	*2.8	0.3	0.0	4.9	8.0	
Wholesale trade	0.5	0.2	3.4	*0.7	1.8	**1.0	0.0	4.1	6.9	
Retail trade	3.7	3.1	8.4	*3.9	1.4	1.5	7.0	12.3	22.2	
Accommodation, cafes and restaurants	0.3	1.0	2.5	2.0	2.0	0.0	1.0	4.5	7.5	
Transport and storage	0.9	0.6	*1.8	0.1	0.6	0.9	0.9	1.9	4.3	
Finance and insurance	0.3	0.0	0.8	*0.4	0.2	0.2	2.8	1.2	4.4	
Property and business services	1.6	1.0	3.9	1.5	0.8	0.5	0.8	5.4	7.5	
Education	0.2	0.0	0.7	*0.6	0.2	0.9	1.2	1.3	3.6	
Health and community services	0.9	0.4	4.5	2.0	0.9	1.2	6.3	6.5	14.9	
Cultural and recreational services	0.5	0.2	0.6	0.6	*0.4	0.0	0.1	1.2	1.7	
Personal and other services	0.8	0.5	1.9	0.8	0.2	0.1	0.9	2.7	3.9	
Total(d)	14.7	9.7	33.9	16.7	15.6	8.8	39.1	56.6	114.1	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

...continued

3.13

PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — TASMANIA — *continued*

Industry division(c)	Private sector employees									
	Persons working in own business(b)		Employer size group(a)						Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more			
	1996-97									
	'000	'000	'000	'000	'000	'000	'000	'000	'000	
Mining	0.0	0.0	*0.1	0.0	**0.2	**0.2	*2.3	0.1	2.8	
Manufacturing	1.2	0.5	2.1	*2.0	*3.1	*3.2	13.0	10.4	23.4	
Construction	4.0	1.0	1.9	**0.9	**2.9	**0.6	0.4	2.8	6.7	
Wholesale trade	0.7	0.3	2.4	**0.4	3.2	1.3	0.5	2.8	7.8	
Retail trade	3.5	2.5	8.4	*3.8	1.0	1.4	6.8	12.2	21.4	
Accommodation, cafes and restaurants	0.7	0.9	4.0	1.5	3.2	0.4	1.8	5.5	10.9	
Transport and storage	0.9	0.4	1.9	0.2	0.7	1.7	0.8	2.1	5.3	
Finance and insurance	0.2	0.1	1.0	0.2	0.4	0.9	2.8	1.2	5.3	
Property and business services	1.7	0.9	4.2	**3.6	0.8	0.4	1.3	7.8	10.3	
Education	0.2	0.1	0.5	0.7	0.9	0.9	1.2	1.2	4.2	
Health and community services	0.6	0.7	4.6	*1.6	*2.6	1.6	5.9	6.2	16.3	
Cultural and recreational services	0.8	0.2	0.9	*0.5	**0.4	0.2	0.3	1.4	2.3	
Personal and other services	1.0	0.4	2.5	1.3	1.1	0.4	0.7	3.8	6.0	
Total(d)	15.8	8.2	34.8	16.8	20.8	13.2	37.8	57.9	123.4	
	AVERAGE ANNUAL RATE OF CHANGE 1983-84 TO 1996-97									
	%	%	%	%	%	%	%	%	%	
Mining	0.0	0.0	0.0	0.0	5.5	0.0	-2.3	0.0	-1.3	
Manufacturing	5.5	-1.4	2.6	0.0	2.7	5.5	-2.4	2.8	-0.5	
Construction	3.4	-0.7	-1.8	0.9	12.9	1.4	5.5	-1.0	3.1	
Wholesale trade	2.6	-2.2	1.8	-8.1	5.0	4.9	-7.6	-0.8	0.9	
Retail trade	0.2	0.3	1.1	6.4	-0.7	1.9	1.0	2.4	1.7	
Accommodation, cafes and restaurants	6.7	0.0	5.1	-1.0	3.7	0.0	5.5	2.9	3.4	
Transport and storage	0.0	0.0	5.9	-8.1	1.2	17.9	-1.7	2.6	3.7	
Finance and insurance	5.5	0.0	5.5	0.0	-1.7	-5.6	1.5	4.2	-0.1	
Property and business services	7.1	0.0	5.1	8.8	-5.2	-6.8	7.6	6.6	3.6	
Education	5.5	0.0	7.3	10.1	8.8	4.6	14.8	8.8	8.8	
Health and community services	8.8	4.4	11.6	4.5	5.5	6.6	11.7	9.1	8.9	
Cultural and recreational services	11.3	0.0	3.2	-1.4	0.0	5.5	0.0	1.2	2.4	
Personal and other services	4.0	-17.0	5.2	7.6	20.3	5.5	4.4	5.9	7.0	
Total(d)	3.3	0.9	3.6	2.8	4.1	2.8	0.6	3.4	2.4	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

(c) Industry division as defined in the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

(d) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, *Survey of Employment and Earnings: unpublished data, Labour Force Survey.*

3.14 NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — NORTHERN TERRITORY

	Non- employing businesses	Employer size group(a)					100 or more	Total small business	All businesses
		1-9	10-19	20-49	50-99				
1983-84 ('000)	2.1	2.1	0.4	0.2	0.0	0.0	4.6	4.8	
1993-94 ('000)	3.1	2.7	0.5	0.2	0.1	0.0	6.3	6.6	
1994-95 ('000)	2.8	2.9	0.4	0.3	0.1	0.1	6.1	6.6	
1995-96 ('000)	3.0	3.2	0.5	0.3	0.0	0.1	6.7	7.1	
1996-97 ('000)	2.7	3.1	0.6	0.3	0.1	0.1	6.4	6.9	
Average annual rate of change 1983-84 to 1996-97 (per cent)	2.0	3.0	3.2	3.2	0.0	0.0	2.6	2.8	

(a) See Introduction — Statistical units.

Source: Unpublished data, Survey of Employment and Earnings; Unpublished data, Labour Force Survey.

3.15 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — NORTHERN TERRITORY

	Persons working in own business(b)		Employer size group(a)					Private sector employees	
	Own account workers	Employers	1-9	10-19	20-49	50-99	100 or more	Small business employees	All employees
1983-84 ('000)	3.2	1.8	6.6	5.5	5.2	2.8	6.7	12.1	26.8
1993-94 ('000)	4.3	2.7	9.9	6.8	8.3	5.5	10.4	16.7	40.9
1994-95 ('000)	4.3	2.3	11.1	6.0	9.7	5.5	11.4	18.1	43.7
1995-96 ('000)	4.7	2.1	10.3	7.9	8.6	3.8	11.7	19.1	42.3
1996-97 ('000)	4.2	1.9	11.6	9.0	10.8	4.3	14.9	21.1	50.6
Average annual rate of change 1983-84 to 1996-97 (per cent)	2.1	0.4	4.4	3.9	5.8	3.4	6.3	4.4	5.0

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.16 NUMBER OF BUSINESSES(a), BY INDUSTRY AND EMPLOYER SIZE — AUSTRALIAN CAPITAL TERRITORY

	Non- employing businesses	Employer size group(a)					100 or more	Total small business	All businesses
		1-9	10-19	20-49	50-99				
1983-84 ('000)	3.5	4.4	0.8	0.2	0.1	0.0	8.7	9.0	
1993-94 ('000)	6.1	5.6	0.7	0.5	0.1	0.1	12.4	13.1	
1994-95 ('000)	6.6	6.1	0.6	0.4	0.1	0.1	13.3	13.9	
1995-96 ('000)	6.1	6.3	0.7	0.3	0.1	0.1	13.1	13.6	
1996-97 ('000)	5.7	6.3	0.7	0.3	0.1	0.1	12.7	13.2	
Average annual rate of change 1983-84 to 1996-97 (per cent)	3.8	2.8	-1.0	3.2	0.0	0.0	3.0	3.0	

(a) See Introduction — Statistical units.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

3.17 PERSONS EMPLOYED(a), BY INDUSTRY AND EMPLOYER SIZE — AUSTRALIAN CAPITAL TERRITORY

	Private sector employees									
	Persons working in own business(b)		Employer size group(a)					100 or more	Small business employees	All employees
	Own account workers	Employers	1-9	10-19	20-49	50-99				
1983-84 ('000)	5.3	3.4	15.6	8.1	6.6	4.1	10.6	23.7	45.0	
1993-94 ('000)	8.6	4.0	20.5	*10.4	15.6	4.1	18.5	30.9	69.1	
1994-95 ('000)	9.8	4.3	21.5	10.3	12.7	5.5	17.1	33.8	67.1	
1995-96 ('000)	9.3	4.1	22.7	11.2	10.0	6.4	17.6	35.3	67.9	
1996-97 ('000)	8.8	4.6	22.4	10.6	10.5	7.3	21.6	34.3	72.4	
Average annual rate of change 1983-84 to 1996-97 (per cent)	4.0	2.4	2.8	2.1	3.6	4.5	5.6	2.9	3.7	

(a) See Introduction — Statistical units.

(b) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

CHAPTER 4

INTRODUCTION

VERY SMALL BUSINESS

A significant part of the small business sector of the economy consists of businesses which are either non-employing or have less than five employees. The term 'micro business' has been used to identify these businesses.

Tables 4.1 and 4.2 present data on the number of micro businesses and the number of proprietors and employees of micro businesses. These data have been collated from the same sources, and on the same basis, as the data presented in chapters 1, 2, and 3 of this publication and are therefore directly comparable.

Tables 4.3 and 4.4 provide data on the characteristics of micro businesses and their operators and are sourced from the Characteristics of Small Business Survey. Micro business operators include sole proprietors and partners of non-employing businesses and of unincorporated employing businesses as well as the working directors of incorporated companies. Estimates of the number of businesses and people involved in these businesses derived from this survey will differ to similar estimates provided in tables 4.1, 4.2 and earlier chapters due to the methodological differences, sampling variability, and definitional differences between the surveys. It should also be noted that the category 'employers' referred to in these tables only include sole proprietors and partners of employing business; working directors are included in employee counts.

To enable comparisons to be made, the data in tables 4.3 and 4.4 have been expressed in percentage terms. Agricultural businesses are excluded from all tables in this chapter.

MICRO BUSINESSES

Table 4.1 shows that in 1996–97 there were an estimated 751,500 micro businesses in Australia, representing 83% of all small businesses and 81% of all businesses. The 409,100 non-employing micro businesses accounted for 54% of all micro businesses, 45% of all small businesses and 44% of all businesses.

Change between 1995–96
and 1996–97

In total, the number of micro businesses has remained almost static, increasing by only 0.5% from 747,400 in 1995–96 to 751,500 in 1996–97. The proportion of micro businesses to small businesses and micro businesses to all businesses also remained static. Looking at the two components of micro businesses, the number of non-employing businesses decreased by 4.5%, but this decrease was offset by a 7.3% increase in the number of employing businesses.

By industry

At over 89% each, the Mining, Construction, Cultural and recreational services, and Personal and other services industries have the highest proportion of micro businesses when compared to the total number of businesses in each industry. The Wholesale trade industry has the lowest proportion of micro businesses at 64%.

PERSONS EMPLOYED IN MICRO BUSINESSES

Table 4.2 shows that in 1996–97 micro businesses employed an estimated 1.6 million people. This represented a little over half of total small business employment and 25% of all employment. Of these 1.6 million people employed in private sector, non-agricultural micro businesses:

- 47% were employees, (which includes the working directors of incorporated companies);
- 14% were proprietors of unincorporated employing businesses, (referred to as employers); and
- 39% were proprietors of unincorporated non-employing businesses, (referred to as own account workers)

Changes between 1995–96
and 1996–97

As with the number of micro businesses, total micro business employment has remained almost static, increasing by only 2% over the 12 months. While total employment remained static, the number of own account workers decreased by 4.5%; employers also decreased by 7%, but the number of employees increased by 10.6%.

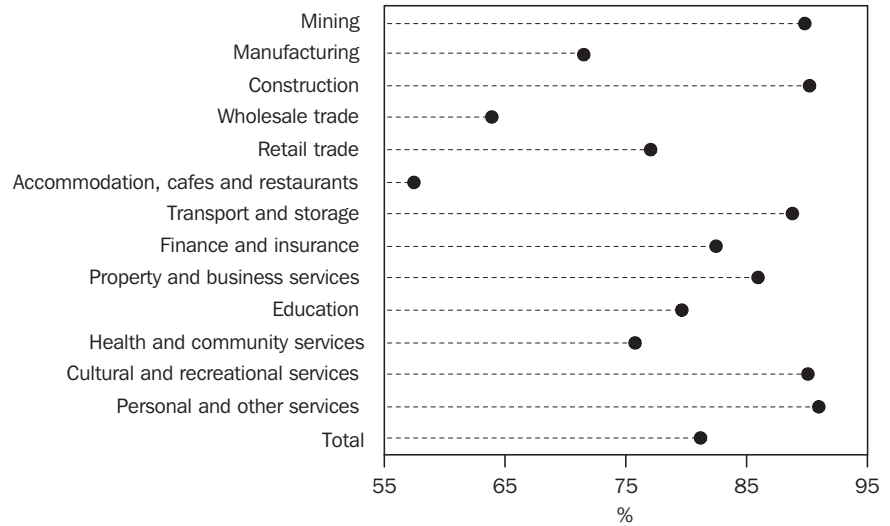
MICRO BUSINESS EMPLOYMENT BY INDUSTRY

Micro businesses were most prevalent in the Construction industry where they accounted for 56% of total industry employment. Own account workers alone represented 30% of the total Construction industry employment. Micro businesses were also strong in the Personal and other services, Property and business services, Cultural and recreational services, and Transport and storage industries where in each case more than 30% of total employment was accounted for by businesses employing less than five people.

MICRO BUSINESS
EMPLOYMENT BY
INDUSTRY *continued*

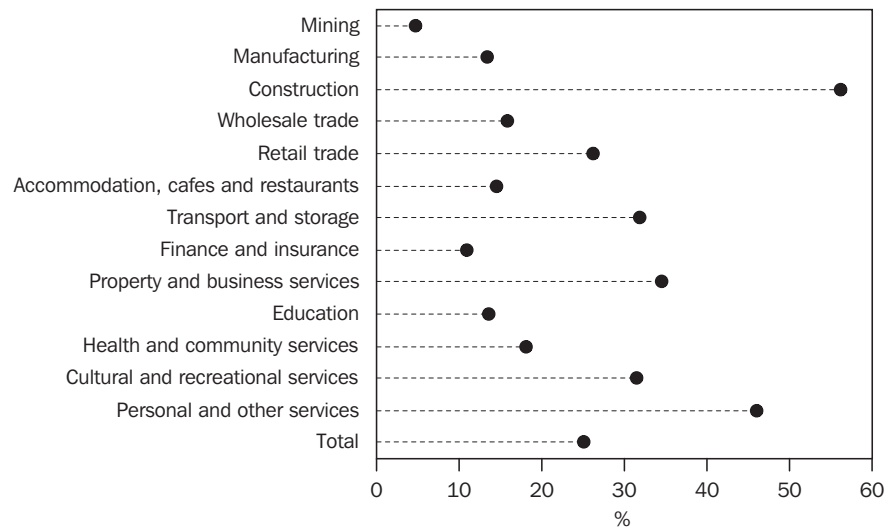
At the other end of the scale, only 5% of total Mining industry employment was accounted for by micro business. Other industries to record a low proportion were the Finance and insurance industry (11%), the Manufacturing industry and the Education industry, each with 14%.

MICRO BUSINESS AS A PROPORTION OF TOTAL BUSINESS — 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

MICRO BUSINESS EMPLOYMENT AS A PROPORTION OF TOTAL EMPLOYMENT
— 1996–97



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

4.1

MICRO BUSINESS(a)

Industry division	Employing(a)	Non-employed	Total	Proportion of small businesses	Proportion of all businesses
	'000	'000	'000	%	%
1995-96					
Mining	0.7	2.3	3.0	88.2	88.2
Manufacturing	20.5	28.1	48.6	69.3	68.1
Construction	47.9	101.6	149.4	92.3	91.5
Wholesale trade	21.3	16.5	37.8	68.7	63.3
Retail trade	56.0	67.6	123.6	79.5	77.4
Accommodation, cafes and restaurants	13.2	7.0	20.2	71.4	64.3
Transport and storage	15.7	31.6	47.2	87.9	85.8
Finance and insurance	12.0	4.9	16.9	84.9	80.9
Property and business services	70.5	71.4	141.9	87.1	85.4
Education	5.8	10.1	15.9	82.8	76.8
Health and community services	34.3	23.1	57.4	78.6	74.3
Cultural and recreational services	6.1	20.2	26.4	88.6	86.6
Personal and other services	12.4	37.8	50.3	91.0	90.1
Total(b)	319.0	428.4	747.4	83.1	80.4
1996-97					
Mining	0.9	1.6	2.5	92.6	89.3
Manufacturing	25.7	30.5	56.3	72.4	71.2
Construction	48.6	95.5	144.1	90.8	89.8
Wholesale trade	20.5	16.0	36.5	69.1	63.8
Retail trade	60.5	64.7	125.2	78.9	76.8
Accommodation, cafes and restaurants	11.7	6.5	18.1	64.6	57.5
Transport and storage	16.9	28.9	45.8	90.5	88.4
Finance and insurance	10.3	5.3	15.6	86.2	82.1
Property and business services	79.6	66.3	145.9	87.9	85.6
Education	5.7	9.7	15.3	85.5	79.3
Health and community services	33.8	20.1	53.9	79.4	75.5
Cultural and recreational services	9.0	19.6	28.6	92.3	89.7
Personal and other services	16.8	36.8	53.6	91.6	90.5
Total(b)	342.3	409.1	751.5	83.5	80.8

(a) Consists of businesses with less than five employees.

(b) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

4.2

MICRO BUSINESS(a), PERSONS EMPLOYED

Industry division	Number of employees	Number of employers(b)	Own account workers	Total	Proportion of small businesses	Proportion of all businesses
	'000	'000	'000	'000	%	%
1995-96						
Mining	1.4	0.0	3.7	5.1	41.8	5.7
Manufacturing	49.0	20.3	48.4	117.7	23.1	11.6
Construction	105.6	45.3	172.5	323.4	75.1	60.6
Wholesale trade	49.2	10.8	26.5	86.5	35.4	16.6
Retail trade	126.9	80.3	114.0	321.2	53.1	28.1
Accommodation, cafes and restaurants	29.1	16.4	12.8	58.3	38.4	16.7
Transport and storage	32.7	11.8	52.8	97.3	62.0	28.9
Finance and insurance	24.5	2.7	6.8	34.0	56.4	12.8
Property and business services	143.4	29.1	101.0	273.5	58.6	35.5
Education	12.2	1.3	15.8	29.3	46.7	14.1
Health and community services	72.1	15.2	30.8	118.1	46.0	17.6
Cultural and recreational services	13.6	4.2	28.3	46.1	59.9	30.4
Personal and other services	27.4	13.1	49.0	89.5	65.3	45.2
Total(c)	692.7	251.7	670.7	1615.1	50.6	25.6
1996-97						
Mining	1.8	0.0	2.5	4.3	48.9	5.0
Manufacturing	68.4	19.3	52.6	140.3	25.8	*13.5
Construction	100.9	37.2	162.2	300.3	71.8	56.4
Wholesale trade	46.8	11.3	25.7	83.8	35.5	16.1
Retail trade	140.4	71.8	109.1	321.3	51.2	26.4
Accommodation, cafes and restaurants	27.8	18.3	11.8	57.9	33.6	14.8
Transport and storage	36.7	10.0	48.4	95.1	65.0	32.1
Finance and insurance	21.3	2.1	7.4	30.8	60.9	*11.2
Property and business services	169.7	27.6	93.8	291.1	59.7	34.8
Education	12.5	1.3	15.2	29.0	51.1	*13.7
Health and community services	73.5	13.3	26.7	113.5	47.1	18.2
Cultural and recreational services	19.6	5.5	27.4	52.5	64.9	31.8
Personal and other services	41.4	14.3	47.6	103.3	67.6	46.2
Total(c)	766.2	233.8	640.8	1640.8	50.5	25.4

(a) Consists of businesses with less than five employees.

(b) Derived estimate using information from the Characteristics of Small Business Survey on the number of sole proprietors and partners operating businesses with less than five employees.

(c) Includes the Electricity, gas and water supply, and Communication services industries.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey; unpublished data, Characteristics of Small Business Survey.

CHARACTERISTICS OF MICRO BUSINESSES

Table 4.3 presents data on micro businesses from the Characteristics of Small Business Survey which was conducted in February 1997. The survey shows that 55% of micro businesses were non-employing, and 56% were family businesses. Home-based businesses, that is, a business that did not own or rent any premises apart from the home(s) of the operators, or most of the work of the business was done at the home(s) of the operator(s) accounted for 66% of micro businesses. Other key statistics include:

- 78% of non-employing micro businesses were home-based;
- 46% of micro businesses had been operated by the current owner(s) for less than 5 years and 32% for more than 10 years;
- 58% of micro businesses were established with the personal savings and/or borrowings of the operators;
- 57% of total micro businesses have 2 operators; for employing micro businesses 66% have 2 operators compared to only 50% of non-employing micro businesses;
- overall 18% of micro businesses have a written business plan: 23% of employing micro businesses have a business plan, for non-employing micro businesses, 14% have a business plan;
- 72% of employing micro businesses used advisory services compared to 52% of non-employing micro businesses; and
- 74% of micro businesses were considered to be moderately successful by their operators, 7% were considered unsuccessful.

Similar details on the total small business sector are provided in chapter 5.

4.3

MICRO BUSINESS(a), BY SELECTED CHARACTERISTICS — FEBRUARY 1997

	Non-employed		Total
	Non-employed	1-4 employees	
	%	%	%
Total small businesses	100.0	100.0	100.0
Family businesses	50.9	61.8	55.8
Home-based businesses	78.5	51.1	66.1
Employer size group			
Non-employed businesses	100.0	..	54.9
1-4 employees	..	100.0	45.1
Age of business			
Less than 1 year	13.2	8.8	11.2
1 to less than 5 years	36.4	32.9	34.8
5 to less than 10 years	20.3	24.2	22.1
10 years or more	30.2	34.0	31.9
Source of funds			
Less than \$1 000 used	31.1	14.5	23.6
Personal savings/borrowings	54.4	62.8	58.2
Payout from previous employment	7.7	8.4	8.0
Company borrowings from financial institutions	4.4	11.4	7.6
Other	2.4	2.8	2.6
Number of operators			
1	47.0	27.4	38.1
2	49.6	66.2	57.1
3 or more	3.5	6.4	4.8
Management training			
Operators with management qualifications	8.9	12.8	10.6
Operators with management training	11.9	14.3	13.0
Business plans			
With a business plan	13.8	23.0	18.0
Operate under the business plan	12.1	21.1	16.1
Advisory services			
Used advisory services	51.7	72.3	61.0
Did not use advisory services	48.3	27.7	39.0
Degree of success			
Highly successful	12.8	17.4	14.9
Moderately successful	74.4	73.7	74.1
Unsuccessful	7.5	5.8	6.8
Unsure/dont know	5.3	3.1	4.3

(a) Consists of businesses with less than five employees.

Source: Unpublished data, Characteristics of Small Business Survey, 1997

4.4

MICRO BUSINESS OPERATORS(a), BY SELECTED CHARACTERISTICS — FEBRUARY 1997

	Males	Females	Persons
	%	%	%
Total operators	100.0	100.0	100.0
Sex of operators			
Male operators	100.0	..	64.4
Female operators	..	100.0	35.6
Operators from family businesses	53.2	60.6	55.8
Home-based	68.2	62.3	66.1
Age of operators			
Less than 30	10.6	10.9	10.7
30 to 50	61.9	66.7	63.6
Greater than 50	27.6	22.4	25.7
Qualifications of operators			
Secondary school	29.8	47.4	36.1
Basic/skilled vocational	42.6	22.5	35.5
Degree/diploma	24.6	26.1	25.1
Hours worked by operators			
Less than 10	3.2	20.5	9.3
10–20	7.7	26.6	14.4
21–34	7.1	12.4	9.0
35–50	52.5	28.3	43.9
51–75	24.7	9.3	19.2
More than 75	4.8	2.9	4.1
Ethnicity of operators			
Born in Australia	68.5	71.8	69.7
Born overseas	31.5	28.2	30.3
State and Territory			
New South Wales	30.0	27.9	29.2
Victoria	25.7	22.9	24.7
Queensland	19.6	23.1	20.8
South Australia	7.9	8.6	8.1
Western Australia	12.6	13.4	12.9
Tasmania	2.2	1.9	2.1
Northern Territory	0.6	0.7	0.6
Australian Capital Territory	1.5	1.4	1.5

(a) Consists of businesses with less than five employees.

Source: Unpublished data, Characteristics of Small Business Survey, 1997

CHAPTER 5

CHARACTERISTICS OF SMALL BUSINESSES AND THEIR OPERATORS

INTRODUCTION

This chapter presents summary results from the Characteristics of Small Business Survey. Data from both the 1995 and 1997 surveys are shown. The survey is a supplementary topic in the Australian Bureau of Statistics' monthly Labour Force Survey (LFS), and is a survey of households. It addresses a number of aspects of the operations of small business as well as the characteristics of small business operators. More details from this survey are available in *Characteristics of Small Business, Australia, 1997* (Cat. no. 8127.0).

The estimates in this chapter of the number of businesses operating in Australia will differ to the estimates provided in earlier chapters. This variation occurs because of differing data sources, differing scope and coverage definitions between surveys, as well as variations due to sampling and non-sampling error. The Characteristics of Small Business Survey covers operators of non-agricultural private sector businesses employing less than 20 people, including non-employing businesses.

In particular, it should be noted that the two Characteristics of Small Business Surveys are in respect of February 1995 and February 1997 and as such provide point-in-time estimates. Estimates presented in other chapters that have been derived from the LFS or Survey of Employment and Earnings are annual estimates and are the result of averaging figures from the mid month of each quarter. The impact of this different methodology appears to have varied between 1995 and 1997 and across States.

The estimates of the number of business operators provided in this chapter includes own account workers (sole proprietors and partners of non-employing businesses), employers (operators of unincorporated employing sole proprietorships and partnerships) as well as working directors of incorporated companies. In other chapters, information can be found on numbers of own account workers and employers but working directors of incorporated companies are treated as employees of the business and are not identified as business owners or operators.

NUMBER OF SMALL BUSINESSES AND SMALL BUSINESS OPERATORS

The results of the Characteristics of Small Business Survey show that in February 1997 there were an estimated 1,311,900 business operators of an estimated 846,000 small businesses in Australia.

Over the two years since the previous survey (February 1995) the number of small business operators increased by 4.8% while the number of small businesses increased by 6.5% over the same period.

CHARACTERISTICS OF
SMALL BUSINESS
OPERATORS

Occupation Table 5.1 shows the occupation of small business operators by gender at February 1997. The occupation of the operators is based on the main tasks or duties performed and has been classified using the Australian Standard Classification of Occupations (2nd Edition).

Of the 1.3 million small business operators, 293,800 or 22% were classified as Tradespersons and related workers. The most common occupation was Associate professionals (19%) followed by Professionals (17%). For females, most small business operators (49%) were classified to the one of the three clerical occupations. A further 20% were Associate professionals.

Birthplace Table 5.2 details selected birthplaces of small business operators for both February 1995 and February 1997 and shows that in 1997, 30% of operators were born outside Australia. This proportion is slightly higher than the 28% of overseas born-operators in 1995.

Of operators born overseas, those born in Europe and the former USSR accounted for 19% of all 1997 small business operators, with half of these operators being born in the United Kingdom and Ireland. The other major regions where Australian small business operators were born were Oceania and Antarctica (2.7% of all small business operators); Northeast Asia (2.1%); and South East Asia (2.0%).

OTHER SELECTED
CHARACTERISTICS

Table 5.3 provides selected characteristics of the operators of small business for Australia and each of the States and Territories. The key results for Australia are:

Sex of operators Of the 1.3 million small business operators, 849,600 (65%) were male and 462,300 (35%) were female. Between February 1995 and February 1997 the number of female operators increased by 38,000 (9.0%) while the number of male operators increased by 21,000 (2.6%).

Age of operators Most small business operators (64%) were aged between 30 and 50 years. The distribution in each age group was as follows:

- 128,600 (10%) were less than 30 years old;
- 841,800 (64%) were aged between 30 and 50 years; and
- 341,500 (26%) were over 50.

Age of operators *continued*

Since 1995 there has been some movement in this distribution with a decrease both in absolute terms as well as proportionally in the number of younger (less than 30 year old) operators. Over the two years the number of small business operators less than 30 years old decreased by 16,700 (11.5%). This group now only makes up 10% of the total compared to 12% in 1995. Conversely, the number of operators over 50 increased by 50,700 (17.4%) and those aged between 30 and 50 increased by 25,800 (3.2%) over the same period. The proportion of small business operators over 50 years of age increased from 22% to 26%.

Qualifications of operators

At February 1997 small business operators had obtained qualifications as follows:

- an estimated 469,100 (37%) had completed the highest available year of secondary school, but did not gain a degree, diploma or vocational qualifications;
- 452,200 (36%) had gained a basic or skilled vocational qualification;
- 344,200 (27%) had gained either a degree or diploma; and
- 46,300 (4%) had not completed the highest available year of secondary school.

Since 1995 there has been an increase in the number of small business operators with basic or skilled vocational qualifications (up 35,400 or 8.5%) and in the number of operators with either a degree or diploma (up 33,700 or 10.9%). The number of small business operators whose highest qualification was the completion of the highest available year of secondary school was down 45,300 (8.8%) in 1997, compared to 1995.

Hours worked by operators

Of the 1.3 million small business operators in Australia at February 1997, 906,000 (69%) have been classified as full-time operators; that is, they usually worked 35 or more hours each week in the business. This proportion is slightly smaller than that recorded in 1995 when 71% were classified as full-time operators.

Part-time operators, those that usually worked less than 35 hours a week in their business, constituted 31% of the 1.3 million small business operators in Australia in February 1997, a slightly larger proportion than the 29% recorded in 1995.

An estimated 711,400 male operators worked full time, 84% of all male operators. In 1995 there were 708,500 male operators working full time hours, 86% of all male operators in 1995. There were 267,700 female small business operators working part time. This was 66% of all part-time small business operators, a similar proportion to that recorded in 1995 (67%).

CHARACTERISTICS OF
SMALL BUSINESSES

Table 5.4 provides selected characteristics on small businesses for Australia and each of the States and Territories. The key results for Australia were:

Age of business	<p>Of the 846,300 small businesses operating in Australia at February 1997:</p> <ul style="list-style-type: none">■ 10% had been in operation for less than 1 year;■ 34% had been in operation for 1 year but less than 5 years;■ 23% had been in operation for 5 years but less than 10 years; and■ 33% had been in operation for 10 or more years.
Source of funds used to establish the business	<p>Note: The data presented refers only to the initial funds used and does not take into account any subsequent funding or borrowings used to maintain or expand the business. The statistics relate to the major source of funds used to establish the business and the employer size ranges relate to the current size of the business.</p> <p>Where less than \$1,000 was used to establish the business the source of funds was not collected. An estimated 182,800 businesses (22% of the total) required less than \$1,000 to establish.</p> <p>The proportions shown in the following analysis have been calculated after removing small businesses classified to 'less than \$1,000 used' from the total.</p> <p>With 75% of small businesses using personal savings to establish their business, the same proportion as recorded in 1995, this was easily the most common source of funds. An estimated 12% of small businesses were set up using company borrowings (the same as in 1995) and 10% were set up by using payouts from previous employment (up from 5% in 1995). There were increases in this category across all size groups, but most occurred in the non-employed group.</p> <p>Across the States and Territories the distribution of the sources of funds used to establish small businesses was fairly consistent with the national average i.e.. about three quarters of them were started using personal savings or borrowings. The use of a payout from previous employment was most common in the Australian Capital Territory where 14% of small businesses were established in this way.</p>

Operators per business	<p>More than half (58%) the 846,300 small businesses operating in February 1997 had two operators. This represented a 20% increase over the number of two operator businesses recorded in 1995 when 51% of businesses had two operators. The number of small businesses with 3 or more operators also increased over the two year period (up by 14%) while the number of single operator small businesses decreased by 12%.</p> <p>Proportionally, the increase in two operator businesses was offset by a decrease in the single operator businesses; 41% of the total in 1995 compared to 34% in 1997. The proportion of businesses with three or more operators remained the same at 8%.</p>
Small businesses with operators trained in management	<p>Of the 846,300 small businesses operating in Australia in 1997 only 214,700 (25%) had an operator with some form of small business management training. This was slightly down on the proportion recorded in 1995 when 27% of small businesses had at least one operator with some management training, but the difference could be explained by sampling variability. The survey showed that in 1997:</p> <ul style="list-style-type: none"> ■ 12% of small businesses had at least one operator with small business qualifications (compared to 13% in 1995); and ■ a further 14% had at least one operator who had received some training in small business management or supervision (compared to 15% in 1995).
Written business plans in small business	<p>In 1997 an estimated 173,800 (21%) small businesses had a written business plan, 27,500 (18.8%) more than recorded in 1995. Of those businesses which had a written plan, 91% were currently operating from that plan.</p>
Training intentions of small employing businesses	<p>Of all small employing businesses, 105,400 (13%) intended to send employees on training courses in the six months following the survey. This was only marginally higher than the 96,500 (12%) recorded in the 1995 survey.</p> <p>Product knowledge training was the most common form of intended training, being reported in 53% of cases. This was similar to the 1995 findings.</p> <p>The second most popular form of training was computer training, being reported in 30% of cases. This form of training was not separately identified in the 1995 survey.</p> <p>Training in 'Business Management' and 'Marketing' appears to have halved over the two years since 1995, being only recorded in 10% and 9% of cases in the 1997 survey.</p>

Operators perception of success

Just as in 1995, the majority of small businesses considered themselves to be moderately successful. However, the proportion (73%) was slightly higher than the 69% recorded in 1995. The proportion that considered themselves to be highly successful was lower at 17%, compared to the 20% recorded in 1995. The proportion of businesses thought to be unsuccessful was up slightly from 4% to 6%.

Also, as was the case in 1995, a far greater proportion of businesses with 5–19 employees considered themselves to be highly successful. Of this size of business, 31% thought they were highly successful compared with 17% for businesses with 1–4 employees and 13% for non-employing firms. These proportions are all a little lower than recorded in 1995.

Similarly, the proportions for firms thought to be moderately successful also showed the same pattern as in 1995, with the 5–19 employee group having a smaller proportion at 65% compared to the 74% recorded for the other two groups. These proportions are all a little larger than recorded in 1995.

5.1

SMALL BUSINESS OPERATORS, BY SEX AND OCCUPATION, FEBRUARY 1997

<i>Occupation</i>	<i>Males</i>	<i>Females</i>	<i>Persons</i>	<i>Persons</i>
	'000	'000	'000	%
Not applicable	1.5	2.7	4.2	0.3
Managers and administrators	89.0	16.0	104.9	8.0
Professionals	150.1	67.4	217.6	16.6
Associate professionals	156.3	94.4	250.7	19.1
Tradepersons and related workers	266.5	27.3	293.8	22.4
Advanced clerical, sales and service workers	8.6	92.0	100.6	7.7
Intermediate clerical, sales and service workers	26.4	99.0	125.4	9.6
Intermediate production and transport workers	80.1	8.2	88.3	6.7
Elementary clerical, sales and service workers	22.9	35.5	58.4	4.5
Labourers and related workers	48.3	19.7	68.0	5.2
Total	849.6	462.3	1 311.9	100.0

Source: Unpublished data, Characteristics of Small Business Survey, February 1997.

5.2

SMALL BUSINESS OPERATORS, BY SELECTED BIRTHPLACES

<i>Birthplace</i>	<i>February 1995</i>		<i>February 1997</i>	
	<i>Persons</i>	<i>% of total</i>	<i>Persons</i>	<i>% of total</i>
	<i>'000</i>		<i>'000</i>	
Born in Australia	904.6	72.2	919.7	70.1
Born outside Australia	347.4	27.7	392.2	29.9
Total	1 252.1	100.0	1 311.9	100.0
<i>Oceania and Antarctica</i>				
New Zealand	33.8	2.7	31.7	2.4
Other Oceania and Antarctica	2.6	0.2	4.0	0.3
<i>Total</i>	<i>36.3</i>	<i>2.9</i>	<i>35.7</i>	<i>2.7</i>
<i>Europe and the former USSR</i>				
Germany	13.0	1.0	13.5	1.0
Greece	20.3	1.6	15.9	1.2
Italy	24.6	2.0	26.8	2.0
Netherlands	11.4	0.9	10.4	0.8
Malta	3.6	0.3	3.0	0.2
Poland	4.7	0.4	4.4	0.3
United Kingdom and Ireland	118.3	9.4	125.4	9.6
Other Europe and the former USSR	65.5	5.2	45.1	3.4
<i>Total</i>	<i>228.7</i>	<i>18.3</i>	<i>244.5</i>	<i>18.6</i>
<i>Africa (excl. North Africa)</i>	<i>9.0</i>	<i>0.7</i>	<i>12.1</i>	<i>0.9</i>
<i>Middle East and North Africa</i>				
Lebanon	9.7	0.8	8.5	0.6
Other Middle East and North Africa	11.9	1.0	13.1	1.0
<i>Total</i>	<i>21.6</i>	<i>1.7</i>	<i>21.6</i>	<i>1.6</i>
<i>Southeast Asia</i>				
Malaysia	4.8	0.4	8.5	0.6
Philippines	2.3	0.2	3.4	0.3
Vietnam	8.0	0.6	7.9	0.6
Other Southeast Asia	6.1	0.5	6.2	0.5
<i>Total</i>	<i>21.1</i>	<i>1.7</i>	<i>26.0</i>	<i>2.0</i>
<i>Northeast Asia</i>				
China (excl. Taiwan province)	7.4	0.6	13.4	1.0
Other Northeast Asia	8.1	0.6	14.0	1.1
<i>Total</i>	<i>15.5</i>	<i>1.2</i>	<i>27.4</i>	<i>2.1</i>
<i>Southern Asia</i>				
India	4.8	0.4	6.3	0.5
Other Southern Asia	1.8	0.1	1.1	0.1
<i>Total</i>	<i>6.6</i>	<i>0.5</i>	<i>7.4</i>	<i>0.6</i>
<i>Northern America</i>				
USA	3.8	0.3	7.1	0.5
Canada	2.1	0.2	3.3	0.2
<i>Total</i>	<i>5.9</i>	<i>0.5</i>	<i>10.4</i>	<i>0.8</i>
<i>South and Central America and Caribbean</i>	<i>2.6</i>	<i>0.2</i>	<i>7.0</i>	<i>0.5</i>

Source: Unpublished data, Characteristics of Small Business Survey, February 1995 and February 1997.

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY

Selected characteristics	February 1995	February 1997	Change	
	'000	'000	Absolute '000	Relative %
AUSTRALIA				
Male				
Small business operators	827.8	849.6	21.8	2.6
Age of operator				
Aged less than 30	99.8	82.3	-17.5	-17.5
Aged 30-50	518.0	530.9	12.9	2.5
Aged greater than 50	210.0	236.5	26.5	12.6
Qualifications of operator				
Secondary school	286.1	250.9	-35.2	-12.3
Basic or skilled vocational	323.4	350.3	26.9	8.3
Degree or diploma	210.6	221.4	10.8	5.1
Hours worked by operators				
Part-time	356.9	406.0	49.1	13.8
Full-time	708.5	711.4	2.9	0.4
Female				
Small business operators	424.3	462.3	38.0	9.0
Age of operator				
Aged less than 30	45.4	46.3	0.9	2.0
Aged 30-50	298.1	311.0	12.9	4.3
Aged greater than 50	80.8	105.0	24.2	30.0
Qualifications of operator				
Secondary school	228.3	218.2	-10.1	-4.4
Basic or skilled vocational	93.5	101.9	8.4	9.0
Degree or diploma	99.9	122.8	22.9	22.9
Hours worked by operators				
Part-time	36.3	40.5	4.2	11.6
Full-time	186.5	194.6	8.1	4.3
Persons				
Small business operators	1252.1	1311.9	59.8	4.8
Age of operator				
Aged less than 30	145.3	128.6	-16.7	-11.5
Aged 30-50	816.0	841.8	25.8	3.2
Aged greater than 50	290.8	341.5	50.7	17.4
Qualifications of operator				
Secondary school	514.4	469.1	-45.3	-8.8
Basic or skilled vocational	416.8	452.2	35.4	8.5
Degree or diploma	310.5	344.2	33.7	10.9
Hours worked by operators				
Part-time	69.4	68.3	-1.1	-1.6
Full-time	895.0	906.0	11.0	1.2

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
NEW SOUTH WALES				
Male				
Small business operators	254.4	253.4	-1.0	-0.4
Age of operator				
Aged less than 30	28.5	19.1	-9.4	-33.0
Aged 30-50	156.1	161.3	5.2	3.3
Aged greater than 50	69.9	73.0	3.1	4.4
Qualifications of operator				
Secondary school	86.7	67.5	-19.2	-22.1
Basic or skilled vocational	95.9	107.0	11.1	11.6
Degree or diploma	69.3	72.1	2.8	4.0
Hours worked by operators				
Part-time	105.7	108.9	3.2	3.0
Full-time	218.1	212.9	-5.2	-2.4
Female				
Small business operators	133.2	130.0	-3.2	-2.4
Age of operator				
Aged less than 30	10.9	11.1	0.2	1.8
Aged 30-50	94.5	90.1	-4.4	-4.7
Aged greater than 50	27.8	28.7	0.9	3.2
Qualifications of operator				
Secondary school	62.1	55.3	-6.8	-11.0
Basic or skilled vocational	37.3	29.3	-8.0	-21.4
Degree or diploma	33.1	41.6	8.5	25.7
Hours worked by operators				
Part-time	29.9	31.3	1.4	4.7
Full-time	63.8	61.7	-2.1	-3.3
Persons				
Small business operators	387.7	383.4	-4.3	-1.1
Age of operator				
Aged less than 30	39.4	30.2	-9.2	-23.4
Aged 30-50	250.6	251.4	0.8	0.3
Aged greater than 50	97.7	101.8	4.1	4.2
Qualifications of operator				
Secondary school	148.8	122.7	-26.1	-17.5
Basic or skilled vocational	133.2	136.3	3.1	2.3
Degree or diploma	102.5	113.7	11.2	10.9
Hours worked by operators				
Part-time	56.5	64.6	8.1	14.3
Full-time	282.0	274.6	-7.4	-2.6

...continued

5.3

SMALL BUSINESS OPERATORS, STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
VICTORIA				
Male				
Small business operators	219.8	220.8	1.0	0.5
Age of operator				
Aged less than 30	26.7	24.3	-2.4	-9.0
Aged 30-50	134.9	139.4	4.5	3.3
Aged greater than 50	58.2	57.1	-1.1	-1.9
Qualifications of Operator				
Secondary school	75.7	66.7	-9.0	-11.9
Basic or skilled vocational	88.9	83.6	-5.3	-6.0
Degree or diploma	51.9	63.7	11.8	22.7
Hours worked by operators				
Part-time	86.5	95.9	9.4	10.9
Full-time	189.8	189.5	-0.3	-0.2
Female				
Small business operators	99.7	107.1	7.4	7.4
Age of operator				
Aged less than 30	13.3	11.0	-2.3	-17.3
Aged 30-50	67.2	71.5	4.3	6.4
Aged greater than 50	19.2	24.6	5.4	28.1
Qualifications of operator				
Secondary school	57.8	52.3	-5.5	-9.5
Basic or skilled vocational	17.1	22.4	5.3	31.0
Degree or diploma	23.6	27.7	4.1	17.4
Hours worked by operators				
Part-time	23.7	28.0	4.3	18.1
Full-time	43.2	42.6	-0.6	-1.4
Persons				
Small business operators	319.5	327.9	8.4	2.6
Age of operator				
Aged less than 30	40.0	35.4	-4.6	-11.5
Aged 30-50	202.1	210.9	8.8	4.4
Aged greater than 50	77.4	81.7	4.3	5.6
Qualifications of operator				
Secondary school	133.5	119.1	-14.4	-10.8
Basic or skilled vocational	106.0	106.0	0.0	0.0
Degree or diploma	75.5	91.3	15.8	20.9
Hours worked by operators				
Part-time	53.5	59.7	6.2	11.6
Full-time	233.0	232.0	-1.0	-0.4

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
QUEENSLAND				
Male				
Small business operators	161.7	168.2	6.5	4.0
Age of operator				
Aged less than 30	19.8	14.5	-5.3	-26.8
Aged 30-50	102.1	103.7	1.6	1.6
Aged greater than 50	39.8	50.0	10.2	25.6
Qualifications of operator				
Secondary school	53.3	55.0	1.7	3.2
Basic or skilled vocational	65.4	72.5	7.1	10.9
Degree or diploma	42.2	35.2	-7.0	-16.6
Hours worked by operators				
Part-time	77.2	87.7	10.5	13.6
Full-time	138.0	140.2	2.2	1.6
Female				
Small business operators	90.8	105.9	15.1	16.6
Age of operator				
Aged less than 30	8.7	10.2	1.5	17.2
Aged 30-50	65.0	68.4	3.4	5.2
Aged greater than 50	17.1	27.3	10.2	59.6
Qualifications of operator				
Secondary school	53.6	54.5	0.9	1.7
Basic or skilled vocational	18.7	21.9	3.2	17.1
Degree or diploma	18.2	24.3	6.1	33.5
Hours worked by operators				
Part-time	12.0	13.8	1.8	15.0
Full-time	37.3	46.2	8.9	23.9
Persons				
Small business operators	252.5	274.0	21.5	8.5
Age of operator				
Aged less than 30	28.5	24.7	-3.8	-13.3
Aged 30-50	167.1	172.1	5.0	3.0
Aged greater than 50	56.9	77.3	20.4	35.9
Qualifications of operator				
Secondary school	106.9	109.5	2.6	2.4
Basic or skilled vocational	84.0	94.4	10.4	12.4
Degree or diploma	60.4	59.5	-0.9	-1.5
Hours worked by operators				
Part-time	20.0	23.5	3.5	17.5
Full-time	175.3	186.3	11.0	6.3

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
SOUTH AUSTRALIA				
Male				
Small business operators	63.9	65.2	1.3	2.0
Age of operator				
Aged less than 30	7.3	7.8	0.5	6.8
Aged 30–50	41.4	36.9	-4.5	-10.9
Aged greater than 50	15.2	20.5	5.3	34.9
Qualifications of operator				
Secondary school	26.0	22.2	-3.8	-14.6
Basic or skilled vocational	22.5	26.0	3.5	15.6
Degree or diploma	15.2	13.3	-1.9	-12.5
Hours worked by operators				
Part-time	32.1	37.2	5.1	15.9
Full-time	51.9	51.4	-0.5	-1.0
Female				
Small business operators	35.1	39.5	4.4	12.5
Age of operator				
Aged less than 30	5.0	4.7	-0.3	-6.0
Aged 30–50	24.3	25.5	1.2	4.9
Aged greater than 50	5.8	9.4	3.6	62.1
Qualifications of operator				
Secondary school	19.8	20.8	1.0	5.1
Basic or skilled vocational	7.2	8.6	1.4	19.4
Degree or diploma	8.1	8.0	-0.1	-1.2
Hours worked by operators				
Part-time	12.3	17.6	5.3	43.1
Full-time	14.9	16.0	1.1	7.4
Persons				
Small business operators	99.0	104.7	5.7	5.8
Age of operator				
Aged less than 30	12.3	12.5	0.2	1.6
Aged 30–50	65.7	62.3	-3.4	-5.2
Aged greater than 50	21.0	29.9	8.9	42.4
Qualifications of operator				
Secondary school	45.8	43.0	-2.8	-6.1
Basic or skilled vocational	29.7	34.6	4.9	16.5
Degree or diploma	23.3	21.3	-2.0	-8.6
Hours worked by operators				
Part-time	27.5	39.9	12.4	45.1
Full-time	66.7	67.5	0.8	1.2

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
WESTERN AUSTRALIA				
Male				
Small business operators	90.2	104.5	14.3	15.9
Age of operator				
Aged less than 30	12.3	11.9	-0.4	-3.3
Aged 30-50	57.9	67.1	9.2	15.9
Aged greater than 50	20.1	25.5	5.4	26.9
Qualifications of Operator				
Secondary school	32.6	28.1	-4.5	-13.8
Basic or skilled vocational	35.1	46.5	11.4	32.5
Degree or diploma	21.7	27.5	5.8	26.7
Hours worked by operators				
Part-time	39.7	57.5	17.8	44.8
Full-time	78.0	86.9	8.9	11.4
Female				
Small business operators	45.9	60.2	14.3	31.2
Age of operator				
Aged less than 30	5.3	7.1	1.8	34.0
Aged 30-50	33.3	42.0	8.7	26.1
Aged greater than 50	7.4	11.1	3.7	50.0
Qualifications of operator				
Secondary school	24.7	25.7	1.0	4.0
Basic or skilled vocational	9.6	15.5	5.9	61.5
Degree or diploma	11.5	16.1	4.6	40.0
Hours worked by operators				
Part-time	2.8	3.6	0.8	28.6
Full-time	18.5	20.3	1.8	9.7
Persons				
Small business operators	136.2	164.7	28.5	20.9
Age of operator				
Aged less than 30	17.6	19.0	1.4	8.0
Aged 30-50	91.1	109.1	18.0	19.8
Aged greater than 50	27.5	36.6	9.1	33.1
Qualifications of operator				
Secondary school	57.3	53.8	-3.5	-6.1
Basic or skilled vocational	44.7	62.0	17.3	38.7
Degree or diploma	33.2	43.5	10.3	31.0
Hours worked by operators				
Part-time	5.7	5.6	-0.1	-1.8
Full-time	96.5	107.2	10.7	11.1

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
	<i>'000</i>	<i>'000</i>	<i>'000</i>	<i>%</i>
TASMANIA				
Male				
Small business operators	18.9	19.5	0.6	3.2
Age of operator				
Aged less than 30	2.8	2.0	-0.8	-28.6
Aged 30-50	12.6	11.8	-0.8	-6.3
Aged greater than 50	3.5	5.7	2.2	62.9
Qualifications of operator				
Secondary school	5.5	6.1	0.6	10.9
Basic or skilled vocational	9.2	8.2	-1.0	-10.9
Degree or diploma	4.2	4.2	0.0	0.0
Hours worked by operators				
Part-time	8.6	9.2	0.6	7.0
Full-time	16.1	15.9	-0.2	-1.2
Female				
Small business operators	10.1	9.6	-0.5	-5.0
Age of operator				
Aged less than 30	*1.0	*0.8	-0.2	-20.0
Aged 30-50	7.2	6.3	-0.9	-12.5
Aged greater than 50	1.8	2.6	0.8	44.4
Qualifications of operator				
Secondary school	5.6	5.2	-0.4	-7.1
Basic or skilled vocational	1.8	1.6	-0.2	-11.1
Degree or diploma	2.7	2.4	-0.3	-11.1
Hours worked by operators				
Part-time	*0.7	0.9	0.2	28.6
Full-time	4.4	4.0	-0.4	-9.1
Persons				
Small business operators	29.0	29.1	0.1	0.3
Age of operator				
Aged less than 30	3.8	2.7	-1.1	-28.9
Aged 30-50	19.9	18.1	-1.8	-9.0
Aged greater than 50	5.4	8.3	2.9	53.7
Qualifications of operator				
Secondary school	11.1	11.4	0.3	2.7
Basic or skilled vocational	11.0	9.8	-1.2	-10.9
Degree or diploma	6.8	6.6	-0.2	-2.9
Hours worked by operators				
Part-time	0.6	1.6	1.0	166.7
Full-time	20.4	19.9	-0.5	-2.5

...continued

5.3

SMALL BUSINESS OPERATORS, BY STATE AND TERRITORY — *continued*

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
NORTHERN TERRITORY				
Male				
Small business operators	6.2	5.6	-0.6	-9.7
Age of operator				
Aged less than 30	1.0	0.7	-0.3	-30.0
Aged 30-50	4.5	3.7	-0.8	-17.8
Aged greater than 50	0.7	1.2	0.5	71.4
Qualifications of Operator				
Secondary school	2.0	1.6	-0.4	-20.0
Basic or skilled vocational	2.6	2.3	-0.3	-11.5
Degree or diploma	1.6	1.4	-0.2	-12.5
Hours worked by operators				
Part-time	1.3	2.5	1.2	92.3
Full-time	5.5	4.7	-0.8	-14.5
Female				
Small business operators	2.2	3.2	1.0	45.5
Age of operator				
Aged less than 30	*0.3	*0.4	0.1	33.3
Aged 30-50	1.7	2.6	0.9	52.9
Aged greater than 50	*	*	*	*
Qualifications of Operator				
Secondary school	1.5	1.6	0.1	6.7
Basic or skilled vocational	0.5	1.2	0.7	140.0
Degree or diploma	*	*0.4	*	*
Hours worked by operators				
Part-time	1.6	2.6	1.0	62.5
Full-time	1.5	1.6	0.1	6.7
Persons				
Small business operators	8.4	8.8	0.4	4.8
Age of operator				
Aged less than 30	1.3	1.0	-0.3	-23.1
Aged 30-50	6.3	6.3	0.0	0.0
Aged greater than 50	0.8	1.5	0.7	87.5
Qualifications of Operator				
Secondary school	3.5	3.2	-0.3	-8.6
Basic or skilled vocational	3.0	3.5	0.5	16.7
Degree or diploma	1.8	1.8	0.0	0.0
Hours worked by operators				
Part-time	4.4	4.5	0.1	2.3
Full-time	7.1	6.3	-0.8	-11.3

...continued

5.3

SMALL BUSINESS OPERATORS BY GENDER AND SELECTED CHARACTERISTICS — *continued*

<i>Selected characteristics</i>	<i>February 1995</i> '000	<i>February 1997</i> '000	<i>Change</i>	
			<i>Absolute</i> '000	<i>Relative</i> %
AUSTRALIAN CAPITAL TERRITORY				
Male				
Small business operators	12.7	12.5	-0.2	-1.6
Age of operator				
Aged less than 30	1.6	2.0	0.4	25.0
Aged 30-50	8.5	7.1	-1.4	-16.5
Aged greater than 50	2.6	3.5	0.9	34.6
Qualifications of Operator				
Secondary school	4.3	3.8	-0.5	-11.6
Basic or skilled vocational	3.9	4.2	0.3	7.7
Degree or diploma	4.4	4.2	-0.2	-4.5
Hours worked by operators				
Part-time	5.9	7.0	1.1	18.6
Full-time	11.1	9.9	-1.2	-10.8
Female				
Small business operators	7.2	6.7	-0.5	-6.9
Age of operator				
Aged less than 30	*0.9	*1.0	0.1	11.1
Aged 30-50	4.8	4.6	-0.2	-4.2
Aged greater than 50	1.6	*1.1	-0.5	-31.3
Qualifications of Operator				
Secondary school	3.2	2.7	-0.5	-15.6
Basic or skilled vocational	1.4	1.3	-0.1	-7.1
Degree or diploma	2.5	2.4	-0.1	-4.0
Hours worked by operators				
Part-time	*1.1	1.5	0.4	36.4
Full-time	2.9	2.3	-0.6	-20.7
Persons				
Small business operators	19.9	19.2	-0.7	-3.5
Age of operator				
Aged less than 30	2.4	3.0	0.6	25.0
Aged 30-50	13.3	11.7	-1.6	-12.0
Aged greater than 50	4.2	4.5	0.3	7.1
Qualifications of operator				
Secondary school	7.5	6.5	-1.0	-13.3
Basic or skilled vocational	5.3	5.5	0.2	3.8
Degree or diploma	6.9	6.6	-0.3	-4.3
Hours worked by operators				
Part-time	*1.4	2.0	0.6	42.9
Full-time	13.9	12.2	-1.7	-12.2

Source: Unpublished data, Characteristics of Small Business Survey, February 1995 and February 1997.

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY

<i>Selected characteristics</i>	<i>February 1995</i>	<i>February 1997</i>	<i>Change</i>	
	<i>'000</i>	<i>'000</i>	<i>Absolute</i>	<i>Relative</i>
			<i>'000</i>	<i>%</i>
AUSTRALIA				
Total small businesses	794.7	846.3	51.6	6.5
Age of business				
Less than 1 year	102.4	86.2	-16.2	-15.8
1 to less than 5 years	272.1	283.6	11.5	4.2
5 to less than 10 years	183.5	193.3	9.8	5.3
10 or more years	236.7	283.3	46.6	19.7
Source of funds to establish the business				
Less than \$1 000 used	192.5	182.8	-9.7	-5.0
Personal savings/borrowings	450.7	495.9	45.2	10.0
Payout from previous employment	27.9	64.2	36.3	130.1
Company borrowings from financial institutions	70.3	81.3	11.0	15.6
Other	53.2	22.0	-31.2	-58.6
Number of operators				
1	326.0	287.6	-38.4	-11.8
2	407.1	488.0	80.9	19.9
3 or more	61.7	70.6	8.9	14.4
Management training				
With at least one operator with small business management qualifications	100.4	99.0	-1.4	-1.4
With at least one operator with training in small business management or supervision	116.6	115.7	-0.9	-0.8
No operators with small business qualifications or training	577.6	631.6	54.0	9.3
Business plans				
Businesses with a business plan	146.3	173.8	27.5	18.8
Businesses who operate under the plan	130.9	157.4	26.5	20.2
Training Intentions of employing businesses				
Business with training intentions	96.5	105.4	8.9	9.2
Type of training intended				
Financial management	7.2	7.0	-0.2	-2.8
Business management	23.6	10.9	-12.7	-53.8
Product knowledge	53.9	56.1	2.2	4.1
Marketing	20.4	9.8	-10.6	-52.0
Other	36.3	61.9	25.6	70.5
Operators perception of success				
Highly successful businesses	157.4	146.4	-11.0	-7.0
Moderately successful businesses	547.8	614.5	66.7	12.2
Unsuccessful businesses	35.8	53.0	17.2	48.0
Unsure/don't know	53.7	32.4	-21.3	-39.7

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
NEW SOUTH WALES				
Total small businesses	243.7	247.3	3.6	1.5
Age of business				
Less than 1 year	26.0	16.9	-9.1	-35.0
1 to less than 5 years	84.1	87.9	3.8	4.5
5 to less than 10 years	59.2	54.4	-4.8	-8.1
10 or more years	74.4	88.1	13.7	18.4
Source of funds to establish the business				
Less than \$1 000 used	56.1	53.0	-3.1	-5.5
Personal savings/borrowings	142.6	146.7	4.1	2.9
Payout from previous employment	6.5	20.1	13.6	209.2
Company borrowings from financial institutions	19.7	22.4	2.7	13.7
Other	18.8	5.2	-13.6	-72.3
Number of operators				
1	98.7	91.7	-7.0	-7.1
2	124.4	135.0	10.6	8.5
3 or more	20.6	20.7	0.1	0.5
Management training				
With at least one operator with small business management qualifications	40.5	27.9	-12.6	-31.1
With at least one operator with training in small business management or supervision	33.2	24.8	-8.4	-25.3
No operators with small business qualifications or training	170.0	194.6	24.6	14.5
Business plans				
Businesses with a business plan	46.4	42.3	-4.1	-8.8
Businesses who operate under the plan	40.9	39.2	-1.7	-4.2
Training Intentions of employing businesses				
Business with training intentions	28.9	27.4	-1.5	-5.2
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	7.4	*2.9	-4.5	-60.8
Product knowledge	14.9	12.2	-2.7	-18.1
Marketing	*4.0	*2.1	-1.9	-47.5
Other	11.1	18.7	7.6	68.5
Operators perception of success				
Highly successful businesses	48.1	39.4	-8.7	-18.1
Moderately successful businesses	165.7	181.5	15.8	9.5
Unsuccessful businesses	11.7	17.4	5.7	48.7
Unsure/don't know	18.2	9.0	-9.2	-50.5

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
VICTORIA				
Total small businesses	201.5	211.5	10.0	5.0
Age of business				
Less than 1 year	22.6	21.3	-1.3	-5.8
1 to less than 5 years	63.0	69.8	6.8	10.8
5 to less than 10 years	47.7	48.9	1.2	2.5
10 or more years	68.2	71.6	3.4	5.0
Source of funds to establish the business				
Less than \$1 000 used	53.1	43.6	-9.5	-17.9
Personal savings/borrowings	112.3	124.8	12.5	11.1
Payout from previous employment	9.2	17.0	7.8	84.8
Company borrowings from financial institutions	13.9	21.0	7.1	51.1
Other	13.0	5.1	-7.9	-60.8
Number of operators				
1	81.4	74.3	-7.1	-8.7
2	103.6	120.4	16.8	16.2
3 or more	16.5	16.8	0.3	1.8
Management training				
With at least one operator with small business management qualifications	21.5	21.6	0.1	0.5
With at least one operator with training in small business management or supervision	28.0	33.6	5.6	20.0
No operators with small business qualifications or training	152.0	156.3	4.3	2.8
Business plans				
Businesses with a business plan	34.4	47.4	13.0	37.8
Businesses who operate under the plan	30.6	43.3	12.7	41.5
Training Intentions of employing businesses				
Business with training intentions	25.9	28.3	2.4	9.3
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	5.7	*2.8	-2.9	-50.9
Product knowledge	14.2	17.3	3.1	21.8
Marketing	*4.1	*1.6	-2.5	-61.0
Other	11.3	15.1	3.8	33.6
Operators perception of success				
Highly successful businesses	35.2	37.7	2.5	7.1
Moderately successful businesses	140.8	151.5	10.7	7.6
Unsuccessful businesses	11.4	15.1	3.7	32.5
Unsure/don't know	14.1	7.2	-6.9	-48.9

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
QUEENSLAND				
Total small businesses	163.6	176.8	13.2	8.1
Age of business				
Less than 1 year	24.2	21.6	-2.6	-10.7
1 to less than 5 years	59.6	53.7	-5.9	-9.9
5 to less than 10 years	34.9	47.1	12.2	35.0
10 or more years	44.9	54.3	9.4	20.9
Source of funds to establish the business				
Less than \$1 000 used	35.5	37.6	2.1	5.9
Personal savings/borrowings	94.1	103.8	9.7	10.3
Payout from previous employment	6.5	10.2	3.7	56.9
Company borrowings from financial institutions	17.0	20.0	3.0	17.6
Other	10.5	5.1	-5.4	-51.4
Number of operators				
1	69.3	51.0	-18.3	-26.4
2	84.5	111.4	26.9	31.8
3 or more	9.8	14.4	4.6	46.9
Management training				
With at least one operator with small business management qualifications	16.8	26.9	10.1	60.1
With at least one operator with training in small business management or supervision	28.3	25.7	-2.6	-9.2
No operators with small business qualifications or training	118.5	124.2	5.7	4.8
Business plans				
Businesses with a business plan	29.4	45.1	15.7	53.4
Businesses who operate under the plan	27.4	39.2	11.8	43.1
Training Intentions of employing businesses				
Business with training intentions	20.3	21.5	1.2	5.9
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	6.3	*2.4	-3.9	-61.9
Product knowledge	12.6	11.6	-1.0	-7.9
Marketing	6.3	*2.8	-3.5	-55.6
Other	6.0	12.2	6.2	103.3
Operators perception of success				
Highly successful businesses	32.7	25.5	-7.2	-22.0
Moderately successful businesses	114.5	133.2	18.7	16.3
Unsuccessful businesses	5.3	10.6	5.3	100.0
Unsure/don't know	11.2	7.4	-3.8	-33.9

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
SOUTH AUSTRALIA				
Total small businesses	64.0	67.6	3.6	5.6
Age of business				
Less than 1 year	10.5	7.7	-2.8	-26.7
1 to less than 5 years	20.7	22.8	2.1	10.1
5 to less than 10 years	13.5	11.4	-2.1	-15.6
10 or more years	19.3	25.5	6.2	32.1
Source of funds to establish the business				
Less than \$1 000 used	13.9	16.4	2.5	18.0
Personal savings/borrowings	34.5	37.7	3.2	9.3
Payout from previous employment	*2.8	6.1	3.3	117.9
Company borrowings from financial institutions	8.8	5.3	-3.5	-39.8
Other	3.9	*2.1	-1.8	-46.2
Number of operators				
1	27.1	21.1	-6.0	-22.1
2	32.4	41.4	9.0	27.8
3 or more	4.5	5.0	0.5	11.1
Management training				
With at least one operator with small business management qualifications	8.6	8.0	-0.6	-7.0
With at least one operator with training in small business management or supervision	8.2	10.6	2.4	29.3
No operators with small business qualifications or training	47.2	49.0	1.8	3.8
Business plans				
Businesses with a business plan	13.6	11.3	-2.3	-16.9
Businesses who operate under the plan	12.1	10.8	-1.3	-10.7
Training Intentions of employing businesses				
Business with training intentions	8.3	8.7	0.4	4.8
Type of training intended				
Financial management	n.a	n.a	n.a	n.a
Business management	*1.9	*0.9	-1.0	-52.6
Product knowledge	4.5	4.6	0.1	2.2
Marketing	*2.5	*1.1	-1.4	-56.0
Other	3.8	5.0	1.2	31.6
Operators perception of success				
Highly successful businesses	12.2	14.3	2.1	17.2
Moderately successful businesses	44.9	45.4	0.5	1.1
Unsuccessful businesses	*2.2	3.8	1.6	72.7
Unsure/don't know	4.7	4.1	-0.6	-12.8

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>			<i>Change</i>	
	<i>February 1995</i>	<i>February 1997</i>	<i>Absolute</i>	<i>Relative</i>
	<i>'000</i>	<i>'000</i>	<i>'000</i>	<i>%</i>
WESTERN AUSTRALIA				
Total small businesses	84.3	106.3	22.0	26.1
Age of business				
Less than 1 year	13.6	13.0	-0.6	-4.4
1 to less than 5 years	30.1	38.2	8.1	26.9
5 to less than 10 years	20.3	22.9	2.6	12.8
10 or more years	20.3	32.1	11.8	58.1
Source of funds to establish the business				
Less than \$1 000 used	22.9	23.7	0.8	3.5
Personal savings/borrowings	48.1	61.8	13.7	28.5
Payout from previous employment	*1.3	7.9	6.6	507.7
Company borrowings from financial institutions	7.3	9.8	2.5	34.2
Other	4.7	*3.0	-1.7	-36.2
Number of operators				
1	31.7	34.9	3.2	10.1
2	44.5	61.0	16.5	37.1
3 or more	8.0	10.4	2.4	30.0
Management training				
With at least one operator with small business management qualifications	9.6	10.6	1.0	10.4
With at least one operator with training in small business management or supervision	12.6	13.8	1.2	9.5
No operators with small business qualifications or training	62.1	81.9	19.8	31.9
Business plans				
Businesses with a business plan	15.0	20.3	5.3	35.3
Businesses who operate under the plan	13.0	18.4	5.4	41.5
Training Intentions of employing businesses				
Business with training intentions	8.6	13.3	4.7	54.7
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	*1.5	*1.1	-0.4	-26.7
Product knowledge	4.8	6.8	2.0	41.7
Marketing	*2.1	*1.2	-0.9	-42.9
Other	*2.7	7.4	4.7	174.1
Operators perception of success				
Highly successful businesses	20.5	22.4	1.9	9.3
Moderately successful businesses	56.1	76.5	20.4	36.4
Unsuccessful businesses	3.7	4.0	0.3	8.1
Unsure/don't know	4.0	3.3	-0.7	-17.5

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
TASMANIA				
Total small businesses	19.3	18.7	-0.6	-3.1
Age of business				
Less than 1 year	2.8	2.9	0.1	3.6
1 to less than 5 years	7.1	4.4	-2.7	-38.0
5 to less than 10 years	4.5	4.8	0.3	6.7
10 or more years	4.9	6.6	1.7	34.7
Source of funds to establish the business				
Less than \$1 000 used	5.5	4.7	-0.8	-14.5
Personal savings/borrowings	9.5	10.2	0.7	7.4
Payout from previous employment	*0.6	*1.2	0.6	100.0
Company borrowings from financial institutions	2.2	1.7	-0.5	-22.7
Other	1.5	*0.9	-0.6	-40.0
Number of operators				
1	8.7	7.0	-1.7	-19.5
2	9.4	9.3	-0.1	-1.1
3 or more	*1.2	2.4	1.2	100.0
Management training				
With at least one operator with small business management qualifications	2.0	1.7	-0.3	-15.0
With at least one operator with training in small business management or supervision	3.0	3.5	0.5	16.7
No operators with small business qualifications or training	14.3	13.5	-0.8	-5.6
Business plans				
Businesses with a business plan	3.7	2.6	-1.1	-29.7
Businesses who operate under the plan	3.6	2.3	-1.3	-36.1
Training Intentions of employing businesses				
Business with training intentions	2.7	2.6	-0.1	-3.7
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	*	*	*	*
Product knowledge	1.5	1.4	-0.1	-6.7
Marketing	*0.7	*0.4	-0.3	-42.9
Other	*1.0	*1.2	0.2	20.0
Operators perception of success				
Highly successful businesses	4.2	3.1	-1.1	-26.2
Moderately successful businesses	13.3	13.9	0.6	4.5
Unsuccessful businesses	*0.8	*1.0	0.2	25.0
Unsure/don't know	*1.0	*0.7	-0.3	-30.0

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
NORTHERN TERRITORY				
Total small businesses	5.0	5.7	0.7	14.0
Age of business				
Less than 1 year	*1.0	*0.9	-0.1	-10.0
1 to less than 5 years	2.2	1.8	-0.4	-18.2
5 to less than 10 years	*0.4	1.2	0.8	200.0
10 or more years	1.4	1.8	0.4	28.6
Source of funds to establish the business				
Less than \$1 000 used	1.3	1.5	0.2	15.4
Personal savings/borrowings	2.9	3.3	0.4	13.8
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*0.6	*0.6	0.0	0.0
Other	*	*	*	*
Number of operators				
1 operator	2.7	2.6	-0.1	-3.7
2 operators	2.0	2.9	0.9	45.0
3 or more operators	*	*	*	*
Management training				
With at least one operator with small business management qualifications	*	*0.8	*	*
With at least one operator with training in small business management or supervision	*1.0	*0.5	-0.5	-50.0
No operators with small business qualifications or training	3.8	4.4	0.6	15.8
Business plans				
Businesses with a business plan	*1.0	1.7	0.7	70.0
Businesses who operate under the plan	*0.6	1.5	0.9	150.0
Training Intentions of employing businesses				
Business with training intentions	*0.5	1.5	1.0	200.0
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	n.a.	n.a.	n.a.	n.a.
Product knowledge	n.a.	n.a.	n.a.	n.a.
Marketing	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Operators perception of success				
Highly successful businesses	1.3	1.2	-0.1	-7.7
Moderately successful businesses	3.4	4.1	0.7	20.6
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*

...continued

5.4

SMALL BUSINESSES, BY STATE AND TERRITORY— *continued*

<i>Selected characteristics</i>	February 1995	February 1997	<i>Change</i>	
	'000	'000	Absolute '000	Relative %
AUSTRALIAN CAPITAL TERRITORY				
Total small businesses	13.3	12.4	-0.9	-6.8
Age of business				
Less than 1 year	1.8	1.9	0.1	5.6
1 to less than 5 years	5.4	4.8	-0.6	-11.1
5 to less than 10 years	2.9	2.6	-0.3	-10.3
10 or more years	3.3	3.1	-0.2	-6.1
Source of funds to establish the business				
Less than \$1 000 used	4.2	2.4	-1.8	-42.9
Personal savings/borrowings	6.7	7.4	0.7	10.4
Payout from previous employment	*0.9	*1.4	0.5	55.6
Company borrowings from financial institutions	*0.8	*0.6	-0.2	-25.0
Other	*0.7	*0.5	-0.2	-28.6
Number of operators				
1	6.3	5.0	-1.3	-20.6
2	6.2	6.5	0.3	4.8
3 or more	*0.8	*0.9	0.1	12.5
Management training				
With at least one operator with small business management qualifications	*1.3	*1.5	0.2	15.4
With at least one operator with training in small business management or supervision	2.3	3.3	1.0	43.5
No operators with small business qualifications or training	9.8	7.6	-2.2	-22.4
Business plans				
Businesses with a business plan	2.8	3.2	0.4	14.3
Businesses who operate under the plan	2.6	2.7	0.1	3.8
Training Intentions of employing businesses				
Business with training intentions	*1.4	2.2	0.8	57.1
Type of training intended				
Financial management	n.a.	n.a.	n.a.	n.a.
Business management	n.a.	n.a.	n.a.	n.a.
Product knowledge	n.a.	n.a.	n.a.	n.a.
Marketing	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.
Operators perception of success				
Highly successful businesses	3.3	2.7	-0.6	-18.2
Moderately successful businesses	9.1	8.4	-0.7	-7.7
Unsuccessful businesses	*	*0.7	*	*
Unsure/don't know	*	*0.6	*	*

Source: Unpublished data, Characteristics of Small Business Survey, February 1995 and February 1997.

CHAPTER 6

INTRODUCTION

GROWTH IN SMALL BUSINESS

As part of the development of the Australian Small and Medium Enterprise Database the Australian Bureau of Statistics is conducting the Business Growth and Performance Survey. This survey is also known as the Business Longitudinal Survey. Funds for the survey are provided by the Office of Small Business within the Department of Workplace Relations and Small Business. Two years data are now available (1994–95 and 1995–96) from a planned five-year longitudinal study.

While more comprehensive longitudinal analysis will not be possible until more observations are available, some analysis of firm growth and performance is possible when results are linked over the two years. Results from the survey have been released in *Small and Medium Enterprises, Business Growth and Performance Survey, Australia* (Cat. no. 8141.0) and various reports published by the Department of Workplace Relations and Small Business, the main one being *Portrait of Australian Business*.

This chapter provides a broad analysis of business change in terms of changing sales and changing employment using data drawn from the 1994–95 and 1995–96 Business Growth and Performance Surveys. The chapter also contains a special article examining employment change and generation using two distinct analyses. The article compares the findings from a point in time analysis using data from the Surveys of Employment and Earnings and the Labour Force Survey (the data presented in chapters 1 to 4) to that possible using longitudinal data drawn from the Business Growth and Performance Survey.

Analysis of business performance

The first section of this chapter aims to assist users analyse the performance of Australian business, particularly small and medium-sized businesses. To do this, businesses are grouped on the basis of the change in their employment and income over the previous year. The characteristics of these groups are then compared by industry and business size. This analysis only relates to continuing businesses, i.e. those which were operating at both June 1995 and June 1996.

Change categories used

For table 6.1, three employment change categories have been used. Each business has been classified into one of the following categories based on their change in employment between 30 June 1995 and 30 June 1996:

- businesses with declining employment — those businesses where employment decreased by more than 10%;
- businesses with static employment — those businesses where change in employment ranged from –10% to +10%; or
- businesses with increasing employment — those businesses where change in employment was more than 10%.

Change categories used *continued* For table 6.2, three income change categories have been formed using the same boundaries as used in the employment analysis (i.e. +/-10%). A business with declining income is one where income has decreased by more than 10%; a business with increasing income is one where income has increased by more than 10%.

Business size categories Data are presented using five business size categories:

- micro business — which is defined as those businesses employing less than five people;
- other small business — which is defined as those businesses employing five or more, but less than 20 people;
- small business — which is defined as those businesses employing less than 20 people;
- medium business — which is defined as those businesses employing 20 or more people, but less than 200; and
- large business — which is defined as those businesses employing 200 or more people.

BUSINESSES WITH CHANGING EMPLOYMENT

For all businesses The survey shows that between June 1995 and June 1996, 25.9% of all continuing businesses had increased their employment and that 22.7% had shown a decrease. The remaining businesses (51.4%) had only minor changes to employment and are classified as static.

The estimates of the proportions of businesses either increasing or decreasing their employment during 1995–96 are a little higher than the estimates published for 1994–95. These increases are thought to be at least partially due to the fact that the 1994–95 survey collected data for the previous year at the same time as for the current year rather than comparing employment in June across two separate surveys.

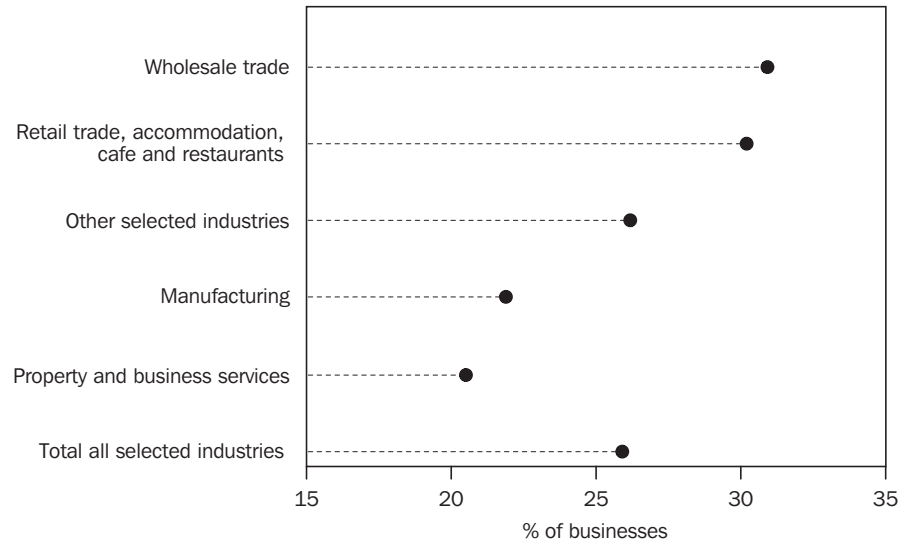
Size of business When examined by business size, it can be seen that micro businesses (those employing less than five people) appear to be more static than other businesses. Between June 1995 and June 1996, 60.3% of micro businesses were classified as static in terms of their employment. This compares with 35.3% for other small businesses and 43.7% and 56.6% for medium and large businesses respectively. Less micro businesses decreased in employment than any other size category (15.6% compared to 35.2%, 31.4% and 22.8% for other small, medium and large categories respectively). The proportion of firms which grew was largest in the other small category where the proportion was 29.6%.

Industry The Wholesale trade and the Retail trade, accommodation, cafes and restaurants industries had the highest proportion of businesses increasing employment over the period (both just over 30%). The Property and business services industry had the smallest proportion of businesses increasing their employment (20.5%).

Industry *continued*

The proportion of businesses with decreasing employment were similar across the different industries except for the Wholesale trade industry which was lower than the others at 17.5%.

BUSINESSES INCREASING EMPLOYMENT



Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia, 1995-96, (Cat. no. 8141.0)*

Characteristics of businesses changing employment

Tables 6.2 – 6.5 examine employment change in terms of various business characteristics by business size category. The size categories presented are All business (table 6.2), Micro business (table 6.3), Small business (table 6.4) and Medium business (table 6.5).

Age of business

For each of the age categories for businesses less than 20 years old, a greater proportion showed an increase in employment than showed a decrease. For businesses less than two years old, 27.0% showed an increase in employment and 20.3% showed a decrease. This difference between the proportions showing increasing and decreasing employment was fairly consistent across the other business age categories up to 20 years old. However, for businesses aged 20 years or more, only 18.3% showed an increase while 26.0% showed a decrease.

For the micro and small business categories, the proportion of firms increasing in employment was generally larger than the proportion decreasing in employment irrespective of age of the firm. The only exception to this was for small businesses which were 20 or more years old, where the proportion increasing employment (17.8%) was lower than the proportion decreasing employment (25.4%). For micro businesses which were 20 years or more old, the proportions of increasing and decreasing firms were fairly similar. There were proportionally less businesses 20 years or more old that recorded increasing employment than in the younger categories while the proportion decreasing employment was greater for the older businesses than for younger businesses.

Export status	For businesses which export, 29.4% showed an increase in employment and 25.2% showed a decrease. For non-exporting businesses, 25.7% recorded increasing employment and 22.7% recorded decreasing employment. For small businesses there were similar proportions, but for micro businesses the proportion of exporting businesses with decreasing employment was substantially greater (29.1%) than the proportion with increasing employment (19.6%). For medium businesses, the proportion of non-exporters which showed declining employment was much larger (33.5%) than the proportion increasing employment (24.2%).
Innovation	For those businesses which are innovative, a higher proportion (33.3%) showed an increase in employment than showed a decrease (22.0%). For non-innovative firms, the proportion reporting increasing employment was about the same as the proportion showing decreasing employment. The same trend can be seen for the small business category. For medium-sized businesses, on the other hand, there was a significantly larger proportion of non-innovative businesses showing declining employment than there was showing increasing employment, while for innovative firms the proportions were fairly similar.
Unionisation	There was little difference in the proportion of firms showing increasing employment and decreasing employment for the various levels of unionisation except for firms which had between 1% and 25% unionisation. For this group of firms, there was a substantially larger proportion showing increasing employment (32.1%) than showing decreasing employment (21.9%).
Workplace arrangements	There was considerable variability in the proportions of businesses showing increasing employment across the different types of workplace arrangements. About 30% of businesses with employees covered predominantly by awards or predominantly by enterprise agreements showed increasing employment, while less than 20% of businesses with employees covered predominantly by contracts, or where no particular type of arrangement predominated, showed increasing employment.
Family business	There was no difference in the proportion of businesses increasing employment between family and non-family businesses (both approximately 26%). However, the proportion of businesses showing decreasing employment was 25.3% for family businesses and 19.2% for non-family businesses.
Sex of business managers	Businesses which had business managers which were equally spread between males and females recorded a higher proportion with increasing employment (27.5%) than those with predominantly male managers (25.0%) or predominantly female managers (19.3%). The proportion of businesses with predominantly female business managers which showed a decline in employment was smaller than for the other groups.

Business networks Businesses which were involved in business networks had a far greater proportion showing increasing employment (34.4%) than did businesses not involved in business networks (25.1%). A smaller proportion of businesses involved in business networks than those not involved in business networks showed declining employment (19.5% compared to 23.0%).

BUSINESSES WITH CHANGING INCOME

Note: In this analysis, reference to businesses increasing income relates to those increasing income by more than 10%. Similarly, businesses with income decreasing by more than 10% are referred to as businesses decreasing income.

Businesses which were not in operation for both 1994–95 and 1995–96 are excluded from the following analysis.

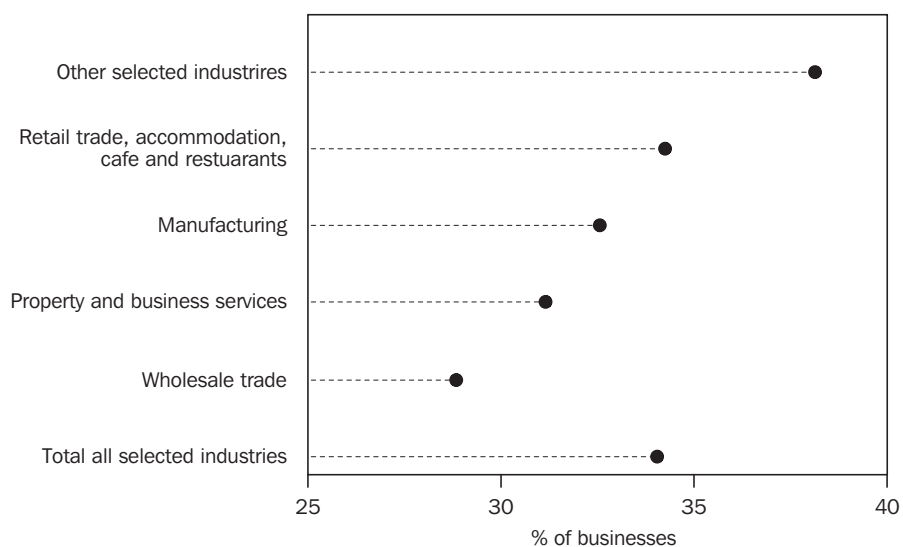
For all businesses The survey shows that 34.0% of businesses recorded an increase in their income between 1994–95 and 1995–96. This compared to 25.5% which showed a decrease in their income. The remaining 40.5% have been classified as having static income. There were a significantly larger number of businesses in the group recording an increase in income than those which recorded a similar increase in employment (25.9%).

Size of business The proportion of businesses showing increasing income was similar for the micro, small and medium-sized business groups whereas the large business category was a little higher and the other small business category was a little lower.

The smaller business categories recorded larger proportions of businesses showing declining income, with 27.4% of micro businesses and 23.6% of other small businesses showing a sales decline. Smaller proportions were recorded for the medium and large-sized business categories (16.8% and 12.8% respectively).

Industry Other selected industries (which includes, Construction, Transport and storage, Finance and insurance, and Personal services) had the largest proportion of businesses showing an increase in income (38.1%). The Retail trade, accommodation, cafes and restaurants industry had the smallest proportion of businesses showing a decline in income (19.4%).

BUSINESSES INCREASING INCOME



Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia, 1995-96*, (Cat. no. 8141.0)

CHARACTERISTICS OF BUSINESSES WITH CHANGING INCOME

Tables 6.7 – 6.10 examine income change in terms of various business characteristics by business size category. The size categories presented are All business (table 6.7), Micro business (table 6.8), Small business (table 6.9) and Medium business (table 6.10).

Age of business Businesses aged 20 years or more had the largest proportion (28.8%) showing declining income; this was just a little lower than the proportion showing an increase in income (31.1%). For the younger age groups, there were much larger differences between the proportions decreasing income (ranging from 24.0% to 26.2%) and the proportions increasing income (ranging from 30.8% to 36.5%).

Export status A greater proportion of exporting businesses (42.7%) reported an increase in their income than did non-exporters (33.6%). A smaller proportion of exporters (21.8%) reported a decrease in their income than did non-exporters (25.6%).

Innovation A larger proportion of businesses undertaking innovative activity reported increasing income than non-innovators (41.8% compared to 30.9%). Also a much smaller proportion of innovating businesses (20.2%) showed a decline in income than did non-innovators (27.6%). Similar results were recorded for micro and small businesses. For medium businesses there was no real difference in the proportion of firms decreasing income between innovative and non-innovative businesses, although there was a larger proportion of innovative businesses showing increasing income.

Unionisation Businesses with no union members and those with less than 25% of employees as union members recorded the smallest proportions (33.3%) showing an increase in income. Businesses with no union members had the largest proportion of businesses showing decreasing income.

Workplace arrangements	A greater proportion of businesses which had enterprise agreements as their predominant workplace arrangement showed increasing income (45.0%) compared with businesses with different workplace arrangements. Only 20.6% of the same group recorded declining income.
Family business	A slightly greater proportion of family businesses showed increasing income than for non-family businesses (35.7% compared to 31.5%). The same situation occurred with the proportion showing decreasing income; 27.2% for family businesses and 23.2% for non-family businesses.
Sex of business managers	Over half (53.3%) of businesses whose managers were predominantly female had static income, a proportion much larger than for predominantly male-managed businesses (38.9%) or for businesses where there were equal proportions of male and female managers (40.0%). The larger proportion of static income businesses meant that female-managed businesses had smaller proportions of both increasing income and decreasing income businesses.
Business networks	Just under half (49.3%) of the businesses reporting that they were involved in business networks showed increasing income. Of the same group, only 14.8% reported decreasing income.

6.1 ALL BUSINESS, BY EMPLOYMENT CHANGE CATEGORY(a)

Industry/business size group	Proportion of businesses with			
	Decreasing employment	Static employment	Increasing employment	All businesses
	%	%	%	%
Manufacturing				
Micro	13.1	68.7	18.2	100.0
Other small	35.6	39.7	24.6	100.0
Total small	24.9	53.6	21.6	100.0
Medium	26.5	48.0	25.5	100.0
Large	23.2	64.4	12.4	100.0
All business	25.0	53.0	21.9	100.0
Wholesale trade				
Micro	15.2	59.8	25.0	100.0
Other small	20.3	41.6	38.1	100.0
Total small	17.4	52.0	30.6	100.0
Medium	19.0	47.6	33.3	100.0
Large	15.8	61.7	22.5	100.0
All business	17.5	51.6	30.9	100.0
Retail trade, accommodation, cafes and restaurants				
Micro	14.5	56.0	29.5	100.0
Other small	33.5	33.7	32.7	100.0
Total small	22.8	46.2	30.9	100.0
Medium	26.0	54.5	19.5	100.0
Large	32.5	41.5	26.0	100.0
All business	23.1	46.7	30.2	100.0
Property and business services				
Micro	15.7	68.6	15.7	100.0
Other small	39.8	27.1	33.1	100.0
Total small	22.1	57.7	20.3	100.0
Medium	45.0	28.3	26.7	100.0
Large	17.0	69.8	13.3	100.0
All business	22.9	56.6	20.5	100.0
Other selected industries				
Micro	16.7	55.0	28.2	100.0
Other small	41.1	39.0	19.9	100.0
Total small	22.2	51.4	26.3	100.0
Medium	42.9	34.0	23.2	100.0
Large	20.4	48.5	31.1	100.0
All business	23.1	50.7	26.2	100.0
Total all selected industries				
Micro	15.6	60.3	24.1	100.0
Other small	35.2	35.3	29.6	100.0
Total small	22.2	51.8	26.0	100.0
Medium	31.4	43.7	24.9	100.0
Large	22.8	56.6	20.6	100.0
All business	22.7	51.4	25.9	100.0

(a) Employment change category relates to changes in the level of employment in the business between 30 June 1995 and 30 June 1996, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.2

ALL BUSINESS, SELECTED CHARACTERISTICS — BY EMPLOYMENT CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing employment</i>	<i>Static employment</i>	<i>Increasing employment</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total all business	22.7	51.4	25.9	100.0
Age of business				
Less than 2 years	20.3	52.7	27.0	100.0
2 years to less than 5 years	22.7	50.0	27.3	100.0
5 years to less than 10 years	23.0	49.3	27.7	100.0
10 years to less than 20 years	21.1	53.4	25.5	100.0
20 years or more	26.0	55.8	18.3	100.0
Export status				
Non-exporter	22.7	51.6	25.7	100.0
Exporter	25.2	45.4	29.4	100.0
Innovative status				
Non-innovator	23.0	54.0	22.9	100.0
Innovator	22.0	44.7	33.3	100.0
Unionisation				
No union members	22.3	52.3	25.4	100.0
Up to 25%	21.9	46.0	32.1	100.0
26% – 50%	18.2	61.3	20.6	100.0
51% – 75%	37.1	27.9	35.0	100.0
76% – 100%	34.5	31.9	33.6	100.0
Workplace arrangements				
Predominantly awards	24.8	46.1	29.2	100.0
Predominantly contracts	21.7	58.7	19.6	100.0
Predominantly enterprise agreements	18.3	51.4	30.3	100.0
No predominance	21.2	60.1	18.7	100.0
Family business				
Non-family business	19.2	54.9	25.9	100.0
Family business	25.3	48.9	25.8	100.0
Sex of business managers				
Predominantly females	17.3	63.4	19.3	100.0
Predominantly males	25.8	49.2	25.0	100.0
No predominance	21.2	51.3	27.5	100.0
Business networks				
Not involved in business networks	23.0	51.9	25.1	100.0
Involved in business networks	19.5	46.1	34.4	100.0

(a) Employment change category relates to changes in the level of employment in the business between 30 June 1995 and 30 June 1996, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.3

MICRO BUSINESS, BY EMPLOYMENT CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of business with</i>			
	<i>Decreasing employment</i>	<i>Static employment</i>	<i>Increasing employment</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total micro business	15.6	60.3	24.1	100.0
Age of business				
Less than 2 years	15.0	67.5	17.5	100.0
2 years to less than 5 years	15.3	60.5	24.1	100.0
5 years to less than 10 years	15.1	58.9	26.0	100.0
10 years to less than 20 years	15.5	60.5	24.0	100.0
20 years or more	19.1	60.1	20.9	100.0
Export status				
Non-exporter	15.3	60.5	24.2	100.0
Exporter	29.1	51.3	19.6	100.0
Innovative status				
Non-innovator	17.1	61.1	21.8	100.0
Innovator	9.9	57.1	33.0	100.0
Unionisation				
No union members	15.6	60.6	23.8	100.0
Up to 25%	7.7	73.7	18.5	100.0
26% – 50%	11.6	79.8	8.6	100.0
51% – 75%	7.8	16.5	75.7	100.0
76% – 100%	24.4	39.6	36.0	100.0
Workplace arrangements				
Predominantly awards	16.6	54.8	28.7	100.0
Predominantly contracts	15.8	67.3	16.9	100.0
Predominantly enterprise agreements	9.3	61.0	29.7	100.0
No predominance	18.0	62.6	19.4	100.0
Family business				
Non-family business	10.9	66.8	22.3	100.0
Family business	18.5	56.2	25.3	100.0
Sex of business managers				
Predominantly females	11.7	72.8	15.5	100.0
Predominantly males	19.7	57.8	22.5	100.0
No predominance	12.8	60.2	27.0	100.0
Business networks				
Not involved in business networks	16.0	60.7	23.2	100.0
Involved in business networks	9.5	54.2	36.3	100.0

(a) Employment change category relates to changes in the level of employment in the business between 30 June 1995 and 30 June 1996, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.4

SMALL BUSINESS, BY EMPLOYMENT CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing employment</i>	<i>Static employment</i>	<i>Increasing employment</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total small business	22.2	51.8	26.0	100.0
Age of business				
Less than 2 years	20.4	53.0	26.6	100.0
2 years to less than 5 years	21.9	50.4	27.6	100.0
5 years to less than 10 years	22.8	49.4	27.8	100.0
10 years to less than 20 years	20.9	53.8	25.3	100.0
20 years or more	25.4	56.8	17.8	100.0
Export status				
Non-exporter	22.0	52.1	25.8	100.0
Exporter	27.4	42.2	30.4	100.0
Innovative status				
Non-innovator	22.7	54.3	23.1	100.0
Innovator	20.8	45.2	33.9	100.0
Unionisation				
No union members	21.9	52.6	25.5	100.0
Up to 25%	15.6	49.6	34.8	100.0
26% – 50%	17.9	63.2	18.9	100.0
51% – 75%	32.8	23.7	43.5	100.0
76% – 100%	35.4	29.5	35.1	100.0
Workplace arrangements				
Predominantly awards	24.2	46.3	29.6	100.0
Predominantly contracts	21.3	59.7	19.1	100.0
Predominantly enterprise agreements	17.4	51.8	30.8	100.0
No predominance	21.2	60.1	18.7	100.0
Family business				
Non-family business	18.4	55.8	25.8	100.0
Family business	24.8	49.2	26.0	100.0
Sex of business managers				
Predominantly females	16.4	64.4	19.1	100.0
Predominantly males	25.5	49.6	24.9	100.0
No predominance	20.5	51.7	27.8	100.0
Business networks				
Not involved in business networks	22.5	52.3	25.2	100.0
Involved in business networks	19.1	46.1	34.8	100.0

(a) Employment change category relates to changes in the level of employment in the business between 30 June 1995 and 30 June 1996, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.5

MEDIUM BUSINESS, BY EMPLOYMENT CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing employment</i>	<i>Static employment</i>	<i>Increasing employment</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total medium business	31.4	43.7	24.9	100
Age of business				
Less than 2 years	20.2	44.8	35.0	100.0
2 years to less than 5 years	40.9	39.0	20.1	100.0
5 years to less than 10 years	27.1	46.1	26.9	100.0
10 years to less than 20 years	24.7	46.2	29.1	100.0
20 years or more	30.4	47.2	22.4	100.0
Export status				
Non-exporter	33.5	42.4	24.2	100.0
Exporter	20.9	50.4	28.7	100.0
Innovative status				
Non-innovator	31.4	48.3	20.2	100.0
Innovator	31.4	39.1	29.4	100.0
Unionisation				
No union members	30.2	45.8	24.0	100.0
Up to 25%	30.8	41.5	27.7	100.0
26% – 50%	18.9	48.6	32.5	100.0
51% – 75%	49.4	30.6	20.0	100.0
76% – 100%	30.6	45.5	23.9	100.0
Workplace arrangements				
Predominantly awards	31.4	44.2	24.3	100.0
Predominantly contracts	29.8	41.6	28.6	100.0
Predominantly enterprise agreements	36.0	40.2	23.8	100.0
No predominance	25.8	56.7	17.5	100.0
Family business				
Non-family business	27.9	45.3	26.8	100.0
Family business	37.1	41.0	21.8	100.0
Sex of business managers				
Predominantly females	46.7	26.6	26.7	100.0
Predominantly males	30.3	42.6	27.1	100.0
No predominance	31.5	45.6	22.9	100.0
Business networks				
Not involved in business networks	32.2	44.0	23.8	100.0
Involved in business networks	25.7	41.4	32.9	100.0

(a) Employment change category relates to changes in the level of employment in the business between 30 June 1995 and 30 June 1996, as outlined in the Introduction.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.6

ALL BUSINESS, BY INCOME CHANGE CATEGORY(a)

Industry/business size group	Proportion of businesses with			
	Decreasing income %	Static income %	Increasing income %	All businesses %
Manufacturing				
Micro	26.6	34.4	39.0	100.0
Other small	34.9	38.6	26.5	100.0
Total small	31.0	36.6	32.4	100.0
Medium	19.3	46.4	34.2	100.0
Large	14.2	60.5	25.3	100.0
All business	29.2	38.3	32.5	100.0
Wholesale trade				
Micro	29.0	43.4	27.6	100.0
Other small	23.1	48.0	29.0	100.0
Total small	26.4	45.4	28.2	100.0
Medium	16.1	50.3	33.6	100.0
Large	20.9	51.4	27.7	100.0
All business	25.3	45.9	28.8	100.0
Retail trade, accommodation, cafes and restaurants				
Micro	24.0	38.2	37.8	100.0
Other small	14.3	56.4	29.3	100.0
Total small	19.8	46.1	34.1	100.0
Medium	14.1	51.3	34.7	100.0
Large	9.8	47.6	42.6	100.0
All business	19.4	46.4	34.2	100.0
Property and business services				
Micro	29.6	41.7	28.6	100.0
Other small	25.3	38.9	35.8	100.0
Total small	28.5	41.0	30.6	100.0
Medium	21.5	38.3	40.3	100.0
Large	3.9	29.5	66.6	100.0
All business	28.1	40.8	31.1	100.0
Other selected industries				
Micro	27.8	31.8	40.5	100.0
Other small	29.5	39.3	31.3	100.0
Total small	28.2	33.4	38.4	100.0
Medium	14.7	56.2	29.2	100.0
Large	16.3	25.3	58.4	100.0
All business	27.5	34.4	38.1	100.0
Total all selected industries				
Micro	27.4	36.9	35.7	100.0
Other small	23.6	45.9	30.5	100.0
Total small	26.1	40.0	33.9	100.0
Medium	16.8	49.1	34.1	100.0
Large	12.8	43.6	43.5	100.0
All business	25.5	40.5	34.0	100.0

(a) Income change category relates to changes in the income of an individual business between 1994–95 and 1995–96, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.7

ALL BUSINESS, SELECTED CHARACTERISTICS — BY INCOME CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing income</i>	<i>Static income</i>	<i>Increasing income</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total all business	25.5	40.5	34.0	100.0
Age of business				
2 years to less than 5 years	24.9	38.7	36.5	100.0
5 years to less than 10 years	24.0	45.1	30.8	100.0
10 years to less than 20 years	26.2	38.3	35.5	100.0
20 years or more	28.8	40.1	31.1	100.0
Export status				
Non-exporter	25.6	40.7	33.6	100.0
Exporter	21.8	35.5	42.7	100.0
Innovative status				
Non-innovator	27.6	41.5	30.9	100.0
Innovator	20.2	38.0	41.8	100.0
Unionisation				
No union members	26.5	40.3	33.3	100.0
Up to 25%	12.3	54.3	33.3	100.0
26% – 50%	24.2	27.3	48.5	100.0
51% – 75%	9.5	41.6	49.0	100.0
76% – 100%	19.7	43.6	36.7	100.0
Workplace arrangements				
Predominantly awards	23.9	44.2	31.9	100.0
Predominantly contracts	28.1	36.6	35.2	100.0
Predominantly enterprise agreements	20.6	34.3	45.0	100.0
No predominance	32.6	39.4	28.0	100.0
Family business				
Non-family business	23.2	45.3	31.5	100.0
Family business	27.2	37.1	35.7	100.0
Sex of business managers				
Predominantly females	19.5	53.3	27.2	100.0
Predominantly males	27.6	38.9	33.4	100.0
No predominance	24.7	40.0	35.3	100.0
Business networks				
Not involved in business networks	26.4	40.9	32.6	100.0
Involved in business networks	14.8	35.9	49.3	100.0

(a) Income change category relates to changes of the income of an individual business between 1994–95 and 1995–96, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.8

MICRO BUSINESS, BY INCOME CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing income</i>	<i>Static income</i>	<i>Increasing income</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total micro business	27.4	36.9	35.7	100.0
Age of business				
2 years to less than 5 years	26.2	37.6	36.2	100.0
5 years to less than 10 years	26.4	42.6	31.0	100.0
10 years to less than 20 years	26.4	35.2	38.4	100.0
20 years or more	36.2	24.8	39.0	100.0
Export status				
Non-exporter	27.5	37.4	35.2	100.0
Exporter	24.2	16.0	59.9	100.0
Innovative status				
Non-innovator	29.5	38.1	32.4	100.0
Innovator	19.6	32.4	47.9	100.0
Unionisation				
No union members	28.4	36.6	35.0	100.0
Up to 25%	10.1	49.2	40.7	100.0
26% – 50%	17.4	21.3	61.3	100.0
51% – 75%	2.2	35.8	62.0	100.0
76% – 100%	14.5	54.5	31.0	100.0
Workplace arrangements				
Predominantly awards	28.0	37.9	34.2	100.0
Predominantly contracts	29.9	34.9	35.2	100.0
Predominantly enterprise agreements	16.1	33.8	50.0	100.0
No predominance	31.7	39.9	28.4	100.0
Family business				
Non-family business	24.7	44.3	31.0	100.0
Family business	29.1	32.5	38.5	100.0
Sex of business managers				
Predominantly females	21.5	49.8	28.6	100.0
Predominantly males	27.8	37.1	35.1	100.0
No predominance	28.1	34.6	37.3	100.0
Business networks				
Not involved in business networks	28.4	37.3	34.3	100.0
Involved in business networks	13.8	31.6	54.6	100.0

(a) Income change category relates to changes of the income of an individual business between 1994–95 and 1995–96, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.9

SMALL BUSINESS, BY INCOME CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing income</i>	<i>Static income</i>	<i>Increasing income</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total small business	26.1	40.0	33.9	100.0
Age of business				
2 years to less than 5 years	25.3	38.6	36.1	100.0
5 years to less than 10 years	24.2	45.1	30.7	100.0
10 years to less than 20 years	26.9	37.6	35.4	100.0
20 years or more	30.2	37.8	31.9	100.0
Export status				
Non-exporter	26.2	40.2	33.6	100.0
Exporter	25.1	30.6	44.3	100.0
Innovative status				
Non-innovator	28.1	41.0	30.9	100.0
Innovator	20.6	37.0	42.4	100.0
Unionisation				
No union members	26.8	39.9	33.3	100.0
Up to 25%	12.8	60.2	27.0	100.0
26% – 50%	27.1	23.2	49.7	100.0
51% – 75%	7.3	28.7	64.0	100.0
76% – 100%	19.6	43.5	36.9	100.0
Workplace arrangements				
Predominantly awards	24.3	43.9	31.8	100.0
Predominantly contracts	29.3	35.5	35.2	100.0
Predominantly enterprise agreements	21.1	33.9	45.0	100.0
No predominance	33.0	38.9	28.2	100.0
Family business				
Non-family business	24.0	44.8	31.2	100.0
Family business	27.6	36.7	35.7	100.0
Sex of business managers				
Predominantly females	20.0	53.3	26.8	100.0
Predominantly males	28.2	38.4	33.3	100.0
No predominance	25.4	39.2	35.4	100.0
Business networks				
Not involved in business networks	27.1	40.4	32.5	100.0
Involved in business networks	15.0	34.8	50.3	100.0

(a) Income change category relates to changes of the income of an individual business between 1994–95 and 1995–96, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

6.10 MEDIUM BUSINESS, BY INCOME CHANGE CATEGORY(a)

<i>Selected characteristics</i>	<i>Proportion of businesses with</i>			
	<i>Decreasing income</i>	<i>Static income</i>	<i>Increasing income</i>	<i>All businesses</i>
	<i>%</i>	<i>%</i>	<i>%</i>	<i>%</i>
Total medium business	16.8	49.1	34.1	100.0
Age of business				
2 years to less than 5 years	16.9	39.0	44.1	100.0
5 years to less than 10 years	21.1	46.0	32.9	100.0
10 years to less than 20 years	13.1	51.0	35.9	100.0
20 years or more	18.1	56.8	25.1	100.0
Export status				
Non-exporter	17.2	49.7	33.1	100.0
Exporter	14.7	46.0	39.3	100.0
Innovative status				
Non-innovator	16.0	52.5	31.4	100.0
Innovator	17.5	45.7	36.7	100.0
Unionisation				
No union members	19.3	48.2	32.5	100.0
Up to 25%	11.9	46.7	41.3	100.0
26% – 50%	12.1	45.2	42.8	100.0
51% – 75%	14.0	66.0	20.1	100.0
76% – 100%	19.4	41.6	38.9	100.0
Workplace arrangements				
Predominantly awards	19.6	47.4	33.0	100.0
Predominantly contracts	8.9	57.0	34.1	100.0
Predominantly enterprise agreements	14.7	40.1	45.3	100.0
No predominance	13.2	68.9	17.9	100.0
Family business				
Non-family business	15.6	50.5	33.9	100.0
Family business	18.7	46.9	34.4	100.0
Sex of business managers				
Predominantly females	3.8	55.7	40.5	100.0
Predominantly males	19.9	45.9	34.2	100.0
No predominance	15.1	51.3	33.6	100.0
Business networks				
Not involved in business networks	17.1	49.2	33.6	100.0
Involved in business networks	14.2	48.1	37.7	100.0

(a) Income change category relates to changes of the income of an individual business between 1994–95 and 1995–96, as outlined in the Introduction to this chapter.

Source: *Small and Medium Enterprises, Business Growth and Performance Survey, Australia (Cat. no. 8141.0)*.

SPECIAL ARTICLE — EMPLOYMENT GENERATION BY THE SMALL BUSINESS SECTOR

INTRODUCTION

This article looks at the contribution of the small business sector to employment growth and employment generation in Australia. These issues have attracted quite a considerable amount of debate in Australia and internationally over the years. They are generally analysed either by using point-in-time estimates or by using data longitudinally linked at the firm level. The article firstly presents an analysis of employment in Australia using a point-in-time series and then looks at the early results from the Australian business longitudinal survey. The longitudinal analysis identifies some more in depth insights into employment change in Australia.

Differences across surveys

The analyses presented highlight some of the difficulties associated with comparing results from different surveys. When data are drawn from different sources users must be aware of any differences in the scope and coverage of the surveys being used. In this article, data are drawn from a number of Australian Bureau of Statistics, (ABS) surveys including the Labour Force Survey (LFS), the Survey of Employment and Earnings (SEE) and the Business Growth and Performance Survey (BGAPS).

The LFS provides a complete measure of employment in Australia, both private and public sectors and across all industries. It covers employees and people working in their own business. As each person is only counted once, in their main job, the issue of multiple job holding is avoided. SEE, on the other hand only covers employees, but will be subject to the double counting of people who have more than one job as an employee. BGAPS covers only private sector employment and also excludes a number of industries which were considered to be inappropriate for inclusion in the survey.

The differences in scope, as well as some coverage differences, largely explain the discrepancies that appear in the estimates from these surveys. If SEE and LFS estimates are adjusted to the industry scope of BGAPS, SEE and BGAPS give similar aggregate results but the LFS estimates are slightly higher. The fact that the estimates of number of employees from SEE are lower than those from the LFS has been raised on a number of occasions and is the subject of a detailed investigation currently being conducted by the ABS. The differences are likely to stem from errors in both surveys and are a symptom of the changing nature of employment in Australia. Factors which may explain the remaining discrepancies include the omission of some owner managers of limited liability companies in the SEE and the misclassification of some subcontractors and consultants in the LFS. For a comparison of the estimates from the various sources, see the Attachment to this article.

MEASURING EMPLOYMENT LEVELS IN AUSTRALIA

Total employment growth in Australia is usually measured using results from the ABS' monthly LFS. The LFS is a survey of households and it covers all types of employment across all industries. However, this survey does not easily lend itself to disaggregation by size of business. In addition, any analysis by industry is also subject to errors associated with the subjective classification of firms to an industry code based on a description of the activity of the business provided by the householder.

In the early 1980s the ABS commenced the SEE, a survey of businesses measuring both the wages and salaries, and number of employees. This survey enables the derivation of estimates of the number of employees classified by firm size and industry with more accurate industry codes derived from the ABS Business Register. However, the estimates only refer to employees, not total employment, and exclude working proprietors and partners of incorporated businesses. While SEE covers all businesses in all industries other than Agriculture, forestry and fishing, the analysis in this article is restricted to private sector businesses.

To obtain an estimate of total employment by business size, the results from SEE need to be combined with estimates of persons working in their own business as proprietors or partners from the LFS. The percentage contribution to total employment can then be estimated for the small business sector, as well the medium and large business sectors. Readers should note that to do this it is necessary to make an assumption about the size of businesses which are operated by people working as sole proprietors or partners in their own business. For the purpose of this analysis these have been all assumed to be small businesses, as this is likely to be true in almost all cases. To the extent that this is not true, there will be a slight misallocation of employment to small business from other sized businesses.

Previous studies of employment growth in Australia have generally used these same data sources. The most recent of these was a research paper (Revesz & Lattimore 1997). This article, in summarising the point-in-time analysis, updates the Revesz and Lattimore (1997) paper by extending the series up to 1996–97 and by using revised SEE data subsequently published by the ABS.

MEASURING EMPLOYMENT LEVELS IN AUSTRALIA

continued

Studies of the type described earlier, using point-in-time estimates, have been criticised in recent years because the results may be severely impacted by firms changing size categories across the observation period. To overcome this, a number of researchers have utilised datasets linked longitudinally at the firm level. Picot, Baldwin and Dupuy (1995), Davis and Haltiwanger (1990, 1992), and Davis, Haltiwanger and Schuh (1993, 1996) have conducted studies of employment growth using linked datasets for their own countries. In Australia there have also been attempts to overcome the same problems, either using linked ABS Manufacturing Census data (Hemmings 1991; Borland & Home 1994) or data from the Australian Workplace Industrial Relations Survey (Mumford & Smith 1997).

To further examine these issues in Australia, this article presents some preliminary analysis utilising the results from a longitudinal survey (BGAPS) being developed by the ABS on behalf of the Office of Small Business (now located in the Department of Workplace Relations and Small Business). This survey was commenced in respect of 1994–95 and is scheduled to run for five years.

DEFINITION OF A SMALL BUSINESS

The most widely accepted definition in Australia is that a small business is one which:

- is independently owned and operated;
- is closely controlled by owners/managers who also contribute most, if not all, of the operating capital; and
- the principal decision-making functions rest with owners/managers.

This definition is based on the report of the House of Representatives Standing Committee on Industry, Science and Technology called *Small Business in Australia — Challenges, Problems and Opportunities (1990)*, otherwise known as the Beddall report. The report then qualifies this definition by utilising a size criterion, acknowledging this is essential for statistical purposes.

For statistical purposes, small businesses (in industries other than agriculture) are defined as follows:

- for non-manufacturing industries, businesses employing less than 20 employees; and
- for manufacturing industries, businesses employing less than 100 employees.

CHANGE IN SMALL
BUSINESS EMPLOYMENT
— 1983–84 TO 1996–97

Table S1 shows private sector employment for small businesses and for other businesses (businesses other than small) for 1983–84 and 1996–97 along with the average annual rate of growth over that period.

S1

SMALL BUSINESS EMPLOYMENT

	<i>Persons working in own business(a)</i>	<i>Small business employees</i>	<i>Total small business employment</i>	<i>Other business employees</i>	<i>Total employment</i>	<i>Small business employment proportion of total</i>
	'000	'000	'000	'000	'000	%
1983–84	718.8	1 452.7	2 163.5	2 192.0	4 355.5	49.7
1996–97	932.4	2 314.9	3 247.3	3 223.3	6 470.6	50.2
	%	%	%	%	%	%
Annual average rate of change	2.1	3.6	3.2	3.0	3.1	n.a.

(a) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Labour Force Survey.

As can be seen from table S1, the average annual growth in employment in the small business sector has been 3.2% over the 13-year period from 1983–84 to 1996–97, slightly higher than the growth rate for other businesses (3.0%). Consequently, the contribution of the small business sector to total private sector employment has changed very little over the period, rising from 49.7% to 50.2%.

Small business employment can be broken down into people working in their own business and employees. For this purpose, people working in their own business include only (sole) proprietors and partners of unincorporated businesses. (Working directors of incorporated companies are classified as employees.)

This analysis gives a slightly different picture. Over the 13-year period the annual growth rate for people working in their own business (2.1%) has been significantly less than the annual growth rate in small business employees (3.6%).

It is also possible to analyse the employment change for the different business size sectors by looking at individual industries. Table S2 shows data for the same time periods classified by industry divisions of Australian and New Zealand Statistical Industrial Classifications.

<i>Industry</i>	<i>Persons working in own business(a)</i>	<i>Small business employees</i>	<i>Total small business employment</i>	<i>Other business employment</i>	<i>Total employment</i>
	%	%	%	%	%
Mining	5.5	2.0	2.9	0.7	0.9
Manufacturing	3.0	2.0	2.2	-1.7	0.1
Construction	2.7	5.7	4.1	2.1	3.6
Wholesale trade	-0.5	3.0	2.3	2.5	2.4
Retail trade	-0.1	2.8	1.8	3.6	2.6
Accommodation, cafes and restaurants	3.5	2.7	2.9	4.8	3.9
Transport and storage	0.8	5.1	3.0	4.7	3.8
Finance and insurance	-0.4	3.3	2.4	4.7	4.3
Property and business services	5.3	5.9	5.7	5.1	5.5
Education	5.2	7.4	6.7	8.6	8.0
Health and community services	3.9	7.7	6.9	7.2	7.1
Cultural and recreational services	3.4	2.3	2.7	5.2	3.9
Personal and other services	2.9	4.2	3.6	5.6	4.2
All industries	2.1	3.6	3.2	3.0	3.1

(a) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

The industries with the highest average annual growth rates in small business employment over the period 1983–84 to 1996–97 were:

- Health and community services — 6.9%;
- Education — 6.7%;
- Property and business services — 5.7%.

In the case of Health and community services, the growth of 6.9% per year in small business employment has been achieved by a strong increase in the number of small business employees (7.7%) combined with a 3.5% increase in the number of people working in their own business. Other sized business in this industry also recorded strong growth in total employment with a 7.2% increase. In the Education industry there was a fairly similar finding with the growth rate in small business employment a little lower (6.7%) than for employment in other sized businesses (8.6%). The growth in small business employment in Education can be attributed to strong growth in both people working in their own business (5.2%) and small business employees (7.4%).

In the Property and business services industry, the number of people working in their own business, small business employees and larger business employees have all grown at rates of between 5 and 6% per year over the 13-year period. Small business is estimated to have grown just a little more strongly than other sized businesses.

CHANGE IN SMALL
BUSINESS EMPLOYMENT
— 1983–84 TO 1996–97
continued

The industries with the lowest growth rates in small business employment were:

- Retail trade — 1.8%,
- Manufacturing — 2.2%,
- Wholesale trade — 2.3%.

In Retail trade, the growth in the small business sector was much lower than for other sized businesses, showing a move away from the smaller shops to the larger retail groups. This was further demonstrated by the negative growth rate (-0.1%) for people working in their own business in this industry. The growth rate in small business sector employees was also low, at 2.8%.

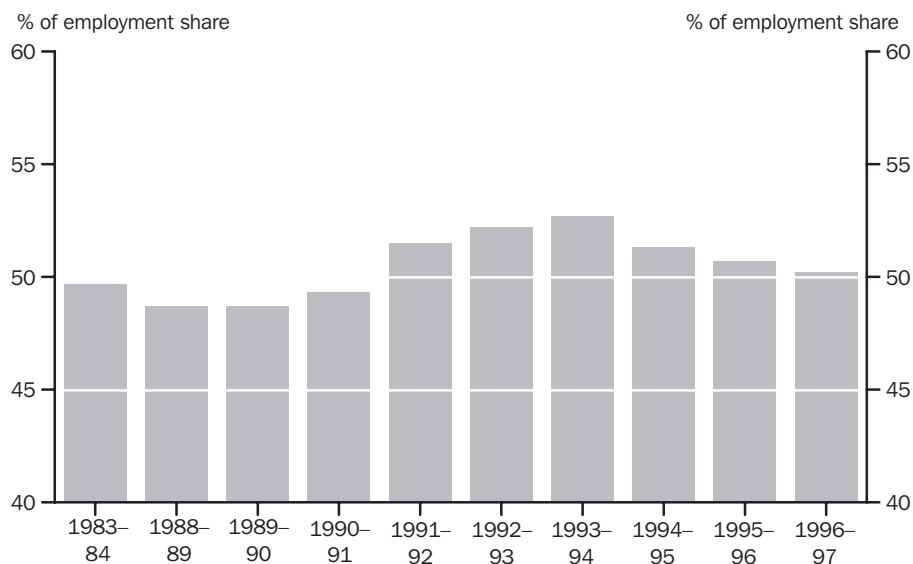
In the case of the Manufacturing industry, the reverse was the case. Here the growth rate for small business employees (2.0%) was lower than for people working in their own business, which grew at 3.0% over the 13-year period. However, the most noticeable aspect of this industry was in the larger business sector (those businesses employing more than 100 people), where employment growth decreased significantly, showing an annual average of -1.7%. Total employment for the Manufacturing industry remained almost static across the 13-year period.

Looking at the Wholesale trade industry, similar growth rates were recorded between small and larger businesses. However, there was a decline (-0.5% per year) in people working in their own business.

The above analysis shows that although the overall growth in employment in small and other sized business sectors between 1983–84 and 1996–97 was almost the same, there are some observable differences at the industry level and, within the small business category, between employees and people working in their own business.

Looking only at the end points of a time series can disguise changes that have occurred within the time period. Examining the small business share of total employment over the period 1983–84 to 1996–97 shows there was a steady growth in the small business share of total employment through the late 1980s up until 1993–94. Thereafter there has been a fairly rapid decline, so that at 1996–97 the share was almost back to 1983–84 levels.

SMALL BUSINESS SHARE OF TOTAL EMPLOYMENT



Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

CHANGE IN SMALL BUSINESS EMPLOYMENT — 1993-94 AND 1996-97

The recent decline, which has occurred since 1993-94, is illustrated in table S.3.

S3

AVERAGE ANNUAL RATE OF CHANGE IN EMPLOYMENT — 1993-94 TO 1996-97

Industry	Persons working in own business(a) %	Small business employees %	Total small business employment %	Other business employment %	Total employment %
Mining	-23.9	8.9	-6.3	12.7	10.0
Manufacturing	1.8	3.2	3.0	0.4	1.7
Construction	-1.8	8.5	3.0	11.8	4.6
Wholesale trade	-5.4	1.4	0.1	4.1	2.2
Retail trade	-0.4	10.4	6.6	7.0	6.8
Accommodation, cafes and restaurants	2.3	3.3	3.1	6.0	4.7
Transport and storage	-3.2	1.9	-0.4	13.9	5.9
Finance and insurance	-7.9	-3.3	-4.3	8.3	5.5
Property and business services	4.2	7.0	6.2	8.7	7.2
Education	-1.9	9.5	5.6	21.2	16.1
Health and community services	8.1	13.0	12.0	14.4	13.5
Cultural and recreational services	2.0	1.1	1.5	6.2	3.8
Personal and other services	0.3	5.1	3.0	9.5	4.9
All industries	-0.3	5.3	3.6	7.0	5.2

(a) Includes working proprietors and partners of unincorporated employing and non-employing businesses; working directors of incorporated businesses are classified as employees.

Source: Unpublished data, Survey of Employment and Earnings; unpublished data, Labour Force Survey.

Table S3 shows that the overall growth rate of private sector employment was 5.2% per year, with the small business sector growing by 3.6% and the other business sector growing by 7.0%. It is worth noting at this point that this rate of growth of employment appears to be much larger than the total employment estimate derived from the LFS. This difference is discussed in the Introduction to this article and is detailed in Appendix 1. The main reason for the difference is that the scope of this analysis relates only to private sector employment and there has been a substantial change in proportions between private and public sectors over this period.

The growth in total small business employment (3.6%) over the period 1993–94 to 1996–97 continued at a little above the long-term average of 3.2%. This was achieved solely through a significant increase in the number of small business employees over the period. Growth in small business employees increased at an average of 5.3% per year, well above the longer term rate of 3.6%. By contrast, the growth in persons working in their own business was slightly negative at –0.3% per year.

The major reason for the shift in share of employment from the small business sector to the larger business sector was the stronger growth in employment in the larger businesses. Over the three years 1993–94 to 1996–97, employment levels in businesses other than small businesses have grown at the rate of 7.0% per year, more than twice the rate recorded over the 13-year period to 1996–97.

In summary, the drop off in the small business share of total employment over the three years to 1996–97 can be attributed to two main factors, a decline in growth of people working in their own business as well as a much stronger growth rate in the number of people working in larger businesses.

Examining the data at the industry level gives a further insight into the shift in employment patterns.

The industries recording the largest annual average declines in small business employment levels over the period 1993–94 to 1996–97 were:

- Mining — 6.3%
- Finance and insurance — 4.3%
- Transport and storage — 0.4%.

The Mining industry is relatively small as far as small business employment is concerned, but the big fall in the industry was due to a large drop in people working in their own business. The fall in the Finance and insurance industry was due to falls in both the number of people working in their own business and the employment levels in

CHANGE IN SMALL
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— 1993–94 AND 1996–97
continued

small employing firms. The Transport and storage industry also recorded a fall in the number of people working in their own business and, in addition, only showed very small growth in the number of small business employees.

The industries recording the strongest growth in small business employment were:

- Health and community services — 12.0%
- Retail trade — 6.6%.

The Health and community services industry recorded the strongest growth in both people working in their own business and in the employment levels of small employing businesses. On the other hand, the Retail trade growth rate is high because of strong growth in the employment levels of small employing businesses. Growth in the number of retailers working in their own business was negative over the three-year period, a similar finding to that recorded over the longer period, 1983–84 to 1996–97.

During this period, all industries recorded positive annual growth rates in employment levels for the larger business sector. Growth was strongest among larger businesses in the following industries:

- Education — 21.2%
- Health and community services — 4%
- Transport and storage — 13.9%.

A LONGITUDINAL ANALYSIS

The preceding analysis discusses employment change in Australia at a macro level, examining net employment change by business size and industry across different time periods. However, researchers have been aware for some time that such broad analysis may hide a myriad of underlying factors which are very important for policy purposes. For example, decomposing the net employment change result into its various components enables an analysis of the following:

- gross job generation and gross job destruction;
- the components of gross job generation and gross job destruction;
- the extent to which job generation and destruction is widespread among firms or concentrated in a relatively small number of firms; and
- the extent to which jobs generated, or destroyed, in any one period are maintained in subsequent time periods.

To address these, and other issues relating to the growth and performance of Australian businesses, particularly small businesses, the ABS has, in conjunction with the Office of Small Business, established a business longitudinal survey. The survey, BGAPS, is planned to run for five years, commencing in respect of 1994–95. Two-years survey data are now available (1994–95 and 1995–96) and the 1996–97 survey is currently in the field.

The survey has provided data to allow some of the preceding issues to be addressed, but there is not yet a sufficient time series to enable a comprehensive analysis. The ABS has conducted some analysis of the survey results and these have been published in ABS (1997). A more detailed analysis of the job generation issues has been undertaken using results from the 1994–95 survey and these are soon to be issued in O'Brien (1998).

The following summarises some of the conclusions emanating from O'Brien's (1998) analysis, as well as showing the aggregate job generation and destruction flows from the 1995–96 survey.

The scope of BGAPS, and therefore the scope of this analysis, includes most non-agriculture private sector employing firms. Non-employing firms are excluded. Also excluded are the Education and the Health and community services industries which, from the analysis presented earlier, have been two of the major growth industries in recent years.

1994–95 results

The 1994–95 survey, being the first year of a longitudinal survey, is more akin to a regular 'snapshot' survey undertaken by ABS. However, because some data items (employment, sales and value of exports) were collected for three years in this first survey, it has provided a set of retrospective longitudinal data on employment, albeit based only on a sample of firms which were in operation at the end of the period.

The limitations when using such a dataset include the inability to measure the impact of firms which are newly born, or which die during the period. It is only possible to measure the impact of firms which continued operation over the period.

The first conclusion that arises from this analysis relates to the extent to which net employment change hides a great deal of job turnover. The survey measured net employment change for continuing businesses of 137,000 in 1993–94 and 149,000 in 1994–95. Table S4 shows a break down of employment change over two 12-month periods, 1993–94 and 1994–95.

S4

JOB GENERATION AND DESTRUCTION

	Small business		Other business		All business	
	1993-94	1994-95	1993-94	1994-95	1993-94	1994-95
	'000	'000	'000	'000	'000	'000
Employment generation	117	151	149	177	266	328
Employment destruction	58	96	71	84	129	180
Net employment change	58	55	79	93	137	149
Job turnover (generation and destruction)	175	249	220	261	395	508
Churnover factor	3.0	4.5	2.8	2.8	2.9	3.4

Source: Unpublished data, Business Growth and Performance Survey 1993-94 and 1994-95.

1994-95 results *continued*

Table S4 shows that the net employment change of 137,000 persons for 1993-94 was made up of 266,000 new jobs generated, and 129,000 jobs destroyed. A summary statistic has then been constructed to describe the job turnover or 'churning' that may be concealed beneath the net change figures. This 'churnover' statistic is the ratio of job turnover to net job change for each size category. For 1993-94 a 'churnover' factor of 2.9 was calculated, while for 1994-95 there was an even greater degree of jobs churning over, with a factor of 3.4.

In 1993-94, the churnover for small businesses was about the same as for larger businesses. However, for 1994-95 the small business sector appears to have a far greater degree of job turnover than other businesses, a churnover factor of 4.5 compared to 2.8. For the small business sector in 1994-95, there were nearly 250,000 jobs turned over, for a net increase in employment of only 55,000 jobs. The net employment change was nearly the same as in 1993-94, but the turnover of jobs was 28,000 greater.

With respect to the concentration of job generation and destruction, it appears that there were more firms generating jobs than destroying them. In 1994-95 it was estimated that 18% of firms increased their employment by more than 10% and 14% decreased by more than 10%. (For 1995-96, it was estimated that 26% of firms increased their employment by more than 10% and about 23% decreased their employment by more than 10%.) Small business, which includes 94% of in scope businesses, reflected these rates very closely.

1995–96 results The 1995–96 survey, being the second year of the longitudinal study, allowed the impact of new and ceased businesses to be assessed, rather than just using a static framework and sample as was used for the above analysis. Job generation and destruction estimates for 1995–96 are shown in table S5.

S5

JOB GENERATION AND DESTRUCTION — JUNE 1995 TO JUNE 1996

	<i>Small business</i>	<i>Other business</i>	<i>All business</i>
	'000	'000	'000
Employment generation			
New businesses	359	207	566
Continuing businesses	262	192	455
<i>Total</i>	621	399	1 020
Employment destruction			
Ceased businesses	272	149	420
Continuing businesses	196	167	364
<i>Total</i>	468	316	784
Net employment change	153	84	237
Job turnover (generation and destruction)	1 089	715	1 804
Churnover factor	7.1	8.5	7.6

Source: Unpublished data, Business Growth and Performance Survey 1994–95 and 1995–96.

Table S5 shows that the net employment growth measured by the survey, based on business size as at June 1995, came mainly from the small business sector. This sector generated almost twice the net employment growth created by the other business sector (153,000 compared to 84,000). As in the 1994–95 analysis, it is apparent that the net employment change figure hides a great deal of churnover. In total, one million jobs were generated and almost 800,000 destroyed to come to the net figure of +237,000, giving a churnover statistic of 7.6. This is much greater than the level calculated from the 1994–95 survey, but one needs to remember that the 1994–95 survey data did not include the contribution from new or ceasing firms.

This analysis shows the significance of firm births and deaths to the job generation process. The estimated number of jobs generated in 1995–96 are coming almost equally from businesses which commenced during the year and from continuing businesses. Job destruction also arose fairly equally from ceased businesses and continuing businesses.

The inclusion of business births and deaths is vital in any study of job generation to give a more complete understanding of the dynamics of change in employment patterns. These factors are also important in the development and formulation of employment policy for the small business sector.

1995–96 results *continued*

The results from the longitudinal analysis, in which the small business sector is seen to contribute more strongly to net employment growth than larger businesses, appears to contradict the result discussed earlier which was derived from the point-in-time analysis. The reasons for the apparent anomaly are as follows:

- the two results come from separate surveys both of which are subject to sampling and non-sampling errors;
- the BGAPS survey has a different scope to the SEE and LFS used earlier — non-employing businesses and the Health and community services, and Education industries are excluded from BGAPS but are included in the earlier analyses; and
- the attribution to size in BGAPS is made by reference to the size of a firm as at June 1995, whereas the earlier analysis is sized separately for each year of the analysis. Hence, that analysis reflected the effects of firms swapping size boundaries.

CONCLUSION

Time series generated from point-in-time surveys present a useful picture for the analysis of employment in the different business size categories. However, a longitudinal dataset allows the investigation of a number of the more complex issues associated with employment patterns in Australian firms.

The ABS BGAPS will in the future allow for a detailed study of job generation and destruction in Australia, unlike any that has been possible before. The tracking of firms longitudinally will enable the comparative impacts of births and deaths to be measured as well as the derivation of a number of other statistical indicators to show the concentration and persistence of job growth. It will also allow the decomposition of employment growth by size of business, age of business, sex, industry, type of employment, and State and Territory. Factors which might influence employment generation will also be able to be examined using longitudinal analysis techniques.

The use of longitudinal data will also have the advantage of overcoming the impacts of firms swapping size boundaries, which is claimed by some international researchers to be a very significant problem for employment growth analyses.

While the BGAPS will become more useful for job generation and destruction analyses when there is a longer time series available, two important points have become evident to date:

- the importance of births and deaths to studies of job generation and employment change; 1995–96 data would suggest that these components contribute about half of the jobs generated and destroyed; and
- there has been a significant amount of churning occurring in both the small and larger firm sectors, which is hidden in the more traditional forms of analysis. This has been confirmed in the analysis for both 1994–95 and 1995–96.

The two analyses presented in this article do not give a clear indication at this stage of the relative importance of the small and larger business sectors to employment growth. Both small business and larger businesses have increased employment quite significantly in Australia over the past decade. There have been periods when growth has been stronger in the small business sector and periods when larger businesses have dominated.

What is also clear is that analysing net employment change alone hides a significant amount of other information which is vital for good economic management in Australia.

ATTACHMENT

ESTIMATES OF NUMBER OF EMPLOYEES FROM DIFFERENT SURVEYS

	<i>LFS persons employed</i>	<i>LFS employees(a)</i>	<i>LFS (SEE scope)(b)</i>	<i>SEE estimates(c)</i>	<i>LFS (BGAPS scope)(d)</i>	<i>SEE (BGAPS scope)(e)</i>	<i>BGAPS estimates</i>
	million	million	million	million	million	million	million
1993-94	7.8	6.9	4.8	4.6	4.2	4.0	n.a.
1994-95	8.1	7.2	5.3	5.0	4.6	4.3	4.3
1995-96	8.3	7.3	5.5	5.3	4.6	4.4	4.5
1996-97	8.4	7.5	5.6	5.5	4.7	4.6	n.a.
	%	%	%	%	%	%	%
Average annual rate of change	2.4	2.4	5.2	6.1	3.8	4.7	4.6

(a) LFS estimates with persons working in own business removed.

(b) LFS employee estimates with government and agriculture removed.

(c) Employee estimates from SEE.

(d) LFS estimates of employees with government, agriculture, education, health and community services and part of personal services and employees removed.

(e) SEE estimates with government, agriculture, education, health and community services and part of personal services and employees removed.

Source: Unpublished data, Labour Force Survey; unpublished data, Survey of Employment and Earnings, Business Growth and Performance Survey, 1994-95 and 1995-96.

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CHAPTER 7

MEASURING SMALL BUSINESS FAILURE RATES

INTRODUCTION

The rate at which firms enter and exit the business population and the reasons for those entries and exits are some of the most keenly sought after statistics in Australia, particularly in respect of the small business sector. However, there are only two sets of official statistics released on the topic. This chapter presents a summary of the data available from these sources.

Firstly there are those contained in *Occasional Paper: Business Exits, Australia* (Cat. no. 8144.0) and secondly, those provided on official bankruptcies by the Attorney General's Department.

DEFINING A BUSINESS FAILURE

There is not one single definition of a business failure, rather there are various scenarios which might be considered a business failure. For example, there are a number of levels of financial failure in business ranging from the business not making a satisfactory level of profit, to owners becoming bankrupt. A business could also be considered a failure if it no longer had a market to serve or its original purpose was no longer required.

For these reasons there are no official statistics which specifically measure business failure rates. For many years the only official statistics which provide an indicator of business failure rates have related to business bankruptcies. However, business bankruptcies are themselves only a part of overall business failures. There are many more businesses which fail but from which the owners/proprietors walk away without going through official bankruptcy proceedings.

Notwithstanding these difficulties, the Australian Bureau of Statistics (ABS), as part of the development of the Australian Small and Medium Enterprises data base Australian Small and Medium Enterprise Database (AUSSMED), has commenced the compilation of a series measuring business exits. This has been done by examining responses to two of the ABS's quarterly surveys, the Survey of New Fixed Capital Expenditure and the Survey of Stocks and Sales.

Business exits, for this purpose, have been defined as legal entities which have ceased to exist in their current form. They will therefore include exits which would not be considered as a failure.

BUSINESS EXITS

Results from the business exits analysis are presented in tables 7.1, 7.2, 7.3 and 7.4. The data presented represent the average exit rates over the two years 1994–95 and 1995–96. Averaging has been used to reduce the impact of sampling error as the sample design used in the Survey of New Fixed Capital Expenditure and the Survey of Stocks and Sales Survey was not the optimum design for the measurement of exit rates. These surveys fully enumerate the large firms and use a progressively smaller sampling fraction through the smaller size ranges. To measure failure rates it would be more appropriate to take a much larger sample of small firms and a smaller sample of large firms. However, this sample design does not bias the estimates; it merely means they are subject to higher sampling errors than might otherwise be achieved.

It should also be noted that the scope of the surveys used in this analysis excludes non-employed businesses. Therefore the results presented only relate to employing businesses.

Exit rates With the information available, each of the business exits were classified into two broad categories, cessations and changes in ownership.

Cessations essentially include those businesses which no longer exist in any form, while changes in ownership include those businesses that have been taken over by an existing business, merged with another business or had a significant change in their ownership structure but still operate in a similar line of business.

If some assumptions relating to these categories can be made, it is possible to derive some estimates of business failures. Most cessations could be considered to relate to business failures. However, only a smaller portion of changes in ownership would be included as failures. Thus, it is likely that the best estimate of the business failure rate is likely to be slightly greater than the cessation rate but less than the total exit rate.

Overall exit rate It is estimated that the average annual exit rate over the two years 1994–95 and 1995–96 was 7.6%. This total exit rate was made up of:

- cessations 6.0%;
- changes in ownership 1.6%.

By industry The industry with the highest rate of business exits over the two-year period was the Retail trade industry with an average of 9.9%. This overall exit rate was strongly influenced by a relatively high rate of changes in ownership (4.4%). This change in ownership rate was more than double that for any other industry. The cessation rate for the Retail trade industry was about the same as the average rate for all other industries.

The 'Other industries' category (which includes Electricity, gas and water supply, Communication services, Education, Health and community services, Cultural and recreational services, and Personal and other services) with 9.1% and the Property and business services with 8.0% also recorded high exit rates. These two industry groups also recorded a higher cessation rate than any of the remaining industries.

The Mining industry had the lowest overall average rate (3.9%).

By employment size Business units were classified into two employer size groupings. The first relates to management units with employment of less than 20 people which are referred to as small business, while the other contains all those management units employing 20 or more people. Note that non-employing businesses are not included in this analysis and could have different exit rates to employing businesses.

The small business sector recorded a higher overall average exit rate (7.7%) than businesses employing 20 or more persons (5.4%). The difference was due to a more pronounced cessation rate for small business, with this category ceasing at twice the rate of businesses with 20 or more persons employed. Changes in ownership occurred marginally more frequently in larger businesses.

By State and Territory The larger States had greater than average cessation rates with Victoria recording the highest average annual rate of 8.9% followed by New South Wales with 7.9%. The combined estimate for Tasmania, Northern Territory and the Australian Capital Territory was the lowest at 4.1%, but care should be taken interpreting this estimate as it is subject to a relatively high standard error.

By age As might be expected, it was found that younger firms exited the business population at a faster rate than older firms. For firms less than 2 years old the total exit rate was 9.5% per year. For businesses between 2 and 5 years old this rate dropped to 7.2%; it remained at 7.2% for businesses between 5 and 10 years old and then decreased to 4.9% per year for older firms. A similar trend was found for cessations. For businesses less than 2 years old the cessation rate was 7.4%, falling to 5.7% per year for businesses between 2 and 5 years old, 5.6% per year for businesses between 5 and 10 years old and 4.0% for older businesses.

7.1

AVERAGE ANNUAL BUSINESS EXITS BY INDUSTRY — 1994–95 AND 1995–96

Industry	Business exits			Exit rates		
	Changes in ownership	Cessations	Total exits	Changes in ownership	Cessations	Total exits
	no.	no.	no.	%	%	%
Mining	17	54	72	*0.9	3.0	3.9
Manufacturing	708	1 775	2 482	1.8	4.6	6.4
Construction	**25	3 503	3 528	**0.0	5.4	*5.4
Wholesale trade	534	1 335	1 870	1.6	4.0	5.6
Retail trade	3 237	4 130	7 367	4.4	5.6	9.9
Accommodation, cafes and restaurants	418	1 350	1 768	*1.8	*5.6	*7.4
Transport and storage	347	952	1 299	*1.5	*4.2	*5.7
Property and business services	716	6 618	7 334	0.7	7.2	8.0
Other industries	439	4 037	4 476	*0.9	*8.2	*9.1
Total	6 441	23 755	30 196	1.6	5.9	7.6

Source: Occasional Paper: Business Exits, Australia, 1994–95 and 1995–96 (Cat. no. 8144.0)

7.2

AVERAGE ANNUAL BUSINESS EXITS BY EMPLOYER SIZE GROUP — 1994–95 AND 1995–96

Employer size group	Business exits			Exit rates		
	Changes in ownership	Cessations	Total exits	Changes in ownership	Cessations	Total exits
	no.	no.	no.	%	%	%
1–19	5 917	23 273	29 190	1.6	6.1	7.7
20 or more persons	495	598	1 093	2.5	3.0	5.4
Total	6 412	23 871	30 283	1.6	6.0	7.6

Source: Occasional Paper: Business Exits, Australia, 1994–95 and 1995–96 (Cat. no. 8144.0)

7.3

AVERAGE ANNUAL BUSINESS EXITS, BY AGE OF BUSINESS — 1994-95 AND 1995-96

<i>Age of business</i>	<i>Business exits</i>			<i>Exit rates</i>		
	<i>Changes in ownership</i>	<i>Cessations</i>	<i>Total exits</i>	<i>Changes in ownership</i>	<i>Cessations</i>	<i>Total exits</i>
	<i>no.</i>	<i>no.</i>	<i>no.</i>	<i>%</i>	<i>%</i>	<i>%</i>
Less than 2 years old	2 510	9 184	11 694	2.1	7.4	9.5
2 to less than 5 years old	1 908	6 999	8 907	1.5	5.7	7.2
5 to less than 10 years old	1 390	4 899	6 289	1.6	5.6	7.2
10 or more years old	633	2 673	3 306	*0.9	4.0	4.9
Total	6 441	23 755	30 196	1.6	5.9	7.6

Source: Occasional Paper: Business Exits, Australia, 1994-95 and 1995-96 (Cat. no. 8144.0).

7.4

AVERAGE ANNUAL BUSINESS EXITS, BY STATE AND TERRITORY — 1994-95 AND 1995-96

<i>State and Territory</i>	<i>Business exits</i>			<i>Exit rates</i>		
	<i>Changes in ownership</i>	<i>Cessations</i>	<i>Total exits</i>	<i>Changes in ownership</i>	<i>Cessations</i>	<i>Total exits</i>
	<i>no.</i>	<i>no.</i>	<i>no.</i>	<i>%</i>	<i>%</i>	<i>%</i>
New South Wales	2 094	9 334	11 429	1.5	6.4	7.9
Victoria	1 736	7 683	9 419	1.7	7.3	8.9
Queensland	1 079	3 450	4 529	1.6	4.9	6.4
South Australia	448	1 143	1 592	*1.5	*3.9	*5.4
Western Australia	921	1 689	2 610	*2.6	4.9	7.5
Other States and Territories	*163	*455	*618	*1.1	*3.0	*4.1
Australia	6 441	23 755	30 196	1.6	5.9	7.6

Source: Occasional Paper: Business Exits, Australia, 1994-95 and 1995-96 (Cat. no. 8144.0).

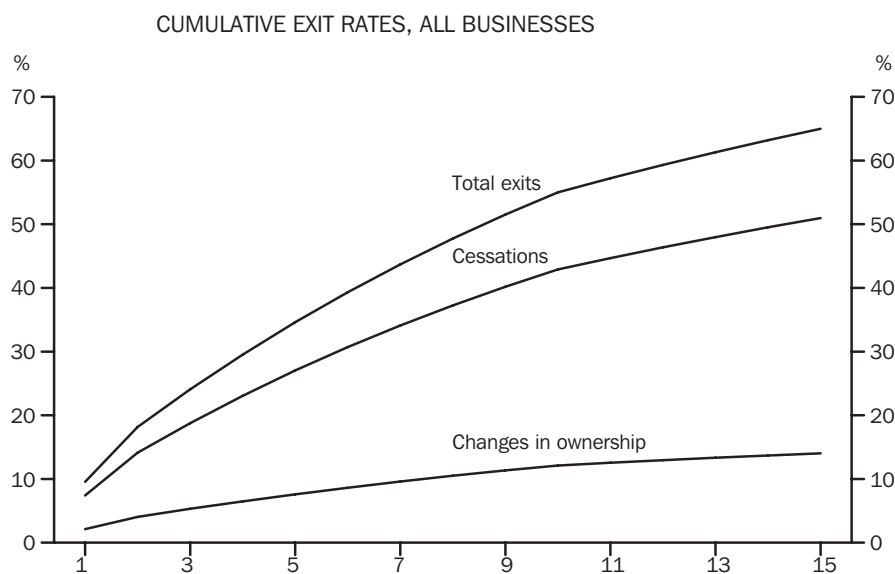
ESTIMATING THE SURVIVAL
RATE OF BUSINESS

A phenomenon often discussed in the context of business exits is the length of time a firm is likely to survive. Using the data from this analysis it is possible to make some estimate of this. The major assumptions that need to be made to do this are to assume that the exit rates measured from these two-years analysis apply equally over time and that the averages for the age groupings shown can be applied to each of the ages within that group.

Based on these assumptions it is possible to estimate cumulative exit rates. These are shown in table 7.5.

By type of exit As has been done with the earlier analysis, total exits have been split into cessations and changes in ownership. The analysis shows that after 15 years, 14% of businesses operating at the beginning of the observation period would have changed ownership while 51% would have ceased. In the shorter term, after 5 years, 7.6% of businesses operating at the beginning of the observation period would have changed ownership and 27% would have ceased.

Graphically, the cumulative rates over a 15 year period can be represented as follows:



BY EMPLOYMENT

Size An examination of the data classified by business size shows that businesses with 20 or more persons employed exited more slowly than small businesses. After 15 years it is estimated that 56.1% of businesses with 20 or more persons employed, that were operating at the beginning of the observation period, would have exited compared to 65.6% of smaller businesses.

The rates for small businesses are very similar to those for all businesses because of the large number of small businesses.

7.5 CUMULATIVE EXIT RATES, ALL BUSINESS

Year of operation	Changes in ownership	Cessations	Total exits
	%	%	%
1	2.1	7.4	9.5
2	4.0	14.1	18.1
3	5.3	18.8	24.1
4	6.5	23.0	29.5
5	7.6	27.0	34.6
6	8.6	30.7	39.3
7	9.6	34.1	43.7
8	10.5	37.2	47.7
9	11.3	40.2	51.5
10	12.1	42.9	55.0
11	12.5	44.7	57.2
12	12.9	46.4	59.3
13	13.3	48.0	61.3
14	13.7	49.5	63.2
15	14.0	51.0	65.0

Source: Occasional Paper: Business Exits, Australia, 1994-95 and 1995-96 (Cat. no. 8144.0).

7.6 CUMULATIVE EXIT RATES, BUSINESSES EMPLOYING 1-19 PERSONS

Year of operation	Cumulative exit rates		
	Changes in ownership	Cessations	Total exits
	%	%	%
1	2.1	7.5	9.6
2	3.9	14.3	18.3
3	5.2	19.0	24.2
4	6.4	23.4	29.7
5	7.4	27.4	34.9
6	8.5	31.1	39.6
7	9.4	34.6	44.0
8	10.2	37.8	48.1
9	11.1	40.8	51.8
10	11.8	43.5	55.3
11	12.2	45.4	57.6
12	12.5	47.2	59.7
13	12.9	48.9	61.8
14	13.2	50.5	63.7
15	13.5	52.1	65.6

Source: Occasional Paper: Business Exits, Australia, 1994-95 and 1995-96 (Cat. no. 8144.0).

7.7 CUMULATIVE EXIT RATES, BUSINESSES EMPLOYING 20 OR MORE PERSONS

Year of operation	Cumulative exit rates		
	Changes in ownership	Cessations	Total exits
	%	%	%
1	4.4	3.8	8.2
2	8.4	7.3	15.7
3	9.7	10.4	20.2
4	11.0	13.4	24.4
5	12.2	16.3	28.5
6	14.1	18.7	32.8
7	15.9	21.0	36.9
8	17.6	23.2	40.7
9	19.2	25.2	44.3
10	20.7	27.1	47.7
11	21.6	27.9	49.5
12	22.6	28.7	51.2
13	23.5	29.4	52.9
14	24.4	30.2	54.5
15	25.2	30.9	56.1

Source: Occasional Paper: Business Exits, Australia 1994-95 and 1995-96 (Cat. no. 8144.0).

BUSINESS BANKRUPTCIES

The statistics presented here are from the 1996–97 Annual Report by the Attorney-General on the operation of the *Bankruptcy Act, 1966*. The above data on business exits provides an insight into the rate at which businesses come and go, but official statistics on actual failures in small business are limited. Bankruptcy statistics, especially in the area of ‘business’ bankruptcies, provide a useful indicator of the level of small business failures over time.

Bankruptcy statistics can be classified as ‘business’ bankruptcies, involving an employer or self-employed person, or as ‘non-business’ bankruptcies, involving an employee or a person not gainfully employed. However, a limitation to this classification is that a bankruptcy is categorised as ‘business’ if the individual concerned indicates any business involvement in the five years preceding bankruptcy, even though the cause of bankruptcy may bear no relation to that business.

Bankruptcy data does not cover the entire range of business failures as some failures result in the forced sale or closure of a business without bankruptcy proceedings. Other limitations on the use of bankruptcy statistics as an indicator of small business failure are as follows:

- they relate to individuals only and several bankruptcies may result from a single business failure;
- business bankruptcies are not available by size and a small number of business bankruptcies relate to larger businesses;
- business bankruptcies tend to take longer to process than non-business bankruptcies and the figures appearing in the official statistics for a year could relate to business failures going back as far as three years.

Bankruptcies again on the rise

After a period where steady falls in the number of business bankruptcies were recorded, table 7.8 shows that they have been increasing again in recent years. In the three years up until 1996–97 the number of business bankruptcies increased 30% to almost 5,200 with steady rises recorded each year.

BUSINESS BANKRUPTCIES



Source: 1996-97 Annual Report by the Attorney-General on the operation of the Bankruptcy Act 1966.

Bankruptcies by State and Territory

Table 7.9 shows the distribution of business bankruptcies by State and Territory. From 1994-95 to 1996-97 the number of business bankruptcies in NSW and ACT have increased by 27%. During the same period the number of business bankruptcies in Victoria has decreased by 3%.

All other States and the Northern Territory recorded an increase in the number of business bankruptcies.

Major causes of bankruptcy

The major causes of business bankruptcies are summarised in table 7.10. It is important to note that causes are self-attributed and are subsequently classified and categorised from information provided by the bankrupts themselves. Between 1995-96 and 1996-97 there has been an increase in the number of bankruptcies coded to 'other reasons' which may account for the decreases recorded for some of the specific categories in 1996-97.

In recent years economic conditions have been the most common major cause given for business bankruptcy. Other major reasons were lack of business ability, lack of sufficient working capital, and personal reasons. By comparison, in 1983-84, lack of business ability was the most common cause for business bankruptcies.

7.8 BUSINESS BANKRUPTCIES

Year	Business bankruptcies	Change on previous year
	no.	%
1983-84	2 477	..
1984-85	1 879	-24.1
1985-86	1 921	2.2
1986-87	2 446	27.3
1987-88	2 259	-7.7
1988-89	2 088	-7.6
1989-90	2 947	41.1
1990-91	4 203	42.6
1991-92	5 387	28.2
1992-93	4 796	-11.0
1993-94	4 335	-9.6
1994-95	3 998	-7.8
1995-96	4 773	19.4
1996-97	5 191	8.8

Source: 1996-97 Annual Report by the Attorney-General on the operation of the Bankruptcy Act 1966.

7.9 BUSINESS BANKRUPTCIES, BY STATE AND TERRITORY

State and Territory	1983-84	1994-95	1995-96	1996-97
New South Wales and Australian Capital Territory	577	1 281	1 616	1 628
Victoria	495	1 065	948	1 032
Queensland	564	870	1 451	1 431
South Australia	293	334	347	415
Western Australia	431	313	275	516
Tasmania	86	116	125	133
Northern Territory	31	19	11	36
Australia	2 477	3 998	4 773	5 191

Source: 1996-97 Annual Report by the Attorney-General on the operation of the Bankruptcy Act 1966.

7.10 CAUSES OF BUSINESS BANKRUPTCIES

	1983-84	1994-95	1995-96	1996-97
<i>Major cause attributed</i>	%	%	%	%
Lack of capital	13.2	9.1	9.1	10.0
Lack of business ability	32.9	19.4	16.6	10.7
Failure to keep proper books	1.0	1.4	0.7	1.7
Economic conditions	23.6	25.1	26.4	14.5
Seasonal conditions	2.6	1.4	1.5	2.0
Excessive interest	4.4	4.7	8.8	7.4
Inability to collect debts	3.0	3.3	3.6	3.0
Excessive drawings	4.4	5.1	4.0	2.6
Gambling or speculation	0.5	0.8	0.3	0.5
Personal reasons	6.1	8.8	8.9	8.8
Other reasons	8.4	20.9	20.1	38.7

Source: 1996-97 Annual Report by the Attorney-General on the operation of the Bankruptcy Act 1966.

CHAPTER 8

SMALL BUSINESS PROFILES IN SELECTED INDUSTRIES

INTRODUCTION

This chapter provides information on the structure, legal status, activity and performance of small business in the Australian economy. Included are details of:

- business operations by size and industry;
- legal status of employing businesses;
- detailed profile of the Mining industry for 1994–95 and 1995–96;
- detailed profile of the Manufacturing industry for 1994–95; and
- detailed profile of the Agriculture industry for 1994–95 and 1995–96.

Statistical information presented in these industry profiles has been drawn from the Australian Bureau of Statistics (ABS) program of Integrated Economic Censuses and Surveys. The profiles complement the series presented in the previous edition of this publication. In cases where no more recent data are available — for example, the Retail industry profile — the section has been excluded. Refer to appendix 1 of this publication for details of the most recent data available for particular industries.

Information presented in this chapter was collected using a common framework of reporting units, common data concepts and a common standard industrial classification, the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993* (Cat. no. 1292.0).

Care should be taken when comparing data in this chapter with data in previous chapters. The statistical unit used is the management unit whereas the employer unit is used in chapters 1, 2 and 3. Refer to the Glossary for an explanation of these terms. In addition, some statistics in this chapter include public trading enterprises, and employer size refers to total employment (i.e. includes working proprietors and partners as well as employees).

BUSINESS OPERATIONS BY SIZE AND INDUSTRY

Tables 8.1 and 8.2 present selected results from the 1995–96 Economic Activity Survey (EAS) as they relate to small business. Users should refer to the Glossary for an explanation of the terms used in this section.

Coverage of EAS	<p>Not all small businesses operating in Australia were included in the EAS. The scope for the 1995–96 EAS consisted of all management units in the Australian economy except for:</p> <ul style="list-style-type: none"> ■ agricultural businesses with an estimated value of agricultural operations less than \$22,500; ■ non-employed businesses in all other industries i.e. businesses which have not registered as group employers with the Australian Taxation Office; and ■ businesses classified to the General Government sector (note government-owned Public Trading Enterprises were included). <p>These coverage differences, together with other methodological differences, mean that the EAS estimates of numbers of small and total businesses operating during the year differ from those presented in the earlier chapters.</p>
Significance of small business	<p>Table 8.1 shows that in 1995–96 small non-agricultural businesses accounted for:</p> <ul style="list-style-type: none"> ■ 96 % of employing non-agricultural businesses; ■ 41 % of persons employed in those businesses; ■ 32 % of wages and salaries paid; ■ 33 % of sales; and ■ 34 % of operating profit before tax. <p>In addition, small non-agricultural businesses contributed an estimated 34 per cent to non-agricultural industry gross product. Note, that if the small businesses not included in the scope of this survey, mainly the non-employed businesses, had been included, these proportions would have been only marginally higher.</p>
Industry comparisons	<p>As shown in table 8.1, the relative contribution of small business to economic activity within an industry depends on the variable chosen. In 1995–96, in terms of wages and salaries and employment, small businesses were most significant, in proportional terms, in the Construction industry and the Personal and other services industry. Small businesses classified to these two industries accounted for 69% and 61% respectively of total employment and for 55% and 53% respectively of wages and salaries.</p> <p>In terms of both sales of goods and services, and profit, small businesses are most significant, in proportional terms, in the Construction industry (57% and 77% respectively).</p>
Performance measures	<p>Information from profit and loss statements and balance sheets of businesses can be presented in the form of ratios. These ratios are used to summarise and analyse business performance.</p>

Performance measures
continued

Table 8.2 presents a selection of operating ratios which have been generated from information collected in the 1995–96 EAS.

These ratios are referred to as ‘industry ratios’, and are suitable for comparative analysis of industry performance. Industry ratios can, however, be affected by extreme values and therefore are not normally recommended for analysing comparative business performance. The median value of a ratio, which can be made available on request, is recommended for this purpose as it provides a better measure of a typical business within each industry/size category.

Profitability ratios *Profit margin*

This measure indicates the proportion, on average, of sales of goods and services that translates into profit. As such it is an important indicator of business efficiency. This ratio is derived as follows:

$$\text{Profit margin} = \frac{\text{operating profit before tax}}{\text{operating income}} \times 100$$

Return on assets

This ratio is an indicator of the efficiency with which assets are employed to generate profits.

$$\text{Return on assets} = \frac{\text{operating profit before tax}}{\text{total assets}} \times 100$$

Note that a strong result from this ratio can be due to relatively low asset levels rather than high profit margins.

Return on net worth

This ratio measures the rate of return on assets provided by shareholders.

$$\text{Return on net worth} = \frac{\text{operating profit before tax}}{\text{net worth}} \times 100$$

Again low assets in smaller businesses can influence the results for this ratio.

Long-term debt to equity

$$\text{Long-term debt to equity} = \frac{\text{non-current liabilities}}{\text{net worth}}$$

This is a measure of the percentage of owner’s equity which would be required to discharge non-current liabilities.

8.1 BUSINESS OPERATIONS — 1995–96

	<i>Management units</i>		<i>Employment</i>		<i>Wages and salaries</i>		
	<i>Small business as a proportion of all business</i>		<i>Small business</i>	<i>All business</i>	<i>Small business</i>	<i>All business</i>	
	%	'000	%	'000	\$m	%	\$m
Mining	67	9	10	86	325	6	5 406
Manufacturing	98	429	43	997	10 897	32	34 360
Construction	99	234	69	341	5 110	55	9 295
Wholesale trade	94	179	43	419	4 872	36	13 462
Retail trade	97	453	44	1 041	7 875	45	17 537
Accommodation, cafes and restaurants	91	172	42	407	2 255	34	6 557
Transport and storage	97	99	32	309	2 223	20	10 946
Finance and insurance	95	46	16	292	1 390	11	12 584
Property and business services	96	387	50	769	9 371	42	22 454
Private community services	90	222	34	659	4 587	32	14 341
Cultural and recreational services	94	59	35	169	935	29	3 201
Personal and other services	97	113	61	186	1 933	53	3 681
Total(a)	96	2 412	41	5 873	52 001	32	162 799

(a) Includes the mining, Electricity, gas and water supply and communication services industries.

8.1

BUSINESS OPERATIONS — 1995–96

	Sales of goods and services			Operating profit before tax			Industry gross product		
	Small business		All business	Small business		All business	Small business		All business
	\$m	%	\$m	\$m	%	\$m	\$m	%	\$m
Mining	5 805	16	36 861	2 284	34	6 757	3 830	20	19 597
Manufacturing	56 928	27	207 336	5 989	43	14 059	20 599	33	63 141
Construction	31 854	57	55 477	1 949	77	2 538	8 945	62	14 456
Wholesale trade	59 615	32	186 885	1 430	25	5 704	7 753	34	22 951
Retail trade	72 613	43	166 933	2 357	54	4 365	12 491	48	26 244
Accommodation, cafes and restaurants	10 894	40	26 935	722	41	1 763	3 717	37	10 159
Transport and storage	10 547	23	45 131	513	18	2 926	3 748	19	19 937
Finance and insurance	5 880	27	21 593	5 607	22	25 551
Property and business services	28 310	43	65 212	5 753	54	10 602	15 115	46	32 694
Private community services	10 404	53	19 676	2 027	75	2 708	6 935	42	16 523
Cultural and recreational services	3 323	25	13 240	237	25	956	1 451	30	4 835
Personal and other services	5 280	54	9 740	395	48	827	2 039	51	3 972
Total(a)	303 052	33	905 661	29 604	34	86 002	87 610	34	259 125

(a) Includes the mining, Electricity, gas and water supply and communication services industries.

Source: Business Operations and Industry Performance, Australia, 1993–94 (Cat. no. 8140.0); unpublished data, Economic Activity Survey, 1995–96.

8.2

INDUSTRY PERFORMANCE RATIOS — 1995–96

Industry	Profit margin		Return on assets		Return on net worth		Long-term debt to equity	
	Small business	All business	Small business	All business	Small business	All business	Small business	All business
	%	%	%	%	%	%	times	times
Mining	37.5	17.8	19.5	8.8	51.2	21.4	0.9	0.8
Manufacturing	10.4	6.7	17.2	7.8	35.4	16.1	0.4	0.4
Construction	6.1	4.5	13.4	10.1	42.9	34.7	0.9	0.9
Wholesale trade	2.4	3.0	5.8	7.3	18.6	23.1	0.6	0.5
Retail trade	3.2	2.6	11.4	9.2	41.0	29.7	1.0	0.7
Accommodation, cafes and restaurants	6.5	6.3	6.8	5.7	12.6	10.6	0.4	0.4
Transport and storage	4.7	6.1	6.5	4.6	15.1	9.9	0.7	0.7
Finance and insurance	25.7	24.7	3.1	2.5	9.7	10.2
Property and business services	17.8	13.8	9.3	6.1	22.1	13.6	0.8	0.6
Private community services	16.8	9.1	28.1	8.5	46.1	14.4	0.3	0.4
Cultural and recreational services	6.4	6.5	7.0	4.7	14.4	10.3	0.5	0.7
Personal and other services	6.2	6.8	4.9	4.8	7.0	7.3	0.2	0.2
All industries(a)	10.4	8.8	17.2	4.2	35.4	12.4	0.4	0.4

(a) Includes the Electricity, gas and water supply, and Communication services industries.

Source: *Business Operations and Industry Performance, Australia, 1995–96 (Cat. no. 8140.0)*; unpublished data, *Economic Activity Survey, 1995–96*.

LEGAL STATUS OF SMALL EMPLOYING BUSINESSES

Small employing businesses are established primarily as either companies, partnerships or sole proprietorships. Table 8.3 shows in percentage terms the legal status of small and other businesses for selected industries as at September 1997.

The table shows that for small, as well as larger employing businesses, the company is the single most common type of legal organisation in Australia. Unincorporated small businesses (sole proprietors, partnerships, trusts, etc.), however, significantly outnumber incorporated small businesses in the Personal and other services, Retail trade, and Accommodation, cafes and restaurants industries.

Excluded from this table are the non-employing businesses which are mainly either sole proprietorships or partnerships. Of the estimated 428,400 non-employing businesses in Australia, about 45% are sole proprietorships.

8.3

EMPLOYING BUSINESSES, BY LEGAL STATUS — SEPTEMBER 1997

Industry	Companies		Sole proprietorships		Partnerships and trusts		Other	
	Small businesses	Other businesses	Small businesses	Other businesses	Small businesses	Other businesses	Small businesses	Other businesses
	%	%	%	%	%	%	%	%
Mining	72.3	93.9	5.4	0.0	22.3	6.1	0.1	0.0
Manufacturing	60.2	95.7	10.9	0.1	28.8	4.0	0.1	0.2
Construction	48.7	73.8	15.5	1.5	35.8	24.7	0.0	0.1
Wholesale trade	65.4	82.8	7.5	0.9	26.8	15.4	0.3	0.9
Retail trade	34.8	62.3	20.6	3.7	43.7	32.9	0.9	1.2
Accommodation, cafes and restaurants	34.9	60.5	18.2	3.7	42.8	26.8	4.0	8.9
Transport and storage	51.1	80.9	14.2	2.2	34.5	15.8	0.2	1.1
Finance and insurance	61.0	78.5	7.2	1.3	30.4	13.0	1.4	7.3
Property and business services	59.4	63.5	12.2	4.7	28.2	30.9	0.2	0.9
Health and community services	49.5	57.8	23.8	4.3	23.1	18.5	3.6	19.4
Cultural and recreational services	54.0	74.2	21.6	5.6	22.0	13.5	2.4	6.7
Personal and other services	28.4	58.5	29.6	3.7	25.3	13.0	16.6	24.7
All industries	49.0	65.9	16.4	3.3	32.6	22.6	2.0	8.1

Source: Unpublished data, ABS Business Register, September 1997.

MINING INDUSTRY

The data for this section are derived from the Collection of Mining Operations and cover the Australian and New Zealand Standard Industrial Classification (ANZSIC) classes for metallic minerals, coal, oil and gas. Estimates based on employment size are not available for the mining of non-metallic minerals and construction materials for 1995–96.

Main findings Table 8.4 shows that there were 336 businesses engaged in mining metallic minerals, coal, oil and gas at the end of June 1996, compared with 347 at the end of June 1995. In 1995–96, 78 of these were small businesses (23% of the total). These small businesses generated \$417.8 million in turnover (1.3% of the total) while employing 361 persons (0.6% of the total).

8.4 MINING OF METALLIC MINERALS, COAL, OIL AND GAS

<i>Employer size(c)</i>	<i>Operating management units</i> <i>no.</i>	<i>Employment(a)</i> <i>no.</i>	<i>Wages and salaries(b)</i> <i>\$m</i>	<i>Sales of goods and services</i> <i>\$m</i>	<i>Operating profit before tax</i> <i>\$m</i>	<i>Industry gross product</i> <i>\$m</i>
1994–95						
0–9 persons	71	157	7.1	230.5	–37.6	22.1
10–19 persons	18	249	10.9	55.2	–47.3	–26.8
<i>Total small business</i>	<i>89</i>	<i>406</i>	<i>18</i>	<i>285.8</i>	<i>–84.8</i>	<i>–4.7</i>
20–49 persons	37	1 221	64.9	1 664.0	884.3	1364.7
50–99 persons	31	2 174	120.8	1 866.3	709.3	1 285.0
100 or more persons	100	55 989	3 580.5	22 018.2	1 965.7	10 357.8
UJV participants with 0–19 persons(d)	90	151	22.0	2 714.8	1 929.8	2 422.0
Total	347	59 941	3 806.2	28 549.1	5 404.4	15 424.8
1995–96						
0–9 persons	65	177	6.1	332.7	31.8	82.6
10–19 persons	13	184	8.7	85.2	–65.3	–51.8
<i>Total small business</i>	<i>78</i>	<i>361</i>	<i>14.7</i>	<i>417.8</i>	<i>–33.6</i>	<i>30.8</i>
20–49 persons	37	1 234	74.3	1 455.4	601.6	985.1
50–99 persons	37	2 614	148.7	2 591.4	1 087.9	2 021.7
100 or more persons	102	56 504	4 070.1	24 465.4	2 782.3	12 074.1
UJV participants with 0–19 persons(d)	82	175	23.9	3 071.1	2 271.4	2 752.2
Total	336	60 888	4 331.7	32 001.1	6 709.7	17 863.9

(a) Includes working proprietors.

(b) Excludes the drawings of working proprietors.

(c) Employer size is based on the number of persons employed at the end of June.

(d) Unincorporated Joint Ventures employing less than 20 persons are excluded from the small business category — refer to the Glossary.

Source: Unpublished data, Collection of Mining Operations, 1995–96

MANUFACTURING
INDUSTRY

Data in this section are from the 1994–95 Survey of Manufacturing.

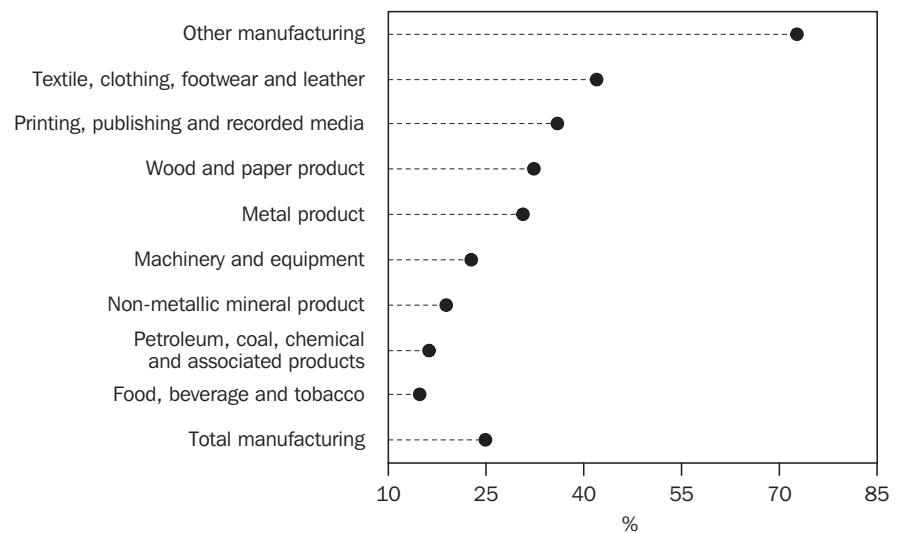
Small manufacturing businesses are defined in this section as management units employing less than 100 persons.

The statistics in table 8.5 show that small firms dominate the Manufacturing sector with 97% of the estimated 45,000 management units in Australia being classified as small. While total numbers of small manufacturing businesses are significant, their contribution to total output, as measured in terms of turnover, was \$50 billion or only 25%. They contributed \$17.1 billion (29%) to total Manufacturing industry gross product.

The survey shows that the Manufacturing industry employed an estimated 971,800 people as at June 1995. Of this number approximately 390,600 (40%) were employed in small firms. In 1994–95, small manufacturing businesses paid an estimated \$9.5 billion in wages and salaries, 30% of the total Manufacturing sector.

The Machinery and equipment manufacturing sector had the highest proportion of small businesses (97%). However, in terms of turnover, small businesses in the Other manufacturing subdivision were more dominant with 73% of total turnover. At the other end of the scale, small businesses in the Food, beverage and tobacco subdivision only recorded 15% of total turnover.

MANUFACTURING INDUSTRY: SMALL BUSINESS SHARE OF TOTAL TURNOVER



Source: Unpublished data, Manufacturing Census 1994–95.

8.5

MANUFACTURING MANAGEMENT UNITS, SUMMARY OF OPERATIONS — 1994-95

Industry subdivision/employment size group	Management units		Employment		Wages and salaries	
	no.	%	no.	%	\$m	%
Food, beverage and tobacco						
0-3 persons	819.0	25.7	1.5	0.8	17.8	0.3
4-9 persons	990.0	31.0	7.2	4.0	126.6	2.2
10-19 persons	577.0	18.1	7.5	4.1	156.1	2.7
20-49 persons	411.0	12.9	11.7	6.5	276.6	4.7
50-99 persons	151.0	4.7	10.1	5.6	259.2	4.4
<i>Total small business</i>	2 948.0	92.4	38.1	21.1	836.3	14.3
100 or more persons	242.0	7.6	142.1	78.9	5 028.8	85.7
<i>Total</i>	3 190.0	100.0	180.1	100.0	5 865.1	100.0
Textiles, clothing, footwear and leather						
0-3 persons	2 024.0	39.7	4.4	5.6	42.4	2.2
4-9 persons	2 078.0	40.7	11.6	14.8	179.0	9.3
10-19 persons	350.0	6.9	5.0	6.4	103.3	5.4
20-49 persons	386.0	7.6	11.5	14.7	266.7	13.8
50-99 persons	130.0	2.5	8.9	11.4	242.0	12.5
<i>Total small business</i>	4 968.0	97.4	41.4	52.9	833.4	43.2
100 or more persons	134.0	2.6	36.8	47.1	1 095.9	56.8
<i>Total</i>	5 102.0	100.0	78.2	100.0	1 929.1	100.0
Wood and paper product						
0-3 persons	1 712.0	40.1	3.7	5.4	49.1	2.3
4-9 persons	1 368.0	32.0	7.6	11.0	174.8	8.2
10-19 persons	754.0	17.7	10.0	14.4	213.7	10.0
20-49 persons	308.0	7.2	8.7	12.5	217.4	10.2
50-99 persons	58.0	1.4	4.1	6.0	120.6	5.6
<i>Total small business</i>	4 200.0	98.4	34.1	49.3	775.7	36.3
100 or more persons	70.0	1.6	35.1	50.7	1 359.5	63.7
<i>Total</i>	4 270.0	100.0	69.3	100.0	2 135.3	100.0
Printing publishing and recorded media						
0-3 persons	1 611.0	32.6	3.5	3.8	67.4	2.2
4-9 persons	1 929.0	39.0	11.2	12.1	251.5	8.2
10-19 persons	712.0	14.4	9.5	10.3	273.4	8.9
20-49 persons	453.0	9.2	13.6	14.8	411.0	13.3
50-99 persons	110.0	2.2	7.2	7.8	240.7	7.8
<i>Total small business</i>	4 815.0	97.3	45.0	48.8	1 244.0	40.3
Total 100 or more persons	132.0	2.7	47.1	51.2	1 840.3	59.7
<i>Total</i>	4 947.0	100.0	92.1	100.0	3 084.3	100.0
Petroleum, coal, chemical and associated products						
0-3 persons	854.0	30.3	1.8	1.7	20.6	0.5
4-9 persons	812.0	28.8	4.6	4.5	119.5	3.1
10-19 persons	506.0	17.9	6.3	6.2	168.4	4.4
20-49 persons	339.0	12.0	10.8	10.6	304.1	7.9
50-99 persons	117.0	4.2	8.3	8.1	281.2	7.3
<i>Total small business</i>	2 628.0	93.2	31.8	31.1	893.8	23.3
100 or more persons	192.0	6.8	70.3	68.9	2 949.8	76.7
<i>Total</i>	2 819.0	100.0	102.1	100.0	3 843.6	100.0

(a) Only includes data for management units operating at 30 June 1995.

...continued

8.5

MANUFACTURING MANAGEMENT UNITS, SUMMARY OF OPERATIONS — 1994-95 — *continued*

Industry subdivision/employment size group	Turnover(a)		Operating profit before tax		Industry gross product	
	\$m	%	\$m	%	\$m	%
Food, beverage and tobacco						
0-3 persons	216.5	0.5	29.4	1.2	62.5	0.6
4-9 persons	723.9	1.7	35.1	1.4	200.7	1.9
10-19 persons	1 227.7	2.9	16.2	0.6	229.3	2.1
20-49 persons	1 853.6	4.3	62.4	2.5	459.6	4.3
50-99 persons	2 386.7	5.6	325.4	13.0	674.9	6.3
<i>Total small business</i>	<i>6 408.5</i>	<i>15.0</i>	<i>468.6</i>	<i>18.7</i>	<i>1 627.0</i>	<i>15.1</i>
100 or more persons	36 280.8	85.0	2 040.2	81.3	9 164.8	84.9
<i>Total</i>	<i>42 689.3</i>	<i>100.0</i>	<i>2 508.7</i>	<i>100.0</i>	<i>10 791.9</i>	<i>100.0</i>
Textiles, clothing, footwear and leather						
0-3 persons	233.5	2.3	18.9	4.0	73.2	2.5
4-9 persons	862.0	8.6	32.0	6.7	256.8	8.7
10-19 persons	495.4	5.0	16.5	3.5	144.3	4.9
20-49 persons	1 396.1	14.0	62.4	13.1	389.2	13.3
50-99 persons	1 217.2	12.2	64.2	13.5	369.0	12.6
<i>Total small business</i>	<i>4 204.2</i>	<i>42.1</i>	<i>194.0</i>	<i>40.8</i>	<i>1 232.5</i>	<i>42.0</i>
100 or more persons	5 785.8	57.9	281.2	59.2	1 703.8	58.0
<i>Total</i>	<i>9 990.0</i>	<i>100.0</i>	<i>475.2</i>	<i>100.0</i>	<i>2 936.4</i>	<i>100.0</i>
Wood and paper product						
0-3 persons	271.8	2.3	17.7	1.4	85.2	1.9
4-9 persons	741.2	6.3	28.6	2.2	247.1	5.6
10-19 persons	909.0	7.7	81.0	6.2	363.6	8.2
20-49 persons	1 148.8	9.7	57.0	4.4	368.1	8.3
50-99 persons	806.4	6.8	93.0	7.1	288.6	6.5
<i>Total small business</i>	<i>3 877.3</i>	<i>32.7</i>	<i>277.4</i>	<i>21.2</i>	<i>1 352.6</i>	<i>30.6</i>
100 or more persons	7 976.9	67.3	1 033.0	78.8	3 062.5	69.4
<i>Total</i>	<i>11 854.1</i>	<i>100.0</i>	<i>1 310.4</i>	<i>100.0</i>	<i>4 415.1</i>	<i>100.0</i>
Printing publishing and recorded media						
0-3 persons	309.4	2.4	6.1	0.4	96.4	1.6
4-9 persons	1 038.5	8.2	85.3	6.0	422.8	7.1
10-19 persons	946.5	7.4	45.1	3.2	399.2	6.7
20-49 persons	1 450.8	11.4	84.1	5.9	599.1	10.1
50-99 persons	864.2	6.8	77.6	5.5	384.7	6.5
<i>Total small business</i>	<i>4 609.5</i>	<i>36.3</i>	<i>298.1</i>	<i>21.0</i>	<i>1 902.2</i>	<i>32.1</i>
Total 100 or more persons	8 105.9	63.7	1 118.7	79.0	4 017.7	67.9
<i>Total</i>	<i>12 715.3</i>	<i>100.0</i>	<i>1 416.8</i>	<i>100.0</i>	<i>5 919.9</i>	<i>100.0</i>
Petroleum, coal, chemical and associated products						
0-3 persons	221.5	0.7	12.4	0.5	44.6	0.5
4-9 persons	535.3	1.6	5.9	0.2	159.0	1.9
10-19 persons	1 095.8	3.3	59.8	2.3	296.7	3.6
20-49 persons	1 651.5	5.0	129.9	4.9	544.8	6.6
50-99 persons	1 979.8	6.0	172.6	6.6	603.8	7.3
<i>Total small business</i>	<i>5 483.9</i>	<i>16.6</i>	<i>380.6</i>	<i>14.4</i>	<i>1 648.8</i>	<i>20.1</i>
100 or more persons	27 503.0	83.4	2 254.5	85.6	6 570.1	79.9
<i>Total</i>	<i>32 986.9</i>	<i>100.0</i>	<i>2 635.1</i>	<i>100.0</i>	<i>8 218.9</i>	<i>100.0</i>

(a) Only includes data for management units operating at 30 June 1995.

...continued

8.5

MANUFACTURING MANAGEMENT UNITS, SUMMARY OF OPERATIONS — 1994-95 — *continued*

Industry subdivision/employment size group	Management units		Employment		Wages and salaries	
	no.	%	no.	%	\$m	%
Non-metallic mineral product						
0-3 persons	803.0	50.0	1.9	4.2	29.7	1.8
4-9 persons	393.0	24.5	2.5	5.6	54.8	3.3
10-19 persons	227.0	14.1	3.2	7.1	74.1	4.5
20-49 persons	79.0	4.9	2.7	6.0	77.7	4.7
50-99 persons	43.0	2.7	3.1	6.9	103.5	6.3
<i>Total small business</i>	<i>1 545.0</i>	<i>96.1</i>	<i>13.3</i>	<i>29.8</i>	<i>339.8</i>	<i>20.7</i>
100 or more persons	62.0	3.9	31.4	70.2	1 300.0	79.3
<i>Total</i>	<i>1 607.0</i>	<i>100.0</i>	<i>44.8</i>	<i>100.0</i>	<i>1 639.8</i>	<i>100.0</i>
Metal product						
0-3 persons	2 514.0	34.4	4.8	3.3	92.8	1.8
4-9 persons	2 960.0	40.5	18.5	12.7	398.8	7.8
10-19 persons	947.0	13.0	12.7	8.7	338.1	6.6
20-49 persons	535.0	7.3	16.1	11.1	454.8	8.9
50-99 persons	196.0	2.7	13.4	9.2	406.0	7.9
<i>Total small business</i>	<i>7 152.0</i>	<i>97.8</i>	<i>65.4</i>	<i>44.9</i>	<i>1 690.4</i>	<i>33.0</i>
100 or more persons	157.0	2.1	80.3	55.1	3 436.5	67.0
<i>Total</i>	<i>7 310.0</i>	<i>100.0</i>	<i>145.7</i>	<i>100.0</i>	<i>5 126.9</i>	<i>100.0</i>
Machinery and equipment						
0-3 persons	4 014.0	43.4	8.8	4.3	145.6	2.1
4-9 persons	2 861.0	31.0	16.4	7.9	357.3	5.2
10-19 persons	1 120.0	12.1	15.2	7.4	395.4	5.8
20-49 persons	699.0	7.6	20.3	9.8	555.6	8.1
50-99 persons	246.0	2.7	17.8	8.6	570.5	8.4
<i>Total small business</i>	<i>8 940.0</i>	<i>96.8</i>	<i>78.5</i>	<i>37.9</i>	<i>2 024.5</i>	<i>29.7</i>
100 or more persons	300.0	3.2	128.5	62.1	4 802.0	70.3
<i>Total</i>	<i>9 240.0</i>	<i>100.0</i>	<i>207.0</i>	<i>100.0</i>	<i>6 826.5</i>	<i>100.0</i>
Other manufacturing						
0-3 persons	3 393.0	51.3	6.6	12.5	88.3	7.1
4-9 persons	2 096.0	31.7	11.6	22.1	239.1	19.3
10-19 persons	633.0	9.6	7.9	15.1	168.1	13.6
20-49 persons	356.0	5.4	10.9	20.7	298.4	24.1
50-99 persons	89.0	1.3	6.0	11.4	143.7	11.6
<i>Total small business</i>	<i>6 567.0</i>	<i>99.3</i>	<i>43.0</i>	<i>81.8</i>	<i>937.6</i>	<i>75.6</i>
100 or more persons	46.0	0.7	9.6	18.2	302.0	24.4
<i>Total</i>	<i>6 612.0</i>	<i>100.0</i>	<i>52.5</i>	<i>100.0</i>	<i>1 239.6</i>	<i>100.0</i>
Total manufacturing						
0-3 persons	17 744.0	39.3	37.0	3.8	553.6	1.7
4-9 persons	15 487.0	34.3	91.2	9.4	1 901.4	6.0
10-19 persons	5 827.0	12.9	77.2	7.9	1 890.5	6.0
20-49 persons	3 566.0	7.9	106.3	10.9	2 862.3	9.0
50-99 persons	1 138.0	2.5	78.9	8.1	2 367.3	7.5
<i>Total small business</i>	<i>43 762.0</i>	<i>97.0</i>	<i>390.6</i>	<i>40.2</i>	<i>9 575.3</i>	<i>30.2</i>
100 or more persons	1 335.0	3.0	581.2	59.8	22 114.8	69.8
Total	45 098.0	100.0	971.8	100.0	31 690.1	100.0

8.5

MANUFACTURING MANAGEMENT UNITS, SUMMARY OF OPERATIONS — 1994-95 — *continued*

Industry subdivision/ employment size group	Turnover(a)		Operating profit before tax		Industry gross product	
	\$m	%	\$m	%	\$m	%
Non-metallic mineral product						
0-3 persons	213.7	2.2	10.0	0.8	53.2	1.5
4-9 persons	299.5	3.1	13.2	1.1	85.8	2.4
10-19 persons	239.4	2.5	6.4	0.5	108.5	3.0
20-49 persons	460.1	4.7	29.6	2.5	144.7	4.1
50-99 persons	658.7	6.8	67.0	5.6	216.0	6.0
<i>Total small business</i>	<i>1 871.4</i>	<i>19.2</i>	<i>126.2</i>	<i>10.5</i>	<i>608.3</i>	<i>17.0</i>
100 or more persons	7 883.9	80.8	1 072.3	89.5	2 963.9	83.0
<i>Total</i>	<i>9 755.4</i>	<i>100.0</i>	<i>1 198.5</i>	<i>100.0</i>	<i>3 572.2</i>	<i>100.0</i>
Metal product						
0-3 persons	2 180.2	6.8	1 456.5	52.4	1 587.7	16.0
4-9 persons	1 640.5	5.1	142.0	5.1	629.8	6.3
10-19 persons	1 458.6	4.5	120.0	4.3	532.9	5.4
20-49 persons	2 364.2	7.3	187.2	6.7	732.8	7.4
50-99 persons	2 275.0	7.1	161.4	5.8	703.8	7.1
<i>Total small business</i>	<i>9 918.5</i>	<i>30.8</i>	<i>2 067.0</i>	<i>74.3</i>	<i>4 187.0</i>	<i>42.2</i>
100 or more persons	22 322.2	69.2	714.7	25.7	5 744.4	57.8
<i>Total</i>	<i>32 240.7</i>	<i>100.0</i>	<i>2 781.7</i>	<i>100.0</i>	<i>9 931.4</i>	<i>100.0</i>
Machinery and equipment						
0-3 persons	614.5	1.5	62.3	2.5	265.1	2.3
4-9 persons	1 885.5	4.7	137.0	5.4	563.9	4.9
10-19 persons	1 736.2	4.3	161.2	6.4	665.6	5.8
20-49 persons	2 343.9	5.8	94.9	3.7	757.3	6.6
50-99 persons	2 704.0	6.7	148.8	5.9	856.6	7.5
<i>Total small business</i>	<i>9 284.1</i>	<i>23.1</i>	<i>604.2</i>	<i>23.9</i>	<i>3 108.6</i>	<i>27.2</i>
100 or more persons	30 981.8	76.9	1 928.1	76.1	8 338.7	72.8
<i>Total</i>	<i>40 265.9</i>	<i>100.0</i>	<i>2 532.3</i>	<i>100.0</i>	<i>11 447.3</i>	<i>100.0</i>
Other manufacturing						
0-3 persons	460.6	8.2	60.5	18.7	168.4	9.1
4-9 persons	1 034.2	18.3	67.9	21.0	364.6	19.7
10-19 persons	694.9	12.3	44.9	13.9	248.0	13.4
20-49 persons	1 276.9	22.6	74.8	23.2	429.6	23.2
50-99 persons	665.1	11.8	27.7	8.6	204.8	11.1
<i>Total small business</i>	<i>4 131.7</i>	<i>73.1</i>	<i>275.7</i>	<i>85.4</i>	<i>1 415.4</i>	<i>76.4</i>
100 or more persons	1 519.3	26.9	47.2	14.6	437.1	23.6
<i>Total</i>	<i>5 651.0</i>	<i>100.0</i>	<i>322.9</i>	<i>100.0</i>	<i>1 852.5</i>	<i>100.0</i>
Total manufacturing						
0-3 persons	4 721.8	2.4	1 673.7	11.0	2 436.3	4.1
4-9 persons	8 760.7	4.4	547.0	3.6	2 930.4	5.0
10-19 persons	8 803.5	4.4	551.1	3.6	2 988.4	5.1
20-49 persons	13 946.0	7.0	782.3	5.2	4 425.2	7.5
50-99 persons	13 557.0	6.8	1 137.7	7.5	4 302.3	7.3
<i>Total small business</i>	<i>49 789.1</i>	<i>25.1</i>	<i>4 691.8</i>	<i>30.9</i>	<i>17 082.5</i>	<i>28.9</i>
100 or more persons	148 360.0	74.9	10 489.9	69.1	42 003.1	71.1
Total	198 150.0	100.0	15 181.7	100.0	59 085.6	100.0

(a) Only includes data for management units operating at 30 June 1995.

Source: *Manufacturing Industry, Australia, 1994-95 (Cat. no. 8221.0)*.

AGRICULTURE INDUSTRY

The data in this chapter have been derived from the 1995–96 Agricultural Finance Survey (AFS). This survey includes all businesses classified within Agriculture (Subdivision 01 of ANZSIC). Subdivisions 02, 03 and 04 which make up the remainder of the Agriculture, forestry and fishing Division (Division A of ANZSIC) are excluded.

The structure and characteristics of these agricultural businesses can be quite different to those in other industries. Agricultural businesses tend to:

- be dominated by owner-operated family businesses;
- engage few regular employees; and
- show greater income volatility over time than businesses in other industries.

Definition of small agricultural business

For statistical purposes, small businesses in most industries have generally been defined in terms of employer size. However, because agricultural businesses have a high number of itinerant or seasonal workers, employment numbers may not give a true indication of business size. In this publication, small agricultural businesses are defined as those with an Estimated Value of Agricultural Operations (EVAO) of more than \$22,500 but less than \$400,000. EVAO places a value on the operations of an agricultural business by taking into account (without double counting) the area of crops sown, the number of livestock on holdings at a point in time, and the crops produced and livestock turnoff during the year.

The Survey of Employment and Earnings excludes Agriculture, forestry and fishing. Therefore, data classified by employment size (as presented for other industries in this publication) are not available.

Agricultural Finance Survey

The ABS conducts an annual AFS to meet the demands of users who require statistics on the financial structure, economic activity and performance of businesses coded to Agriculture (subdivision 01 of ANZSIC). Those businesses with an EVAO of less than \$22,500 are excluded as they do not contribute significantly to the aggregates.

Tables 8.6 and 8.7 present results from the 1994–95 and 1995–96 AFS collections by ANZSIC industry class. It should be noted that ANZSIC Subdivision 01 includes a number of overlapping industry classes, for example, Grain-sheep and grain-beef cattle farming and Sheep-beef cattle farming. Overlapping classes are employed where combinations of particular activities are commonly engaged in by businesses, although either (or both) of the activities concerned is also commonly undertaken as a relatively specialised activity by other businesses. For example, there are considerable numbers of relatively specialised sheep farming businesses as well as specialised grain growing businesses.

Agricultural Finance Survey
continued

There are, however, other businesses where Sheep farming and Grain growing or Beef cattle farming and Grain growing account for a considerable proportion of the activities of the business. To meet this situation, an overlapping industry class (Grain-sheep and grain-beef cattle farming) has been created.

The financial details collected in the AFS relate to both the agricultural, and where applicable, the non-agricultural activities of the selected farm businesses.

MAIN FINDINGS OF THE 1995–96 AFS

Significance of small
business

In 1995–96, of the 108,400 businesses in the Agriculture industry, 88% were classified as small. Small businesses accounted for 57% of total turnover and 46% of total wages, salaries and supplements.

In terms of number of businesses, most categories within agriculture were dominated by small businesses. The Sheep-beef cattle farming, Sheep farming and Dairy cattle farming industries all recorded over 95% of farms in the small sector. The Cotton growing industry, however, was dominated by larger business with only 5% of businesses in the small business sector.

In terms of their relative share of turnover, it was the Dairy cattle farming industry where small business was strongest, with 81% of the total turnover, followed by Sheep-beef cattle farming and Sheep farming (79% each) and Grain-sheep and grain-beef cattle farming (63% of turnover). At the other end of the scale, small Cotton growing businesses accounted for only 3% of the total Cotton growing industry turnover.

COMPARISON WITH THE 1994–95 AFS ESTIMATES

Key economic indicators

Results from the 1995–96 AFS show a gradual upturn in the small farm sector. Considerably stronger growth was recorded for the larger agricultural businesses which accounted for the relatively strong growth in the Australian farm sector as a whole. Changes in key indicators from 1994–95 to 1995–96 for small agricultural businesses, with the equivalent changes for the Agriculture sector as a whole shown in brackets, were:

- aggregate turnover was up by 2% (14%) and average turnover per farm business by 4% (13%);
- aggregate value added rose by 9% (15%) and average value added per farm business by 11% (13%);
- aggregate cash operating surplus rose by 22% (33%) and average cash operating surplus per farm business by 24% (32%); and
- aggregate net worth rose by 2% (9%) and average net worth per farm business rose by 4% (8%).

Turnover by industry	<p>Aggregate turnover for small agricultural businesses rose marginally from \$14.8 billion in 1994–95 to \$15.1 billion in 1995–96, an increase of 2%. The greatest percentage increases occurred in the following industries:</p> <ul style="list-style-type: none"> ■ Grain growing (up 60%) ■ Vegetable growing (up 23%) ■ Pig farming (up 16%) ■ Grain-sheep and grain-beef cattle farming (up 7%). <p>Along with these increases in turnover, some decreases were also recorded. Cotton farming was down 75%, Sheep-beef farming down 27%, and Sheep farming down 19%.</p>
Turnover per small farm	<p>On an industry basis, the largest relative increases from 1994–95 to 1995–96 in average turnover per small farm business occurred in Pig farming (up 55%), Vegetable growing (up 26%) and Grain-sheep and grain-beef farming (up 25%).</p> <p>In contrast, significant decreases occurred in the Sheep-beef cattle farming (down 20%), Sugar cane growing (down 14%) and Sheep farming (down 13%) industries.</p>
Cash operating surplus by industry	<p>Aggregate cash operating surplus for small farm businesses rose by 22% between 1994–95 and 1995–96 from \$3.1 billion to \$3.8 billion. On an industry basis, the largest increases occurred in the following industries:</p> <ul style="list-style-type: none"> ■ Pig farming (up 214%) ■ Grain growing (up 144%) ■ Grain-sheep and grain-beef farming (up 76%). <p>Industries showing a decrease in cash operating surplus were Cotton growing (down 65%), Sheep-beef cattle farming (down 45%), Sheep farming (down 36%) and Sugar cane growing (down 31%).</p>
Cash operating surplus per small farm	<p>Average cash operating surplus per small farm business in 1995–96 was \$39,532, an increase of 24% from the 1994–95 average of \$31,812. In the Pig farming industry, average cash operating surplus rose from \$12,600 in 1994–95 to \$52,900 in 1995–96, an increase of 319%. Other rises occurred in the following industries:</p> <ul style="list-style-type: none"> ■ Grain-sheep and grain-beef farming (up 105%) ■ Grain growing (up 86%) ■ Dairy cattle farming (up 47%). <p>Industries recording a decrease were Sheep-beef cattle farming (down 40%), Sheep farming (down 31%) and Sugar cane growing (down 27%).</p>

Net worth per small farm The total net worth (total value of assets less gross indebtedness) of small farm businesses rose from \$79.4 billion in 1994–95 to \$81.1 billion in 1995–96. The average net worth of small farm businesses at the end of 1995–96 was \$849,982, an increase of 4% from the 1994–95 average of \$815,664.

INDUSTRY PROFITABILITY

One way to determine the profitability of a business is to establish what proportion of turnover is cash operating surplus, or operating profit. The higher the proportion, the greater the profitability of the business. In table 8.6, profitability ratios have been calculated for each agriculture code within ANZSIC subdivision 01. Cash operating surplus has been used rather than net operating surplus in the calculation of these ratios. Cash operating surplus is not quite a true measure of the surplus available for profit since depreciation and income tax have not been deducted.

In interpreting these statistics it should be noted that working proprietors and partners of unincorporated businesses (sole proprietorships, partnerships and trusts) are not treated as receiving wages and salaries in the same way as employees and, therefore, the profitability ratios shown for small businesses will be inflated.

Small agricultural businesses in general appear to be more profitable than their larger counterparts. However, if an average wage was imputed to the working proprietors and partners of unincorporated businesses, the profitability ratios for small businesses would be reduced.

On an industry by industry comparison, small businesses in the Grain growing industry, with cash operating surplus at 37% of turnover, followed by the Sugar cane growing industry (33% of turnover), were the most profitable in 1995–96. Small businesses classified to Beef cattle farming and Sheep-beef cattle farming were the least profitable with profits being 15% and 14% each of turnover.

Profitability ratios for 1995–96 were generally the same as 1994–95 estimates. In total, the profitability ratios for all agricultural businesses increased by just under 15% while for small businesses there was an increase recorded of 19% between 1994–95 and 1995–96. On an industry by industry basis, however, there were some movements within small agricultural businesses. Increases were recorded in the following industries:

- Pig farming (up 187%)
- Grain-sheep and grain-beef cattle farming (up 62%)
- Grain growing (up 53%).

Industries recording a decrease were:

- Sheep-beef cattle farming (down 23%)
- Sheep farming (down 19%)
- Sugar cane growing (down 15%).

8.6

AGRICULTURAL BUSINESS(a) — 1994–95

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
	<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0113 Vegetable growing						
\$22,500–\$199,000	2 130	**15.4	*203.2	*82.4	*797.4	*51.5
\$200,000–\$399,000	888	**35.3	*191.8	*103.7	*304.1	*52.6
<i>Total small business</i>	<i>3 018</i>	<i>*50.6</i>	<i>*395.0</i>	<i>*186.1</i>	<i>*1101.5</i>	<i>*104.2</i>
\$400,000 or more	1 269	191.5	1 098.3	523.6	1 612.3	*249.9
<i>Total</i>	<i>4 284</i>	<i>242.1</i>	<i>1 493.3</i>	<i>709.8</i>	<i>2 713.7</i>	<i>354.1</i>
0114–0119 Fruit growing						
\$22,500–\$199,000	7 881	153.5	864.0	474.1	3 407.9	221.7
\$200,000–\$399,000	758	50.2	291.3	170.6	609.3	98.1
<i>Total small business</i>	<i>8 639</i>	<i>203.7</i>	<i>1 155.3</i>	<i>644.6</i>	<i>4 017.2</i>	<i>319.9</i>
\$400,000 or more	542	143.0	618.3	303.3	1 053.8	115.9
<i>Total</i>	<i>9 183</i>	<i>346.7</i>	<i>1 773.6</i>	<i>948.0</i>	<i>5 071.1</i>	<i>435.7</i>
0121 Grain growing						
\$22,500–\$199,000	5 154	*52.5	795.1	310.9	3 451.5	*150.4
\$200,000–\$399,000	2 574	*37.0	787.6	325.1	3 105.8	229.2
<i>Total small business</i>	<i>7 728</i>	<i>89.5</i>	<i>1 582.7</i>	<i>635.9</i>	<i>6 557.2</i>	<i>379.7</i>
\$400,000 or more	1 832	58.9	1 207.3	533.5	3 050.3	351.6
<i>Total</i>	<i>9 560</i>	<i>148.4</i>	<i>2 790.0</i>	<i>1 169.4</i>	<i>9 607.5</i>	<i>731.3</i>
0122 Grain-sheep and grain-beef cattle farming						
\$22,500–\$199,000	12 406	65.1	1 411.9	483.8	7 267.0	243.4
\$200,000–\$399,000	3 104	54.7	943.0	340.6	4 227.8	*151.7
<i>Total small business</i>	<i>15 510</i>	<i>119.9</i>	<i>2 354.8</i>	<i>824.4</i>	<i>11 494.8</i>	<i>395.1</i>
\$400,000 or more	1 373.0	71.7	1 042.5	424.7	3 669.1	221.4
<i>Total</i>	<i>16 880</i>	<i>191.6</i>	<i>3 397.3</i>	<i>1 249.1</i>	<i>15 163.9</i>	<i>616.5</i>
0123 Sheep-beef cattle farming						
\$22,500–\$199,000	9 085	60.9	1 127.6	361.9	8 751.5	241.8
\$200,000–\$399,000	1 274	51.2	486.2	163.7	2 912.4	71.5
<i>Total small business</i>	<i>10 359</i>	<i>112.1</i>	<i>1 613.8</i>	<i>525.6</i>	<i>11 663.9</i>	<i>313.3</i>
\$400,000 or more	*340	34.1	243.4	*139.6	1 616.1	*33.0
<i>Total</i>	<i>10 697</i>	<i>146.2</i>	<i>1 857.3</i>	<i>665.2</i>	<i>13 280.0</i>	<i>346.3</i>

(a) Excludes agricultural businesses with EVAO less than \$22,500.

...continued

8.6

AGRICULTURAL BUSINESS(a) — 1994–95 — *continued*

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
	<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0124 Sheep farming						
\$22,500–\$199,000	9 755	72.6	958.6	372.6	6 105.2	212.4
\$200,000–\$399,000	1 668	48.7	504.4	198.5	2 688.8	101.5
<i>Total small business</i>	11 423	121.3	1 462.9	571.1	8 793.9	313.9
\$400,000 or more	247	*19.5	*189.2	*87.0	*722.8	*58.2
<i>Total</i>	11 671	140.8	1 652.1	658.1	9 516.7	372.1
0125 Beef cattle farming						
\$22,500–\$199,000	15 576	77.9	1 537.5	*248.6	14 310.1	258.4
\$200,000–\$399,000	1 203	31.4	306.1	*93.7	3 552.0	*46.2
<i>Total small business</i>	16 779	109.3	1 843.6	342.3	17 862.1	304.7
\$400,000 or more	863	140.6	1 320.2	611.7	5 741.4	198.4
<i>Total</i>	17 643	249.9	3 163.9	954.0	23 603.5	503.1
0130 Dairy cattle farming						
\$22,500–\$199,000	7 880	*40.1	952.2	479.4	5 021.4	204.6
\$200,000–\$399,000	4 779	82.5	1 249.5	640.8	5 065.5	259.5
<i>Total small business</i>	12 659	122.7	2 201.7	1 120.1	10 086.9	464.1
\$400,000 or more	868	37.9	516.5	255.3	1 607.9	*82.8
<i>Total</i>	13 525	160.6	2 718.2	1 375.4	11 694.7	546.9
0151 Pig farming						
\$22,500–\$199,000	707	**3.9	*81.9	**7.9	*340.3	**5.8
\$200,000–\$399,000	*345	*5.6	*95.6	*27.6	*228.4	*7.5
<i>Total small business</i>	1052	*9.5	177.6	*35.5	568.7	**13.3
\$400,000 or more	257	48.6	489.1	137.1	659.7	*43.1
<i>Total</i>	1 309	58.1	666.6	172.6	1 228.3	*56.4
0161 Sugar cane growing						
\$22,500–\$199,000	2 787	*27.2	459.1	257.2	1 533.2	186.1
\$200,000–\$399,000	1 393	*33.9	432.5	233.9	1 566.7	162.4
<i>Total small business</i>	4 180	61.0	891.7	491.1	3 099.9	348.5
\$400,000 or more	647	*59.1	483.5	263.6	1 370.5	184.9
<i>Total</i>	4 828	120.1	1 375.2	754.7	4 470.3	533.5

(a) Excludes agricultural businesses with EVAO less than \$22,500.

...continued

8.6

AGRICULTURAL BUSINESS(a) — 1994–95 — continued

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0162 Cotton growing						
\$22,500–\$199,000	*67	**0.3	**15.2	**7.6	**45.4	**5.5
\$200,000–\$399,000	*201	*8.5	*123.2	*42.1	*233.3	**12.1
<i>Total small business</i>	*268	*8.8	*138.4	*49.6	*278.7	**17.7
\$400,000 or more	510	64.1	651.7	263.3	1 891.6	107.8
<i>Total</i>	781	72.9	790.1	313.0	2 170.3	125.5
0111–0112, 0141–0142, 0152–0159, 0169, Other agriculture(b)						
\$22,500–\$199,000	4 658	103.0	625.4	255.8	2 967.0	**68.2
\$200,000–\$399,000	1 047	*54.4	354.2	143.7	*885.5	*53.3
<i>Total small business</i>	5 705	157.3	979.6	399.5	3 852.5	*121.5
\$400,000 or more	1 232	193.5	859.2	399.4	1 558.2	93.0
<i>Total</i>	6 935	350.8	1 838.9	798.9	5 410.7	214.5
01 Total agriculture(c)						
\$22,500–\$199,000	78 085	672.4	9 031.8	3 342.0	53 997.7	1 850.1
\$200,000–\$399,000	19 231	493.3	5 765.4	2 483.9	25 379.4	1 245.7
<i>Total small business</i>	97 316	1 165.7	14 797.1	5 825.9	79 377.2	3 095.8
\$400,000 or more	9 978	1 062.5	8 719.2	3 942.2	24 553.6	1 739.9
Total	107 286	2 228.3	23 516.3	9 768.1	103 930.7	4 835.7

(a) Excludes agricultural businesses with EVAO less than \$22,500.

(b) Includes peanuts, tobacco, nurseries, poultry farming and agriculture n.e.c.

(c) As totals are independently derived, sub-totals may not necessarily add to totals.

Source: Unpublished data, Agricultural Finance Survey, 1994–95.

8.7

AGRICULTURAL BUSINESS(a) — 1995–96

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
	<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0113 Vegetable growing						
\$22,500–\$199,000	1 886	*19.5	*227.8	87.8	*801.8	53.9
\$200,000–\$399,000	1 068	*32.6	259.2	117.3	*747.9	57.0
<i>Total small business</i>	2 954	52.2	487.0	205.1	1 549.6	110.9
\$400,000 or more	1 097	191.2	1 102.3	513.0	1 774.1	243.8
<i>Total</i>	4 047	243.4	1 589.3	718.1	3 323.7	354.6
0114–0119 Fruit growing						
\$22,500–\$199,000	7 573	131.7	791.8	415.6	3 119.1	202.4
\$200,000–\$399,000	1 023	*70.8	390.5	239.5	914.9	145.2
<i>Total small business</i>	8 596	202.5	1 182.3	655.1	4 034.0	347.6
\$400,000 or more	680	147.3	766.6	400.8	1 057.4	202.3
<i>Total</i>	9 282	349.8	1 949.0	1 055.9	5 091.4	549.8
0121 Grain growing						
\$22,500–\$199,000	6 135	*44.2	1 176.2	590.6	4 218.6	439.6
\$200,000–\$399,000	3 983	*41.1	1 348.9	667.0	4 608.6	486.7
<i>Total small business</i>	10 118	*85.4	2 525.1	1 257.6	8 827.2	926.3
\$400,000 or more	3 589	126.2	2 807.1	1 376.6	7 491.3	955.8
<i>Total</i>	13 708	211.6	5 332.2	2 634.2	16 318.6	1 882.1
0122 Grain-sheep and grain-beef cattle farming						
\$22,500–\$199,000	9 054	34.6	1 158.8	520.6	5 643.0	325.2
\$200,000–\$399,000	4 211	71.8	1 364.9	591.2	5 133.6	368.8
<i>Total small business</i>	13 265	106.4	2 523.7	1 111.8	10 776.6	694.0
\$400,000 or more	1 761	123.0	1 484.1	694.3	4 986.3	358.8
<i>Total</i>	15 024	229.3	4 007.8	1 806.1	15 762.9	1 052.8
0123 Sheep-beef cattle farming						
\$22,500–\$199,000	8 166	62.1	785.7	318.3	7 507.1	124.8
\$200,000–\$399,000	1 303	41.1	395.1	*153.5	3 193.5	*47.2
<i>Total small business</i>	9 469	103.2	1 180.8	471.8	10 700.5	172.0
\$400,000 or more	408	46.8	308.6	126.2	1 826.0	*17.2
<i>Total</i>	9 876	150.0	1 489.4	598.0	12 526.6	189.2

(a) Excludes agricultural businesses with EVAO less than \$22,500.

...continued

8.7 AGRICULTURAL BUSINESS(a) — 1995–96 — continued

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0124 Sheep farming						
\$22,500–\$199,000	9 021	58.9	844.6	532.8	8 355.6	153.4
\$200,000–\$399,000	1 636	39.8	344.4	210.6	2 182.1	*48.4
<i>Total small business</i>	10 657	98.7	1 189.0	743.4	10 537.8	201.8
\$400,000 or more	494	*41.6	*309.8	*181.6	*1655.6	*40.8
<i>Total</i>	11 151	140.3	1 498.9	924.9	12 193.3	242.6
0125 Beef cattle farming						
\$22,500–\$199,000	15 378	65.2	1 314.8	59.1	14 082.6	198.9
\$200,000–\$399,000	1 393	47.8	534.5	79.8	4 607.3	*83.8
<i>Total small business</i>	16 771	113.1	1 849.4	138.9	18 689.9	282.7
\$400,000 or more	887	139.8	1 197.4	126.6	5 316.1	168.0
<i>Total</i>	17 658	252.9	3 046.7	265.6	24 006.1	450.7
0130 Dairy cattle farming						
\$22,500–\$199,000	7 742	37.8	1 156.5	462.1	5 054.1	288.2
\$200,000–\$399,000	4 547	45.9	1 151.0	475.7	4 763.7	372.1
<i>Total small business</i>	12 289	83.7	2 307.5	937.8	9 817.8	660.3
\$400,000 or more	889	51.8	551.0	177.7	1 854.2	*51.5
<i>Total</i>	13 178	135.5	2 858.5	1 115.5	11 672	711.8
0151 Pig farming						
\$22,500–\$199,000	576	*3.7	121.7	18.7	*551.1	22.3
\$200,000–\$399,000	*212	*3.9	*84.5	*32.7	*188.1	*19.4
<i>Total small business</i>	788	*7.6	206.2	51.4	739.2	41.7
\$400,000 or more	275	49.2	467.7	116.6	541.9	49.9
<i>Total</i>	1 063	56.8	673.8	168.0	1 281.1	91.6
0161 Sugar cane growing						
\$22,500–\$199,000	2 805	*14.8	412.4	204.8	1 582.5	163.5
\$200,000–\$399,000	1 173	*52.8	315.3	*163.2	*1168.7	*77.2
<i>Total small business</i>	3 978	*67.6	727.7	368.0	2 751.2	240.7
\$400,000 or more	946	59.1	599.2	328.9	2 251.8	242.5
<i>Total</i>	4 923	126.7	1 326.9	697.0	5 003.0	483.2

(a) Excludes agricultural businesses with EVAO less than \$22,500.

...continued

8.7 AGRICULTURAL BUSINESS(a) — 1995–96 — *continued*

<i>Industry and EVAO size</i>	<i>Agricultural businesses</i>	<i>Wages and salaries and supplements</i>	<i>Turnover</i>	<i>Value added</i>	<i>Net worth</i>	<i>Cash operating surplus</i>
<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
0162 Cotton growing						
\$22,500–\$199,000	0	0	0	0	0	0
\$200,000–\$399,000	*64	*4.5	*34.7	*14.4	*25.5	*6.2
<i>Total small business</i>	*64	*4.5	*34.7	*14.4	*25.5	*6.2
\$400,000 or more	720	83.6	1 060.4	367.0	1 683.6	*180.2
<i>Total</i>	784	88.1	1 095.2	381.4	1 709.1	186.4
0111–0112, 0141–0142, 0152–0159, 0169, Other agriculture(b)						
\$22,500–\$199,000	5 401	*107.9	*648.9	*257.3	*2 035.2	*63.7
\$200,000–\$399,000	1 108	*67.3	250.7	126.9	657.4	26.1
<i>Total small business</i>	6 509	*175.2	*899.7	*384.2	*2 692.6	*89.8
\$400,000 or more	1 207	216.3	957.5	436.4	1 914.2	144.6
<i>Total</i>	7 717	391.4	1 857.2	820.6	4 606.8	*234.4
01 Total agriculture(c)						
\$22,500–\$199,000	73 744	580.4	8 639.2	3 467.8	52 950.7	2 035.8
\$200,000–\$399,000	21 719	519.6	6 473.8	2 871.8	28 191.1	1 738.0
<i>Total small business</i>	95 463	1 100.0	15 113.1	6 339.6	81 141.8	3 773.8
\$400,000 or more	12 953	1 275.8	11 611.8	4 845.7	32 352.6	2 655.5
Total	108 414	2 375.8	26 724.9	11 185.3	113 494.4	6 429.3

(a) Excludes agricultural businesses with EVAO less than \$22,500.

(b) Includes peanuts, tobacco, nurseries and agriculture n.e.c.

(c) Because of totals being independently derived, sub-totals may not necessarily add to totals.

Source: Unpublished data, Agricultural Finance Survey, 1995–96

8.8

AGRICULTURAL BUSINESS, SELECTED OPERATING RATIOS — BY EVAO SIZE CATEGORY

Agricultural business	\$22,500-\$199,000		\$200,000-\$399,000		\$400,000 or more	
	1994-95	1995-96	1994-95	1995-96	1994-95	1995-96
	AVERAGE CASH OPERATING SURPLUS PER BUSINESS					
	\$	\$	\$	\$	\$	\$
0113 Vegetable growing	*24 178	*28 579	*59 234	*53 371	*196 927	222 242
0114-0119 Fruit growing	28 131	26 727	129 420	141 935	213 838	297 500
0121 Grain growing	*29 181	71 654	89 044	122 194	191 921	266 314
0122 Grain-sheep and grain beef cattle farming	19 620	35 918	*48 872	87 580	161 253	203 748
0123 Sheep-beef cattle farming	26 615	15 283	56 122	**36 224	*97 059	**42 157
0124 Sheep farming	21 773	17 005	60 851	*29 584	*235 628	**82 591
0125 Beef cattle farming	16 590	12 934	*38 404	*60 158	229 896	189 402
0130 Dairy cattle farming	25 964	37 226	54 300	81 834	*95 392	**57 930
0151 Pig farming	**8 204	*38 715	*21 739	*91 509	*167 704	181 455
0161 Sugar cane growing	66 774	58 289	116 583	*65 814	285 781	*256 342
0162 Cotton growing	**82 090	*	**60 199	*96 875	211 373	*250 278
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	**14 641	**11 794	*50 907	**23 556	75 487	119 801
01 All agricultural businesses	23 693	27 606	64 776	80 022	174 374	205 010
AVERAGE TURNOVER PER BUSINESS						
	\$	\$	\$	\$	\$	\$
0113 Vegetable growing	*95 399	*120 785	*215 991	242 697	865 485	1 004 831
0114-0119 Fruit growing	109 631	104 556	384 301	381 720	1 140 775	1 127 353
0121 Grain growing	154 269	191 720	305 983	338 664	659 007	782 140
0122 Grain-sheep and grain beef cattle farming	113 808	127 988	303 802	324 127	759 286	842 760
0123 Sheep-beef cattle farming	124 117	96 216	381 633	303 223	*715 882	*756 373
0124 Sheep farming	98 268	93 626	302 398	210 513	*765 992	*627 126
0125 Beef cattle farming	98 710	85 499	254 447	383 704	1 529 780	1 349 944
0130 Dairy cattle farming	120 838	149 380	261 456	253 134	595 046	619 798
0151 Pig farming	*115 842	211 285	*277 101	*398 585	1 903 113	1 700 727
0161 Sugar cane growing	164 729	147 023	310 481	268 798	747 295	*633 404
0162 Cotton growing	**226 866	*	*612 935	**542 188	*1 277 843	1 472 778
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	134 264	*120 144	338 300	226 264	697 403	793 289
01 All agricultural businesses	115 666	117 151	299 797	298 071	873 842	896 456
CASH OPERATING SURPLUS TO TURNOVER						
	%	%	%	%	%	%
0113 Vegetable growing	*25.0	*23.7	*27.0	*22.0	*23.0	22.0
0114-0119 Fruit growing	26.0	26.0	34.0	37.0	19.0	26.0
0121 Grain growing	*19.0	37.0	29.0	36.0	29.0	34.0
0122 Grain-sheep and grain beef cattle farming	17.0	28.0	*16.0	27.0	21.0	24.0
0123 Sheep-beef cattle farming	21.0	16.0	15.0	*11.9	*14.0	*5.6
0124 Sheep farming	22.0	18.0	20.0	*14.1	*31.0	*13.2
0125 Beef cattle farming	17.0	15.0	*15.0	*15.7	15.0	14.0
0130 Dairy cattle farming	21.0	25.0	21.0	32.0	*16.0	*9.3
0151 Pig farming	*7.0	*18.3	*8.0	*23.0	*9.0	11.0
0161 Sugar cane growing	41.0	40.0	38.0	*24.5	38.0	*40.5
0162 Cotton growing	*36.0	*	*10.0	*17.9	*17.0	*17.0
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	*11.0	*9.8	*15.0	*10.4	11.0	15.0
01 All agricultural businesses	20.0	24.0	22.0	27.0	20.0	23.0

continued...

8.8

AGRICULTURAL BUSINESS, SELECTED OPERATING RATIOS — BY EVAO SIZE CATEGORY — *continued*

	Total small business		All businesses	
	1994-95	1995-96	1994-95	1995-96
AVERAGE CASH OPERATING SURPLUS PER BUSINESS				
	\$	\$	\$	\$
0113 Vegetable growing	*34 526	37 542	82 656	87 620
0114-0119 Fruit growing	37 030	40 437	47 446	59 233
0121 Grain growing	49 133	91 550	76 496	137 299
0122 Grain-sheep and grain beef cattle farming	25 474	52 318	36 523	70 075
0123 Sheep-beef cattle farming	30 244	*18 165	32 374	19 158
0124 Sheep farming	27 480	18 936	31 882	21 756
0125 Beef cattle farming	18 160	16 856	28 516	25 524
0130 Dairy cattle farming	36 662	53 731	40 436	54 014
0151 Pig farming	**12 643	52 919	*43 086	86 171
0161 Sugar cane growing	83 373	60 508	110 501	98 152
0162 Cotton growing	**66 045	**96 875	160 691	*237 755
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	*21 297	**13 796	30 930	*30 374
01 All agricultural businesses	31 812	39 532	45 073	59 303
AVERAGE TURNOVER PER BUSINESS				
	\$	\$	\$	\$
0113 Vegetable growing	*130 881	164 861	348 576	392 711
0114-0119 Fruit growing	133 731	137 541	193 139	209 976
0121 Grain growing	204 801	249 565	291 841	388 985
0122 Grain-sheep and grain beef cattle farming	151 825	190 253	201 262	266 760
0123 Sheep-beef cattle farming	155 787	124 702	173 628	150 810
0124 Sheep farming	128 066	111 570	141 556	134 418
0125 Beef cattle farming	109 875	110 274	179 329	172 539
0130 Dairy cattle farming	173 924	187 770	200 976	216 915
0151 Pig farming	168 821	261 675	509 244	633 866
0161 Sugar cane growing	213 325	182 931	284 838	269 531
0162 Cotton growing	516 418	**542 188	1 011 652	1 396 939
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	171 709	*138 224	265 162	240 663
01 All agricultural businesses	152 052	158 314	219 193	246 508
CASH OPERATING SURPLUS TO TURNOVER				
	%	%	%	%
0113 Vegetable growing	*26.0	23.0	24.0	22.0
0114-0119 Fruit growing	28.0	29.0	25.0	28.0
0121 Grain growing	24.0	37.0	26.0	35.0
0122 Grain-sheep and grain beef cattle farming	17.0	28.0	18.0	26.0
0123 Sheep-beef cattle farming	19.0	*14.6	19.0	13.0
0124 Sheep farming	21.0	17.0	23.0	16.0
0125 Beef cattle farming	17.0	15.0	16.0	15.0
0130 Dairy cattle farming	21.0	29.0	20.0	25.0
0151 Pig farming	*7.0	20.0	*8.0	14.0
0161 Sugar cane growing	39.0	33.0	39.0	36.0
0162 Cotton growing	*13.0	*17.9	16.0	*17.0
0111-0112, 0141-0142, 0152-0159, 0169, Other agriculture	*12.0	*10.0	12.0	*12.6
01 All agricultural businesses	21.0	25.0	21.0	24.0

Source: Unpublished data, Agricultural Finance Survey, 1994-95, 1995-96.

APPENDIX 1

DIRECTORY OF ABS SMALL BUSINESS STATISTICS

INTRODUCTION

This directory has been designed to assist users of small business statistics to access data. The Australian Bureau of Statistics (ABS) publishes a wide range of statistics classified according to business size. In addition, for many collections, unpublished statistics classified according to business size are available on request.

Scope of this directory This directory lists publications containing size data which had been published as at February 1998. Data released relates to the years up to 1995–96, whether released monthly, quarterly, annually or on a one-off basis.

Unpublished statistics For practical reasons the ABS does not publish all the statistics it has available and unpublished data may be available for finer size classifications or at a finer industry or regional level.

Inquiries on the availability of statistics should be directed to the Information Consultancy Service at any ABS office.

Using the directory The directory is divided into major subject groups. Publications are listed in ABS catalogue number order within these groups. For each publication, there is a brief description of the characteristics available by size, the size classifications and unpublished statistics which may be available.

Major subject group headings

Catalogue group *Subject heading*

61	Labour Statistics — General
62	Labour Force
63	Earnings, Hours and Employment Conditions
71	Agricultural Statistics — General
75	Agricultural Financial Statistics and Value of Products
81	Industry Wide Statistics
82	Manufacturing and Energy — General
84	Mining
86	Services Industries
	— Retail Trade
	— Wholesale Trade
	— Tourism
	— Service Industries
87	Building and Construction

LABOUR STATISTICS
— GENERAL

6101.0 Labour Statistics, Australia
Annual; first issue: 1975; latest issue: 1997

While this publication contains limited data classified by employer size, it does present a wide range of information, including time series statistics, on the Australian labour market in tabular and graphical forms. Topics covered include: socio-demographic characteristics of the labour force; employment, unemployment and underemployment; persons not in the labour force; earnings, labour costs and employment benefits; hours worked, industrial relations, training and international comparisons.

6102.0 Labour Statistics: Concepts, Sources and Methods
Irregular; first issue: 1986

Presents the statistical frameworks, concepts, sources and collection methodology of ABS labour statistics including: the labour force; earnings and award wages; labour costs; employer training expenditure and industrial disputes. It also discusses how Australia's statistics relate to major International Labour Organisation conventions and examines differences between similar statistical series measured by different ABS labour surveys.

LABOUR FORCE

6203.0 Labour Force, Australia
Monthly; first issue: August 1966–February 1969

While this publication does not contain employment details classified by business size, estimates of the number of employed persons classified by industry and status of worker are published for the middle month of each quarter (February, May, August and November). These estimates include data on the 'own account workers' and 'employers' and are a useful supplement to employment statistics, which classify data for employees by employment size.

Data on 'own account workers' and 'employers' are available on microfiche down to the Capital City Statistical Division/Rest of State level.

6248.0 Wage and Salary Earners, Australia*Quarterly; first issue: September 1983*

Contains estimates for Australia, States and Territories of employees, full-time/part-time, industry and sector (public sector further split by level of government for Australia only). Estimates of gross earnings classified by industry and sector (public sector further split by level of government for Australia only) are also presented for Australia, States and Territories. In addition, information on the gross earnings and employment by size of employer unit is included.

Employer size —

less than 20 employees

20–99 employees

100 or more employees

Statistics relating to the number of management units, number of employees and gross earnings classified by finer size groupings, State and industry are available on request.

6275.0 Persons Employed at Home, Australia*Triennial; first issue: April 1989; latest issue: September 1995*

Provides information on persons who usually worked more hours at home than elsewhere in their main or second job or business. Information as to number of hours usually worked at home, reason for working at home, usual gross weekly pay, employment conditions, industry and occupation is included. Estimates can be classified by labour force demographics such as State, sex, age, marital status and birthplace.

6306.0 Employee Earnings and Hours, Australia
Biennial; first issue: May 1975

Distribution and composition of average weekly earnings and hours of employees classified by sex, adult/junior, full-time/part-time, managerial/non-managerial, industry, State/Territory, sector (private/government), public institutional sector employer unit size and composition of earnings and hours. Earnings are dissected into: base pay, payment by measured result (e.g. piecework), over-award and over-agreement pay, and overtime pay.

Employer size —

- less than 20 employees
- 20–49 employees
- 50–99 employees
- 100–499 employees
- 500–999 employees
- 1000 or more employees

6348.0 Labour Costs, Australia
Triennial; first issue: 1985–86; latest issue: 1993–94

Contains estimates of labour costs for the private and public sectors including: employee earnings; employer payments for superannuation, workers' compensation, payroll tax and fringe benefits tax. Estimates are classified by State, industry, employer size and sector. Irregularly the publication includes a breakdown of wages and salaries into payments for time worked and payments for time not worked (e.g. leave, public holidays and infrequent bonuses).

Employer size —

- less than 20 employees
- 20–99 employees
- 100 or more employees

Unpublished information which is available from this survey includes some State by industry, State by size, and industry by size classifications. A 'customised' report service which provides a profile of the labour costs for particular industries is also available.

EARNINGS, HOURS AND
EMPLOYMENT CONDITIONS
continued

6353.0 Employer Training Expenditure, Australia
*Irregular; first issue: July to September 1989; latest issue: July to
September 1996*

Provides extensive information on employer training expenditure in Australia. Statistics on the costs incurred by organisations in providing structured training to employees are presented by industry and employer size for both the private and public sectors. Hours of training received, wage and salary costs of training and other major training costs together with number of dedicated and non-dedicated trainers are included.

Employer size —

- less than 20 employees
- 20–99 employees
- 100 or more employees

Additional data by employer size is available from the 1993 Training Expenditure Survey.

GENERAL AGRICULTURE

7102.0 Characteristics of Australian Farms
Discontinued; first issue: 1974–75; final issue: 31 March 1993

Number of establishments with agricultural activity classified by industry, estimated value of agricultural operations (EVAO) and area of establishment.

Estimated value of agricultural operations —

- less than \$20,000
- \$20,000–\$29,000
- \$30,000–\$39,000
- \$40,000–\$49,000
- \$50,000–\$59,000
- \$60,000–\$74,000
- \$75,000–\$99,000
- \$100,000–\$149,000
- \$150,000–\$199,000
- \$200,000–\$499,000
- \$500,000 or more

AGRICULTURAL FINANCIAL
STATISTICS AND VALUE OF
PRODUCTS

7507.0 **Agricultural Industries, Financial Statistics, Australia**
Annual; first issue: 1974-75; latest issue: 1995-96

Financial year estimates of turnover, expenditure, value added, cash operating surplus, value of selected assets, capital expenditure, indebtedness and net worth of farm businesses. Each of these items is classified by 13 agricultural industries for each State and Australia.

Estimates are available by EVAO size groupings for all variables.

INDUSTRY WIDE STATISTICS

8104.0 **Research and Experimental Development, Business Enterprises, Australia**
Annual; first issue: 1976-77; latest issue: 1995-96

Expenditure and human resources devoted to research and experimental development carried out by businesses in Australia, classified by industry, type of expenditure, type of activity, source of funds, type of employee, product field, business size, location of expenditure, field of research and purpose of the research and experimental development.

Enterprise employment —
 less than 10 employees
 10-19 employees
 20-49 employees
 50-99 employees
 100-199 employees
 200-499 employees
 500-999 employees
 1,000 or more employees

8114.0 **Research and Experimental Development, Business Enterprises (Inter Year Survey), Australia**
Discontinued; first issue: 1983-84; last issue: 1993-94

Expenditure and human resources devoted to research and experimental development carried out by businesses in Australia, classified by industry, type of expenditure, source of funds, type of employee, business size, location of expenditure and purpose of the research and experimental development.

Enterprise employment —
 less than 10 employees
 10-19 employees
 20-49 employees
 50-99 employees
 100-199 employees
 200-499 employees
 500-999 employees
 1,000 or more employees

Contains statistics on the innovative activities of Australian manufacturers. Statistics include the level of innovation in Australian manufacturing and characteristics of innovating businesses for the period July 1991 to June 1994. Also presented are details of the impacts of technological innovation on Australian manufacturing (including sales and export sales), qualitative aspects of innovating businesses (including benefits of innovation, sources of ideas for innovation, and factors which hamper innovation), and a profile of main innovations undertaken (including the cost of the innovation, the type of innovation, time taken to reach commercialisation, and the expected pay back period).

Employment size —

0-4 employees

5-9 employees

10-19 employees

20-99 employees

100-199 employees

200-499 employees

500-999 employees

1,000 or more employees

Additional data by different size categories available on request.

8118.0**Innovation in Selected Australian Industries**

Irregular; first and latest issue: 1993-94

Provides summary information on the level and type of innovation undertaken by the various industries and by the size of the businesses.

Employment size —

0-4 employees

5-9 employees

10-19 employees

20-99 employees

100-199 employees

200-499 employees

500-999 employees

1,000 or more employees

Additional data by different size categories available on request.

8123.0 Manufacturing Technology Statistics, Australia
Discontinued; first issue: 30 June 1988; latest issue: 31 December 1991

Gives summary information on the spread of microelectronic-based technologies including robots in manufacturing establishments in Australia. It provides data on the technologies in use at 31 December 1991 and those expected to be acquired in coming years. Data on the use of advanced management techniques, training, reasons for the introduction of technology and projected technology budgets are also included. Some details are classified by State and/or industry.

Employment size —

- 10–19 employees
- 20–49 employees
- 50–99 employees
- 100–199 employees
- 200 and over employees

8140.0 Business Operations and Industry Performance, Australia

Annual; first issue: 1990–91; latest issue: 1995–96

Economic statistics, including aggregates and ratios, based on profit and loss and balance sheet accounts of public trading and private employing businesses in most industries of the Australian economy. Aggregates include details of income and expenditure, profit, assets and liabilities. Measures of profitability, performance and indebtedness will be included among the ratios presented. The data are classified by broad industry (most Australian and New Zealand Standard Industrial Classifications (ANZSIC) Divisions).

Small and medium businesses: management units which employ less than 200 persons and do not have assets worth more than \$200 million.

Large businesses: management units which employ more than 200 persons or have assets worth more than \$200 million (this breakdown not available in 1995–96 issue).

Data for finer industry classifications (ANZSIC subdivision) and finer business sizes are available on request.

MANUFACTURING AND
ENERGY — GENERAL

continued

8221.0 Manufacturing Industry, Australia

Annual; first issue: 1989–90; latest issue: 1995–96

Presents final results for establishments in Australia from the Manufacturing Survey. Shows details of employment, wages and salaries, turnover, and industry gross product classified by industry class. Also includes industry subdivision data classified by employment size, State and Territory, and data related to exporting activity.

Establishment employment —

2 available

0–4 employees

5–9 employees

10–19 employees

20–49 employees

50–99 employees

100 or more employees

less than 100 employees

100–199 employees

200–499 employees

500–999 employees

1,000 or more employees

Additional breakdown by size available on request (particularly at Australia level)

MINING

8402.0 Mining Industry, Australia

Discontinued; first issue: 1968–69 to 1970–71; final issue: 1992–93

Continues: 8414.0

Previously: Mining Operations, Australia (for 1990–91) and Census of Mining Establishments: Summary of Operation by Industry Class, Australia (for 1989–90 and before).

8413.0 Mining Technology Statistics

Discontinued; first issue: 30 June 1991; last issue: 30 June 1994

Provides summary information on the spread of micro electronic-based technologies in mining establishments in Australia. It provides data on the technologies in use at 30 June 1994 and those expected to be acquired in coming years. Data on the use of advanced management techniques, training, reasons for the introduction of technology; and projected technology budgets are also included. Some details are classified by State and/or industry.

Employment size —

10–49 employees

50–99 employees

100–199 employees

200 or more employees

Data on ownership by employment size and technology is available.

8414.0 Australian Mining Industry

Annual; first issue: 1993–94; latest issue: 1995–96

Continues: 8402.0 and 8405.0.

Provides a broad picture of the structure of the mining industry; mineral reserves; mineral and petroleum exploration; mineral production; financial operations of mining establishments and management units; selected industry operating ratios; employment and wages and salaries; mineral royalties; environmental expenditure; imports and exports; and international comparisons; industrial disputes; and research and development expenditure.

RETAIL TRADE

8613.0 Retailing in Australia
Irregular, first issue: 1979-80; latest issue: 1991-92

Presents results from the retail industry location census. Contains details by industry of number of locations, employment, wages and salaries, turnover and floorspace for Australia.

**8622.0-8 Retail Industry: Details of Operations,
 Australia and States**
Irregular; first issue: 1968-69; latest issue: 1991-92

Presents statistics on employment, turnover, wages and salaries, income and expenditure, net profit, gross product and floorspace.

- 8623.1 Retailing in New South Wales**
- 8623.2 Retailing in Victoria**
- 8623.3 Retailing in Queensland**
- 8623.4 Retailing in South Australia**
- 8623.5 Retailing in Western Australia**
- 8623.6 Retailing in Tasmania**
- 8623.7 Retailing in the Northern Territory**
- 8623.8 Retailing in the Australian Capital Territory**

This series of State publications present data by industry (ANZSIC) and Statistical Local Area (SLA) for number of locations, persons employed, turnover, floorspace and wages and salaries.

The ABS has an extensive range of more detailed data from the Retail and Services Census. These will be made available through special data services which will provide products of a more specialised nature (e.g. by business size), as well as outputs tailored to individual user needs.

WHOLESALE TRADE

8638.0 Wholesale Industry: Details of Operations, Australia
Irregular, first issue: 1981-82; latest issue: 1991-92

Estimates of the number of wholesale business units; employment; wages and salaries; turnover; profit; gross product and selected operating ratios classified by industry. Also shows the value of total sales by wholesale business units classified by commodity item.

Employment size —
 less than 20 employees
 21-199 employees
 200 or more employees

Other sizing tables based on turnover, size and a finer dissection by industry (ASIC and ANZSIC) are available on request.

TOURISM

8635.0	Tourist Accommodation, Australia
8635.1	Tourist Accommodation, New South Wales
8635.2	Tourist Accommodation, Victoria
8635.3	Tourist Accommodation, Queensland
8635.4	Tourist Accommodation, South Australia
8635.5	Tourist Accommodation, Western Australia
8635.6	Tourist Accommodation, Tasmania
8635.7	Tourist Accommodation, Northern Territory
8635.8	Tourist Accommodation, Australian Capital Territory

Quarterly; first issue: September 1975

Establishments with facilities providing short-term accommodation (i.e. less than two months); showing number of establishments, capacity, occupancy rates, employment and takings from accommodation for each month by type of establishment for each State and Territory and Australia. For hotels, motels and guest houses, includes data by star grading. For caravan parks, also includes establishments providing long-term accommodation.

Size data is available on request for all States and Territories from the Queensland Office of the ABS.

SERVICE INDUSTRIES

1991–92	8652.0	Motor Vehicle Hire Industry <i>Irregular; first issue: 1986–87; latest issue: 1991–92</i>
	8674.0	Hospitality Industries <i>Irregular; first and latest issue: 1991–92</i>
		<i>Continues: 8655.0, 8656.0 and 8657.0</i>
1992–93	8676.0	Technical Services Industry <i>Irregular; first and latest issue: 1992–93</i>
		<i>Continues: 8664.0, 8665.0 and 8666.0</i>
	8677.0	Selected Business Services Industry <i>Irregular; first and latest issue: 1992–93</i>
		<i>Continues: 8670.0</i>
1993–94	8654.0	Motion Picture Exhibition Industry <i>Irregular; first issue: 1986–87; latest issue: 1993–94</i>
	8679.0	Film and Video Production and Distribution Industry <i>Irregular; first and latest issue: 1993–94</i>
	8680.0	Radio and Television Services Industry <i>Irregular; first and latest issue: 1993–94</i>

1994–95	8684.0	Gambling Industries, Australia <i>Irregular; first and latest issue: 1994–95</i>
	8685.0	Private Medical Practice Industry, Australia <i>Irregular; first and latest issue: 1994–95</i>
	8686.0	Sports Industries, Australia <i>Irregular; first and latest issue: 1994–95</i>
	8687.0	Clubs, Pubs, Taverns and Bars, Australia <i>Irregular; first and latest issue: 1994–95</i>
	8688.0	Recreation Services, Australia <i>Irregular; first and latest issue: 1994–95</i>
1995–96	8663.0	Real Estate Agents Industry <i>Irregular; first issue: 1987–88; latest issue: 1995–96</i>
	8669.0	Computing Services Industry <i>Irregular; first issue: 1987–88; latest issue: 1995–96</i>
	8678.0	Legal and Accounting Services Industry <i>Irregular; first issue: 1992–93; latest issue: 1995–96</i>
	8693.0	Consultant Engineering Services, Australia <i>Irregular; first and latest issue: 1995–96</i>
	8695.0	Accommodation Industry, Australia <i>Irregular; first and latest issue: 1995–96</i>
	8696.0	Community Services, Australia <i>Irregular; first and latest issue: 1995–96</i>

Selected financial and employment statistics classified by business size.

Employment size —

- less than 5 employees
- 5–9 employees
- 10–19 employees
- 20–49 employees
- 50–99 employees
- 100 or more employees

Employment size categories may vary from one industry to another.

Additional data by size available on request.

**8771.0 Construction Industry, Australia: Summary of
Private Sector Operations**

Discontinued; latest issue: 1988-89

Contains selected summary findings of establishments by industry, by employment size, by State of location; and selected characteristics by employment and turnover size.

**8772.0 Construction Industry, Australia: Details of
Private Sector Operations**

Irregular; first issue: 1978-79; latest issue: 1984-85. A publication for each State and Territory was published. (Will be published at the end of 1998 in respect of 1996-97 financial year).

Contains selected items of data classified by employment size; number of establishments and turnover by turnover size and industry class; selected items of data by industry class for construction establishments with zero employees; and number of establishments involved in commencing self-contained dwelling units by employment size and industry class.

Employment size —

- 0-2 employees
- 3-4 employees
- 5-10 employees
- 11-20 employees
- 21-50 employees
- 51-100 employees
- 101 and over employees

Turnover size —

- less than \$50,000
- \$50,000 less than \$100,000
- \$100,000 less than \$500,000
- \$500,000 less than \$1m
- \$1m less than \$5m
- \$5m and over

APPENDIX 2

ABS SUBJECT MATTER AREA CONTACTS

POPULATION CENSUS	Assistant Director Client Services Telephone: 02 6252 7867 (Canberra)
EMPLOYMENT AND EARNINGS	Manager Labour Statistics Centre Output Group Telephone: 08 9360 5286 (Perth)
SERVICE INDUSTRIES	Assistant Director Service Industries Telephone: 03 9615 7634 (Melbourne)
ECONOMY WIDE STATISTICS	Assistant Director Economic Activity Survey Telephone: 02 6252 5288 (Canberra)
LABOUR COSTS	Assistant Director Labour Statistics Centre Telephone: 08 9360 5925 (Perth)
RETAIL TRADE	Manager Retail Census Telephone: 02 6252 5644 (Canberra)
MINING	Contact Officer Mining Statistics Telephone: 08 8237 7382 (Adelaide)
MANUFACTURING	Manager Manufacturing — Publications and Dissemination Telephone: 02 9268 4541 (Sydney)
LABOUR FORCE	Contact Officer Labour Force Estimates Telephone: 02 6252 6525 (Canberra)
RESEARCH AND DEVELOPMENT	Assistant Director Research and Development Statistics Telephone: 02 6252 5627 (Canberra)
AGRICULTURE	Manager Agricultural Finance Survey Telephone: 03 6222 5939 (Hobart)
AVERAGE WEEKLY EARNINGS	Manager Average Weekly Earnings Telephone: 08 9360 5304 (Perth)

TRAINING EXPENDITURE Assistant Director
Training Expenditure
Telephone: 02 6252 7798 (Canberra)

CONSTRUCTION Assistant Director
Building and Construction
Telephone: 02 6252 5487 (Canberra)

INNOVATIONS Assistant Director
Innovation Statistics
Telephone: 02 6252 5189 (Canberra)

APPENDIX 3

GOVERNMENT SERVICES TO SMALL BUSINESS

Each State has a Small Business Agency to assist people in small business. Services provided include advice about:

- management
- taxation
- marketing
- training
- finance
- legal issues
- business planning
- Referrals to other information sources or advisers and special support for people going into business for the first time.

These agencies provide advisory services via their Business Advisory Group. Specialist help is available on how to resolve specific problems, improve business performance, assess the viability of going into a particular enterprise, and a myriad of other business concerns.

Reference materials including video tapes and publications can be viewed or purchased. Workshops are held to deal with business management issues.

- NSW Department of State & Regional Development
Level 35, Governor Macquarie Tower
1 Farrer Place
Sydney 2000
Telephone: 02 9228 3434
Facsimile: 02 9228 3626
- VIC Small Business Victoria
5th Floor, 55 Collins St
Melbourne 3000
Telephone: 03 9651 9888
Facsimile: 03 9651 9725
Free call: 1800 136 034
- QLD Department of Tourism Small Business & Industry
111 George St
Brisbane 4001
Telephone: 07 3224 8568
Facsimile: 07 3229 5289

- SA The Business Centre
145 South Terrace
Adelaide 5000
Telephone: 08 8233 4600
Facsimile: 08 8231 1199
Free call: 1800 188 018
- WA Small Business Development Corporation
553 Hay St
Perth 6000
Telephone: 08 9220 0222
Facsimile: 08 9325 3981
Free call: 1800 199 125
- TAS Regional Business Development Small Business Tasmania —
Development & Resources
22 Elizabeth St
Hobart 7000
Telephone: 03 6233 5712
Facsimile: 03 6233 5800
Free call: 1800 030 688
- NT Business Services
Department of Asian Relations, Trade & Industry
Development House
76 The Esplanade
Darwin 0800
Telephone: 08 8999 7916
Facsimile: 08 8999 5333
Free call: 1800 193 111
- ACT Business Link
ACT & Region Chamber of Commerce & Industry
12a Thesiger Ct
Deakin 2600
Telephone: 02 6283 5233
Facsimile: 02 6282 5045

TECHNICAL NOTES

Data for tables and graphs included in this publication have been obtained from a number of different sources. Relevant details on the method of collection and concepts used are set out below.

SURVEY ERROR

Much of the data presented in the publication have been obtained from sample surveys. Estimates for all surveys are subject to two sources of error:

Sampling error Since the estimates are based on information obtained from a sample of business units, or households they (and the movements derived from them) may differ from the figures that would have been produced if all businesses, or households had been included in the survey.

One measure of sampling error is given by the standard error which indicates the degree to which an estimate may vary from the value that would have been obtained from a full enumeration of the population (the true value). There are about two chances in three that a sample estimate differs from the true value by less than one standard error, and about nineteen chances in twenty that the difference will be less than two standard errors.

Another measure of sampling error is the relative standard error (RSE) which is obtained by expressing the standard error as a percentage of the estimate to which it refers.

If the standard error of an estimate is large relative to the size of the estimate, the usefulness of the estimate is seriously impaired. For the tables in this publication, estimates with a RSE greater than 25% are published with an asterisk (e.g. *256.4) while those with a RSE greater than 50% are published with two asterisks (e.g. **15.5).

Most figures in this publication originally appeared in other Australian Bureau of Statistics (ABS) publications as indicated in the table footnotes and the Directory provided in appendix 1. These publications include technical details on the size of sampling errors for the estimates derived from each survey.

Non-sampling error Inaccuracies may occur because of imperfections in reporting by respondents and interviewers, and errors made in coding and processing data. These inaccuracies may occur in any enumeration, whether it be a full count or a sample. Every effort is made to reduce the non-sampling error to a minimum by careful design of questionnaires, intensive training and supervision of interviewers, and efficient operating procedures.

The individual publications referred to in the table footnotes and appendix 1 provide more information on statistical error in respect of the series they contain.

ESTIMATES DERIVED FROM
SURVEY OF EMPLOYMENT
AND EARNINGS

The estimates in chapters 1, 2, 3 and 4 of numbers of management units and private sector employees (wage and salary earners) are annual averages of figures for the mid-month of each quarter, obtained from the Survey of Employment and Earnings (SEE). Quarterly figures and associated standard errors for numbers of wage and salary earners are published in *Wage and Salary Earners, Australia* (Cat. no. 6248.0).

Because a section of the survey sample is rotated out of the survey each quarter, the annual average of the quarterly figures is effectively based on a larger sample than in any single quarterly figure. Hence, the standard error for the annual average is lower than that for the quarterly figures.

It should be noted that the quarterly data used to calculate the annual averages published in this publication were produced using a different estimation method from that used for the SEE publication and so the results may be slightly different.

ESTIMATES DERIVED FROM
THE LABOUR FORCE SURVEY

Estimates of the number of people working in their own business (either employers with employees or own account workers) in chapters 1, 2, 3 and 4 are annual averages of figures for the mid-month of each quarter, obtained from the Labour Force Survey (LFS). The quarterly figures and associated standard errors are published in the *Labour Force, Australia* (Cat. no. 6203.0).

As explained in the case of SEE-derived estimates, annual averages from the LFS will also have slightly lower standard errors than the quarterly data from which they are obtained.

Estimates of non-employing
businesses

While the LFS can provide estimates of the number of own account workers, being a household-based survey it does not provide estimates of the number of businesses these people are involved in.

Prior to the compilation of this (1997) edition of *Small Business in Australia*, the ABS undertook a survey into the characteristics of small business in Australia. One of the results of this survey was a reliable estimate of the average number of partners within partnerships and the ratio of partnerships to sole proprietorships. Based on these estimates, factors have been derived for each industry and applied to labour force estimates of own account workers to estimate numbers of non-employing businesses.

The factors obtained from the 1997 Characteristics of Small Business Survey have been used to derive estimates of the number of non-employing businesses for the years 1995–96 and 1996–97. For earlier years, estimates of non-employing businesses were derived using factors obtained from the 1995 Characteristics of Small Business Survey.

REVISIONS TO DATA
RESULTING FROM
CHANGES TO THE ABS
BUSINESS REGISTER

The majority of business collections conducted by the ABS use its Business Register which carries information on the structure of each business, including numbers of persons employed and its industry classification.

A major source of information on new businesses is group employer (GE) registrations with the Australian Tax Office. Until approximately December 1989, paper copies of GE registrations were used to update the Business Register. However, from January 1990 the ABS has moved to a computerised matching system to reduce delays in the recording of new businesses on the Register.

Since the move to a computerised matching system, the ABS has undertaken a program of upgrading the Business Register. This on going upgrade has:

- resulted in overall improvements in the quality of the statistical series whose population frames are drawn from the Register;
- enabled the identification of businesses which have been omitted from the Register in the past; and
- identified the time delay between a new business commencing operations and the business appearing on the ABS Business Register. This time delay has had the effect of understating estimates of both, the number of businesses and the number of persons employed.

This Register updating exercise has introduced a need to adjust some of the data series published by the ABS, to allow for the omitted businesses and to account for the mentioned above time delay.

Data presented in this publication which has been derived from the SEE has been adjusted to take account of both the businesses previously omitted from the Business Register and the time delay in processing businesses to the Business Register. These adjustments have been applied to both the number of businesses and the number of persons employed. For each year, separate adjustments have been calculated for each industry and size category, with revisions made to all years presented in this publication (1983–84 to 1996–97).

Previous editions of this publication also presented revised data for the estimates derived from SEE. These previous revisions which related only to businesses omitted from the Business Register have been recalculated using more recent information. Also previous adjustments did not take into account the time delay in processing new businesses to the Business Register.

REVISIONS TO DATA
RESULTING FROM
CHANGES TO THE ABS
BUSINESS REGISTER

continued

Since the release of the 1995 edition, further investigative work has been carried out into the under coverage of businesses on the Business Register. This work has allowed for more accurate and representative adjustments to be made to the data in the 1997 edition of *Small Business in Australia*. As this work continues, the time series of counts of businesses and employees may be further revised. These revisions will be reflected in the next edition of *Small Business in Australia*, but it is expected that they will have only minor impact on year-to-year changes.

INDUSTRY CODING OF SEE
AND LFS

All industry estimates within this publication have been reclassified on the basis of the Australian and New Zealand Standard Industrial Classification (ANZSIC).

This derivation of ANZSIC was achieved by using industry information stored on the ABS Business Register to create a series of adjustment factors which were then applied to the original Australian Standard Industrial Classification classified data. All industry data sourced from SEE and LFS (1983–84 to 1996–97) were derived in this manner. State, Territory and Australian totals were not affected by this derivation.

SEE AND LFS ESTIMATES,
EFFECT OF DERIVATIONS

As outlined above, SEE and LFS estimates sourced from the collections have undergone a number of derivations. Both sets of estimates have had ANZSIC industry values derived, SEE estimates have also been adjusted for Business Register under coverage and non-employed businesses have been derived from LFS estimates of own account workers.

Due to the number of derivations performed on these data, discrepancies may occur between the sums of the component items and totals. Whilst any discrepancies are minor, they are greater than the usual discrepancies associated with rounding.

GLOSSARY

Bankruptcies	Bankruptcy is a legal state relating to an individual, permitting the orderly repayment and release of their debts. It may be initiated either voluntarily by the debtor or by a creditor against the debtor's will, and even in the debtor's absence. The legislation generally provides for the assets of a bankrupt to be sold and the proceeds to be distributed to creditors on a pro rata basis.
Business bankruptcies	When bankruptcy proceedings are taking place and it is found that the individual has been involved in any business activity in the five years preceding bankruptcy, then the bankruptcy is referred to as a 'business bankruptcy'.
Business networks	Business networks are special relationships formed between two or more parties with a view to increasing capabilities or performance. The business parties may be unrelated businesses, they may be general business partnership agreements or merely special arrangements aimed at achieving a joint tender. They exclude normal transactions with customers or other arms length dealings, franchise agreements and subcontracting arrangements.
Business operator	The person or persons who own and run the business. Generally, these operators can be identified as either: <ul style="list-style-type: none">▪ the proprietor of a sole proprietorship; or▪ the partners of a partnership; or▪ the working director(s) of an incorporated company.
Businesses other than small	Businesses employing more than 19 people in industries other than manufacturing and 100 or more in manufacturing.
Cash operating surplus	Cash operating surplus is the estimate of gross operating surplus less an estimate of the value of increase in livestock less estimates of interest and land rent paid plus estimates of interest and land rent received. Cash operating surplus is not quite a true measure of surplus available for profit since depreciation and income tax have not been deducted.
Cessations	Include businesses ceased or closed, businesses liquidated or in receivership, businesses untraceable or reason for exit unknown.
Changes in ownership	Include businesses sold and businesses taken over or involved in a merger.

Degree of success In the Characteristics of Small Business Survey the business operator was asked to rate the success of the business over the 12 months to February 1995. Four options were given:

- highly successful
- moderately successful
- unsuccessful
- unsure or do not know

Employees (wage and salary earners)

The number of employees in a given financial year is the annual average of the number of employees who received pay for any part of a chosen pay period in August, November, February and May of that financial year. All permanent, temporary, casual, part-time, managerial and executive employees paid during the period, as well as employees on paid or pre-paid leave, on workers' compensation, and employees paid from interstate or overseas are included.

In the Labour Force Survey members of the Australian permanent defence forces, certain diplomatic personnel of overseas governments, overseas residents in Australia and members of non-Australian defence forces (and their dependants) stationed in Australia are all excluded. Employees primarily engaged in Agriculture, fishing and hunting; and employees in private households are all included as employees.

The Survey of Employment and Earnings excludes members of the Australian permanent defence forces, employees of businesses in the private sector primarily engaged in Agriculture, forestry and fishing, employees in private households employing staff, employees of overseas embassies and consulates, employees based outside Australia and employees on workers' compensation who are not paid through the payroll.

Also excluded are the following persons who are not regarded as employees for the purposes of the Survey of Employment and Earnings; proprietors/partners of unincorporated businesses, directors who are not paid a salary, persons such as subcontractors, and persons paid solely by commission without a retainer are also excluded. Casual employees who work on an irregular basis and who were not paid during the relevant pay period, and employees on leave without pay, on strike, or stood down without pay for the whole of the pay period, are also excluded.

Employer size

Management units (or establishments) are allocated a size classification, referred to as 'employer size'. Depending on the source of the statistics this term refers to either the number of employees only or total employment (employees plus working proprietors and partners). For statistics derived from Australian Bureau of Statistics employer-based surveys (for example, the Survey of Employment and Earnings), employer size refers to the number of employees, while for statistics derived from the program of Integrated Economic Censuses and Surveys 'employer size' refers to total employment.

Employers	Persons who work in their own business (that business not being a limited liability company) with employees. The number of employers in a given financial year is the annual average of the number of employers in a chosen two-week period in August, November, February and May of that financial year.
Employment	Persons working in their own business and employees, including part-time and casual employees on the payroll, for the last pay period in June.
Employment size	See Employer size.
Estimated value of agricultural operations (EVAO)	A valuation placed on agricultural units taking into account the area of crops sown, number of livestock on holdings at a point in time, as well as the crops produced and livestock turnoff (in most cases sales) during the year. It is a measure devised to assist with industry coding and size valuation and is not an indicator of receipts obtained by units or of the value of agriculture commodities produced by these units.
Family business	In this publication family business is identified on the basis of self-perception. Business operators were asked if they considered their business to be a family business. If they answered 'yes' the business was classified as being a family business.
Full-time operator	A business operator who usually worked more than 35 hours a week in the business.
Gross product	See Industry gross product.
Home-based small business	There are two definitions of home-based small business used: <ul style="list-style-type: none"> ■ where most of the work of the business was carried out at the home(s) of the operator(s); these businesses are referred to as 'Businesses operated at home'; and ■ where the business has no other premises owned or rented other than the home(s) of the operator(s); these businesses are referred to as 'Businesses operated from home'. <p>The statistics presented in this publication combine the two categories.</p>
Industry	Industry statistics in this publication are classified according to the <i>Australian and New Zealand Standard Industrial Classification (ANZSIC), 1993</i> (Cat. no. 1292.0).

Industry gross product (IGP)	<p>IGP is a measure of the unduplicated gross product of a business, defined as gross output minus intermediate inputs. Broadly it can be described as the gross output of a business minus intermediate inputs, or alternatively, as the value of goods and services after the deduction of the cost of goods and services used up in the process of production.</p> <p>In this publication IGP has been calculated as follows:</p> <p style="padding-left: 40px;">total income <i>plus</i> closing stocks <i>minus</i> opening stocks, purchases and selected expenses (Selected expenses include payroll tax, fringe benefit tax, motor vehicle running expenses, rent leasing and hiring expenses, and other operating expenses.)</p>
Innovator	An innovating business is one which during 1995–96 undertook innovative activities by producing new or substantially changed goods or services or by implementing new processes for producing those goods or services.
Large business	For this publication, large businesses (excluding agriculture) are defined as employing 200 or more people.
Legal status	Reflects a business's legal structure, i.e. sole proprietor, partnership, incorporated company, cooperative society or government authority.
Management unit	The management unit is the largest type of accounting unit within an enterprise group which controls its productive activities. From its accounts detailed annual and sub-annual (i.e. at least quarterly) revenue, expense, stocks, capital expenditure and employment data must be available to the Australian Bureau of Statistics which enables measures of industry performance, such as gross product (i.e adjusted value added) to be calculated.
Medium business	For this publication, medium businesses (excluding agriculture) are defined as employing 20–199 people.
Micro business	A business which is either non-employing or has less than five employees.
Net operating surplus	Is gross product less wages and salaries, employer contributions to superannuation and pension schemes, depreciation expenses and workers' compensation insurance. Net operating surplus is a basic measure of profitability (before income tax and non-operating income and expenses) of an industry.
Non-employing business	A business run by an own account worker, solely or in a partnership, which has no employees.

Occupation	Occupation is classified according to the <i>Australian Standard Classification of Occupations (ASCO) — Statistical Classification (First Edition), 1986</i> (Cat. no. 1222.0).
Operating profit before tax (OPBT)	OPBT is a measure of profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid).
Other small business	For this publication, other small businesses (excluding agriculture) are defined as employing 5–19 people.
Own account workers	An own account worker is a person who operates his or her own unincorporated economic enterprise or engages independently in a profession or trade and hires no employees. The number of own account workers in a given financial year was taken as the annual average of the number of own account workers in a chosen two-week period in August, November, February and May of that financial year.
Persons employed	See Employment.
Part-time operator	A business operator who usually worked less than 35 hours a week in the business.
Persons working in own business	A combination of own account workers and employers estimated from the monthly Labour Force Survey.
Private sector	All businesses not classified to the public sector.
Public sector	The public sector in Australia is that part of the economy which consists of all resident enterprises through which the Commonwealth Government, State, Territory and local governments, separately or jointly, implement their economic, social and other policies by their ability to control what activities the enterprises undertake and/or how they are undertaken.
Sales of goods and services	Includes sales of goods whether or not manufactured by the business; sales or transfers to related businesses; all repair and service income and fees; income from rent, leasing and hiring; contract, subcontract and commission income; and management fees.
Small businesses	In this publication small business refers to management units with less than 20 employees in all industries except manufacturing where they have less than 100 employees, and agriculture where they have an estimated value of agricultural operations of between \$22,500 and \$400,000.
Source of funds	The major source of the money required to establish or take over the business. Businesses established with less than \$1,000 dollars are categorised separately and not included in the other source of funds categories.

Turnover	Sales of goods and services, commission income, repair and service income, rent, leasing, and hiring income (excluding unallocated rent, leasing and hiring income), government bounties and subsidies, and all other operating income except interest, royalties and dividends. Also included is the value of capital work done by the management unit for itself and the value of equipment withdrawn from stock for own use or for rental or lease outside the management unit.
Unincorporated joint venture (UJV)	For Australian Bureau of Statistics purposes this is defined as being a contractual association, between two or more parties, to undertake a specific business project in which the participants meet the costs of the project and receive a share of any resulting output. The statistical treatment of each UJV involves collection of data from the participants, who generally report income and asset items, and operators who report employment and expenses. This can place participants inappropriately in the small business class. To avoid distortion of the data, UJV participants with employment in the 0–19 range have been presented separately.
Value added	Value added is the total market value of goods and services produced, after deducting the cost of goods and services used up in the production process, but before deducting allowances for the consumption of fixed capital. For trading businesses this is derived as turnover plus increase (or less decrease) in the value of stocks, less purchases, selected expenses and rent, leasing and hiring expenses. While value added is the basic measure of an industry's contribution to total production, it cannot be inferred that when wages and salaries are deducted from value added, the whole surplus is available for profit. There are many miscellaneous expenses (such as depreciation, workers' compensation insurance, other insurance, payroll tax, rates, advertising, interest on borrowed funds, bad debts and other sundry charges) which are not taken into account in arriving at value added.
Wage and salary earners	See Employees (wage and salary earners).
Wages and salaries	Earnings including severance, termination and redundancy payments.
Workplace arrangements	Refers to the employment conditions that apply to the greatest number of employees in a business at 30 June 1996.

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<i>INQUIRIES</i>	<i>By phone</i>	<i>By fax</i>
Canberra	02 6252 6627	02 6253 1404
Sydney	02 9268 4611	02 9268 4668
Melbourne	03 9615 7755	03 9615 7798
Brisbane	07 3222 6351	07 3222 8283
Perth	08 9360 5140	08 9360 5955
Adelaide	08 8237 7400	08 8237 7566
Hobart	03 6222 5800	03 6222 5995
Darwin	08 8943 2111	08 8981 1218

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