

# **BUSINESS EVENTS VENUES INDUSTRY**

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) FRI 7 JUN 2002

## **C O N T E N T S**

	<i>page</i>
Notes .....	2
Summary of findings .....	3

### **TABLE**

<b>1</b> Number of businesses by type of event .....	6
<b>2</b> Key figures .....	7
<b>3</b> Sources of income .....	8
<b>4</b> Items of expenditure .....	9
<b>5</b> Persons working .....	10
<b>6</b> Capacity and usage .....	11
<b>7</b> State and territory comparisons .....	12
<b>8</b> Selected ratios .....	12

### **ADDITIONAL INFORMATION**

Explanatory Notes .....	13
Glossary .....	14

- For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Paul Hoffman on Brisbane 07 3222 6118.

## NOTES

### INTRODUCTION

This publication presents results in respect of the 2000–01 financial year, from an Australian Bureau of Statistics (ABS) census of businesses involved in the business events venues industry. It is the first ABS collection of this industry.

### COMMENTS ON THIS PUBLICATION

The ABS welcomes comments and suggestions from users recommending industries and data items for inclusion in future surveys. These comments should be addressed to the Director, Service Industries Surveys, Australian Bureau of Statistics, PO Box 10 Belconnen ACT 2616.

### ROUNDING

Where figures have been rounded discrepancies may occur between the sum of component items and the total

.....

### ABBREVIATIONS

ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
IVA	Industry value added
OPBT	Operating profit before tax
OPM	Operating profit margin

R.W. Edwards  
Acting Australian Statistician

## SUMMARY OF FINDINGS

### INTRODUCTION

This publication presents results in respect of the 2000-01 financial year from an Australian Bureau of Statistics (ABS) census of businesses involved in the business events venues industry.

For the purposes of this census, the business events venues industry has been defined as businesses and establishments which provided space to stage business events for 500 or more delegates. These business events included conferences, conventions, exhibitions and other business meetings of a commercial, financial, technological or scientific nature. As such, venues which mainly held social and entertainment events were excluded.

The types of businesses in the census included convention and exhibition centres and large venues of businesses in the accommodation, casino and other such industries. The scope and the frame of the census were developed with the assistance of the Business Events Council of Australia (BECA).

### SIZE OF THE INDUSTRY

At the end of June 2001, there were 121 businesses within the scope of the business events venues industry as described above. Of the 121 businesses, 13 were convention/exhibition businesses and 108 were businesses with other business events venues, such as accommodation, casinos and showground businesses. The 13 convention/exhibition businesses contributed 30% to industry employment and 26% to industry income.

The 121 businesses in the industry contained 1,495 lettable rooms with event floor space of 657,011 square metres at the end of June 2001. During 2000-01, 51,557 meetings and conferences and 4,227 exhibitions were conducted in the venues of these businesses.

All businesses in the census held conferences of more than 1 day duration during 2000-01. In addition, 81% of businesses held exhibitions and 45% held incentive events.

### SOURCES OF INCOME

During 2000-01, the total income of the industry was \$655m, with the 13 convention/exhibition businesses contributing \$169m and the other business events venues generating the remaining \$486m. Food and beverage income accounted for \$67m (40%) of the income of convention and exhibition businesses and \$235m (48%) of income for other businesses. Other business events venues generated accommodation income of \$151m. Accommodation income was not collected for convention and exhibition businesses.

Venue hire income was \$55m for convention and exhibition businesses, and \$56m for other business events venues. The main contributor to this income for convention and exhibition businesses was \$31m from exhibitions (with \$20m from meetings and conferences), while the main contributor to this income for other business events venues was \$31m from meetings and conferences. For all businesses in the census, the venue hire income per square metre of event floor space was \$170, comprising \$244 for convention and exhibition businesses and \$130 for other business events venues.

Other major income items included audio visual equipment hire (\$37m), car parking (\$18m) and on-hire income of goods and equipment (\$12m).

### EXPENSES

During 2000-01, businesses in the business events venues industry had total expenses of \$421m. Convention/exhibition businesses reported expenses of \$179m and other

## SUMMARY OF FINDINGS *continued*

### EXPENSES *continued*

business events venues reported expenses of \$242m. However, as businesses with other business events venues were mainly engaged in carrying out other activities, such as the provision of accommodation, some of the expenses in respect of their business events venue activity were not separately reportable in the collection (e.g. insurance expenses, interest expenses, repair and maintenance expenses, depreciation) as they were part of their overall businesses expenses. Thus the expenses reported by these businesses were only selected event venue expenses and do not represent the full expenses of operating event venues.

Half (50%) of the total expenses were accounted for by labour costs of \$210m. The major component of labour costs was wages and salaries of \$177m, which comprised \$93m paid to permanent staff and \$83m paid to casual staff. In addition, \$10m was paid to other businesses for the provision of casual staff.

Another major expense item was purchases of \$86m, with the major components being food (\$61m) and beverages (\$18m). By way of comparison, the income from food and beverages was \$224m and \$77m respectively.

Other major expense items included on-hire equipment expenses (\$27m), depreciation and amortisation (\$24m), electricity, gas and water charges (\$7m) and repair and maintenance expenses (\$7m). With the exception of on-hire equipment expenses, these expenses were only collected for convention and exhibition businesses.

### PROFITABILITY

Profitability measures in this census can only be determined for convention and exhibition businesses, as the financial data items of other business events venues are affected by cross-subsidisation from their other business activities.

For 2000-01, the 13 convention and exhibition businesses in this survey recorded an operating loss before tax of \$10m, which represented an operating profit margin of minus 6.1%.

### PERSONS WORKING

At the end of June 2001, there were 10,347 persons working in the business events venues industry, of whom 7,865 or 76% were casuals. Casuals worked a total of over 4.8 million hours during 2000-01 (2.0 million hours in convention and exhibition businesses and 2.9 million hours in other business events venues).

The 2,482 permanent employees in the industry represented 24% of the total persons working at the end of June 2001. They comprised 863 permanent employees of convention and exhibition businesses (28% of persons working for these businesses) and 1,619 permanent employees of other business events venues (22% of persons working for these venues). The wages and salaries per permanent employee were \$47,500 for employees of convention and exhibition businesses and \$32,200 for employees of other business events venues.

### CAPACITY AND USAGE

At the end of June 2001, the total event floor space available was 657,011 square metres, of which 401,885 (or 61%) was available for exhibitions. The average of the total floor space available was 17,458 square metres per convention and exhibition business and 3,982 square metres for other business events venues. In total, there were 1,495 lettable rooms, comprising 209 in convention and exhibition businesses and 1,286 in other business events venues.

## SUMMARY OF FINDINGS *continued*

### CAPACITY AND USAGE

*continued*

During 2000-01, there were 82,059 events held in businesses covered in the census, which attracted 21 million delegate/attendee days. There were 51,557 business meetings and conferences, 4,227 exhibitions and 26,275 other events. 3,254 meetings and conferences were held in convention and exhibition businesses and 48,303 held in other business event venues. A large proportion (73%) of the meetings and conferences in convention and exhibition businesses had a local focus, with 19% having a national focus and 8% having an international focus.

There were 7.6 million delegate/attendee days at events held at convention and exhibition businesses and 13.3 million delegate/attendee days at events held at other business events venues. The average delegate/attendee days per business meeting and conference was 538 in convention and exhibition businesses and 125 in other business events venues. The average delegate/attendee days per exhibition in convention and exhibition businesses was 14,909 compared to 573 per exhibition in other business events venues.

### STATE AND TERRITORY DIMENSION

Within the scope of the census, businesses involved in the business events venues industry were concentrated in New South Wales and Queensland, accounting for 29% and 21% of all businesses respectively. Businesses in New South Wales also accounted for the greatest amount of floor space (260,969 square metres or 40%), the greatest number of delegate/attendee days (6.2 million or 30%), had the highest employment (4,480 persons or 43%), and generated the most income (\$240m or 37%). Businesses in Queensland provided 20% of floor space (131,638 square metres), 15% of employment and 23% of industry income (\$152m).

Victoria, with 14% of businesses, provided 22% of the events (18,297), 24% of delegate/attendee days (4,916,771), 16% of employment and 22% of industry income (\$141m).

## NUMBER OF BUSINESSES BY TYPE OF EVENT

	<i>Convention/exhibition businesses</i>	<i>Other business events venues</i>	<i>Total</i>
	no.	no.	no.
Type of event			
Incentives	5	49	54
Day conferences	12	108	120
More than 1 day conferences	13	108	121
Exhibitions	13	85	98
Product launches	11	84	95
Business lunches and dinners	11	89	100
Other events	12	99	111
Businesses at end June(a)	13	108	121

(a) Businesses generally have facilities to undertake more than one type of event, hence the counts of businesses for each type of event do not sum to the total number of businesses.

	Convention/exhibition businesses	Other business events venues(a)	Total
Businesses at end June (no.)	13	108	121
Event floor space at end June (sq.m)	226 950	430 061	657 011
Events (no.)	4 906	77 153	82 059
Total delegate/attendee days for events (days)	7 625 157	13 262 705	20 887 862
Total employment at end June (persons)	3 120	7 227	10 347
Income			
Venue hire (\$m)	55.4	56.0	111.4
Food and beverage (\$m)	67.1	234.6	301.7
Other (\$m)	46.5	195.0	241.5
Total (\$m)	169.0	485.6	654.5
Expenses			
Labour costs (\$m)	88.9	120.9	209.7
Other (\$m)	90.1	(b)120.9	211.0
Total (\$m)	179.0	241.8	420.8
Operating profit before tax (\$m)	-10.0	..	..
Operating profit margin (%)	-6.1	..	..
Industry value added (\$m)	27.1	..	..

.. not applicable

(a) For other business events venues, some income and expense items were not separately itemised and are not reported for business events as they are allocated to the total operations of the business, hence Operating profit before tax (OPBT), Operating profit margin (OPM) and Industry value added (IVA) cannot be specifically calculated.

(b) Selected other business event expenses only.

## SOURCES OF INCOME

	Convention/exhibition businesses	Other business events venues(a)	Total
	\$m	\$m	\$m
Income from venue hire			
Meetings/conferences	20.3	31.4	51.7
Exhibitions	31.0	9.3	40.2
Other	4.1	15.4	19.5
<i>Total</i>	<i>55.4</i>	<i>56.0</i>	<i>111.4</i>
Other income			
Takings from accommodation	..	150.5	150.5
Takings from food and meals	50.5	173.8	224.3
Sales of liquor and other beverages	16.6	60.8	77.4
Commissions from the sale of food and beverages	2.3	4.0	6.3
Audio-visual equipment income	12.4	24.9	37.4
On-hire income	4.3	7.6	11.9
Takings from car park operations	18.1	..	18.1
Telecommunication services income	1.4	..	1.4
Other event income	2.9	8.0	10.9
Other	5.2	..	5.2
<i>Total</i>	<i>113.7</i>	<i>429.6</i>	<i>543.4</i>
<b>Total income</b>	<b>169.0</b>	<b>485.6</b>	<b>654.5</b>

.. not applicable

(a) For other business events venues, some sources of income were not separately itemised and are not reportable for business events as they are allocated to the total operations of the business.



## ITEMS OF EXPENDITURE

	Convention/exhibition businesses	Other business events venues(a)	Total
	\$m	\$m	\$m
.....			
Labour costs			
Wages and salaries			
Permanent employees	41.0	52.1	93.1
Casual employees	33.3	50.1	83.4
Total	74.3	102.2	176.5
Payments to other businesses for casual staff	4.2	5.4	9.6
Employer contributions to superannuation funds	5.2	7.6	12.8
Workers' compensation costs	1.1	5.7	6.8
Fringe benefit and payroll taxes	4.0	..	4.0
Total	88.9	120.9	209.7
Selected expenses			
Purchases for events			
Foodstuffs for use in preparing meals	13.5	47.2	60.7
Liquor and other beverages	4.2	13.3	17.5
Chinaware, flatware and glassware	0.7	2.1	2.8
Other purchases for events	0.2	4.7	4.9
Total	18.6	67.2	85.9
On-hire expenses			
Audio visual equipment	3.3	18.0	21.3
Other on-hire expenses	1.1	4.5	5.6
Total	4.4	22.5	26.9
Other costs			
Insurance premiums	1.1	..	1.1
Interest expenses	np	..	np
Advertising, marketing and promotional expenses	6.3	..	6.3
Electricity, gas and water	6.9	..	6.9
Laundry and cleaning services	2.5	3.7	6.1
Repair and maintenance expenses	6.7	..	6.7
Telecommunication	1.6	..	1.6
Security services expenses	np	..	np
Depreciation and amortisation	24.1	..	24.1
Other	17.0	27.5	44.6
<b>Total</b>	<b>179.0</b>	<b>241.8</b>	<b>420.8</b>

.. not applicable

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) For other business events venues some of these expenses were not separately itemised and are not reportable for business events as they are allocated to the total operations of the business.

	Convention/exhibition businesses	Other business events venues	Total
Employees			
Permanent (persons)	863	1 619	2 482
Casuals (persons)	2 128	4 194	6 322
Total (persons)	2 991	5 813	8 804
Casuals sourced from other businesses (persons)	129	1 414	1 543
Total casuals (persons)	2 257	5 608	7 865
<b>Total employment at end June 2001</b> (persons)	<b>3 120</b>	<b>7 227</b>	<b>10 347</b>
Total hours worked by casual employees (hours)	1 955 762	2 906 201	4 861 963

	Convention/exhibition businesses	Other business events venues	Total
Event floor space at end June			
Theatre style (sq. m)	37 062	68 167	105 229
Other (sq. m)	189 888	361 894	551 782
Total (sq. m)	226 950	430 061	657 011
Floor space available for exhibitions (sq. m)	155 379	246 507	401 885
Lettable rooms available (no.)	209	1 286	1 495
Maximum delegate/attendee capacity (no.)	109 369	287 854	397 223
Events held(a)			
Meetings/conferences			
Local (no.)	2 378	..	..
National (no.)	625	..	..
International (no.)	251	..	..
Total (no.)	3 254	48 303	51 557
Exhibitions			
Public (no.)	144	..	..
Trade (no.)	173	..	..
Total (no.)	317	3 910	4 227
Other (no.)	1 335	24 940	26 275
Total (no.)	4 906	77 153	82 059
Delegate/attendee days			
Meetings/conferences (days)	1 749 820	6 042 134	7 791 954
Exhibitions (days)	4 726 170	2 241 268	6 967 438
Other (days)	1 149 167	4 979 303	6 128 470
Total (days)	7 625 157	13 262 705	20 887 862

.. not applicable

(a) Only totals were collected from other business events venues for meetings/conferences and for exhibitions held and therefore cannot be split into component parts.

## STATE AND TERRITORY COMPARISONS

	<i>Businesses</i>	<i>Event floor space</i>	<i>Events</i>	<i>Delegate/attendee days</i>	<i>Employment</i>	<i>Income</i>
	no.	sq. m	no.	days	Persons	\$m
New South Wales	35	260 969	20 941	6 230 140	4 480	240.2
Victoria	17	105 528	18 297	4 916 771	1 654	141.1
Queensland	26	131 638	17 033	3 314 507	1 598	151.7
South Australia	14	68 364	8 012	2 498 610	1 104	47.7
Western Australia	14	32 958	8 487	1 662 428	715	34.3
Tasmania	4	9 742	np	536 948	np	np
Northern Territory	4	4 374	np	66 382	np	np
Australian Capital Territory	7	43 438	4 126	1 662 076	490	24.2
<b>Australia</b>	<b>121</b>	<b>657 011</b>	<b>82 059</b>	<b>20 887 862</b>	<b>10 347</b>	<b>654.5</b>

np not available for publication but included in totals where applicable, unless otherwise indicated

## SELECTED RATIOS

	<i>Convention/exhibition businesses</i>
Wages and salaries per permanent employee (\$'000)	47.5
Labour costs to total expenses (%)	49.7
Venue hire income to total income (%)	32.8
Food and beverages income to total income (%)	39.7
Venue hire income per sq. metre (\$)	244.1
Delegate/attendee days per event (days)	1 554.3
Delegate/attendee days per exhibition (days)	14 909.1

## EXPLANATORY NOTES

INTRODUCTION	<p><b>1</b> This publication presents results in respect of the 2000-01 financial year, from an Australian Bureau of Statistics (ABS) census of businesses in the business events venues industry.</p>
SCOPE	<p><b>2</b> For the purposes of this collection, the business events venue industry included:</p> <ul style="list-style-type: none"><li>■ businesses whose main activity was the provision of conference, convention and/or exhibition facilities, and</li><li>■ other businesses which provided conference, convention and/or exhibition facilities but which mainly sourced their income from the provision of another service (e.g. accommodation, provision of showground facilities, etc.).</li></ul> <p><b>3</b> These businesses had space to stage events for at least 500 delegates and had business events as their predominant events activity. For the purpose of the collection business events are defined as those of a commercial, financial, technological or scientific nature.</p> <p><b>4</b> The scope of the census excludes businesses providing venues which have as their predominant events activity social and entertainment events.</p>
STATISTICAL UNIT	<p><b>5</b> The unit for which statistics are produced in this publication was:</p> <ul style="list-style-type: none"><li>■ an operating convention, conference and/or exhibition centre site for which separate, comprehensive accounts are maintained, or</li><li>■ an operating venue establishment of a hotel, resort, showground, casino, function centre, etc. providing events venues within the scope of the census (see paragraphs 2-4).</li></ul>
REFERENCE PERIOD	<p><b>6</b> Data contained in the tables in this publication relate to businesses operating business events venues within the scope of the census (see paragraphs 2-4) which operated in Australia at any time during the year ended June 2001. Counts of businesses include only those businesses that were operating at 30 June 2001.</p>
RELIABILITY OF THE DATA	<p><b>7</b> Because the collection was a census, the data are not subject to sampling variability. However, other inaccuracies collectively referred to as non-sampling error may affect the data. These non-sampling errors may arise from a number of sources, including:</p> <ul style="list-style-type: none"><li>■ errors in the reporting of data by respondents;</li><li>■ errors in the capturing or processing of data;</li><li>■ estimation for missing or misreporting data; and</li><li>■ definition and classification errors.</li></ul> <p><b>8</b> Every effort has been made to reduce non-sampling error to a minimum by careful design and testing of questionnaires, efficient operating procedures and systems, and appropriate methodology.</p>
ACKNOWLEDGMENT	<p><b>9</b> 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.</p>

## GLOSSARY

<b>Advertising, marketing and promotion expenses</b>	This item refers to costs incurred by a business for promotional and publicity campaigns aimed at bringing the activities of the business to the attention of consumers for the purpose of increasing sales. This does not include the wages and salaries of employees for the distributor who is engaged in promotional activities. However, it does include commissions paid to advertising agencies and the cost of advertising in the press.
<b>Audio-visual equipment income</b>	This item refers to the income accrued by a business from the use of either its own audio-visual equipment (including teleconferencing and video conferencing facilities) or from the use of such equipment and facilities supplied through on-hire from another business.
<b>Bad and doubtful debts</b>	This item refers to the amount of accounts receivable that are either written off, or estimated to be uncollectable during an accounting period, that are expensed in a period's profit calculations.
<b>Casual employees</b>	This item refers to employees not entitled to take paid holidays.
<b>Casuals sourced from other businesses</b>	This item refers to casual employees sourced from employment agencies and other business events venues.
<b>Commission from the sale of food and beverages (from outlets operated by other businesses)</b>	This item refers to income received from other businesses for concessions to operate food and beverage outlets.
<b>Conferences</b>	See Meetings, conferences and conventions.
<b>Convention/exhibition businesses</b>	This item refers to businesses whose main activity is the provision of venue facilities and services in support of business events.
<b>Conventions</b>	See Meetings, conferences and conventions.
<b>Delegate/attendee days</b>	This item refers to the total number of delegates/attendees attending each day that an event is held (e.g. 100 delegates/attendees over a 3-day conference = 300 delegate/attendee days).
<b>Depreciation and amortisation</b>	This item refers to the financial charges made in the accounts to reflect that part of the value of the asset which may be regarded as having been used up in producing revenue in a particular accounting period. The charge represents the accounting process of systematically allocating the cost of a non-current asset over its expected useful life.
<b>Electricity, gas and water charges</b>	This item refers to charges that relate to the consumption of electricity, gas and water during the normal operations of the business.
<b>Employees</b>	This item includes working directors, and other employees working for a business during the last pay period in June. Employees absent on paid or prepaid leave are included. This item excludes working proprietors and partners of unincorporated businesses.
<b>Employer contribution to superannuation funds</b>	Includes all employer contributions to superannuation schemes (including the employer productivity contribution).
<b>Employment at end June</b>	This item includes working proprietors and partners, working directors, and other employees working for a business during the last pay period ending in June 2001. Employees absent on paid or prepaid leave are included.
<b>Exhibitions</b>	This item refers to an event that brings together suppliers of products, equipment, and services in an environment where they can display their products and services.

## GLOSSARY *continued*

<b>Floor space</b>	This item refers to the total floor space of rooms and other covered areas directly related to events. It excludes facilities outside covered building spaces (e.g. lawns and gardens).
<b>Fringe benefit tax</b>	This item includes the tax payable by employees when certain benefits in excess of normal wages or salaries (e.g. free or discounted goods or services) are received by their employees (or associates of employees) in connection with their employment.
<b>Incentives</b>	This item refers to an event where delegates are sponsored by a company. They are usually rewards from companies to high performing staff. Conferencing may or may not be an activity undertaken during the stay. Delegates may spend significant time away from the venue undertaking other activities.
<b>Industry value added</b>	This item represents the value added of the industry to the economy and is calculated as the sales of goods and services plus government subsidies and changes in levels of trading inventories, minus purchases of goods and selected expenses.
<b>Insurance premiums</b>	This item refers to expenses incurred by a business in respect of different types of insurance policies but excluding workers' compensation and compulsory third party motor vehicle insurance.
<b>Interest expenses</b>	This item includes interest on bank loans, loans made from related as well as unrelated businesses/organisations, and interest in respect of financial leases, interest paid to loans from partners, interest equivalents, such as hedging costs, and expenses associated with discounted bills. It excludes bank charges and capital repayments.
<b>International meetings, conferences and conventions</b>	This item refers to meetings, conferences and conventions held in Australia with more than 45% of delegates coming from at least four other countries.
<b>Labour costs</b>	This item includes wages and salaries, employer contributions to superannuation funds, workers' compensation costs, fringe benefits tax and payroll tax.
<b>Laundry and cleaning services</b>	These include payments to other businesses for provision of laundry and cleaning services and costs incurred under charge-back arrangements.
<b>Lettable rooms</b>	This item refers to the maximum number of individual lettable rooms created by either fixed walls or movable partitions that are available for conferences, meetings and exhibitions.
<b>Local meetings, conferences and conventions</b>	This item refers to meetings, conferences and conventions held in Australia where the majority of delegates are from the State/Territory in which the meeting is being held.
<b>Meetings, conferences and conventions</b>	This item refers to all off-site gatherings, held in commercial venue space. This would also involve congresses, seminars, workshops, symposiums, and associated gatherings that bring together people for a common purpose.
<b>National meetings, conferences and conventions</b>	This item refers to non-international meetings, conferences and conventions held in Australia where the majority of delegates are from States/Territories other than the one in which the meeting is being held.
<b>On-hire expenses</b>	This item refers to the expense incurred when a business hires goods (including audio-visual equipment) from another business on behalf of a customer.
<b>On-hire income</b>	This item refers to the income accrued when a business hires goods (excluding audio-visual equipment) to another business.
<b>Operating profit before tax</b>	This item refers to a measure of profit (or loss) before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners. It is derived as total income minus total expenses, plus closing inventories minus opening inventories.

## GLOSSARY *continued*

<b>Operating profit margin</b>	This item refers to the percentage of sales of goods and services which become profit after all operating expenses have been deducted. It is derived by expressing total operating profit before tax (OPBT) as a percentage of total sales of goods and services (i.e. $OPBT \times 100 / \text{Sales of goods and services}$ ).
<b>Other business events venues</b>	This item refers predominantly to accommodation establishments, casinos and showgrounds which are mainly engaged in carrying out other activities.
<b>Other events</b>	This item includes weddings, graduations, parties etc.
<b>Other event income</b>	This item refers to all income not elsewhere specified, which arises from operations directly related to business events.
<b>Other income</b>	This item includes net profit (loss) on sale of fixed tangible assets, dividend income, and net profit (loss) on share trading and on foreign loans as a result of variations in foreign exchange rates/transactions. This item excludes extraordinary profit (loss), i.e. not associated with the normal operations of this practice and of a non-recurring nature.
<b>Other on-hire expenses</b>	This item refers to the expense incurred when a business hires decorations, entertainment etc. from another business on behalf of a customer.
<b>Other expenses</b>	This item includes renting of premises; freight and cartage expenses; postal, mail and courier services; bank charges other than interest; motor vehicle running expenses (including compulsory third party insurance premiums); audit and other accounting expenses; legal expenses; paper, printing and stationary expenses; training; and travel expenses.
<b>Other purchases for events</b>	This item includes purchases of non-capitalised goods not included elsewhere, where such goods are provided by venue operators.
<b>Payments to other businesses for casual staff</b>	This item includes payment to employment agencies for procuring the services of staff. This is commonly a temporary contract between the client and the employment agency.
<b>Payroll tax</b>	This item refers to a tax levied by State and Territory governments upon the amount of wages and salaries paid by a business.
<b>Permanent employees</b>	This item refers to both permanent employees who work less than 35 hours per week and were entitled to paid holidays and leave (permanent part-time) and to permanent employees who work 35 hours per week or more and were entitled to paid holidays and leave (permanent full-time).
<b>Public exhibitions</b>	This item refers to exhibitions which are open to the general public.
<b>Repair and maintenance expenses</b>	These are costs associated with work undertaken on plant and machinery etc. to maintain normal business operations.
<b>Sale of liquor and other beverages</b>	This item refers to income from the sale of beer, wine, spirits and other beverages (but excluding tea, coffee and juice served with morning and afternoon teas) at business events.
<b>Security services expenses</b>	This item includes costs incurred when a business engages another business to provide security services, including on-site security personnel, 24-hour patrols, monitoring and response services.
<b>Takings from accommodation</b>	This is income received from the provision of accommodation. All takings from meals including the meals component where meals and accommodation are combined, are excluded.
<b>Takings from car parking operations</b>	This includes all takings from car parks operated by a convention/exhibition business.



## GLOSSARY *continued*

<b>Takings from food and meals</b>	This item refers to income received from the provision of meals sold for consumption on the premises including morning and afternoon teas. It excludes income from catering concessions and takeaway food.
<b>Telecommunication services</b>	This item includes all payments (of a non-capital nature) for telecommunication services which engage wire, cable or radio transmission, excluding teleconferencing and video conferencing.
<b>Theatre style event floor space</b>	This item refers to the floor space occupied by fixed seating.
<b>Trade exhibitions</b>	This item refers to specific industry trade exhibitions where attendance is by invitation only.
<b>Wages and salaries</b>	This item refers to payments accruing to all employees during the financial year including provisions for employee entitlements, severance, termination and redundancy payments. Drawings by working proprietors/partners are excluded.
<b>Workers' compensation costs</b>	Workers' compensation is a compulsory insurance cover taken out by all employers, except self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.





<i>INTERNET</i>	<b>www.abs.gov.au</b> the ABS web site is the best place to start for access to summary data from our latest publications, information about the ABS, advice about upcoming releases, our catalogue, and Australia Now—a statistical profile.
<i>LIBRARY</i>	A range of ABS publications is available from public and tertiary libraries Australia-wide. Contact your nearest library to determine whether it has the ABS statistics you require, or visit our web site for a list of libraries.
<i>CPI INFOLINE</i>	For current and historical Consumer Price Index data, call 1902 981 074 (call cost 75c per minute).
<i>DIAL-A-STATISTIC</i>	For the latest figures for National Accounts, Balance of Payments, Labour Force, Average Weekly Earnings, Estimated Resident Population and the Consumer Price Index call 1900 986 400 (call cost 75c per minute).

## INFORMATION SERVICE

Data that is already published and can be provided within five minutes is free of charge. Our information consultants can also help you to access the full range of ABS information—ABS user pays services can be tailored to your needs, time frame and budget. Publications may be purchased. Specialists are on hand to help you with analytical or methodological advice.

<i>PHONE</i>	<b>1300 135 070</b>
<i>EMAIL</i>	<b>client.services@abs.gov.au</b>
<i>FAX</i>	1300 135 211
<i>POST</i>	Client Services, ABS, GPO BOX 796, Sydney NSW 1041

## WHY NOT SUBSCRIBE?

ABS subscription services provide regular, convenient and prompt deliveries of ABS publications and products as they are released. Email delivery of monthly and quarterly publications is available.

<i>PHONE</i>	1300 366 323
<i>EMAIL</i>	subscriptions@abs.gov.au
<i>FAX</i>	03 9615 7848
<i>POST</i>	Subscription Services, ABS, GPO BOX 2796Y, Melbourne Vic 3001



2856600007004

ISBN 0 642 47773 6

**RRP \$19.50**