

CHARACTERISTICS OF SMALL BUSINESS

AUSTRALIA

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- For more information about these and related statistics, contact John Purcell on (02) 6252 6634 or refer to the back cover of this publication.

NOTES

This publication presents the results of the Characteristics of Small Business Survey which was conducted in February 1997 as a supplementary topic in the ABS monthly Labour Force Survey. The survey, which is a survey of households, addressed a number of aspects of the operations of small business as well as the characteristics of small business operators. A similar survey was conducted two years earlier, in February 1995.

Defining a small business

For statistical purposes, small businesses (excluding Agricultural businesses) are generally defined in terms of employment size. However, the precise cut-offs used in the definition are from time to time varied. In this survey, small business was defined as those businesses with less than 20 employees. All Agricultural businesses were excluded.

Other publications, including *Small Business in Australia* (Cat. no. 1321.0), also include Manufacturing businesses employing 20–99 people in the small business category. These have been excluded from this survey to reduce the difficulties in identifying industry and employment cut-off boundaries in a household survey.

Comparisons with other ABS Data

Estimates of the number of businesses operating in Australia can be derived from a number of sources within the ABS. They may relate to a particular point in time or may be presented as an annual average. However, these estimates will not always show the same results. Variations will occur because of differing data sources, differing scope and coverage definitions between surveys, as well as variations due to sampling and non-sampling error. These terms are described in the Explanatory Notes.

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

Unpublished statistics

Some more detailed small business statistics from the survey are available on request from the ABS. For example, many of the statistics presented can be cross classified by broad industry sector or different cross classifications of data presented here can also be provided.

W. McLennan
Australian Statistician

SECTION 1

INTRODUCTION

CHARACTERISTICS OF SMALL BUSINESS OPERATORS

This Section presents information on Australian small business operators, including data on their age, hours worked, qualifications and ethnicity.

The term 'business operator' has been used to describe the person or persons who own and run the business. Generally these business operators can be identified as:

- the proprietor of a sole proprietorship;
- the partners of a partnership; or
- the working director(s) of an incorporated company.

There is no standard definition of a small business operator and other ABS publications do not use the term, or provide statistics about business operators as a group. However, the expression 'small business operator' is one that is often used in research and policy debate and is generally taken to include the above group of people.

The tables in this Section are as follows:

- Table 1. Age of small business operators by sex and State/Territories, February 1995 and February 1997;
- Table 2. Qualifications of small business operators by sex and State/Territories, February 1995 and February 1997;
- Table 3. Hours worked by full-time small business operators by sex and State/Territories, February 1995 and February 1997;
- Table 4. Hours worked by part-time small business operators by sex and State/Territories, February 1995 and February 1997; and
- Table 5. Ethnicity of small business operators by sex and State/Territories, February 1995 and February 1997.

SUMMARY OF FINDINGS

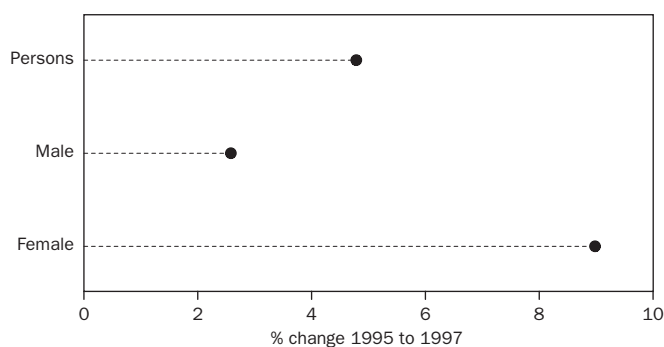
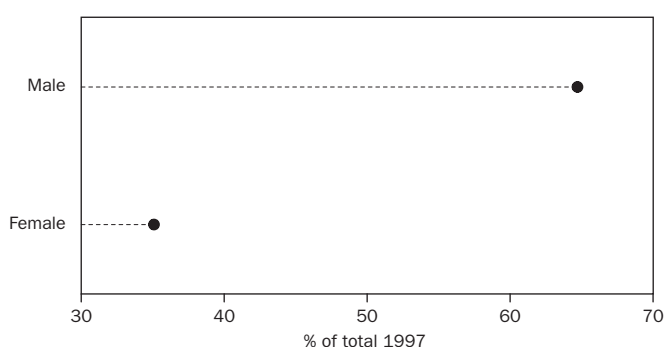
Number of small business operators

In February 1997 there were an estimated 1,311,900 business operators of the 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.

Gender 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%).



State dissection

While the distribution of small business operators across States generally reflected the population, growth between 1995 and 1997 varied. Western Australia showed by far the strongest growth (20.9%) with strong growth in the number of women operators (31.2%). The next strongest growth was in Queensland where an increase of 8.5% in the number of small business operators was recorded. Again, most of this growth was due to a large increase (16.6%) in the number of women operators.

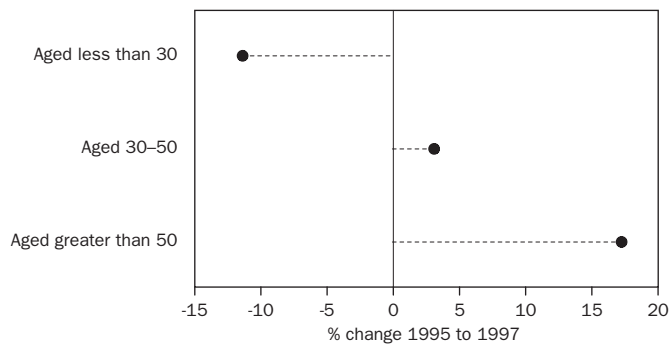
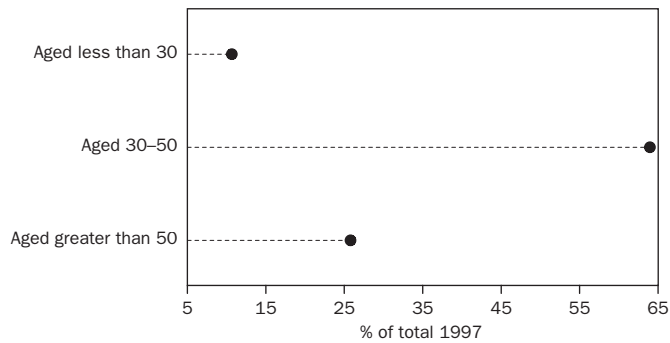
New South Wales (-1.1%) and the Australian Capital Territory (-3.5%) both recorded a decrease in the number of operators over the two years.

Age of small business 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.

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%.



By sex The distribution of small business operators by sex across the age groups at February 1997 was:

- for small business operators aged less than 30 years: 64% were male, 36% were female;
- for small business operators aged between 30 years and 50 years: 63% were male, 37% were female;
- for small business operators aged more than 50 years: 69% were male, 31% were female.

Since 1995 the largest change has been the increase in the proportions of women operators in the two older age groups. In the 30 years to 50 years group the proportion of female operators increased from 31% in 1995 to 37% in 1997, while in the more than 50 years group the proportion increased from 28% to 31%.

State dissection For the age group 30 years to 50 years, growth in numbers of female operators was most prevalent in Western Australia where the number increased from 33,300 to 42,000, an increase of 26%.

For the age group greater than 50 years, the growth in number of female operators occurred in a number of States, with the biggest increases being recorded in South Australia (62%), Queensland (60%) and Western Australia (50%).

Qualifications of small business 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;
- 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.

By sex The decrease in the proportion of small business operators whose highest qualification is completion of secondary school is reflected in both male and female operators. The proportion of female operators with this level of qualification has dropped from 54% to 47%, while for males the proportion has dropped from 35% to 30%. However, the corresponding increases are in different categories of qualification.

By sex *continued* For females the increase has been in the category of a degree or diploma, while for males it has been mainly in the category of vocational qualifications.

In summary, the survey showed that for female small business operators:

- 218,000 (47%) had completed the highest available year of secondary school, but did not gain a degree, diploma or vocational qualifications;
- 102,000 (22%) had gained a basic or skilled vocational qualification;
- 123,000 (27%) had gained either a degree or diploma.

For male small business operators:

- 251,000 (30%) had completed the highest available year of secondary school, but did not gain a degree, diploma or vocational qualifications;
- 350,000 (41%) had gained a basic or skilled vocational qualification;
- 221,000 (26%) had gained either a degree or diploma.

State dissection The proportion of business operators in the three qualification categories varied only slightly between the different States and Territories.

Hours worked by small business operators

Full-time 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.

Of the full-time operators:

- 62% usually worked between 35 and 50 hours each week;
- 31% usually worked between 51 and 75 hours; and
- 7% usually worked more than 75 hours a week.

This distribution is fairly similar to that recorded in 1995. However, over the two year period there was a slight drop in the number of operators working long hours in their business with 6,900 less working between 51 and 75 hours a week and 8,400 less working more than 75 hours. There was an increase of 26,300 operators, or 5% working between 35 and 50 hours per week.

By sex An estimated 711,400 male operators worked full time, 84% of all male operators. Of these, most (60%) usually worked between 35 and 50 hours a week and this reflected very little change since the 1995 survey.

Contrasting with the male operators, only 44% of female small business operators worked full time. Again, most female full-time operators (69%) usually worked between 35 and 50 hours a week.

By state	<p>A similar distribution across the hours worked categories was recorded in each of the States and Territories. The Australian Capital Territory recorded the lowest proportion (3%) of operators in the more than 75 hours worked category and the lowest proportion (30%) usually working between 35 and 50 hours per week. South Australia recorded the highest proportion (68%) working between 35 and 50 hours per week.</p>
Part-time operators	<p>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.</p> <p>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%).</p>
Ethnicity of small business operators	<p>In February 1997, an estimated 392,200 (30%) small business operators were born overseas. This represented a 12.9% increase over the 347,400 recorded in 1995. Over the same period, the number of Australian born small business operators only increased by 1.7%.</p> <p>An estimated 261,700 (31%) male small business operators were born overseas (up 9.2% since 1995) compared to 130,500 (28%) females (up 21.2% since 1995).</p>
State dissection	<p>The States with the highest proportion of small business operators who were born overseas were Western Australia (38%) and the Australian Capital Territory (34%).</p> <p>Tasmania with 18% of small business operators born overseas recorded the lowest proportion.</p> <p>Since 1995, the most significant changes in the ethnic make up of small business operators across States and Territories occurred in Queensland where there was a 25% increase in the number of operators born overseas and in New South Wales (up 14%). Western Australia also recorded a large increase (20%) in the number of operators born overseas but this was part of an overall increase in operators with the number of operators born in Australia also increasing by 21%.</p>

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AGE OF SMALL BUSINESS OPERATORS BY SEX

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Males				
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
Total	827.8	849.6	21.8	2.6
Females				
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
Total	424.3	462.3	38.0	9.0
Persons				
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
Total	1252.1	1311.9	59.8	4.8
NEW SOUTH WALES				
Males				
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
Total	254.4	253.4	-1.0	-0.4
Females				
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
Total	133.2	130.0	-3.2	-2.4
Persons				
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
Total	387.7	383.4	-4.3	-1.1
VICTORIA				
Males				
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
Total	219.8	220.8	1.0	0.5
Females				
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
Total	99.7	107.1	7.4	7.4
Persons				
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
Total	319.5	327.9	8.4	2.6

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AGE OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Males				
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
Total	161.7	168.2	6.5	4.0
Females				
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
Total	90.8	105.9	15.1	16.6
Persons				
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
Total	252.5	274.0	21.5	8.5
SOUTH AUSTRALIA				
Males				
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
Total	63.9	65.2	1.3	2.0
Females				
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
Total	35.1	39.5	4.4	12.5
Persons				
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
Total	99.0	104.7	5.7	5.8
WESTERN AUSTRALIA				
Males				
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
Total	90.2	104.5	14.3	15.9
Females				
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
Total	45.9	60.2	14.3	31.2
Persons				
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
Total	136.2	164.7	28.5	20.9

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AGE OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Males				
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
Total	18.9	19.5	0.6	3.2
Females				
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
Total	10.1	9.6	-0.5	-5.0
Persons				
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
Total	29.0	29.1	0.1	0.3
NORTHERN TERRITORY				
Males				
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
Total	6.2	5.6	-0.6	-9.7
Females				
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	*	*	*	*
Total	2.2	3.2	1.0	45.5
Persons				
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
Total	8.4	8.8	0.4	4.8
AUSTRALIAN CAPITAL TERRITORY				
Males				
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
Total	12.7	12.5	-0.2	-1.6
Females				
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
Total	7.2	6.7	-0.5	-6.9
Persons				
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
Total	19.9	19.2	-0.7	-3.5

2

QUALIFICATIONS OF SMALL BUSINESS OPERATORS BY SEX

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Males				
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
Total	820.0	822.7	2.7	0.3
Females				
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
Total	421.7	442.9	21.2	5.0
Persons				
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
Total	1241.7	1265.6	23.9	1.9
NEW SOUTH WALES				
Males				
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
Total	252.0	246.5	-5.5	-2.2
Females				
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
Total	132.5	126.2	-6.3	-4.8
Persons				
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
Total	384.4	372.7	-11.7	-3.0
VICTORIA				
Males				
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
Total	216.5	214.0	-2.5	-1.2
Females				
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
Total	98.5	102.4	3.9	4.0
Persons				
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
Total	314.9	316.4	1.5	0.5

...continued

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QUALIFICATIONS OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Males				
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
Total	160.9	162.7	1.8	1.1
Females				
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
Total	90.5	100.6	10.1	11.2
Persons				
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
Total	251.4	263.3	11.9	4.7
SOUTH AUSTRALIA				
Males				
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
Total	63.7	61.5	-2.2	-3.5
Females				
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
Total	35.1	37.5	2.4	6.8
Persons				
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
Total	98.7	99.0	0.3	0.3
WESTERN AUSTRALIA				
Males				
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
Total	89.4	102.0	12.6	14.1
Females				
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
Total	45.7	57.3	11.6	25.4
Persons				
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
Total	135.2	159.3	24.1	17.8

...continued

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QUALIFICATIONS OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Males				
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
Total	18.8	18.5	-0.3	-1.6
Females				
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
Total	10.1	9.3	-0.8	-7.9
Persons				
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
Total	28.9	27.8	-1.1	-3.8
NORTHERN TERRITORY				
Males				
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
Total	6.2	5.2	-1.0	-16.1
Females				
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	*	*
Total	2.2	3.2	1.0	45.5
Persons				
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
Total	8.4	8.4	0.0	0.0
AUSTRALIAN CAPITAL TERRITORY				
Males				
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
Total	12.6	12.2	-0.4	-3.2
Females				
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
Total	7.1	6.4	-0.7	-9.9
Persons				
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
Total	19.7	18.7	-1.0	-5.1

3

HOURS WORKED BY FULL-TIME SMALL BUSINESS OPERATORS BY SEX

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Males				
30-50 hours worked	416.7	428.1	11.4	2.7
51-75 hours worked	242.5	236.8	-5.7	-2.4
More than 75 hours worked	49.3	46.5	-2.8	-5.7
Total	708.5	711.4	2.9	0.4
Females				
30-50 hours worked	119.7	134.5	14.8	12.4
51-75 hours worked	47.2	46.0	-1.2	-2.5
More than 75 hours worked	19.6	14.1	-5.5	-28.1
Total	186.5	194.6	8.1	4.3
Persons				
30-50 hours worked	536.3	562.6	26.3	4.9
51-75 hours worked	289.7	282.8	-6.9	-2.4
More than 75 hours worked	68.9	60.5	-8.4	-12.2
Total	895.0	906.0	11.0	1.2
NEW SOUTH WALES				
Males				
30-50 hours worked	131.6	128.0	-3.6	-2.7
51-75 hours worked	69.7	71.0	1.3	1.9
More than 75 hours worked	16.9	13.9	-3.0	-17.8
Total	218.1	212.9	-5.2	-2.4
Females				
30-50 hours worked	41.1	44.3	3.2	7.8
51-75 hours worked	16.9	13.9	-3.0	-17.8
More than 75 hours worked	*5.9	*3.5	-2.4	-40.7
Total	63.8	61.7	-2.1	-3.3
Persons				
30-50 hours worked	172.7	172.3	-0.4	-0.2
51-75 hours worked	86.6	84.9	-1.7	-2.0
More than 75 hours worked	22.7	17.4	-5.3	-23.3
Total	282.0	274.6	-7.4	-2.6
VICTORIA				
Males				
30-50 hours worked	111.0	116.1	5.1	4.6
51-75 hours worked	66.4	59.5	-6.9	-10.4
More than 75 hours worked	12.4	13.9	1.5	12.1
Total	189.8	189.5	-0.3	-0.2
Females				
30-50 hours worked	30.1	26.2	-3.9	-13.0
51-75 hours worked	8.0	12.0	4.0	50.0
More than 75 hours worked	5.1	*4.4	-0.7	-13.7
Total	43.2	42.6	-0.6	-1.4
Persons				
30-50 hours worked	141.1	142.3	1.2	0.9
51-75 hours worked	74.4	71.4	-3.0	-4.0
More than 75 hours worked	17.5	18.3	0.8	4.6
Total	233.0	232.0	-1.0	-0.4

...continued

3

HOURS WORKED BY FULL-TIME SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Males				
30–50 hours worked	76.8	79.0	2.2	2.9
51–75 hours worked	53.1	51.2	-1.9	-3.6
More than 75 hours worked	8.1	9.9	1.8	22.2
Total	138.0	140.2	2.2	1.6
Females				
30–50 hours worked	21.1	30.3	9.2	43.6
51–75 hours worked	12.1	11.2	-0.9	-7.4
More than 75 hours worked	*4.1	4.7	0.6	14.6
Total	37.3	46.2	8.9	23.9
Persons				
30–50 hours worked	97.9	109.3	11.4	11.6
51–75 hours worked	65.2	62.4	-2.8	-4.3
More than 75 hours worked	12.2	14.6	2.4	19.7
Total	175.3	186.3	11.0	6.3
SOUTH AUSTRALIA				
Males				
30–50 hours worked	29.0	33.3	4.3	14.8
51–75 hours worked	19.2	15.5	-3.7	-19.3
More than 75 hours worked	3.7	*2.7	-1.0	-27.0
Total	51.9	51.4	-0.5	-1.0
Females				
30–50 hours worked	9.4	12.9	3.5	37.2
51–75 hours worked	3.8	*2.6	-1.2	-31.6
More than 75 hours worked	*1.6	*	*	*
Total	14.9	16.0	1.1	7.4
Persons				
30–50 hours worked	38.4	46.2	7.8	20.3
51–75 hours worked	23.0	18.1	-4.9	-21.3
More than 75 hours worked	5.3	3.2	-2.1	-39.6
Total	66.7	67.5	0.8	1.2
WESTERN AUSTRALIA				
Males				
30–50 hours worked	48.1	53.5	5.4	11.2
51–75 hours worked	23.8	29.0	5.2	21.8
More than 75 hours worked	6.1	4.5	-1.6	-26.2
Total	78.0	86.9	8.9	11.4
Females				
30–50 hours worked	12.3	15.3	3.0	24.4
51–75 hours worked	4.2	4.4	0.2	4.8
More than 75 hours worked	*2.0	*	*	*
Total	18.5	20.3	1.8	9.7
Persons				
30–50 hours worked	60.4	68.7	8.3	13.7
51–75 hours worked	28.0	33.4	5.4	19.3
More than 75 hours worked	8.1	5.0	-3.1	-38.3
Total	96.5	107.2	10.7	11.1

...continued

3

HOURS WORKED BY FULL-TIME SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Males				
30–50 hours worked	10.5	10.1	–0.4	–3.8
51–75 hours worked	4.9	5.1	0.2	4.1
More than 75 hours worked	*0.7	*0.7	0.0	0.0
Total	16.1	15.9	–0.2	–1.2
Females				
30–50 hours worked	3.1	2.8	–0.3	–9.7
51–75 hours worked	*0.7	*0.9	0.2	28.6
More than 75 hours worked	*0.6	*0.3	–0.3	–50.0
Total	4.4	4.0	–0.4	–9.1
Persons				
30–50 hours worked	13.6	13.0	–0.6	–4.4
51–75 hours worked	5.6	5.9	0.3	5.4
More than 75 hours worked	1.3	*1.0	–0.3	–23.1
Total	20.4	19.9	–0.5	–2.5
NORTHERN TERRITORY				
Males				
30–50 hours worked	2.6	2.7	0.1	3.8
51–75 hours worked	2.0	1.4	–0.6	–30.0
More than 75 hours worked	0.9	0.5	–0.4	–44.4
Total	5.5	4.7	–0.8	–14.5
Females				
30–50 hours worked	0.9	1.1	0.2	22.2
51–75 hours worked	*0.4	0.5	0.1	25.0
More than 75 hours worked	*0.3	*	*	*
Total	1.5	1.6	0.1	6.7
Persons				
30–50 hours worked	3.5	3.8	0.3	8.6
51–75 hours worked	2.4	1.9	–0.5	–20.8
More than 75 hours worked	1.2	0.5	–0.7	–58.3
Total	7.1	6.3	–0.8	–11.3
AUSTRALIAN CAPITAL TERRITORY				
Males				
30–50 hours worked	7.1	5.5	–1.6	–22.5
51–75 hours worked	3.4	4.1	0.7	20.6
More than 75 hours worked	*0.5	*	*	*
Total	11.1	9.9	–1.2	–10.8
Females				
30–50 hours worked	1.7	1.6	–0.1	–5.9
51–75 hours worked	*1.1	0.6	–0.5	–45.5
More than 75 hours worked	*	*	*	*
Total	2.9	2.3	–0.6	–20.7
Persons				
30–50 hours worked	8.7	7.1	–1.6	–18.4
51–75 hours worked	4.6	4.7	0.1	2.2
More than 75 hours worked	*0.6	0.4	–0.2	–33.3
Total	13.9	12.2	–1.7	–12.2

4

HOURS WORKED BY PART-TIME SMALL BUSINESS OPERATORS BY SEX

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Males				
1-10 hours worked	19.1	24.3	5.2	27.2
10-20 hours worked	52.9	59.9	7.0	13.2
21-34 hours worked	47.3	54.1	6.8	14.4
Total	119.3	138.3	19.0	15.9
Females				
1-10 hours worked	80.3	91.6	11.3	14.1
10-20 hours worked	104.6	118.9	14.3	13.7
21-34 hours worked	52.8	57.1	4.3	8.1
Total	237.6	267.7	30.1	12.7
Persons				
1-10 hours worked	99.4	115.9	16.5	16.6
10-20 hours worked	157.4	178.9	21.5	13.7
21-34 hours worked	100.1	111.2	11.1	11.1
Total	356.9	406.0	49.1	13.8
NEW SOUTH WALES				
Males				
1-10 hours worked	*5.7	*5.9	0.2	3.5
10-20 hours worked	17.3	18.4	1.1	6.4
21-34 hours worked	13.4	16.2	2.8	20.9
Total	36.3	40.5	4.2	11.6
Females				
1-10 hours worked	19.0	22.0	3.0	15.8
10-20 hours worked	33.1	31.7	-1.4	-4.2
21-34 hours worked	17.3	14.7	-2.6	-15.0
Total	69.4	68.3	-1.1	-1.6
Persons				
1-10 hours worked	24.7	27.9	3.2	13.0
10-20 hours worked	50.3	50.1	-0.2	-0.4
21-34 hours worked	30.7	30.9	0.2	0.7
Total	105.7	108.9	3.2	3.0
VICTORIA				
Males				
1-10 hours worked	5.6	5.8	0.2	3.6
10-20 hours worked	12.4	13.2	0.8	6.5
21-34 hours worked	12.0	12.3	0.3	2.5
Total	29.9	31.3	1.4	4.7
Females				
1-10 hours worked	19.0	21.4	2.4	12.6
10-20 hours worked	27.6	29.0	1.4	5.1
21-34 hours worked	10.0	14.2	4.2	42.0
Total	56.5	64.6	8.1	14.3
Persons				
1-10 hours worked	24.6	27.2	2.6	10.6
10-20 hours worked	40.0	42.2	2.2	5.5
21-34 hours worked	21.9	26.5	4.6	21.0
Total	86.5	95.9	9.4	10.9

...continued

4

HOURS WORKED BY PART-TIME SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Males				
1–10 hours worked	*2.6	*4.6	2.0	76.9
10–20 hours worked	10.9	13.3	2.4	22.0
21–34 hours worked	10.1	10.1	0.0	0.0
Total	23.7	28.0	4.3	18.1
Females				
1–10 hours worked	20.6	21.4	0.8	3.9
10–20 hours worked	21.2	25.3	4.1	19.3
21–34 hours worked	11.6	13.0	1.4	12.1
Total	53.5	59.7	6.2	11.6
Persons				
1–10 hours worked	23.2	26.0	2.8	12.1
10–20 hours worked	32.2	38.6	6.4	19.9
21–34 hours worked	21.8	23.1	1.3	6.0
Total	77.2	87.7	10.5	13.6
SOUTH AUSTRALIA				
Males				
1–10 hours worked	*2.4	3.8	1.4	58.3
10–20 hours worked	4.8	4.7	-0.1	-2.1
21–34 hours worked	4.8	5.2	0.4	8.3
Total	12.0	13.8	1.8	15.0
Females				
1–10 hours worked	8.4	8.0	-0.4	-4.8
10–20 hours worked	7.1	11.2	4.1	57.7
21–34 hours worked	4.5	4.3	-0.2	-4.4
Total	20.0	23.5	3.5	17.5
Persons				
1–10 hours worked	10.8	11.9	1.1	10.2
10–20 hours worked	11.9	15.9	4.0	33.6
21–34 hours worked	9.3	9.5	0.2	2.2
Total	32.1	37.2	5.1	15.9
WESTERN AUSTRALIA				
Males				
1–10 hours worked	*1.7	*2.4	0.7	41.2
10–20 hours worked	5.6	7.6	2.0	35.7
21–34 hours worked	5.0	7.7	2.7	54.0
Total	12.3	17.6	5.3	43.1
Females				
1–10 hours worked	9.8	15.0	5.2	53.1
10–20 hours worked	10.7	17.4	6.7	62.6
21–34 hours worked	6.9	7.6	0.7	10.1
Total	27.5	39.9	12.4	45.1
Persons				
1–10 hours worked	11.5	17.3	5.8	50.4
10–20 hours worked	16.3	25.0	8.7	53.4
21–34 hours worked	11.9	15.2	3.3	27.7
Total	39.7	57.5	17.8	44.8

...continued

4

HOURS WORKED BY PART-TIME SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Males				
1–10 hours worked	*0.7	*0.9	0.2	28.6
10–20 hours worked	*0.8	1.2	0.4	50.0
21–34 hours worked	*1.2	1.4	0.2	16.7
Total	2.8	3.6	0.8	28.6
Females				
1–10 hours worked	2.2	1.8	–0.4	–18.2
10–20 hours worked	2.5	2.2	–0.3	–12.0
21–34 hours worked	*1.0	1.6	0.6	60.0
Total	5.7	5.6	–0.1	–1.8
Persons				
1–10 hours worked	3.0	2.7	–0.3	–10.0
10–20 hours worked	3.4	3.4	0.0	0.0
21–34 hours worked	2.2	3.1	0.9	40.9
Total	8.6	9.2	0.6	7.0
NORTHERN TERRITORY				
Males				
1–10 hours worked	*	*0.4	*	*
10–20 hours worked	*0.3	*0.4	–0.4	–50.0
21–34 hours worked	*0.4	*	*	*
Total	*0.7	0.9	0.2	28.6
Females				
1–10 hours worked	*	0.6	*	*
10–20 hours worked	*0.4	*	*	*
21–34 hours worked	*	0.7	*	*
Total	0.6	1.6	1.0	166.7
Persons				
1–10 hours worked	*	1.0	*	*
10–20 hours worked	0.7	0.6	–0.1	–14.3
21–34 hours worked	0.5	0.9	0.4	80.0
Total	1.3	2.5	1.2	92.3
AUSTRALIAN CAPITAL TERRITORY				
Males				
1–10 hours worked	*	*0.5	*	*
10–20 hours worked	*0.8	*1.1	0.3	37.5
21–34 hours worked	*0.4	*1.0	0.6	150.0
Total	1.6	2.6	1.0	62.5
Females				
1–10 hours worked	*1.1	1.5	0.4	36.4
10–20 hours worked	1.9	2.0	0.1	5.3
21–34 hours worked	1.4	*1.0	–0.4	–28.6
Total	4.4	4.5	0.1	2.3
Persons				
1–10 hours worked	*1.4	2.0	0.6	42.9
10–20 hours worked	2.7	3.0	0.3	11.1
21–34 hours worked	1.8	2.0	0.2	11.1
Total	5.9	7.0	1.1	18.6

5

ETHNICITY OF SMALL BUSINESS OPERATORS BY SEX

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Males				
Born in Australia	588.1	587.9	-0.2	-0.0
Born overseas	239.7	261.7	22.0	9.2
Total	827.8	849.6	21.8	2.6
Females				
Born in Australia	316.5	331.8	15.3	4.8
Born overseas	107.7	130.5	22.8	21.2
Total	424.3	462.3	38.0	9.0
Persons				
Born in Australia	904.6	919.7	15.1	1.7
Born overseas	347.4	392.2	44.8	12.9
Total	1252.1	1311.9	59.8	4.8
NEW SOUTH WALES				
Males				
Born in Australia	181.3	171.6	-9.7	-5.4
Born overseas	73.1	81.8	8.7	11.9
Total	254.4	253.4	-1.0	-0.4
Females				
Born in Australia	99.1	89.2	-9.9	-10.0
Born overseas	34.1	40.8	6.7	19.6
Total	133.2	130.0	-3.2	-2.4
Persons				
Born in Australia	280.4	260.9	-19.5	-7.0
Born overseas	107.2	122.6	15.4	14.4
Total	387.7	383.4	-4.3	-1.1
VICTORIA				
Males				
Born in Australia	153.3	154.9	1.6	1.0
Born overseas	66.5	65.9	-0.6	-0.9
Total	219.8	220.8	1.0	0.5
Females				
Born in Australia	74.0	75.4	1.4	1.9
Born overseas	25.7	31.7	6.0	23.3
Total	99.7	107.1	7.4	7.4
Persons				
Born in Australia	227.3	230.3	3.0	1.3
Born overseas	92.2	97.6	5.4	5.9
Total	319.5	327.9	8.4	2.6

...continued

5

ETHNICITY OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Males				
Born in Australia	125.7	126.1	0.4	0.3
Born overseas	36.0	42.1	6.1	16.9
Total	161.7	168.2	6.5	4.0
Females				
Born in Australia	73.4	81.1	7.7	10.5
Born overseas	17.3	24.8	7.5	43.4
Total	90.8	105.9	15.1	16.6
Persons				
Born in Australia	199.1	207.2	8.1	4.1
Born overseas	53.3	66.8	13.5	25.3
Total	252.5	274.0	21.5	8.5
SOUTH AUSTRALIA				
Males				
Born in Australia	44.6	46.5	1.9	4.3
Born overseas	19.3	18.7	-0.6	-3.1
Total	63.9	65.2	1.3	2.0
Females				
Born in Australia	27.2	30.7	3.5	12.9
Born overseas	7.9	8.8	0.9	11.4
Total	35.1	39.5	4.4	12.5
Persons				
Born in Australia	71.8	77.2	5.4	7.5
Born overseas	27.2	27.5	0.3	1.1
Total	99.0	104.7	5.7	5.8
WESTERN AUSTRALIA				
Males				
Born in Australia	54.6	61.2	6.6	12.1
Born overseas	35.7	43.3	7.6	21.3
Total	90.2	104.5	14.3	15.9
Females				
Born in Australia	29.0	40.3	11.3	39.0
Born overseas	16.9	19.9	3.0	17.8
Total	45.9	60.2	14.3	31.2
Persons				
Born in Australia	83.6	101.5	17.9	21.4
Born overseas	52.6	63.2	10.6	20.2
Total	136.2	164.7	28.5	20.9

...continued

5

ETHNICITY OF SMALL BUSINESS OPERATORS BY SEX — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Males				
Born in Australia	15.5	15.6	0.1	0.6
Born overseas	3.4	3.8	0.4	11.8
Total	18.9	19.5	0.6	3.2
Females				
Born in Australia	8.3	8.2	-0.1	-1.2
Born overseas	1.9	1.4	-0.5	-26.3
Total	10.1	9.6	-0.5	-5.0
Persons				
Born in Australia	23.8	23.8	0.0	0.0
Born overseas	5.2	5.3	0.1	1.9
Total	29.0	29.1	0.1	0.3
NORTHERN TERRITORY				
Males				
Born in Australia	4.6	3.9	-0.7	-15.2
Born overseas	1.6	1.7	0.1	6.3
Total	6.2	5.6	-0.6	-9.7
Females				
Born in Australia	0.7	2.2	1.5	214.3
Born overseas	1.4	1.0	-0.4	-28.6
Total	2.2	3.2	1.0	45.5
Persons				
Born in Australia	5.4	6.1	0.7	13.0
Born overseas	3.0	2.6	-0.4	-13.3
Total	8.4	8.8	0.4	4.8
AUSTRALIAN CAPITAL TERRITORY				
Males				
Born in Australia	8.5	8.1	-0.4	-4.7
Born overseas	4.2	4.4	0.2	4.8
Total	12.7	12.5	-0.2	-1.6
Females				
Born in Australia	4.7	4.7	0.0	0.0
Born overseas	2.5	2.1	-0.4	-16.0
Total	7.2	6.7	-0.5	-6.9
Persons				
Born in Australia	13.2	12.7	-0.5	-3.8
Born overseas	6.7	6.5	-0.2	-3.0
Total	19.9	19.2	-0.7	-3.5

SECTION 2

INTRODUCTION

SMALL BUSINESS OPERATIONS

This Section presents selected characteristics of small business operations. Data are classified both by State and employer size.

The statistics in this Section relate to the business as operated by the current owners. Where an established business has been taken over, the operations of the previous owner have not been taken into account. This is of particular importance when considering the length of operation of small businesses, as the statistics relate to the length of time the business has been operated by the current owner.

The tables in this Section are as follows:

- Table 6. Length of operation of small businesses by current owner by employer size group and State/Territories, February 1995 and February 1997;
- Table 7. Small businesses by source of funds used by employer size group and State/Territories, February 1995 and February 1997;
- Table 8. Small businesses by number of business operators by employer size group and State/Territories, February 1995 and February 1997;
- Table 9. Small businesses by predominance of male and female operators by selected characteristics, February 1997;
- Table 10. Small businesses with management trained operators by employer size group and State/Territories, February 1995 and February 1997; and
- Table 11. Small businesses with a written business plan by employer size group and State/Territories, February 1995 and February 1997;
- Table 12. Training intentions of small employing businesses by State/Territories, February 1995 and February 1997.

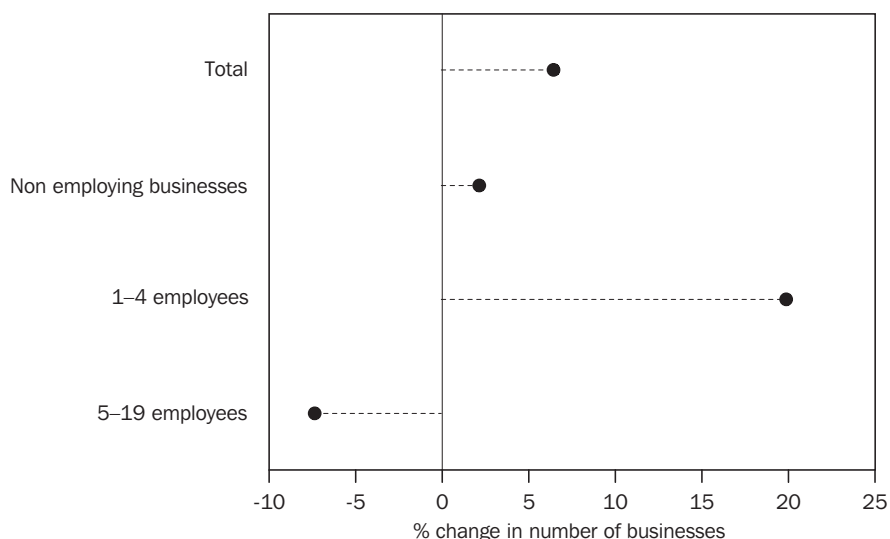
SUMMARY OF FINDINGS

Number of small businesses There were an estimated 846,300 small businesses operating in Australia in February 1997. This is an increase of 6.5% over the 794,700 recorded in 1995.

Of these 846,300 businesses:

- 392,700 (46%) were non-employing businesses, up 2.2% since 1995;
- 323,100 (38%) employed 1–4 people, up 20% since 1995; and
- 130,500 (15%) employed 5–19 people, down 7.5% since 1995.

SMALL BUSINESSES 1995 to 1997



State dissection

Small businesses were distributed across States in a similar proportion to small business operators, both reflecting the general population distribution. In terms of growth over the two years 1995 to 1997, Western Australia recorded the strongest growth with a 26.1% increase in numbers of businesses while the Northern Territory recorded an increase of 14%. The Australian Capital Territory (down 6.8%) and Tasmania (down 3.1%) were the only State or Territory to record a decline in the number of small businesses.

Length of operation

Of the 846,300 small businesses operating in Australia at February 1997:

- 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.

Length of operation *continued*

This distribution was very similar to that recorded in 1995 with the main difference being a smaller proportion (10% compared to 13%) having been in operation for less than 1 year in 1997. There was a drop of 15.8% in the number of small businesses that had been operating less than 1 year which was compensated by an increase of 19.7% in the number of businesses that had been operating for 10 or more years.

In terms of size of business

Both proportionally and in absolute terms, non-employing businesses and those employing 1–4 people recorded significant increases in the number that had been in operation for more than 10 years (up 26.7% and 36.9% respectively) while the number employing 5–19 people fell by 12.6%.

In total, however, there was still a greater proportion (42%) of businesses employing 5–19 people which were 10 years or more old, than in the smaller categories. For these categories, 34% of businesses with 1–4 employees were 10 or more years old while 30% of non-employing businesses were in the oldest group.

For businesses aged between 5 and 10 years a similar effect occurs with the proportion of firms in this age group decreasing with size. Results show 27% of 5–19 employee firms were of this age, 24% of 1–4 employee businesses and 20% of non-employing businesses were between 5 and 10 years old. For younger firms, however, the position was reversed; for 1–5 year old firms the proportions increased from 26% for 5–19 employee businesses to 33% for 1–4 employee businesses and 36% for non-employing businesses. For firms less than 1 year old, the proportions were 5% for 5–19 employee businesses, 9% for 1–4 employee businesses and 13% for non-employing businesses.

Source of funds used to establish the business

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.

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.

The proportions shown below have been calculated after removing small businesses classified to 'less than \$1,000 used' from the total.

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. Just over 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-employing group.

Operators per business

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%.

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%.

By size of business

As would be expected, the number of people operating small businesses increased on average as the employer size of the small business increased.

For non-employed businesses:

- 47% had 1 operator (compared to 56% in 1995);
- 50% had 2 operators (compared to 41% in 1995); and
- 3% had 3 or more operators (the same proportion as 1995).

For businesses employing 1–4 people:

- 27% had 1 operator (compared to 35% in 1995);
- 66% had 2 operators (compared to 60% in 1995); and
- 6% had 3 or more operators (compared to 5% in 1995).

For businesses employing 5–19 people:

- 11% had 1 operator (compared to 13% in 1995);
- 61% had 2 operators (compared to 62% in 1995); and
- 28% had 3 or more operators (compared to 25% in 1995).

State dissection

There was some variation across States and Territories with Queensland (63%) and South Australia (61%) recording the highest proportion of small businesses with two operators. The lowest proportion (50%) was recorded in Tasmania.

Single operator businesses were most common in the Northern Territory where they comprised 46% of the total, well above the national average of 34%. Queensland, with 29%, recorded the lowest proportion of single operator businesses.

The proportion of small businesses with 3 or more operators was more consistent across States and Territories with the larger States recording about the national average (8%). The highest proportions were recorded in Tasmania (13%) and Western Australia (10%).

Predominant gender of operators	<p>In the 1997 survey an additional question was included to identify the gender make up of the operators of individual businesses. This has allowed the examination of the characteristics of businesses with predominantly male operators and predominantly female operators compared to mixed gender businesses where there is no predominance. More than 95% of businesses without gender dominance had two operators.</p> <p>Of the 846,300 small businesses in Australia in 1997, 315,600 (37%) were operated by an individual male or predominantly by males; 84,200 (10%) were operated by an individual female or predominantly by females. The remaining 53% of small businesses were operated by a mixture of genders where neither gender predominated.</p>
By size of business	<p>Female operated businesses occurred more frequently in non-employing businesses than in other sized businesses with 16% of non-employers being predominantly female operated compared with only 5% of businesses with 1–4 employees and 4% of businesses with 5–19 employees. Businesses predominantly operated by males were also more prevalent in non-employers (40%), compared with businesses with 1–4 employees and 5–19 employees (34% and 38% respectively).</p> <p>Businesses where there were equal numbers of male and female operators were thus more likely to occur in larger firms, with 58% of businesses with 5–19 employees and 61% of businesses with 1–4 employees being of this type. This compared with only 44% for non-employing businesses.</p>
State dissection	<p>Across the States and Territories proportions of businesses in the three categories generally followed the national trend. Male predominated businesses were most common in Tasmania, the Australian Capital Territory (both with 44% of businesses operated predominantly by males) and New South Wales (42%). Female predominated businesses were most common in the Northern Territory (18%) and Western Australia, Tasmania and the Australian Capital Territory with 12%.</p>
In family businesses	<p>Family businesses were more likely to have equal numbers of male and female small business operators than other types of small business. Family businesses with equal numbers of male and female operators made up 72% of family businesses compared to only 26% of non family businesses. Correspondingly the proportions of predominantly male operated businesses and female operated businesses were much smaller for family businesses 23% and 5% respectively compared to 57% and 17%).</p>

In home based businesses	<p>In this survey home based businesses were identified according to two definitions. Where most of the work of a business was carried out at the home(s) of the operator(s) the business has been classified with 'Businesses operated <i>at</i> home', while where no premises were owned or rented by the business other than the home of the operator(s) the business has been classified with 'Businesses operated <i>from</i> home'. These categories are explained in more detail in Section 4 (Home based business) of this publication.</p> <p>For both forms of home based business identified, more than half the businesses had equal numbers of male and female operators. For Businesses operated <i>at</i> home, 29% were operated predominantly by males compared to 18% operated predominantly by females. For Businesses operated <i>from</i> home, 39% were operated predominantly by males compared to 10% that were operated predominantly by females.</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 this small 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).
By size of business	<p>The proportion of businesses with at least one operator with small business management training or qualifications increased with the size of the business.</p> <ul style="list-style-type: none"> ■ 35% of small businesses employing 5–19 people had at least one operator with small business training or qualifications; ■ 27% of businesses employing 1–4 people had at least one operator with small business training or qualifications; and ■ 20% of non-employing businesses had at least one operator with small business training or qualifications.
State dissection	<p>The Australian Capital Territory recorded the highest level of businesses (39%) with at least one operator with small business training or qualifications. At the other end of the scale was New South Wales with only 21% of businesses having an operator with small business training or qualifications. This was down significantly from 1995 when New South Wales had 30% of businesses with an operator with small business training or qualifications.</p>

Written business plans in small business	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.
By size of business	<p>Business plans were most common in the larger business size groups:</p> <ul style="list-style-type: none"> ■ 35% of businesses employing 5–19 people had a written business plan (compared to 33% in 1997); ■ 23% of businesses employing 1–4 people had a written business plan (compared to 20% in 1997); and ■ 14% of non-employing businesses had a written business plan (compared to 12% in 1997).
State dissection	There was some variation in the proportion of businesses with a written business plan across the States and Territories. Tasmania (14%) had the smallest proportion, while South Australia and New South Wales also recorded low levels (17%). The highest proportion was in the Northern Territory with 30% of businesses with a written business plan.
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>

6

LENGTH OF OPERATION OF SMALL BUSINESSES BY CURRENT OWNER BY EMPLOYER SIZE GROUP

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Non-employing businesses				
Less than 1 year	62.0	51.7	-10.3	-16.6
1 to less than 5 years	150.1	142.9	-7.2	-4.8
5 to less than 10 years	78.7	79.7	1.0	1.3
10 or more years	93.5	118.5	25.0	26.7
Total	384.2	392.7	8.5	2.2
1-4 employees				
Less than 1 year	30.4	28.4	-2.0	-6.6
1 to less than 5 years	87.8	106.4	18.6	21.2
5 to less than 10 years	70.8	78.3	7.5	10.6
10 or more years	80.3	109.9	29.6	36.9
Total	269.3	323.1	53.8	20.0
5-19 employees				
Less than 1 year	10.0	6.0	-4.0	-40.0
1 to less than 5 years	34.3	34.3	0.0	0.0
5 to less than 10 years	34.0	35.3	1.3	3.8
10 or more years	62.8	54.9	-7.9	-12.6
Total	141.1	130.5	-10.6	-7.5
Total				
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
Total	794.7	846.3	51.6	6.5
NEW SOUTH WALES				
Non-employing businesses				
Less than 1 year	13.3	10.7	-2.6	-19.5
1 to less than 5 years	46.4	42.0	-4.4	-9.5
5 to less than 10 years	27.0	21.7	-5.3	-19.6
10 or more years	28.8	32.3	3.5	12.2
Total	115.4	106.7	-8.7	-7.5
1-4 employees				
Less than 1 year	9.3	*4.8	-4.5	-48.4
1 to less than 5 years	26.9	36.8	9.9	36.8
5 to less than 10 years	22.3	23.7	1.4	6.3
10 or more years	24.1	37.2	13.1	54.4
Total	82.6	102.5	19.9	24.1
5-19 employees				
Less than 1 year	*3.4	*1.4	-2.0	-58.8
1 to less than 5 years	10.9	9.2	-1.7	-15.6
5 to less than 10 years	9.9	8.9	-1.0	-10.1
10 or more years	21.6	18.6	-3.0	-13.9
Total	45.7	38.1	-7.6	-16.6
Total				
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
Total	243.7	247.3	3.6	1.5

...continued

6

LENGTH OF OPERATION OF SMALL BUSINESSES BY CURRENT OWNER BY EMPLOYER SIZE GROUP —
continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
VICTORIA				
Non-employing businesses				
Less than 1 year	13.8	11.5	-2.3	-16.7
1 to less than 5 years	32.8	33.7	0.9	2.7
5 to less than 10 years	19.3	18.5	-0.8	-4.1
10 or more years	26.6	28.3	1.7	6.4
Total	92.5	92.0	-0.5	-0.5
1-4 employees				
Less than 1 year	7.7	8.3	0.6	7.8
1 to less than 5 years	23.5	26.9	3.4	14.5
5 to less than 10 years	19.2	20.2	1.0	5.2
10 or more years	22.1	29.6	7.5	33.9
Total	72.4	85.1	12.7	17.5
5-19 employees				
Less than 1 year	*1.1	*1.4	0.3	27.3
1 to less than 5 years	6.7	9.2	2.5	37.3
5 to less than 10 years	9.2	10.2	1.0	10.9
10 or more years	19.5	13.6	-5.9	-30.3
Total	36.5	34.5	-2.0	-5.5
Total				
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
Total	201.5	211.5	10.0	5.0
QUEENSLAND				
Non-employing businesses				
Less than 1 year	15.1	12.3	-2.8	-18.5
1 to less than 5 years	32.5	25.5	-7.0	-21.5
5 to less than 10 years	14.3	20.0	5.7	39.9
10 or more years	18.2	25.9	7.7	42.3
Total	80.0	83.7	3.7	4.6
1-4 employees				
Less than 1 year	6.2	7.4	1.2	19.4
1 to less than 5 years	19.0	20.1	1.1	5.8
5 to less than 10 years	14.0	18.7	4.7	33.6
10 or more years	17.1	19.3	2.2	12.9
Total	56.4	65.5	9.1	16.1
5-19 employees				
Less than 1 year	*2.9	*1.9	-1.0	-34.5
1 to less than 5 years	8.1	8.1	0.0	0.0
5 to less than 10 years	6.7	8.5	1.8	26.9
10 or more years	9.7	9.1	-0.6	-6.2
Total	27.3	27.6	0.3	1.1
Total				
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
Total	163.6	176.8	13.2	8.1

...continued

6

LENGTH OF OPERATION OF SMALL BUSINESSES BY CURRENT OWNER BY EMPLOYER SIZE GROUP —
continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
SOUTH AUSTRALIA				
Non-employing businesses				
Less than 1 year	7.4	5.4	-2.0	-27.0
1 to less than 5 years	12.9	14.4	1.5	11.6
5 to less than 10 years	5.5	4.8	-0.7	-12.7
10 or more years	7.1	12.0	4.9	69.0
Total	33.0	36.7	3.7	11.2
1-4 employees				
Less than 1 year	*2.3	*2.0	-0.3	-13.0
1 to less than 5 years	5.5	6.3	0.8	14.5
5 to less than 10 years	5.0	4.4	-0.6	-12.0
10 or more years	8.1	8.7	0.6	7.4
Total	20.8	21.4	0.6	2.9
5-19 employees				
Less than 1 year	*0.8	*	*	*
1 to less than 5 years	*2.3	*2.1	-0.2	-8.7
5 to less than 10 years	3.0	*2.2	-0.8	-26.7
10 or more years	4.0	4.8	0.8	20.0
Total	10.1	9.5	-0.6	-5.9
Total				
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
Total	64.0	67.6	3.6	5.6
WESTERN AUSTRALIA				
Non-employing businesses				
Less than 1 year	8.3	8.6	0.3	3.6
1 to less than 5 years	17.1	22.2	5.1	29.8
5 to less than 10 years	9.6	11.3	1.7	17.7
10 or more years	8.8	15.1	6.3	71.6
Total	43.8	57.2	13.4	30.6
1-4 employees				
Less than 1 year	3.8	3.9	0.1	2.6
1 to less than 5 years	8.4	11.9	3.5	41.7
5 to less than 10 years	7.3	8.5	1.2	16.4
10 or more years	5.9	10.8	4.9	83.1
Total	25.5	35.2	9.7	38.0
5-19 employees				
Less than 1 year	*1.4	*	*	*
1 to less than 5 years	4.6	4.1	-0.5	-10.9
5 to less than 10 years	3.5	*3.1	-0.4	-11.4
10 or more years	5.6	6.2	0.6	10.7
Total	15.0	13.9	-1.1	-7.3
Total				
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
Total	84.3	106.3	22.0	26.1

...continued

6

LENGTH OF OPERATION OF SMALL BUSINESSES BY CURRENT OWNER BY EMPLOYER SIZE GROUP —
continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Non-employed businesses				
Less than 1 year	1.9	1.5	-0.4	-21.1
1 to less than 5 years	3.7	2.3	-1.4	-37.8
5 to less than 10 years	1.5	2.2	0.7	46.7
10 or more years	1.9	3.0	1.1	57.9
Total	9.1	9.0	-0.1	-1.1
1-4 employees				
Less than 1 year	*0.7	*1.1	0.4	57.1
1 to less than 5 years	2.2	1.7	-0.5	-22.7
5 to less than 10 years	1.8	*1.2	-0.6	-33.3
10 or more years	2.0	1.9	-0.1	-5.0
Total	6.7	5.9	-0.8	-11.9
5-19 employees				
Less than 1 year	*	*	*	*
1 to less than 5 years	*1.2	*0.4	-0.8	-66.7
5 to less than 10 years	*1.1	1.4	0.3	27.3
10 or more years	*1.1	1.7	0.6	54.5
Total	3.5	3.8	0.3	8.6
Total				
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
Total	19.3	18.7	-0.6	-3.1
NORTHERN TERRITORY				
Non-employed businesses				
Less than 1 year	*0.8	*0.6	-0.2	-25.0
1 to less than 5 years	1.1	*0.8	-0.3	-27.3
5 to less than 10 years	*	*	*	*
10 or more years	*0.5	*0.9	0.4	80.0
Total	2.6	2.6	0.0	0.0
1-4 employees				
Less than 1 year	*	*	*	*
1 to less than 5 years	*1.0	*0.5	-0.5	-50.0
5 to less than 10 years	*	*	*	*
10 or more years	*0.5	*0.7	0.2	40.0
Total	1.7	1.9	0.2	11.8
5-19 employees				
Less than 1 year	*	*	*	*
1 to less than 5 years	*	*0.5	*	*
5 to less than 10 years	*	*0.5	*	*
10 or more years	*	*	*	*
Total	*0.6	1.2	0.6	100.0
Total				
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
Total	5.0	5.7	0.7	14.0

...continued

6

LENGTH OF OPERATION OF SMALL BUSINESSES BY CURRENT OWNER BY EMPLOYER SIZE GROUP —
continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Non-employing businesses				
Less than 1 year	*1.3	*1.1	-0.2	-15.4
1 to less than 5 years	3.6	1.9	-1.7	-47.2
5 to less than 10 years	*1.3	*0.9	-0.4	-30.8
10 or more years	1.6	*0.8	-0.8	-50.0
Total	7.8	4.8	-3.0	-38.5
1-4 employees				
Less than 1 year	*	*0.6	*	*
1 to less than 5 years	*1.3	2.3	1.0	76.9
5 to less than 10 years	*0.9	1.2	0.3	33.3
10 or more years	*0.6	1.6	1.0	166.7
Total	3.2	5.6	2.4	75.0
5-19 employees				
Less than 1 year	*	*	*	*
1 to less than 5 years	*0.5	*0.7	0.2	40.0
5 to less than 10 years	*0.6	*0.5	-0.1	-16.7
10 or more years	*1.1	*0.7	-0.4	-36.4
Total	2.3	2.0	-0.3	-13.0
Total				
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
Total	13.3	12.4	-0.9	-6.8

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Non-employed businesses				
Less than \$1000 used	124.5	122.1	-2.4	-1.9
Personal savings/borrowings	207.0	213.6	6.6	3.2
Payout from previous employment	12.5	30.1	17.6	140.8
Company borrowings from financial institutions	18.8	17.4	-1.4	-7.4
Other	21.5	9.5	-12.0	-55.8
Total	384.2	392.7	8.5	2.2
1-4 employees				
Less than \$1000 used	50.2	46.9	-3.3	-6.6
Personal savings/borrowings	160.6	202.8	42.2	26.3
Payout from previous employment	10.3	27.2	16.9	164.1
Company borrowings from financial institutions	28.3	36.9	8.6	30.4
Other	19.9	9.2	-10.7	-53.8
Total	269.3	323.1	53.8	20.0
5-19 employees				
Less than \$1000 used	17.9	13.8	-4.1	-22.9
Personal savings/borrowings	83.2	79.4	-3.8	-4.6
Payout from previous employment	5.0	6.9	1.9	38.0
Company borrowings from financial institutions	23.2	27.0	3.8	16.4
Other	11.8	3.3	-8.5	-72.0
Total	141.1	130.5	-10.6	-7.5
Total				
Less than \$1000 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
Total	794.7	846.3	51.6	6.5

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
NEW SOUTH WALES				
Non-employed businesses				
Less than \$1000 used	36.0	35.5	-0.5	-1.4
Personal savings/borrowings	65.0	56.9	-8.1	-12.5
Payout from previous employment	*3.0	9.2	6.2	206.7
Company borrowings from financial institutions	*4.7	*3.5	-1.2	-25.5
Other	6.7	*1.6	-5.1	-76.1
Total	115.4	106.7	-8.7	-7.5
1-4 employees				
Less than \$1000 used	13.3	14.0	0.7	5.3
Personal savings/borrowings	49.6	67.3	17.7	35.7
Payout from previous employment	*2.3	7.9	5.6	243.5
Company borrowings from financial institutions	9.4	11.2	1.8	19.1
Other	8.0	*2.1	-5.9	-73.8
Total	82.6	102.5	19.9	24.1
5-19 employees				
Less than \$1000 used	6.9	*3.5	-3.4	-49.3
Personal savings/borrowings	27.9	22.6	-5.3	-19.0
Payout from previous employment	*1.2	*3.0	1.8	150.0
Company borrowings from financial institutions	*5.6	7.7	2.1	37.5
Other	*4.0	*1.4	-2.6	-65.0
Total	45.7	38.1	-7.6	-16.6
Total				
Less than \$1000 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
Total	243.7	247.3	3.6	1.5

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
VICTORIA				
Non-employed businesses				
Less than \$1000 used	31.8	26.4	-5.4	-17.0
Personal savings/borrowings	49.3	49.9	0.6	1.2
Payout from previous employment	*3.8	6.8	3.0	78.9
Company borrowings from financial institutions	*2.1	6.1	4.0	190.5
Other	5.6	2.7	-2.9	-51.8
Total	92.5	92.0	-0.5	-0.5
1-4 employees				
Less than \$1000 used	15.1	13.3	-1.8	-11.9
Personal savings/borrowings	43.6	53.7	10.1	23.2
Payout from previous employment	*3.5	8.6	5.1	145.7
Company borrowings from financial institutions	6.1	7.3	1.2	19.7
Other	*4.2	*2.3	-1.9	-45.2
Total	72.4	85.1	12.7	17.5
5-19 employees				
Less than \$1000 used	6.3	*3.9	-2.4	-38.1
Personal savings/borrowings	19.3	21.2	1.9	9.8
Payout from previous employment	*1.9	*1.6	-0.3	-15.8
Company borrowings from financial institutions	5.7	7.5	1.8	31.6
Other	*3.3	*	*	*
Total	39.5	34.5	-5.0	-12.7
Total				
Less than \$1000 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
Total	201.5	211.5	10.0	5.0

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
QUEENSLAND				
Non-employed businesses				
Less than \$1000 used	23.7	25.2	1.5	6.3
Personal savings/borrowings	44.5	48.7	4.2	9.4
Payout from previous employment	*2.8	5.2	2.4	85.7
Company borrowings from financial institutions	5.3	*3.3	-2.0	-37.7
Other	*3.7	*1.4	-2.3	-62.2
Total	80.0	83.7	3.7	4.6
1-4 employees				
Less than \$1000 used	10.1	9.6	-0.5	-5.0
Personal savings/borrowings	32.3	37.8	5.5	17.0
Payout from previous employment	*2.7	*4.3	1.6	59.3
Company borrowings from financial institutions	6.6	10.7	4.1	62.1
Other	4.7	*3.1	-1.6	-34.0
Total	56.4	65.5	9.1	16.1
5-19 employees				
Less than \$1000 used	*1.7	*2.8	1.1	64.7
Personal savings/borrowings	17.3	17.4	0.1	0.6
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	5.2	6.1	0.9	17.3
Other	*2.1	*	*	*
Total	27.3	27.6	0.3	1.1
Total				
Less than \$1000 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
Total	163.6	176.8	13.2	8.1

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
SOUTH AUSTRALIA				
Non-employed businesses				
Less than \$1000 used	9.5	11.1	1.6	16.8
Personal savings/borrowings	16.3	18.8	2.5	15.3
Payout from previous employment	*1.7	4.3	2.6	152.9
Company borrowings from financial institutions	3.6	*1.4	-2.2	-61.1
Other	*2.0	*1.1	-0.9	-45.0
Total	33.0	36.7	3.7	11.2
1-4 employees				
Less than \$1000 used	3.7	4.1	0.4	10.8
Personal savings/borrowings	12.6	13.7	1.1	8.7
Payout from previous employment	*0.8	*1.1	0.3	37.5
Company borrowings from financial institutions	3.0	*1.7	-1.3	-43.3
Other	*	*	*	*
Total	20.8	21.4	0.6	2.9
5-19 employees				
Less than \$1000 used	*	*1.1	*	*
Personal savings/borrowings	5.7	5.3	-0.4	-7.0
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*2.2	*2.2	0.0	0.0
Other	*1.3	*	*	*
Total	10.1	9.5	-0.6	-5.9
Total				
Less than \$1000 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
Total	64.0	67.6	3.6	5.6

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

			<i>Change</i>	
	<i>February 1995</i>	<i>February 1997</i>	<i>Absolute</i>	<i>Relative</i>
	'000	'000	'000	%
WESTERN AUSTRALIA				
Non-employed businesses				
Less than \$1000 used	15.4	18.1	2.7	17.5
Personal savings/borrowings	23.1	31.5	8.4	36.4
Payout from previous employment	*	*3.0	*	*
Company borrowings from financial institutions	*2.3	*2.6	0.3	13.0
Other	*2.4	*1.9	-0.5	-20.8
Total	43.8	57.2	13.4	30.6
1-4 employees				
Less than \$1000 used	5.6	4.4	-1.2	-21.4
Personal savings/borrowings	15.9	21.0	5.1	32.1
Payout from previous employment	*	4.4	*	*
Company borrowings from financial institutions	*1.9	4.8	2.9	152.6
Other	*1.7	*	*	*
Total	25.5	35.2	9.7	38.0
5-19 employees				
Less than \$1000 used	*1.8	*1.1	*	*
Personal savings/borrowings	9.1	9.4	0.3	3.3
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*3.1	*2.4	-0.7	-22.6
Other	*	*	*	*
Total	15.0	13.9	-1.1	-7.3
Total				
Less than \$1000 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
Total	84.3	106.3	22.0	26.1

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Non-employed businesses				
Less than \$1000 used	4.0	3.3	-0.7	-17.5
Personal savings/borrowings	3.7	3.9	0.2	5.4
Payout from previous employment	*	*0.9	*	*
Company borrowings from financial institutions	*0.4	*0.4	0.0	0.0
Other	*0.7	*0.6	-0.1	-14.3
Total	9.1	9.0	-0.1	-1.1
1-4 employees				
Less than \$1000 used	1.3	*0.5	-0.8	-61.5
Personal savings/borrowings	3.7	4.6	0.9	24.3
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*1.0	*0.4	-0.6	-60.0
Other	*0.5	*	*	*
Total	6.7	5.9	-0.8	-11.9
5-19 employees				
Less than \$1000 used	*	*0.9	*	*
Personal savings/borrowings	2.1	1.7	-0.4	-19.0
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*0.8	*1	0.2	25.0
Other	*	*	*	*
Total	3.5	3.8	0.3	8.6
Total				
Less than \$1000 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
Total	19.3	18.7	-0.6	-3.1

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
NORTHERN TERRITORY				
Non-employed businesses				
Less than \$1000 used	*0.8	1.1	0.3	37.5
Personal savings/borrowings	1.4	1.3	-0.1	-7.1
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*	*	*	*
Other	*	*	*	*
Total	2.6	2.6	0.0	0.0
1-4 employees				
Less than \$1000 used	*0.5	*	*	*
Personal savings/borrowings	1.1	1.3	0.2	18.2
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*	*0.5	*	*
Other	*	*	*	*
Total	1.7	1.9	0.2	11.8
5-19 employees				
Less than \$1000 used	*	*0.4	*	*
Personal savings/borrowings	*0.4	*0.7	0.3	75.0
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*	*	*	*
Other	*	*	*	*
Total	*0.6	1.2	0.6	100.0
Total				
Less than \$1000 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	*	*	*	*
Total	5.0	5.7	0.7	14.0

...continued

7

SMALL BUSINESSES BY SOURCE OF FUNDS USED BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Non-employing businesses				
Less than \$1000 used	3.3	*1.3	-2.0	-60.6
Personal savings/borrowings	3.8	2.7	-1.1	-28.9
Payout from previous employment	*	*0.6	*	*
Company borrowings from financial institutions	*	*	*	*
Other	*	*	*	*
Total	7.8	4.8	-3.0	-38.5
1-4 employees				
Less than \$1000 used	*0.6	0.9	0.3	50.0
Personal savings/borrowings	1.7	3.5	1.8	105.9
Payout from previous employment	*	*0.7	*	*
Company borrowings from financial institutions	*	*	*	*
Other	*	*	*	*
Total	3.2	5.6	2.4	75.0
5-19 employees				
Less than \$1000 used	*	*	*	*
Personal savings/borrowings	*1.3	*1.2	-0.1	-7.7
Payout from previous employment	*	*	*	*
Company borrowings from financial institutions	*	*	*	*
Other	*	*	*	*
Total	2.3	2.0	-0.3	-13.0
Total				
Less than \$1000 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
Total	13.3	12.4	-0.9	-6.8

8

SMALL BUSINESSES BY NUMBER OF BUSINESS OPERATORS BY EMPLOYER SIZE GROUP

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
Non-employing businesses				
1 operator	214.5	184.4	-30.1	-14.0
2 operators	158.4	194.6	36.2	22.9
3 or more operators	11.3	13.6	2.3	20.4
Total	384.2	392.7	8.5	2.2
1-4 employees				
1 operator	93.8	88.5	-5.3	-5.7
2 operators	160.7	213.9	53.2	33.1
3 or more operators	14.8	20.7	5.9	39.9
Total	269.3	323.1	53.8	20.0
5-19 employees				
1 operator	17.7	14.7	-3.0	-16.9
2 operators	87.9	79.5	-8.4	-9.6
3 or more operators	35.5	36.3	0.8	2.3
Total	141.1	130.5	-10.6	-7.5
Total				
1 operator	326.0	287.6	-38.4	-11.8
2 operators	407.1	488.0	80.9	19.9
3 or more operators	61.7	70.6	8.9	14.4
Total	794.7	846.3	51.6	6.5
NEW SOUTH WALES				
Non-employing businesses				
1 operator	69.2	55.6	-13.6	-19.7
2 operators	41.3	47.6	6.3	15.3
3 or more operators	*4.9	*3.5	-1.4	-28.6
Total	115.4	106.7	-8.7	-7.5
1-4 employees				
1 operator	24.9	31.1	6.2	24.9
2 operators	52.8	65.2	12.4	23.5
3 or more operators	*5.0	6.2	1.2	24.0
Total	82.6	102.5	19.9	24.1
5-19 employees				
1 operator	*4.6	*4.9	0.3	6.5
2 operators	30.4	22.2	-8.2	-27.0
3 or more operators	10.8	11.0	0.2	1.9
Total	45.7	38.1	-7.6	-16.6
Total				
1 operator	98.7	91.7	-7.0	-7.1
2 operators	124.4	135.0	10.6	8.5
3 or more operators	20.6	20.7	0.1	0.5
Total	243.7	247.3	3.6	1.5

...continued

8

SMALL BUSINESSES BY NUMBER OF BUSINESS OPERATORS BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
VICTORIA				
Non-employing businesses				
1 operator	54.7	48.1	-6.6	-12.1
2 operators	36.0	41.5	5.5	15.3
3 or more operators	*1.9	*2.4	0.5	26.3
Total	92.5	92.0	-0.5	-0.5
1-4 employees				
1 operator	23.8	22.8	-1.0	-4.2
2 operators	44.8	57.8	13.0	29.0
3 or more operators	*3.8	*4.5	0.7	18.4
Total	72.4	85.1	12.7	17.5
5-19 employees				
1 operator	*2.9	*3.5	0.6	20.7
2 operators	22.9	21.2	-1.7	-7.4
3 or more operators	10.7	9.8	-0.9	-8.4
Total	36.5	34.5	-2.0	-5.5
Total				
1 operator	81.4	74.3	-7.1	-8.7
2 operators	103.6	120.4	16.8	16.2
3 or more operators	16.5	16.8	0.3	1.8
Total	201.5	211.5	10.0	5.0
QUEENSLAND				
Non-employing businesses				
1 operator	40.6	33.1	-7.5	-18.5
2 operators	37.6	48.0	10.4	27.7
3 or more operators	*1.8	*2.6	0.8	44.4
Total	80.0	83.7	3.7	4.6
1-4 employees				
1 operator	22.8	15.8	-7.0	-30.7
2 operators	31.4	45.5	14.1	44.9
3 or more operators	*2.1	*4.2	2.1	100.0
Total	56.4	65.5	9.1	16.1
5-19 employees				
1 operator	5.9	*2.1	-3.8	-64.4
2 operators	15.5	17.9	2.4	15.5
3 or more operators	5.9	7.6	1.7	28.8
Total	27.3	27.6	0.3	1.1
Total				
1 operator	69.3	51.0	-18.3	-26.4
2 operators	84.5	111.4	26.9	31.8
3 or more operators	9.8	14.4	4.6	46.9
Total	163.6	176.8	13.2	8.1

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8

SMALL BUSINESSES BY NUMBER OF BUSINESS OPERATORS BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
SOUTH AUSTRALIA				
Non-employing businesses				
1 operator	17.1	13.9	-3.2	-18.7
2 operators	15.4	21.5	6.1	39.6
3 or more operators	*	*1.3	*	*
Total	33.0	36.7	3.7	11.2
1-4 employees				
1 operator	9.1	5.9	-3.2	-35.2
2 operators	10.4	14.1	3.7	35.6
3 or more operators	*1.3	*1.3	0.0	0.0
Total	20.8	21.4	0.6	2.9
5-19 employees				
1 operator	*0.9	*1.4	0.5	55.6
2 operators	6.6	5.8	-0.8	-12.1
3 or more operators	*2.7	*2.3	-0.4	-14.8
Total	10.1	9.5	-0.6	-5.9
Total				
1 to less than 5 years	27.1	21.1	-6.0	-22.1
5 to less than 10 years	32.4	41.4	9.0	27.8
10 or more years	4.5	5.0	0.5	11.1
Total	64.0	67.6	3.6	5.6
WESTERN AUSTRALIA				
Non-employing businesses				
Less than 1 year	21.0	24.9	3.9	18.6
1 to less than 5 years	21.0	29.2	8.2	39.0
10 or more years	*1.8	*3.0	1.2	66.7
Total	43.8	57.2	13.4	30.6
1-4 employees				
1 operator	8.3	8.4	0.1	1.2
2 operators	15.2	23.3	8.1	53.3
3 or more operators	*1.9	3.6	1.7	89.5
Total	25.5	35.2	9.7	38.0
5-19 employees				
1 operator	*2.4	*1.6	-0.8	-33.3
2 operators	8.3	8.5	0.2	2.4
3 or more operators	4.2	3.8	-0.4	-9.5
Total	15.0	13.9	-1.1	-7.3
Total				
1 operator	31.7	34.9	3.2	10.1
2 operators	44.5	61.0	16.5	37.1
3 or more operators	8.0	10.4	2.4	30.0
Total	84.3	106.3	22.0	26.1

...continued

8

SMALL BUSINESSES BY NUMBER OF BUSINESS OPERATORS BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Non-employing businesses				
1 operator	5.1	4.4	-0.7	-13.7
2 operators	3.8	4.1	0.3	7.9
3 or more operators	*	0.6	*	*
Total	9.1	9.0	-0.1	-1.1
1-4 employees				
1 operator	3.2	2.0	-1.2	-37.5
2 operators	3.2	3.5	0.3	9.4
3 or more operators	*0.4	*0.4	0.0	0.0
Total	6.7	5.9	-0.8	-11.9
5-19 employees				
1 operator	*0.5	*0.6	0.1	20.0
2 operators	2.4	1.8	-0.6	-25.0
3 or more operators	*0.7	1.4	0.7	100.0
Total	3.5	3.8	0.3	8.6
Total				
1 operator	8.7	7.0	-1.7	-19.5
2 operators	9.4	9.3	-0.1	-1.1
3 or more operators	*1.2	2.4	1.2	100.0
Total	19.3	18.7	-0.6	-3.1
NORTHERN TERRITORY				
Non-employing businesses				
1 operator	1.8	1.6	-0.2	-11.1
2 operators	*0.8	*1.0	0.2	25.0
3 or more operators	*	0.0	*	*
Total	2.6	2.6	0.0	0.0
1-4 employees				
1 operator	*0.8	*0.7	-0.1	-12.5
2 operators	*0.9	*1.0	0.1	11.1
3 or more operators	*	*	*	*
Total	1.7	1.9	0.2	11.8
5-19 employees				
1 operator	*	*	*	*
2 operators	*	*0.9	*	*
3 or more operators	*	*	*	*
Total	*0.6	1.2	0.6	100.0
Total				
1 operator	2.7	2.6	-0.1	-3.7
2 operators	2.0	2.9	0.9	45.0
3 or more operators	*	*	*	*
Total	5.0	5.7	0.7	14.0

...continued

8

SMALL BUSINESSES BY NUMBER OF BUSINESS OPERATORS BY EMPLOYER SIZE GROUP — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Non-employing businesses				
1 operator	5.1	2.9	-2.2	-43.1
2 operators	2.6	1.8	-0.8	-30.8
3 or more operators	*	*	*	*
Total	7.8	4.8	-3.0	-38.5
1-4 employees				
1 operator	*0.9	1.7	0.8	88.9
2 operators	2.0	3.5	1.5	75.0
3 or more operators	*	*	*	*
Total	3.2	5.6	2.4	75.0
5-19 employees				
1 operator	*	*	*	*
2 operators	1.6	*1.2	-0.4	-25.0
3 or more operators	*	*	*	*
Total	2.3	2.0	-0.3	-13.0
Total				
1 operator	6.3	5.0	-1.3	-20.6
2 operators	6.2	6.5	0.3	4.8
3 or more operators	*0.8	*0.9	0.1	12.5
Total	13.3	12.4	-0.9	-6.8

9

SMALL BUSINESSES BY PREDOMINANCE OF MALE AND FEMALE OPERATORS, BY SELECTED CHARACTERISTICS, FEBRUARY 1997

	<i>Predominantly male operators</i>	<i>Predominantly female operators</i>	<i>Equal male and female operators</i>	<i>Total small business</i>
	'000	'000	'000	'000
Total small businesses	315.6	84.2	446.4	846.3
Family businesses	108.6	22.9	350.4	482.0
Home based business				
Work more hours at home	51.2	31.3	91.9	174.4
Operated from home	182.5	45.2	238.3	466.1
Employer size group				
Non employing businesses	155.5	62.0	175.2	392.7
1-4 employees	111.0	16.6	195.5	323.1
5-19 employees	49.1	5.7	75.7	130.5
Age of business				
Less than 1 year	38.0	14.0	34.2	86.2
1 to less than 5 years	103.5	33.9	146.2	283.6
5 to less than 10 years	69.1	17.8	106.4	193.3
10 years or more	105.0	18.6	159.7	283.3
Source of funds				
Less than \$1,000 used	78.3	29.4	75.1	182.8
Personal savings/borrowings	182.6	46.0	267.3	495.9
Payout from previous employment	27.5	3.5	33.2	64.2
Company borrowings from financial institutions	19.9	3.4	58.1	81.3
Other	7.3	*2.0	12.7	22.0
Number of operators				
1 operator	219.7	67.9	.	287.6
2 operators	54.0	8.3	425.7	488.0
3 or more operators	41.9	8.0	20.7	70.6
Management training				
Operators with management qualifications	37.0	8.5	53.5	99.0
Operators with management training	40.6	9.8	65.3	115.7
Training intentions of employing small businesses				
Have training intentions	38.9	7.3	59.2	105.4
No training intentions	78.4	13.0	134.9	226.3
Business plans				
With a business plan	59.3	15.0	99.6	173.8
Operate under the business plan	54.0	13.3	90.1	157.4
Without a business plan	256.3	69.2	346.9	672.4
Degree of success				
Highly successful	51.9	16.6	77.9	146.4
Moderately successful	226.5	59.2	328.8	614.5
Unsuccessful	21.8	4.5	26.8	53.0
Unsure/don't know	15.5	4.0	13.0	32.4
State				
New South Wales	104.9	22.2	120.3	247.3
Victoria	81.1	20.4	110.1	211.5
Queensland	54.9	17.7	104.2	176.8
South Australia	22.5	7.0	38.1	67.6
Western Australia	36.7	12.3	57.3	106.3
Tasmania	8.2	2.3	8.3	18.7
Northern Territory	1.9	1.0	2.7	5.7
Australian Capital Territory	5.5	1.5	5.5	12.4

	February 1995	February 1997	Change	
			Absolute	Relative
			'000	%
AUSTRALIA				
Non-employed businesses				
With at least one operator with small business management qualifications	43.2	34.8	-8.4	-19.4
With at least one operator with training in small business management or supervision	48.3	46.8	-1.5	-3.1
No operators with small business qualifications or training	292.8	311.1	18.3	6.3
1-4 employees				
With at least one operator with small business management qualifications	33.5	41.2	7.7	23.0
With at least one operator with training in small business management or supervision	36.6	46.0	9.4	25.7
No operators with small business qualifications or training	199.2	235.8	36.6	18.4
5-19 employees				
With at least one operator with small business management qualifications	23.7	23.0	-0.7	-3.0
With at least one operator with training in small business management or supervision	31.7	22.9	-8.8	-27.8
No operators with small business qualifications or training	85.7	84.6	-1.1	-1.3
Total				
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
NEW SOUTH WALES				
Non-employed businesses				
With at least one operator with small business management qualifications	18.3	8.6	-9.7	-53.0
With at least one operator with training in small business management or supervision	12.9	10.2	-2.7	-20.9
No operators with small business qualifications or training	84.2	87.9	3.7	4.4
1-4 employees				
With at least one operator with small business management qualifications	13.3	12.1	-1.2	-9.0
With at least one operator with training in small business management or supervision	9.6	10.8	1.2	12.5
No operators with small business qualifications or training	59.7	79.6	19.9	33.3
5-19 employees				
With at least one operator with small business management qualifications	8.9	7.3	-1.6	-18.0
With at least one operator with training in small business management or supervision	10.7	*3.7	-7.0	-65.4
No operators with small business qualifications or training	26.1	27.1	1.0	3.8
Total				
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

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
VICTORIA				
Non-employing businesses				
With at least one operator with small business management qualifications	8.5	7.4	-1.1	-12.9
With at least one operator with training in small business management or supervision	11.4	13.3	1.9	16.7
No operators with small business qualifications or training	72.6	71.2	-1.4	-1.9
1-4 employees				
With at least one operator with small business management qualifications	6.0	10.1	4.1	68.3
With at least one operator with training in small business management or supervision	10.0	12.7	2.7	27.0
No operators with small business qualifications or training	56.4	62.3	5.9	10.5
5-19 employees				
With at least one operator with small business management qualifications	7.0	*4.1	-2.9	-41.4
With at least one operator with training in small business management or supervision	6.5	7.5	1.0	15.4
No operators with small business qualifications or training	23.0	22.9	-0.1	-0.4
Total				
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
QUEENSLAND				
Non-employing businesses				
With at least one operator with small business management qualifications	7.1	10.0	2.9	40.8
With at least one operator with training in small business management or supervision	11.9	8.8	-3.1	-26.1
No operators with small business qualifications or training	61.1	64.8	3.7	6.1
1-4 employees				
With at least one operator with small business management qualifications	6.9	11.3	4.4	63.8
With at least one operator with training in small business management or supervision	9.2	11.5	2.3	25.0
No operators with small business qualifications or training	40.3	42.6	2.3	5.7
5-19 employees				
With at least one operator with small business management qualifications	*2.8	5.5	2.7	96.4
With at least one operator with training in small business management or supervision	7.3	5.3	-2.0	-27.4
No operators with small business qualifications or training	17.2	16.8	-0.4	-2.3
Total				
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

...continued

	February 1995	February 1997	Change	
	'000	'000	Absolute '000	Relative %
SOUTH AUSTRALIA				
Non-employing businesses				
With at least one operator with small business management qualifications	3.6	3.1	-0.5	-13.9
With at least one operator with training in small business management or supervision	3.6	5.2	1.6	44.4
No operators with small business qualifications or training	25.9	28.3	2.4	9.3
1-4 employees				
With at least one operator with small business management qualifications	3.2	*2.6	-0.6	-18.8
With at least one operator with training in small business management or supervision	*2.3	4.1	1.8	78.3
No operators with small business qualifications or training	15.3	14.7	-0.6	-3.9
5-19 employees				
With at least one operator with small business management qualifications	*1.8	*2.3	0.5	27.8
With at least one operator with training in small business management or supervision	*2.3	*1.2	-1.1	-47.8
No operators with small business qualifications or training	6.0	6.0	0.0	0.0
Total				
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
WESTERN AUSTRALIA				
Non-employing businesses				
With at least one operator with small business management qualifications	4.4	4.8	0.4	9.1
With at least one operator with training in small business management or supervision	5.2	6.2	1.0	19.2
No operators with small business qualifications or training	34.2	46.1	11.9	34.8
1-4 employees				
With at least one operator with small business management qualifications	3.2	3.3	0.1	3.1
With at least one operator with training in small business management or supervision	3.8	4.0	0.2	5.3
No operators with small business qualifications or training	18.5	27.9	9.4	50.8
5-19 employees				
With at least one operator with small business management qualifications	*1.9	*2.5	0.6	31.6
With at least one operator with training in small business management or supervision	3.6	3.5	-0.1	-2.8
No operators with small business qualifications or training	9.4	7.9	-1.5	-16.0
Total				
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

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Non-employed businesses				
With at least one operator with small business management qualifications	*0.7	*0.5	-0.2	-28.6
With at least one operator with training in small business management or supervision	1.4	1.4	0.0	0.0
No operators with small business qualifications or training	7.0	7.2	0.2	2.9
1-4 employees				
With at least one operator with small business management qualifications	*0.6	*1.0	0.4	66.7
With at least one operator with training in small business management or supervision	*1.0	*1.1	0.1	10.0
No operators with small business qualifications or training	5.0	3.8	-1.2	-24.0
5-19 employees				
With at least one operator with small business management qualifications	*0.7	*0.3	-0.4	-57.1
With at least one operator with training in small business management or supervision	*0.6	*1.0	0.4	66.7
No operators with small business qualifications or training	2.3	2.5	0.2	8.7
Total				
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
NORTHERN TERRITORY				
Non-employed businesses				
With at least one operator with small business management qualifications	*	*	*	*
With at least one operator with training in small business management or supervision	*0.6	*0.3	-0.3	-50.0
No operators with small business qualifications or training	2.0	2.3	0.3	15.0
1-4 employees				
With at least one operator with small business management qualifications	*	*	*	*
With at least one operator with training in small business management or supervision	*	*	*	*
No operators with small business qualifications or training	1.5	1.5	0.0	0.0
5-19 employees				
With at least one operator with small business management qualifications	*	*0.5	*	*
With at least one operator with training in small business management or supervision	*	*	*	*
No operators with small business qualifications or training	*0.4	*0.6	0.2	50.0
Total				
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

...continued

10

SMALL BUSINESSES WITH MANAGEMENT TRAINED OPERATORS BY EMPLOYER SIZE GROUP —
continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Non-employed businesses				
With at least one operator with small business management qualifications	*0.6	*	*	*
With at least one operator with training in small business management or supervision	*1.3	*1.3	0.0	0.0
No operators with small business qualifications or training	6.0	3.3	-2.7	-45.0
1-4 employees				
With at least one operator with small business management qualifications	*	*0.7	*	*
With at least one operator with training in small business management or supervision	*	*1.5	*	*
No operators with small business qualifications or training	2.5	3.4	0.9	36.0
5-19 employees				
With at least one operator with small business management qualifications	*	*0.6	*	*
With at least one operator with training in small business management or supervision	*0.6	*0.5	-0.1	-16.7
No operators with small business qualifications or training	*1.3	*0.9	-0.4	-30.8
Total				
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

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
AUSTRALIA				
Non-employed businesses				
Businesses with a business plan	45.8	54.1	8.3	18.1
Businesses who operate under the plan	40.3	47.3	7.0	17.4
Total small business	384.2	392.7	8.5	2.2
1-4 employees				
Businesses with a business plan	53.4	74.4	21.0	39.3
Businesses who operate under the plan	46.3	68.1	21.8	47.1
Total small business	269.3	323.1	53.8	20.0
5-19 employees				
Businesses with a business plan	47.1	45.4	-1.7	-3.6
Businesses who operate under the plan	44.2	42.0	-2.2	-5.0
Total small business	141.1	130.5	-10.6	-7.5
Total				
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
Total small business	794.7	846.3	51.6	6.5
NEW SOUTH WALES				
Non-employed businesses				
Businesses with a business plan	13.0	12.7	-0.3	-2.3
Businesses who operate under the plan	11.6	12.3	0.7	6.0
Total small business	115.4	106.7	-8.7	-7.5
1-4 employees				
Businesses with a business plan	18.6	19.5	0.9	4.8
Businesses who operate under the plan	15.7	17.6	1.9	12.1
Total small business	82.6	102.5	19.9	24.1
5-19 employees				
Businesses with a business plan	14.8	10.1	-4.7	-31.8
Businesses who operate under the plan	13.7	9.4	-4.3	-31.4
Total small business	45.7	38.1	-7.6	-16.6
Total				
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
Total small business	243.7	247.3	3.6	1.5

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
VICTORIA				
Non-employed businesses				
Businesses with a business plan	10.0	13.8	3.8	38.0
Businesses who operate under the plan	8.3	12.4	4.1	49.4
Total small business	92.5	92.0	-0.5	-0.5
1-4 employees				
Businesses with a business plan	13.8	19.3	5.5	39.9
Businesses who operate under the plan	11.8	17.9	6.1	51.7
Total small business	72.4	85.1	12.7	17.5
5-19 employees				
Businesses with a business plan	10.6	14.3	3.7	34.9
Businesses who operate under the plan	10.5	13.1	2.6	24.8
Total small business	39.5	34.5	-5.0	-12.7
Total				
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
Total small business	201.5	211.5	10.0	5.0
QUEENSLAND				
Non-employed businesses				
Businesses with a business plan	10.5	13.4	2.9	27.6
Businesses who operate under the plan	9.6	10.8	1.2	12.5
Total small business	80.0	83.7	3.7	4.6
1-4 employees				
Businesses with a business plan	9.4	21.0	11.6	123.4
Businesses who operate under the plan	9.0	18.6	9.6	106.7
Total small business	56.4	65.5	9.1	16.1
5-19 employees				
Businesses with a business plan	9.5	10.7	1.2	12.6
Businesses who operate under the plan	8.8	9.8	1.0	11.4
Total small business	27.3	27.6	0.3	1.1
Total				
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
Total small business	163.6	176.8	13.2	8.1

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
SOUTH AUSTRALIA				
Non-employed businesses				
Businesses with a business plan	5.7	4.4	-1.3	-22.8
Businesses who operate under the plan	4.8	4.0	-0.8	-16.7
Total small business	33.0	36.7	3.7	11.2
1-4 employees				
Businesses with a business plan	3.6	3.6	0.0	0.0
Businesses who operate under the plan	3.2	3.4	0.2	6.3
Total small business	20.8	21.4	0.6	2.9
5-19 employees				
Businesses with a business plan	4.3	3.3	-1.0	-23.3
Businesses who operate under the plan	4.1	3.3	-0.8	-19.5
Total small business	10.1	9.5	-0.6	-5.9
Total				
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
Total small business	64.0	67.6	3.6	5.6
WESTERN AUSTRALIA				
Non-employed businesses				
Businesses with a business plan	4.2	7.6	3.4	81.0
Businesses who operate under the plan	3.7	6.3	2.6	70.3
Total small business	43.8	57.2	13.4	30.6
1-4 employees				
Businesses with a business plan	5.6	8.2	2.6	46.4
Businesses who operate under the plan	4.6	7.8	3.2	69.6
Total small business	25.5	35.2	9.7	38.0
5-19 employees				
Businesses with a business plan	5.2	4.5	-0.7	-13.5
Businesses who operate under the plan	4.8	4.2	-0.6	-12.5
Total small business	15.0	13.9	-1.1	-7.3
Total				
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
Total small business	84.3	106.3	22.0	26.1

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
TASMANIA				
Non-employed businesses				
Businesses with a business plan	*1.1	*0.9	-0.2	-18.2
Businesses who operate under the plan	*1.1	*0.7	-0.4	-36.4
Total small business	9.1	9.0	-0.1	-1.1
1-4 employees				
Businesses with a business plan	*1.1	*1.0	-0.1	-9.1
Businesses who operate under the plan	*1.1	*1.0	-0.1	-9.1
Total small business	6.7	5.9	-0.8	-11.9
5-19 employees				
Businesses with a business plan	1.4	*0.7	-0.7	-50.0
Businesses who operate under the plan	1.4	*0.6	-0.8	-57.1
Total small business	3.5	3.8	0.3	8.6
Total				
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
Total small business	19.3	18.7	-0.6	-3.1
NORTHERN TERRITORY				
Non-employed businesses				
Businesses with a business plan	*0.4	*	*	*
Businesses who operate under the plan	*	*	*	*
Total small business	2.6	2.6	0.0	0.0
1-4 employees				
Businesses with a business plan	*0.4	*0.6	0.2	50.0
Businesses who operate under the plan	*	*0.6	*	*
Total small business	1.7	1.9	0.2	11.8
5-19 employees				
Businesses with a business plan	*	*0.8	*	*
Businesses who operate under the plan	*	*0.8	*	*
Total small business	*0.6	1.2	0.6	100.0
Total				
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
Total small business	5.0	5.7	0.7	14.0

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
AUSTRALIAN CAPITAL TERRITORY				
Non-employed businesses				
Businesses with a business plan	*1.0	*0.9	-0.1	-10.0
Businesses who operate under the plan	*1.0	*0.6	-0.4	-40.0
Total small business	7.8	4.8	-3.0	-38.5
1-4 employees				
Businesses with a business plan	*0.9	*1.4	0.5	55.6
Businesses who operate under the plan	*0.8	*1.3	0.5	62.5
Total small business	3.2	5.6	2.4	75.0
5-19 employees				
Businesses with a business plan	*0.9	*0.9	0.0	0.0
Businesses who operate under the plan	*0.8	*0.8	0.0	0.0
Total small business	2.3	2.0	-0.3	-13.0
Total				
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
Total small business	13.3	12.4	-0.9	-6.8

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIA				
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
NEW SOUTH WALES				
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
VICTORIA				
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
QUEENSLAND				
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
SOUTH AUSTRALIA				
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
WESTERN AUSTRALIA				
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

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
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
NORTHERN TERRITORY				
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
AUSTRALIAN CAPITAL TERRITORY				
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

SECTION 3

INTRODUCTION

OPERATORS' PERCEPTIONS OF SUCCESS

In the survey, each business operator was asked to rate the success of their business over the past twelve months. Four options were given:

- highly successful;
- moderately successful;
- unsuccessful; and
- unsure/don't know.

In cases where the operator thought their business to be highly successful, the operator was asked to indicate the main factor which led to that success. This Section presents the results from those questions.

The tables in this Section are as follows:

- Table 13. Small businesses by degree of success, employer size group and State/Territories, February 1995 and February 1997;
- Table 14. Small businesses by degree of success, length of operation and State/Territories, February 1995 and February 1997;
- Table 15. Highly successful small businesses by perceived factors leading to success, Australia, February 1995 and February 1997; and
- Table 16. Small businesses by degree of success and selected characteristic, Australia, February 1997;

SUMMARY OF FINDINGS

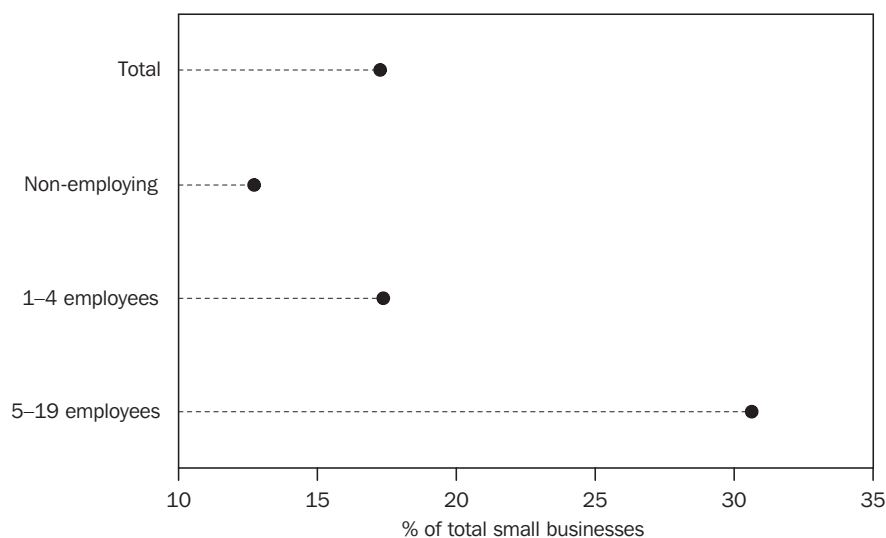
Operators perception of success

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 these larger businesses, 31% thought they were highly successful compared with 17% for businesses with 1–4 employees and 13% for non-employed firms. These proportions are all a little lower than recorded in 1995.

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.

HIGHLY SUCCESSFUL SMALL BUSINESSES, AUSTRALIA



Length of operation	<p>The 1997 results are fairly similar to those recorded in 1995.</p> <p>For new businesses, less than 1 year old,</p> <ul style="list-style-type: none"> ■ 13% perceived their business to be highly successful; ■ 63% perceived their business to be moderately successful; ■ 6% perceived their business to be unsuccessful; and ■ for 19%, the operators were unsure or did not know. <p>For older businesses, 10 years or more old,</p> <ul style="list-style-type: none"> ■ 18% perceived their business to be highly successful; ■ 74% perceived their business to be moderately successful; ■ 6% perceived their business to be unsuccessful; and ■ for 2%, the operators were unsure or did not know. <p>For businesses aged between 1 and 10 years, the proportions were about the same as for the older businesses shown above.</p>
State dissection	<p>The perception of success varied a little across States. In general the larger States seemed to have a slightly smaller proportion of highly successful businesses than the smaller States. This pattern was similar to 1995 findings, although not quite as pronounced.</p> <p>The proportion of businesses which were perceived to be moderately successful was generally fairly constant, with only South Australia and the Australian Capital Territory recording proportions of less than 70%; 67% and 68% respectively.</p>
Success factors	<p>The major reasons given for the success of those businesses which perceived their business to be highly successful were:</p> <ul style="list-style-type: none"> ■ a quality product or service, in 52% of cases; ■ good management, in 14% of cases; and ■ prior experience, in 10% of cases. <p>These same factors were the major reasons reported in 1995, with almost the same percentages, except for the factor 'prior experience' which decreased slightly from 14% in 1995.</p> <p>Other factors were also quoted on 11% of occasions, up from 3% in 1995. The major reason quoted within this 'other' category related to hard work by the operator or similar reasons.</p>

Characteristics of successful businesses Table 16 shows a range of characteristics of small businesses classified by the perceived degree of success of those businesses.

These data show that those businesses perceived to be highly successful are more likely to be 1 year or more old. This finding is undoubtedly due to the fact that for some very young businesses it was too early for the operators to be able to make any assessment of the degree of success of the business. The data also show that a greater proportion of businesses perceived as being highly successful are operated by either 1 or 2 people. Those businesses with management trained operators, or those with training intentions for their employees are also more likely to be considered highly successful. Similarly, those businesses with a Business Plan are more likely to be perceived as being highly successful.

These findings are fairly comparable to those from the 1995 survey.

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
AUSTRALIA				
Non-employing businesses				
Highly successful businesses	54.9	50.2	-4.7	-8.6
Moderately successful businesses	270.3	292.0	21.7	8.0
Unsuccessful businesses	23.0	29.5	6.5	28.3
Unsure/don't know	35.9	21.0	-14.9	-41.5
Total	384.2	392.7	8.5	2.2
1-4 employees				
Highly successful businesses	55.5	56.2	0.7	1.3
Moderately successful businesses	189.6	238.1	48.5	25.6
Unsuccessful businesses	10.0	18.9	8.9	89.0
Unsure/don't know	14.2	9.9	-4.3	-30.3
Total	269.3	323.1	53.8	20.0
5-19 employees				
Highly successful businesses	46.9	40.0	-6.9	-14.7
Moderately successful businesses	87.9	84.4	-3.5	-4.0
Unsuccessful businesses	2.8	4.6	1.8	64.3
Unsure/don't know	3.5	*1.5	-2.0	-57.1
Total	141.1	130.5	-10.6	-7.5
Total				
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
Total	794.7	846.3	51.6	6.5
NEW SOUTH WALES				
Non-employing businesses				
Highly successful businesses	18.3	12.4	-5.9	-32.2
Moderately successful businesses	76.6	78.0	1.4	1.8
Unsuccessful businesses	7.3	10.7	3.4	46.6
Unsure/don't know	13.3	*5.7	-7.6	-57.1
Total	115.4	106.7	-8.7	-7.5
1-4 employees				
Highly successful businesses	15.2	16.0	0.8	5.3
Moderately successful businesses	58.8	77.9	19.1	32.5
Unsuccessful businesses	*4.0	*5.8	1.8	45.0
Unsure/don't know	*4.5	*2.8	-1.7	-37.8
Total	82.6	102.5	19.9	24.1
5-19 employees				
Highly successful businesses	14.6	11.1	-3.5	-24.0
Moderately successful businesses	30.3	25.7	-4.6	-15.2
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	45.7	38.1	-7.6	-16.6
Total				
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
Total	243.7	247.3	3.6	1.5

...continued

			<i>Change</i>	
	<i>February 1995</i>	<i>February 1997</i>	<i>Absolute</i>	<i>Relative</i>
	'000	'000	'000	%
VICTORIA				
Non-employing businesses				
Highly successful businesses	9.6	11.7	2.1	21.9
Moderately successful businesses	67.1	67.1	0.0	0.0
Unsuccessful businesses	7.1	8.6	1.5	21.1
Unsure/don't know	8.8	*4.5	-4.3	-48.9
Total	92.5	92.0	-0.5	-0.5
1-4 employees				
Highly successful businesses	13.2	15.2	2.0	15.2
Moderately successful businesses	52.0	62.3	10.3	19.8
Unsuccessful businesses	*2.9	5.1	2.2	75.9
Unsure/don't know	*4.4	*2.5	-1.9	-43.2
Total	72.4	85.1	12.7	17.5
5-19 employees				
Highly successful businesses	12.5	10.8	-1.7	-13.6
Moderately successful businesses	21.7	22.1	0.4	1.8
Unsuccessful businesses	*1.4	*1.4	0.0	0.0
Unsure/don't know	*	*	*	*
Total	36.5	34.5	-2.0	-5.5
Total				
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
Total	201.5	211.5	10.0	5.0
QUEENSLAND				
Non-employing businesses				
Highly successful businesses	12.3	9.1	-3.2	-26.0
Moderately successful businesses	58.5	65.8	7.3	12.5
Unsuccessful businesses	*2.7	4.0	1.3	48.1
Unsure/don't know	6.5	4.8	-1.7	-26.2
Total	80.0	83.7	3.7	4.6
1-4 employees				
Highly successful businesses	11.8	9.6	-2.2	-18.6
Moderately successful businesses	38.8	48.8	10.0	25.8
Unsuccessful businesses	*2.4	5.0	2.6	108.3
Unsure/don't know	*3.5	*2.1	-1.4	-40.0
Total	56.4	65.5	9.1	16.1
5-19 employees				
Highly successful businesses	8.6	6.8	-1.8	-20.9
Moderately successful businesses	17.3	18.6	1.3	7.5
Unsuccessful businesses	*	*1.7	*	*
Unsure/don't know	*1.3	*	*	*
Total	27.3	27.6	0.3	1.1
Total				
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
Total	163.6	176.8	13.2	8.1

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
SOUTH AUSTRALIA				
Non-employing businesses				
Highly successful businesses	4.4	6.1	1.7	38.6
Moderately successful businesses	23.6	25.4	1.8	7.6
Unsuccessful businesses	*1.7	*2.1	0.4	23.5
Unsure/don't know	3.3	3.1	-0.2	-6.1
Total	33.0	36.7	3.7	11.2
1-4 employees				
Highly successful businesses	5.1	3.9	-1.2	-23.5
Moderately successful businesses	14.7	15.1	0.4	2.7
Unsuccessful businesses	*	*1.5	*	*
Unsure/don't know	*1.0	*0.9	-0.1	-10.0
Total	20.8	21.4	0.6	2.9
5-19 employees				
Highly successful businesses	*2.6	4.3	1.7	65.4
Moderately successful businesses	6.5	4.9	-1.6	-24.6
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	10.1	9.5	-0.6	-5.9
Total				
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
Total	64.0	67.6	3.6	5.6
WESTERN AUSTRALIA				
Non-employing businesses				
Highly successful businesses	6.6	9.0	2.4	36.4
Moderately successful businesses	31.4	43.1	11.7	37.3
Unsuccessful businesses	*3.0	*2.9	-0.1	-3.3
Unsure/don't know	*2.9	*2.2	-0.7	-24.1
Total	43.8	57.2	13.4	30.6
1-4 employees				
Highly successful businesses	7.7	8.6	0.9	11.7
Moderately successful businesses	16.5	24.5	8.0	48.5
Unsuccessful businesses	*	*1.0	*	*
Unsure/don't know	*	*1.1	*	*
Total	25.5	35.2	9.7	38.0
5-19 employees				
Highly successful businesses	6.2	4.9	-1.3	-21.0
Moderately successful businesses	8.2	8.9	0.7	8.5
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	15.0	13.9	-1.1	-7.3
Total				
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
Total	84.3	106.3	22.0	26.1

...continued

			<i>Change</i>	
	<i>February 1995</i>	<i>February 1997</i>	<i>Absolute</i>	<i>Relative</i>
	'000	'000	'000	%
TASMANIA				
Non-employing businesses				
Highly successful businesses	1.3	*1.0	-0.3	-23.1
Moderately successful businesses	6.5	7.1	0.6	9.2
Unsuccessful businesses	*0.5	*0.8	0.3	60.0
Unsure/don't know	*0.7	*	*	*
Total	9.1	9.0	-0.1	-1.1
1-4 employees				
Highly successful businesses	1.5	*0.8	-0.7	-46.7
Moderately successful businesses	4.8	4.5	-0.3	-6.3
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	6.7	5.9	-0.8	-11.9
5-19 employees				
Highly successful businesses	1.4	1.3	-0.1	-7.1
Moderately successful businesses	2.0	2.2	0.2	10.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	3.5	3.8	0.3	8.6
Total				
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
Total	19.3	18.7	-0.6	-3.1
NORTHERN TERRITORY				
Non-employing businesses				
Highly successful businesses	*0.5	*0.5	0.0	0.0
Moderately successful businesses	1.8	1.7	-0.1	-5.6
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	2.6	2.6	0.0	0.0
1-4 employees				
Highly successful businesses	*	0.5	*	*
Moderately successful businesses	1.4	1.4	0.0	0.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	1.7	1.9	0.2	11.8
5-19 employees				
Highly successful businesses	*0.4	*	*	*
Moderately successful businesses	*	*0.9	*	*
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	*0.6	1.2	*	*
Total				
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	*	*	*	*
Total	5.0	5.7	0.7	14.0

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Non-employing businesses				
Highly successful businesses	2.0	*0.5	-1.5	-75.0
Moderately successful businesses	5.0	3.7	-1.3	-26.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	7.8	4.8	-3.0	-38.5
1-4 employees				
Highly successful businesses	*0.7	1.6	0.9	128.6
Moderately successful businesses	2.5	3.6	1.1	44.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	3.2	5.6	2.4	75.0
5-19 employees				
Highly successful businesses	*0.7	*0.7	0.0	0.0
Moderately successful businesses	1.7	*1.1	-0.6	-35.3
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	2.3	2.0	-0.3	-13.0
Total				
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	*	*
Total	13.3	12.4	-0.9	-6.8

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
AUSTRALIA				
Less than 1 year old				
Highly successful businesses	15.3	11.0	-4.3	-28.1
Moderately successful businesses	56.0	53.9	-2.1	-3.7
Unsuccessful businesses	4.0	5.3	1.3	32.5
Unsure/don't know	27.0	16.1	-10.9	-40.4
Total	102.4	86.2	-16.2	-15.8
1 to less than 5 years old				
Highly successful businesses	48.8	51.3	2.5	5.1
Moderately successful businesses	196.1	207.6	11.5	5.9
Unsuccessful businesses	13.0	17.3	4.3	33.1
Unsure/don't know	14.2	7.4	-6.8	-47.9
Total	272.1	283.6	11.5	4.2
5 to less than 10 years old				
Highly successful businesses	41.4	34.0	-7.4	-17.9
Moderately successful businesses	129.9	142.8	12.9	9.9
Unsuccessful businesses	7.5	14.4	6.9	92.0
Unsure/don't know	4.7	*2.1	-2.6	-55.3
Total	183.5	193.3	9.8	5.3
10 or more years old				
Highly successful businesses	51.9	50.1	-1.8	-3.5
Moderately successful businesses	165.7	210.3	44.6	26.9
Unsuccessful businesses	11.3	16.0	4.7	41.6
Unsure/don't know	7.8	6.8	-1.0	-12.8
Total	236.7	283.3	46.6	19.7
Total				
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
Total	794.7	846.3	51.6	6.5

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

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SMALL BUSINESSES BY DEGREE OF SUCCESS AND LENGTH OF OPERATION(a) — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
NEW SOUTH WALES				
Less than 1 year old				
Highly successful businesses	*5.1	1.7	-3.4	-66.7
Moderately successful businesses	11.5	10.5	-1.0	-8.7
Unsuccessful businesses	*	*1.5	*	*
Unsure/don't know	8.7	*3.3	-5.4	-62.1
Total	26.0	16.9	-9.1	-35.0
1 to less than 5 years old				
Highly successful businesses	14.2	14.6	0.4	2.8
Moderately successful businesses	58.3	63.7	5.4	9.3
Unsuccessful businesses	*5.3	7.1	1.8	34.0
Unsure/don't know	6.3	*2.6	-3.7	-58.7
Total	84.1	87.9	3.8	4.5
5 to less than 10 years old				
Highly successful businesses	13.7	8.5	-5.2	-38.0
Moderately successful businesses	40.7	41.4	0.7	1.7
Unsuccessful businesses	*4.0	*4.0	0.0	0.0
Unsure/don't know	*	*	*	*
Total	59.2	54.4	-4.8	-8.1
10 or more years old				
Highly successful businesses	15.1	14.7	-0.4	-2.6
Moderately successful businesses	55.2	66.0	10.8	19.6
Unsuccessful businesses	*1.7	*4.9	3.2	188.2
Unsure/don't know	*2.3	*2.6	0.3	13.0
Total	74.4	88.1	13.7	18.4
Total				
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
Total	243.7	247.3	3.6	1.5

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

			<i>Change</i>	
	<i>February 1995</i>	<i>February 1997</i>	<i>Absolute</i>	<i>Relative</i>
	'000	'000	'000	%
VICTORIA				
Less than 1 year old				
Highly successful businesses	*2.9	*2.7	-0.2	-6.9
Moderately successful businesses	12.8	13.2	0.4	3.1
Unsuccessful businesses	*	*1.2	*	*
Unsure/don't know	5.9	4.2	-1.7	-28.8
Total	22.6	21.3	-1.3	-5.8
1 to less than 5 years old				
Highly successful businesses	7.9	13.8	5.9	74.7
Moderately successful businesses	48.3	48.8	0.5	1.0
Unsuccessful businesses	*4.0	5.4	1.4	35.0
Unsure/don't know	*2.8	*1.9	-0.9	-32.1
Total	63.0	69.8	6.8	10.8
5 to less than 10 years old				
Highly successful businesses	7.7	9.2	1.5	19.5
Moderately successful businesses	36.3	34.8	-1.5	-4.1
Unsuccessful businesses	*1.6	4.7	3.1	193.8
Unsure/don't know	*2.0	*	*	*
Total	47.7	48.9	1.2	2.5
10 or more years old				
Highly successful businesses	16.7	12.0	-4.7	-28.1
Moderately successful businesses	43.4	54.7	11.3	26.0
Unsuccessful businesses	4.8	3.9	-0.9	-18.8
Unsure/don't know	*3.4	*1.0	-2.4	-70.6
Total	68.2	71.6	3.4	5.0
Total				
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
Total	201.5	211.5	10.0	5.0

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
QUEENSLAND				
Less than 1 year old				
Highly successful businesses	*3.9	*2.1	-1.8	-46.2
Moderately successful businesses	12.8	13.8	1.0	7.8
Unsuccessful businesses	*	*1.9	*	*
Unsure/don't know	6.8	3.8	-3.0	-44.1
Total	24.2	21.6	-2.6	-10.7
1 to less than 5 years old				
Highly successful businesses	11.2	9.6	-1.6	-14.3
Moderately successful businesses	44.5	40.8	-3.7	-8.3
Unsuccessful businesses	*1.5	*1.9	0.4	26.7
Unsure/don't know	*2.5	*1.4	-1.1	-44.0
Total	59.6	53.7	-5.9	-9.9
5 to less than 10 years old				
Highly successful businesses	9.0	6.6	-2.4	-26.7
Moderately successful businesses	24.2	36.5	12.3	50.8
Unsuccessful businesses	*	*3.1	*	*
Unsure/don't know	*	*1.0	*	*
Total	34.9	47.1	12.2	35.0
10 or more years old				
Highly successful businesses	8.6	7.3	-1.3	-15.1
Moderately successful businesses	33.0	42.1	9.1	27.6
Unsuccessful businesses	*2.2	*3.8	1.6	72.7
Unsure/don't know	*	*1.2	*	*
Total	44.9	54.3	9.4	20.9
Total				
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
Total	163.6	176.8	13.2	8.1

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
SOUTH AUSTRALIA				
Less than 1 year old				
Highly successful businesses	*1.1	*1.4	0.3	27.3
Moderately successful businesses	6.3	3.8	-2.5	-39.7
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*2.4	*2.5	0.1	4.2
Total	10.5	7.7	-2.8	-26.7
1 to less than 5 years old				
Highly successful businesses	4.3	4.5	0.2	4.7
Moderately successful businesses	14.3	16.7	2.4	16.8
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*1.6	*	*	*
Total	20.7	22.8	2.1	10.1
5 to less than 10 years old				
Highly successful businesses	*2.7	3.1	0.4	14.8
Moderately successful businesses	10.3	7.5	-2.8	-27.2
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	13.5	11.4	-2.1	-15.6
10 or more years old				
Highly successful businesses	4.0	5.4	1.4	35.0
Moderately successful businesses	14.0	17.4	3.4	24.3
Unsuccessful businesses	*0.9	1.9	1.0	111.1
Unsure/don't know	*	*0.8	*	*
Total	19.3	25.5	6.2	32.1
Total				
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
Total	64.0	67.6	3.6	5.6

(a) Length of operation refers to the length of time the business has been operated by the current owner.

... *continued*

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
WESTERN AUSTRALIA				
Less than 1 year old				
Highly successful businesses	*1.5	*2.3	0.8	53.3
Moderately successful businesses	8.8	8.7	-0.1	-1.1
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*2.5	*1.7	-0.8	-32.0
Total	13.6	13.0	-0.6	-4.4
1 to less than 5 years old				
Highly successful businesses	7.3	6.7	-0.6	-8.2
Moderately successful businesses	21.1	29.7	8.6	40.8
Unsuccessful businesses	*1.2	*1.2	0.0	0.0
Unsure/don't know	*	*	*	*
Total	30.1	38.2	8.1	26.9
5 to less than 10 years old				
Highly successful businesses	6.2	4.7	-1.5	-24.2
Moderately successful businesses	13.1	16.3	3.2	24.4
Unsuccessful businesses	*	*1.6	*	*
Unsure/don't know	*	*0.2	*	*
Total	20.3	22.9	2.6	12.8
10 or more years old				
Highly successful businesses	5.4	8.6	3.2	59.3
Moderately successful businesses	13.1	21.7	8.6	65.6
Unsuccessful businesses	*1.2	*1.0	-0.2	-16.7
Unsure/don't know	*	*	*	*
Total	20.3	32.1	11.8	58.1
Total				
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
Total	84.3	106.3	22.0	26.1

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
TASMANIA				
Less than 1 year old				
Highly successful businesses	*0.4	*0.5	0.1	25.0
Moderately successful businesses	1.8	2.0	0.2	11.1
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*0.5	*0.3	-0.2	-40.0
Total	2.8	2.9	0.1	3.6
1 to less than 5 years old				
Highly successful businesses	1.7	0.5	-1.2	-70.6
Moderately successful businesses	4.7	3.5	-1.2	-25.5
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*0.5	*	*	*
Total	7.1	4.4	-2.7	-38.0
5 to less than 10 years old				
Highly successful businesses	*1.0	*1.0	0.0	0.0
Moderately successful businesses	3.2	3.7	0.5	15.6
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	4.5	4.8	0.3	6.7
10 or more years old				
Highly successful businesses	*1.0	1.1	0.1	10.0
Moderately successful businesses	3.6	4.7	1.1	30.6
Unsuccessful businesses	*	*0.6	*	*
Unsure/don't know	*	*	*	*
Total	4.9	6.6	1.7	34.7
Total				
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
Total	19.3	18.7	-0.6	-3.1

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

	February 1995 '000	February 1997 '000	Change	
			Absolute '000	Relative %
NORTHERN TERRITORY				
Less than 1 year old				
Highly successful businesses	*	*	*	*
Moderately successful businesses	*0.7	*0.6	-0.1	-14.3
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	*1.0	*0.9	-0.1	-10.0
1 to less than 5 years old				
Highly successful businesses	*0.5	0.5	0.0	0.0
Moderately successful businesses	1.7	1.1	-0.6	-35.3
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	2.2	1.8	-0.4	-18.2
5 to less than 10 years old				
Highly successful businesses	*	*	*	*
Moderately successful businesses	*	*0.9	*	*
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	*0.4	1.2	0.8	200.0
10 or more years old				
Highly successful businesses	*0.5	*	*	*
Moderately successful businesses	*0.8	1.4	0.6	75.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	1.4	1.8	0.4	28.6
Total				
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	*	*	*	*
Total	5.0	5.7	0.7	14.0

(a) Length of operation refers to the length of time the business has been operated by the current owner.

...continued

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SMALL BUSINESSES BY DEGREE OF SUCCESS AND LENGTH OF OPERATION(a) — *continued*

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
AUSTRALIAN CAPITAL TERRITORY				
Less than 1 year old				
Highly successful businesses	*	*	*	*
Moderately successful businesses	*1.3	1.2	-0.1	-7.7
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	1.8	1.9	0.1	5.6
1 to less than 5 years old				
Highly successful businesses	1.8	*1.1	-0.7	-38.9
Moderately successful businesses	3.2	3.2	0.0	0.0
Unsuccessful businesses	*	*	*	*
Unsure/don't know	*	*	*	*
Total	5.4	4.8	-0.6	-11.1
5 to less than 10 years old				
Highly successful businesses	*0.9	0.7	-0.2	-22.2
Moderately successful businesses	2.0	1.7	-0.3	-15.0
Unsuccessful businesses	*	0.2	*	*
Unsure/don't know	*	.	*	*
Total	2.9	2.6	-0.3	-10.3
10 or more years old				
Highly successful businesses	*	0.8	*	*
Moderately successful businesses	2.6	2.3	-0.3	-11.5
Unsuccessful businesses	*	.	*	*
Unsure/don't know	*	0.1	*	*
Total	3.3	3.1	-0.2	-6.1
Total				
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	*	*
Total	13.3	12.4	-0.9	-6.8

(a) Length of operation refers to time the business has been operated by the current owner.

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HIGHLY SUCCESSFUL SMALL BUSINESSES BY PERCEIVED FACTORS LEADING TO SUCCESS, AUSTRALIA

	February 1995	February 1997	Change	
			Absolute	Relative
	'000	'000	'000	%
Marketing	6.0	7.1	1.1	18.3
Quality product or service	79.0	76.4	-2.6	-3.3
Good management	23.9	21.0	-2.9	-12.1
Quality staff	9.8	6.2	-3.6	-36.7
Good location	*2.9	*1.4	-1.5	-51.7
Prior experience	22.4	14.8	-7.6	-33.9
Relevant education or training	8.0	2.6	-5.4	-67.5
Availability of finance	*	*1.2	*	*
Other	4.8	15.6	10.8	225.0
Total	157.4	146.4	-11.0	-7.0

	<i>Number of businesses</i>	<i>Highly successful</i>	<i>Moderately successful</i>	<i>Unsuccessful</i>	<i>Unsure/don't know</i>
	'000	%	%	%	%
FEBRUARY 1997					
Total small businesses	846.3	17	73	6	4
Length of operation					
Less than 1 year	86.2	13	63	6	19
1 to less than 5 years	283.6	18	73	6	3
5 to less than 10 years	193.3	18	74	7	1
More than 10 years	283.3	18	74	6	2
Source of funds					
Less than \$1000 used	182.8	18	72	5	5
Personal savings/borrowings	495.9	17	72	7	4
Payout from previous employment	64.2	16	74	8	3
Company borrowings from financial institutions	81.3	18	74	6	2
Other	22.0	12	76	6	5
Number of operators					
1 operator	287.6	15	72	7	5
2 operators	488.0	17	73	6	3
3 or more operators	70.6	26	69	3	2
Management training					
With management trained operators	214.7	19	71	6	4
Without management trained operators	631.6	17	73	7	4
Employing small businesses					
with training intentions	105.4	32	63	2	2
with no training intentions	226.3	19	74	5	2
Business plans					
Small businesses with a business plan	173.8	25	65	5	4
Small businesses without a business plan	672.4	15	74	7	4
Advisory services					
Used advisory services	538.5	19	72	6	3
Did not used advisory services	307.8	14	74	7	5

...continued

	<i>Number of businesses</i>	<i>Highly successful</i>	<i>Moderately successful</i>	<i>Unsuccessful</i>	<i>Unsure/don't know</i>
	'000	%	%	%	%
FEBRUARY 1995					
Total small businesses	794.7	20	69	4	7
Length of operation					
Less than 1 year	102.4	15	55	4	26
1 to less than 5 years	272.1	18	72	5	5
5 to less than 10 years	183.5	22	71	4	3
More than 10 years	236.7	22	70	5	3
Source of funds					
Less than \$1000 used	192.5	21	67	4	8
Personal savings/borrowings	450.7	19	71	4	6
Payout from previous employment	27.9	20	71	*4	*5
Company borrowings from financial institutions	70.3	23	67	6	*4
Other	53.2	17	62	4	7
Number of operators					
1 operator	326.0	17	69	5	9
2 operators	407.1	20	70	5	5
3 or more operators	61.6	31	60	*5	*4
Management training					
With management trained operators	217.0	23	67	4	6
Without management trained operators	577.7	19	70	4	7
Employing small businesses					
with training intentions	96.5	30	65	*2	*3
with no training intentions	314.0	23	68	4	5
Business plans					
Small businesses with a business plan	146.3	27	65	2	6
Small businesses without a business plan	648.4	18	70	5	7
Advisory services					
Used advisory services	605.0	22	68	4	6
Did not used advisory services	189.7	14	71	6	10

SECTION 4

HOME BASED SMALL BUSINESS

INTRODUCTION

In this survey, home based businesses have been identified according to two separate definitions:

- 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'.

The data presented in this publication examine the two groups independently as it is considered that they stand alone as a different set of businesses. It would be possible to combine the two groups, but it needs to be recognised that some overlap will occur. Similarly, it would be possible to examine the overlap group as a separate set. These two concepts, along with some broad level statistics are discussed in the summary of findings below.

In the first edition of this publication (1995), businesses were considered home based if 'one or more of the operators of the business worked more hours at home than away from home'. This definition is similar to the category 'Businesses operated *at* home' (as defined above), but is not strictly comparable, so comparative data are not provided.

The tables in this Section are:

For Businesses operated from home:

- Table 17. Operators of small businesses operated from home by sex and selected characteristics, February 1997;
- Table 18. Operators of small businesses operated from home by State and selected characteristics, February 1997; and
- Table 19. Small businesses operated from home by State and selected characteristics, February 1997.

For Businesses operated at home:

- Table 20. Operators of small businesses operated at home by sex and State, February 1997;
- Table 21. Operators of small businesses operated at home by State and selected characteristics, February 1997; and
- Table 22. Small businesses operated at home by State and selected characteristics, February 1997.

SUMMARY OF FINDINGS

Home based small business Home based businesses make up a very large proportion of the total small business picture in Australia. At February 1997 there were an estimated 466,100 small businesses operated *from* home, which represented 55% of all small businesses. These businesses were operated by 722,600 people, which is also 55% of all small business operators.

Looking at the other form of home based business, there were 174,400 small businesses where most of the work was carried out *at* home (Businesses operated *at* home) involving 270,400 operators. These represented about 21% of both the total number of small businesses and the number of small business operators.

Because some businesses were operated without other premises other than the home(s) of the operator(s) and most of the work of the business was carried out at the home(s) of the operator(s), businesses could be considered home based under both definitions. In February 1997 there were 147,100 of these businesses involving 228,000 operators. Under both definitions, there were an estimated 493,400 small home based businesses which represented 58% of all small businesses. These businesses were operated by 765,000 people, also 58% of the total number of small business operators.

	Number of business '000	Number of operators '000
<i>Home based small businesses</i>		
Operated <i>from</i> home	466.1	722.6
Operated <i>at</i> home	174.4	270.4
Operated <i>both</i> from home and <i>at</i> home	147.1	228.0
Operated <i>either</i> from home or <i>at</i> home	493.4	765.0
Total small business	846.3	1311.9

Operators of small
businesses operated *from*
home

Gender of operators Almost 67% of the operators of small businesses that operated *from* home (482,400) were male. This is very similar to the proportion of male operators for all small business (65%).

Age of operators The age distribution of small business operators operating *from* home is very similar to the overall distribution for small businesses with 12% aged less than 30, 64% aged between 30 and 50 and 25% more than 50 years old.

Qualifications of operators	<p>The qualification profile of small business operators operating <i>from</i> home was very similar to that for all small business operators, with the largest difference being that 23% of operators operating <i>from</i> home had a degree or diploma, compared to 27% for all small business operators.</p> <p>For 36% of small business operators operating <i>from</i> home, their highest level of qualification was the highest level of secondary school available (37% for all small business operators). For 38% of small business operators operating <i>from</i> home, their highest qualification was a basic or skilled vocational qualification (36% for all small business operators).</p>
Hours worked by operators	<p>Only 62% operators operating <i>from</i> home were considered to be working full-time (i.e. for 35 or more hours per week). This compares with 69% for all small business operators.</p> <p>Of the full-time operators, 72% of these work between 35 and 50 hours per week, considerably more than the 62% for all small business operators and 31% work between 51 and 75 hours (23% for all small business operators).</p>
Ethnicity of operators	<p>The proportion of small business operators operating <i>from</i> home that were born overseas was 31%, almost exactly the same as for all small business operators (30%).</p>
Characteristics of small businesses operated <i>from</i> home	<p>There were some significant differences recorded between the operations of home based businesses defined with the home as being the premises, compared to the operations of all small businesses.</p> <p>The most noticeable difference was in size of business with 64% of businesses operating <i>from</i> home being non-employing businesses. Only 46% of the total small business population were non-employing. There was a much smaller proportion in the 5–19 employment size group, where the figure for businesses operated <i>from</i> home was 3%, compared to 15% for all small businesses. Businesses operated <i>from</i> home were also more likely to be single operator businesses than the average small business with 40% of businesses operated <i>from</i> home having only one operator compared to 34% for total small business.</p> <p>Businesses operating <i>from</i> home were less likely to use company borrowings to establish their business than small businesses in total, using this form of financing in 7% of cases compared to 12% for all small businesses. They also tended to have written business plans on less occasions than for all small businesses (16% compared to 21%). On the other hand, more (20%) had expressed an intention to train their staff compared to the 13% for all small businesses.</p>
Small businesses operated at home	<p>There were 174,400 businesses where most of the work of the business was carried out at the home(s) of the operator(s) (referred to as 'Businesses operated <i>at</i> home') at February 1997. These businesses were operated by 270,400 people.</p>

Gender of operators	Just over 55% of operators of businesses operated <i>at</i> home were male which is well below the proportion of all small business operators (65%) and the proportion of small business operators of businesses operated <i>from</i> home, the alternative definition of a home based small business.
Age of operator	Most operators of small businesses operated <i>at</i> home were in the 30 to 50 years age bracket with 10% of operators less than 30 years old, 60% between 30 and 50 years old and 30% more than 50 years old. These proportions are a little different to those recorded for all small business operators with a greater proportion of operators operating at home in the older category.
Qualifications of operators	<p>More operators of businesses operated <i>at</i> home (37%) had a degree or diploma as their highest qualification than the average across all small business (27%).</p> <p>The proportion of operators of businesses operated <i>at</i> home with a basic or skilled vocational qualification was lower than the proportion for all small business operators — 24% compared to 36%. The proportion of operators with the highest level of secondary school as their highest qualification (36%) was almost the same as for all small business operators.</p>
Hours worked by operators	Only 54% of small business operators operating <i>at</i> home worked full-time, substantially lower than the figure for all small business operators (69%).
Ethnicity of operator	The survey found that 34% of operators of small businesses operating <i>at</i> home were born overseas, a figure somewhat greater than the proportion for all small business operators of 30%.
Characteristics of small businesses operating at home	<p>The characteristics of home based businesses defined on the basis of where most of the work of the business was carried out at the homes(s) of the operator(s) (Businesses operating <i>at</i> home) were very similar to the characteristics of businesses operating <i>from</i> home. However, as with businesses operating <i>from</i> home, they differ from all small business in a number of aspects.</p> <p>Businesses operating <i>at</i> home were generally smaller with 62% of them being non-employing businesses, compared to 46% for all small businesses. Only 6% of businesses operated <i>at</i> home employ 5–19 people, whereas 15% of all small businesses were in this size category. The businesses were also more likely to be single operator businesses — 40% compared to 34% for all small businesses.</p> <p>Businesses operated <i>at</i> home only rarely raised their starting capital from company borrowings, doing this on 5% of occasions. For all small businesses, this proportion was 12%. Small businesses operated <i>at</i> home more often expressed intentions to train their staff, having these intentions on 20% of occasions, compared to 13% for all small businesses.</p>

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OPERATORS OF SMALL BUSINESSES OPERATED FROM HOME(a), FEBRUARY 1997

	<i>Males</i> <i>'000</i>	<i>Females</i> <i>'000</i>	<i>Total</i> <i>'000</i>
Total operators	482.4	240.1	722.6
Operators from family businesses	244.7	149.4	394.1
Age of operators			
Less than 30	55.4	27.7	83.1
30 to 50	298.8	157.8	456.7
Greater than 50	128.2	54.6	182.8
Qualifications of operators			
Secondary school	146.0	117.0	263.0
Basic/skilled vocational	219.1	52.3	271.5
Degree/diploma	106.8	60.5	167.3
Hours worked by operators			
Less than 10 hours	17.8	63.6	81.5
10–20 hours	45.7	78.0	123.7
21–34 hours	40.0	29.5	69.5
35–50 hours	271.8	52.2	324.0
51–75 hours	89.3	13.0	102.3
More than 75 hours	17.7	3.8	21.6
Ethnicity of operators			
Born in Australia	332.9	167.4	500.2
Born overseas	149.6	72.8	222.3
State			
New South Wales	142.5	62.4	204.9
Victoria	122.7	53.3	176.0
Queensland	100.2	60.0	160.2
South Australia	34.4	19.2	53.7
Western Australia	62.3	35.4	97.7
Tasmania	10.0	4.0	14.0
Northern Territory	2.4	1.7	4.1
Australian Capital Territory	7.8	4.0	11.9

(a) Businesses operated from home are defined as those businesses where the business has no other premises owned or rented other than the home of the operator(s).

OPERATORS OF SMALL BUSINESSES OPERATED FROM HOME(a), FEBRUARY 1997

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total operators	204.9	176.0	160.2	53.7	97.7	14.0	4.1	11.9	722.6
Operators from family businesses	102.8	96.2	99.3	30.5	50.7	6.1	1.8	6.7	394.1
Gender of operators									
Males	142.5	122.7	100.2	34.4	62.3	10.0	2.4	7.8	482.4
Females	62.4	53.3	60.0	19.2	35.4	4.0	1.7	4.0	240.1
Age of operators									
Less than 30	16.7	23.7	17.2	7.4	13.3	1.9	0.6	2.3	83.1
30 to 50	138.0	110.7	95.4	30.7	63.9	8.1	2.6	7.2	456.7
Greater than 50	50.2	41.6	47.5	15.6	20.5	4.0	1.0	2.4	182.8
Qualifications of operators									
Secondary school	67.3	63.3	67.2	23.0	31.4	5.0	1.4	4.6	263.0
Basic/skilled vocational	79.5	62.4	58.6	19.2	40.4	5.9	1.8	3.7	271.5
Degree/diploma	54.2	44.6	28.5	9.2	23.6	2.9	0.9	3.4	167.3
Hours worked by operators									
Less than 10 hours	18.1	18.7	20.5	8.1	12.5	1.3	0.7	1.6	81.5
10–20 hours	33.8	28.3	26.5	11.1	19.1	2.2	0.5	2.2	123.7
21–34 hours	18.1	14.8	18.1	5.7	9.6	1.6	*0.4	*1.1	69.5
35–50 hours	100.4	82.5	65.0	21.1	42.1	6.5	2.1	4.3	324.0
51–75 hours	28.2	26.1	24.5	6.2	12.6	2.1	*0.4	2.4	102.3
More than 75 hours	6.3	5.7	5.6	*1.5	*1.9	*0.3	*	*	21.6
Ethnicity of operators									
Born in Australia	140.1	123.7	118.7	38.0	57.9	11.4	2.9	7.7	500.2
Born overseas	64.8	52.4	41.5	15.7	39.9	2.6	1.2	4.2	222.3

(a) Businesses based from home are defined as those businesses where the business has no other premises owned or rented other than the home(s) of the operator(s).

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total small businesses operated from home	132.2	113.6	103.3	34.6	63.0	9.0	2.7	7.7	466.1
Family businesses	66.3	62.1	64.1	19.7	32.7	3.9	1.1	4.3	254.2
Gender predominance									
Predominantly male operators	60.6	46.5	32.7	12.5	21.6	4.3	1.0	3.3	182.5
Predominantly female operators	9.9	11.0	10.3	4.0	7.6	*1.0	0.6	*0.9	45.2
Equal male & female operators	61.6	56.1	60.4	18.1	33.8	3.8	1.1	3.4	238.3
Employer size group									
Non employing businesses	80.7	68.2	67.7	25.4	44.8	6.5	1.9	3.8	298.9
1-4 employees	46.6	41.5	32.7	8.6	15.9	1.9	0.7	3.8	151.7
5-19 employees	*4.9	*3.9	*2.9	*	*2.4	*0.6	*	*	15.5
Age of business									
Less than 1 year	10.8	13.0	13.5	4.3	8.2	1.8	0.5	1.2	53.1
1 to less than 5 years	45.8	37.0	30.5	13.8	24.4	2.7	0.7	2.8	157.8
5 to less than 10 years	31.3	27.4	27.7	4.3	12.2	1.6	0.5	1.7	106.8
10 years or more	44.2	36.1	31.6	12.2	18.3	3.0	1.0	2.0	148.4
Source of funds									
Less than \$1,000 used	40.8	33.0	30.0	11.0	19.5	3.4	0.8	1.9	140.5
Personal savings/borrowings	71.4	63.8	55.9	17.8	34.0	3.9	1.3	4.4	252.5
Payout from previous employment	13.4	9.2	7.6	3.7	4.7	*0.7	*	*0.9	40.4
Company borrowings from financial institutions	*4.7	5.3	6.2	*1.1	3.3	*0.5	*0.4	*	21.7
Other	*1.9	*2.3	3.6	*1.0	*1.5	*0.4	*	*	10.9
Number of operators									
1 operator	58.1	49.0	32.8	12.9	25.7	4.3	1.5	3.5	187.8
2 operators	69.7	60.4	64.6	20.4	33.9	4.3	1.0	3.8	258.1
3 or more operators	*4.5	*4.1	5.9	*1.3	3.4	*0.5	*	*	20.2
Management training									
Operators with management qualifications	13.2	11.4	15.7	2.5	4.4	*0.6	*	0.7	48.7
Operators with management training	11.7	15.8	13.8	6.2	6.6	1.4	*	2.3	57.9
Training intentions of employing small businesses									
Have training intentions	*4.7	*3.3	5.3	*0.9	*1.6	*0.5	*	*0.6	16.9
No training intentions	22.0	14.6	15.3	4.8	7.6	*1.0	*0.3	1.1	66.8
Business plans									
With a business plan	19.8	18.9	21.8	3.9	8.7	*1.1	*0.3	1.5	76.1
Operate under the business plan	17.4	17.3	18.9	3.6	7.8	*1.1	*0.3	1.3	67.6
Without a business plan	112.4	94.6	81.5	30.7	54.4	7.9	2.4	6.1	390.0
Degree of success									
Highly successful	20.2	17.3	11.5	5.6	12.2	*1.1	0.5	1.6	70.0
Moderately successful	98.3	84.8	79.8	25.0	46.7	7.1	1.9	5.2	348.7
Unsuccessful	9.4	7.4	6.9	*1.5	2.2	*0.5	*	*	28.5
Unsure/don't know	*4.3	*4.1	5.2	*2.6	1.9	*0.3	*	*	18.8

(a) Businesses operated from home are defined as those businesses where the business has no other premises owned or rented other than the home(s) of the operator(s).

	<i>Males</i> <i>'000</i>	<i>Females</i> <i>'000</i>	<i>Total</i> <i>'000</i>
Total operators	149.6	120.8	270.4
Operators from family businesses	90.8	70.5	161.2
Age of operators			
Less than 30	13.5	13.0	26.5
30 to 50	84.9	75.6	160.6
Greater than 50	51.1	32.2	83.3
Qualifications of operators			
Secondary school	45.4	51.3	96.8
Basic/skilled vocational	41.3	24.2	65.5
Degree/diploma	58.2	41.4	99.6
Hours worked by operators			
Less than 10 hours	11.3	21.4	32.7
10-20 hours	22.6	35.1	57.7
21-34 hours	15.9	17.2	33.1
35-50 hours	65.4	33.9	99.3
51-75 hours	26.8	8.5	35.3
More than 75 hours	7.6	4.6	12.2
Ethnicity of operators			
Born in Australia	95.5	83.7	179.2
Born overseas	54.1	37.1	91.2
State			
New South Wales	45.8	37.7	83.5
Victoria	40.4	28.3	68.7
Queensland	27.2	22.4	49.6
South Australia	14.5	11.7	26.2
Western Australia	15.2	14.5	29.7
Tasmania	3.4	2.5	5.9
Northern Territory	0.9	1.4	2.3
Australian Capital Territory	2.3	2.3	4.6

(a) Businesses operated at home are defined as those businesses where most of the work of the business was carried out at the home(s) of the operator(s).

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OPERATORS OF SMALL BUSINESSES OPERATED AT HOME(a), FEBRUARY 1997

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total operators	83.5	68.7	49.6	26.2	29.7	5.9	2.3	4.6	270.4
Operators from family businesses	51.8	37.8	31.2	16.7	16.4	3.0	1.1	3.1	161.2
Gender of operators									
Males	45.8	40.4	27.2	14.5	15.2	3.4	0.9	2.3	149.6
Females	37.7	28.3	22.4	11.7	14.5	2.5	1.4	2.3	120.8
Age of operators									
Less than 30	6.9	7.9	5.7	*2.8	*1.7	*0.8	*	*0.7	26.5
30 to 50	52.7	39.9	28.3	13.4	18.7	3.1	1.8	2.8	160.6
Greater than 50	24.0	21.0	15.6	10.0	9.3	2.0	*0.4	*1.1	83.3
Qualifications of operators									
Secondary school	28.1	25.5	20.0	9.4	9.1	1.8	1.1	1.7	96.8
Basic/skilled vocational	17.8	16.9	12.3	8.5	7.5	1.2	0.6	*0.8	65.5
Degree/diploma	36.2	24.2	14.7	7.3	12.0	2.9	*0.4	2.0	99.6
Hours worked by operators									
Less than 10 hours	9.2	6.0	5.3	5.4	5.3	*0.5	0.5	*0.5	32.7
10–20 hours	16.4	14.3	10.7	6.0	7.8	*1.1	0.5	*1.1	57.7
21–34 hours	9.0	9.2	5.9	3.8	3.3	*1.1	*	*0.6	33.1
35–50 hours	33.5	28.5	16.0	7.9	9.1	1.9	1.0	1.5	99.3
51–75 hours	12.2	6.9	7.8	2.9	3.5	*1.1	*	*0.9	35.3
More than 75 hours	*3.2	*3.8	4.0	*	*0.8	*	*	*	12.2
Ethnicity of operators									
Born in Australia	53.5	45.6	36.2	20.4	14.8	4.2	1.8	2.7	179.2
Born overseas	30.0	23.2	13.4	5.8	14.9	1.6	0.5	1.8	91.2

(a) Businesses operated at home are defined as those businesses where most of the work of the business was carried out at the home(s) of the operator(s).

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total small businesses operated at home	53.9	44.3	32.0	16.9	19.2	3.8	1.5	3.0	174.4
Family businesses	33.4	24.4	20.1	10.8	10.6	2.0	*0.7	2.0	104.0
Gender predominance									
Predominantly male operators	16.2	15.8	8.3	3.9	4.6	1.3	*	*0.9	51.2
Predominantly female operators	7.7	8.9	5.4	3.5	3.9	*0.8	*0.5	*0.7	31.3
Equal male & female operators	29.9	19.7	18.3	9.5	10.7	1.6	*0.7	*1.4	91.9
Employer size group									
Non employing businesses	30.2	27.8	19.9	12.6	12.3	2.4	1.2	*1.4	107.9
1-4 employees	20.0	14.3	9.8	4.1	6.0	*1.1	*	*1.4	57.0
5-19 employees	*3.7	*2.2	*2.3	*	*0.9	*0.3	*	*	9.6
Age of business									
Less than 1 year	*5.2	5.2	4.8	*2.9	*1.8	*0.7	*0.4	*0.6	21.6
1 to less than 5 years	19.8	16.3	10.2	6.2	6.2	*1.2	*0.3	*1.5	61.6
5 to less than 10 years	14.0	10.2	9.6	*2.0	5.9	*0.8	*	*0.5	43.2
10 years or more	14.9	12.6	7.4	5.8	5.4	*1.1	*0.5	*	48.1
Source of funds									
Less than \$1,000 used	14.1	12.8	9.8	5.1	5.1	*1.2	*0.6	*	49.2
Personal savings/borrowings	31.9	24.6	17.5	8.9	10.3	1.8	*0.7	2.3	97.9
Payout from previous employment	*5.8	*4.3	*2.6	*2.1	*1.4	*	*	*	16.6
Company borrowings from financial institutions	*	*1.8	*1.2	*	*1.6	*0.3	*	*	6.5
Other	*	*	*	*	*	*	*	*	4.3
Number of operators									
1 operator	19.9	21.6	10.1	6.4	7.5	1.5	*0.7	*1.4	69.2
2 operators	32.3	21.3	20.1	10.1	11.3	1.7	*0.7	*1.5	99.0
3 or more operators	*1.7	*1.4	*1.8	*	*	*0.6	*	*	6.3
Management training									
Operators with management qualifications	6.1	6.6	*4.5	*1.2	*1.5	*0.6	*	*	20.8
Operators with management training	8.2	7.6	*4.1	3.8	*2.8	*1.0	*	1.6	29.1
Training intentions of employing small businesses									
Have training intentions	*1.4	1.6	*1.4	*	*	*0.3	*	*	5.8
No training intentions	8.0	4.7	4.8	*1.8	*2.6	*0.7	*	*	23.2
Business plans									
With a business plan	15.0	9.4	7.6	*2.3	4.4	*0.7	*	*0.8	40.5
Operate under the business plan	13.1	7.8	6.4	*2.2	4.0	*0.7	*	*0.7	35.2
Without a business plan	38.8	34.9	24.4	14.6	14.8	3.1	1.2	2.1	133.9
Degree of success									
Highly successful	9.5	7.4	4.8	*2.7	3.9	*0.6	*	*0.5	29.7
Moderately successful	38.7	31.6	22.5	11.5	12.9	2.8	1.1	2.1	123.2
Unsuccessful	4.7	3.1	*3.1	*	*1.0	*	*	*	13.1
Unsure/don't know	*	2.2	*1.5	*2.1	*1.4	*	*	*	8.5

(a) Businesses operated at home are defined as those businesses where most of the work of the business was carried out at the home(s) of the operator(s).

SECTION 5

INTRODUCTION

FAMILY BUSINESS

The survey identified family business 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.

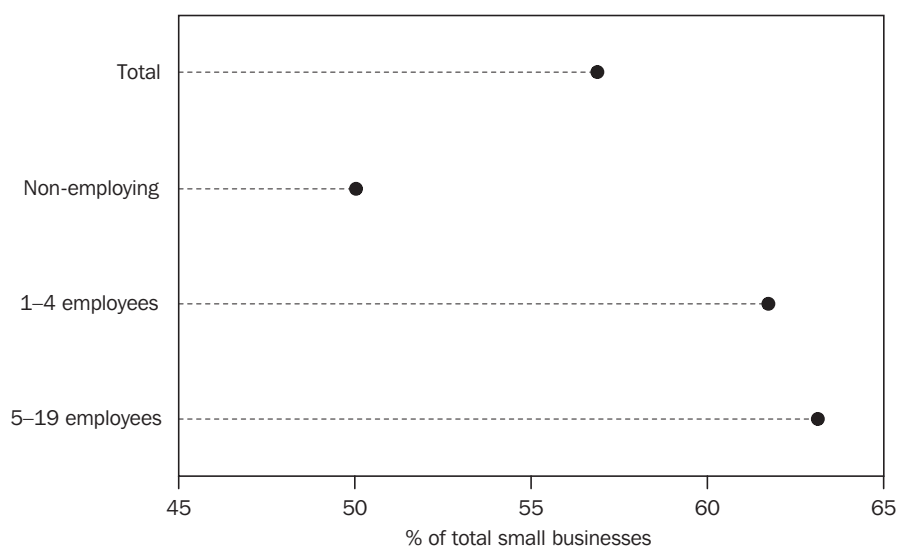
This Section presents selected information on the operators and the operations of those businesses classified as a family business.

The tables in this Section are:

- Table 23. Small family business operators by State/Territories and selected characteristic, February 1997;
- Table 24. Small family business operators by sex and selected characteristic, February 1997; and
- Table 25. Small family businesses by State/Territories and selected characteristic, February 1997

SUMMARY OF FINDINGS	It was estimated that in 1997 there were 482,000 small family businesses in Australia operated by 747,200 people. This represented 57% of both all small businesses and the total number of operators of small businesses in Australia.
Operators of small family businesses	Of the 747,200 small family business operators, 459,600 (61%) were male and 287,600 (39%) were female. These family business operators represented 54% of the total male small business operators and 62% of all female operators.
Age of family business operators	The age of family business operators generally followed the same proportions as the small business operators in total. Proportionally there were slightly less operators aged less than 30 years old (8% compared to 10%) running small family businesses and slightly more operators more than 50 years old (28% compared to 26%).
Qualifications of operators	A greater proportion of small family business operators had the highest level of secondary school available as their highest educational qualifications compared to all small business operators — 42% compared to 37%. There was a much lower proportion of people with a degree or diploma, 21% compared to 27% for all small business operators.
Hours worked by operators	The distribution of hours worked by small family business operators was fairly similar to that for all small business operators with 67% working full-time (i.e. more than 35 hours per week) and 33% working part-time. This compares with 69% and 31% for all small business operators.
Ethnicity of operators	At 30%, the same proportion of small family business operators were born overseas was the same as that recorded for all small business operators.
Operations of small family businesses	There are a number of aspects in which family businesses were different from other small businesses.
Size of business	Small family businesses tended to be a little larger than other small businesses. Only 41% were non-employing businesses, compared with 46% for all small businesses. Consequently, there were slightly greater proportions in the other size categories — 41% (compared to 38%) for businesses with 1–4 employees and 17% (compared with 15%) for businesses with 5–19 employees.

SMALL FAMILY BUSINESSES, AUSTRALIA



- Length of operation** Family businesses tended to be slightly older than other small businesses with 37% of family businesses more than 10 years old. This compared to 33% for all small businesses. Only 8% of family businesses were less than one year old, compared to 10% for all small businesses.
- Source of funds** Family businesses were slightly more likely to start up with funds from previous employment than small businesses in general (14% compared to 10%).
- Number of operators** There was a marked difference in the number of operators in family businesses compared to other small businesses with 76% of family businesses having 2 operators in 1997, compared with 34% for small businesses in total. Conversely there is a much smaller proportion of single operator family businesses — 14% compared to 58% for all small businesses.
- Training intentions** Family businesses were much more likely to train their employees with 33% of family businesses expressing intentions to train their staff. This compared to only 13% for all small employing businesses.
- Management Training** There was little difference in the proportion of family businesses with operators with some form of training in business management compared to other small businesses with 27% of both groups having either management qualifications or some training in small business management.

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total operators	199.6	191.2	167.7	65.1	92.3	15.8	4.3	11.1	747.2
Home based									
Work more hours at home	51.8	37.8	31.2	16.7	16.4	3	1.1	3.1	161.2
Business operated from home	102.8	96.2	99.3	30.5	50.7	6.1	1.8	6.7	394.1
Gender									
Male	124.8	119.1	102.5	38.4	55.2	10.1	2.9	6.7	459.6
Female	74.8	72.2	65.2	26.8	37.1	5.7	1.5	4.4	287.6
Age									
Less than 30	12	16	12	6.4	8.7	1	0.7	1.5	58.3
30 to 50	132.6	126.9	111	41.7	61.2	10.2	2.7	6.5	492.8
Greater than 50	58.2	53.3	49	19.9	25.1	4.9	1.2	3.2	215
Qualifications									
Secondary school	77.8	82.7	73.2	30.1	35.3	6.9	1.5	4	311.4
Basic/skilled vocational	68.3	56.2	58.7	21.7	37.1	5.3	1.4	3.3	252.1
Degree/diploma	47.5	45.3	29.9	10	16.9	2.6	1.1	3.4	156.6
Hours worked									
Less than 10 hours	13.7	17.6	18.3	8.1	12.4	1.6	0.9	1.3	74
10-20 hours	30	27.9	26.9	11.6	14	1.8	0.4	2	114.6
21-34 hours	15.7	14	12.2	5.3	5.6	1.8	0.5	1.1	56.1
35-50 hours	81.2	73.5	62.7	24.6	37.1	6.4	1.3	3.4	290.3
51-75 hours	49.1	45.3	35.8	12.9	19.3	3.2	1	3.1	169.8
More than 75 hours	10	13	11.7	2.7	3.9	0.9	0.3	0.2	42.5
Ethnicity									
Born in Australia	132.2	135.8	125.5	47.5	58	12.6	2.9	7.2	521.8
Born overseas	67.4	55.4	42.2	17.7	34.3	3.2	1.4	3.9	225.4

	<i>Males</i>	<i>Females</i>	<i>Total</i>
	'000	'000	'000
Total operators	459.6	287.6	747.2
Home based			
Work more hours at home	90.8	70.5	161.2
Business operated from home	244.7	149.4	394.1
Age			
Less than 30	33.6	23.3	56.9
30 to 50	289.2	190.4	479.6
Greater than 50	136.9	73.9	210.7
Qualifications			
Secondary school	157.1	154.3	311.4
Basic/skilled vocational	193.1	59	252.1
Degree/diploma	94	62.6	156.6
Hours worked			
Less than 10 hours	13	61	74
10–20 hours	30.4	84.2	114.6
21–34 hours	22.8	33.4	56.1
35–50 hours	220.1	70.2	290.3
51–75 hours	141.2	28.6	169.8
More than 75 hours	32.2	10.3	42.5
Ethnicity			
Born in Australia	315.8	206	521.8
Born overseas	143.7	81.7	225.4
State			
New South Wales	124.8	74.8	199.6
Victoria	119.1	72.2	191.2
Queensland	102.5	65.2	167.7
South Australia	38.4	26.8	65.1
Western Australia	55.2	37.1	92.3
Tasmania	10.1	5.7	15.8
Northern Territory	2.9	1.5	4.3
Australian Capital Territory	6.7	4.4	11.1

	NSW	VIC	QLD	SA	WA	TAS	NT	ACT	AUST
	'000	'000	'000	'000	'000	'000	'000	'000	'000
Total family businesses	128.8	123.4	108.2	42	59.6	10.2	2.8	7.2	482
Home based									
Work more hours at home	33.4	24.4	20.1	10.8	10.6	2	0.7	2	104
Business operated from home	66.3	62.1	64.1	19.7	32.7	3.9	1.1	4.3	254.2
Gender predominance									
Predominantly male operators	35	27.6	22.1	7.4	11	2.9	0.5	2	108.6
Predominantly female operators	5.2	7.1	3.7	2	3.5	0.7	0.2	0.6	22.9
Equal male & female operators	88.6	88.7	82.4	32.6	45	6.5	2.1	4.5	350.4
Employer size group									
Non employing businesses	48.7	45.1	49.5	21.1	28.6	3.9	1.1	1.9	199.7
1-4 employees	56.7	56.3	41.1	14.4	22.5	3.6	1.2	4.2	199.8
5-19 employees	23.5	22	17.6	6.6	8.5	2.7	0.5	1.1	82.5
Age of business									
Less than 1 year	7.1	10.8	10.4	4	6.1	1.2	0.5	0.9	40.9
1 to less than 5 years	40.3	39.9	28.9	13.4	19.2	2.3	1	2.9	148
5 to less than 10 years	29.5	28.8	32.3	7	13.4	2.4	0.3	1.4	115.2
10 years or more	51.8	43.8	36.6	17.6	20.9	4.3	1	1.9	177.9
Source of funds									
Less than \$1,000 used	20.1	22.7	21.1	8.7	10.4	2.2	0.5	0.9	86.7
Personal savings/borrowings	81	71.8	62.9	24.8	35.1	5.9	1.9	4.7	288.1
Payout from previous employment	11.4	11.7	5.5	3.3	4.6	0.4	0.1	0.9	37.9
Company borrowings from fin.inst	13	14.5	15.2	4	7.1	1.1	0.3	0.4	55.7
Other	3.3	2.7	3.4	1.2	2.3	0.5	.	0.2	13.5
Number of operators									
1 operator	21.6	18.5	13.4	4.9	7.1	1.5	0.4	1.5	68.9
2 operators	92.4	93.2	84.9	34.4	45.1	6.9	2.2	5	364.1
3 or more operators	14.8	11.7	9.9	2.7	7.4	1.8	0.2	0.6	49.1
Management trained operators									
Oper with mgt quals	14.5	14.1	14.9	4.9	6.4	1.1	0.6	0.9	57.5
Oper with mgt training	15.1	21.1	15.8	6.4	7.4	2.2	0.4	2.5	70.9
No opers with mgt quals/training	99.2	88.2	77.4	30.7	45.8	6.9	1.8	3.7	353.7
Training intentions									
Has training intentions	16.5	19.4	15.3	5.7	8.3	1.9	0.9	1.5	69.6
No training intentions	42.1	34	31.8	11.6	15	3.6	0.5	1.9	140.5
Business plans									
With a business plan	24.9	29	26.1	8.2	12.6	1.4	1.3	2.2	105.8
Operate under the business plan	23.2	26.4	22.7	7.9	11.6	1.3	1.1	1.8	96
Without a business plan	103.9	94.3	82	33.8	46.9	8.8	1.5	4.9	376.2
Degree of success									
Highly successful	20.4	21.9	16.1	8.8	13.3	1.6	0.5	1.9	84.4
Moderately successful	96.7	89	81.4	28.4	42.4	7.5	2.1	4.5	352.1
Unsuccessful	8.6	9.2	7.5	2.7	2.4	0.6	0.2	0.4	31.6
Unsure/don't know	3	3.3	3.1	2.2	1.5	0.4	.	0.3	13.9

EXPLANATORY NOTES

INTRODUCTION

The Characteristics of Small Business in Australia survey was conducted in February 1997 as a supplementary topic to the Labour Force Survey.

The Labour Force Survey is designed to regularly collect specific data on demographic and labour force characteristics of the Australian population. From time to time supplementary and special surveys of particular aspects of the labour force or of other subjects are carried out. The Characteristics of Small Business survey was one of these supplementary surveys conducted in conjunction with the February 1997 Labour Force Survey.

DATA COLLECTION METHOD

The data were collected by trained interviewers over a two week period. When completing the Labour Force Survey, those people whose main job or second job was operating a small business with less than 20 employees were asked some additional questions relating to the operations of that business.

The supplementary survey asked small business operators to provide details on themselves as operators of small businesses and on the operations of their particular business. If there was more than one operator of the same small business in a household only one of the operators was asked to complete the questions relating to the operations of the business.

The above method enabled the analysis of two discrete groups:

- Small business operators and their characteristics.
- Small businesses and their characteristics.

SCOPE OF THE SURVEY

Business size

Only those businesses which employ less than 20 people and their operators were included in the survey.

Industry

All businesses identified were classified according to the *Australian and New Zealand Standard Industrial Classification (ANZSIC)*, a detailed description of which appears in *ANZSIC 1993* (Cat. no. 1292.0).

Industry *continued*

The survey included businesses in the following industries:

Mining
Manufacturing
Construction
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
Personal and other services.

Geographical areas

The survey covered both rural and urban areas in all States and Territories. The Jervis Bay Territory is, however, excluded from the survey.

Persons

The population for the survey includes all persons over the age of 15 except:

- certain diplomatic personnel of overseas governments excluded from census and estimated populations;
- overseas residents in Australia;
- members of non-Australian defence forces (and their dependants) stationed in Australia;
- members of the permanent defence forces;
- boarding school students;
- people in institutions such as hospitals, sanatoria and inmates of jails, reformatories etc.; and
- visitors to private dwellings.

While these categories of people have an effect on the measurement of labour force levels, their exclusion is not expected to have any impact on the identification of small businesses.

SURVEY DESIGN

As the Characteristics of Small Business survey is a supplementary survey to the Labour Force Survey, it has the same basic design. The survey was based on a multi-stage area sample of private dwellings (about 30,000 houses, flats, etc. for this survey), and covered about one half of one per cent of the population of Australia.

Coverage of the survey

Coverage rules are applied which aim to ensure that each person is associated with only one dwelling, and hence has only one chance of selection. The chance of a person being enumerated at two separate dwellings in the one survey is considered to be negligible.

Persons who are away from their usual residence for six weeks or less at the time of the interview are enumerated at their usual residence.

RELIABILITY OF ESTIMATES

The estimates provided in this publication are subject to two types of error: sampling error and non-sampling error.

Sampling error

This is the difference which would be expected between the estimate and the corresponding figure that would have been obtained from a collection based on the whole population, using the same questionnaires and procedures.

One measure of the likely difference is given by the *standard error* which indicates the extent to which an estimate might have varied by chance because only a sample of dwellings was included. There are about two chances in three that a sample estimate will differ by less than one standard error from the estimate that would have been obtained if all dwellings had been included, and about nineteen chances in twenty that the difference will be less than two standard errors.

Another measure of sampling variability is the *relative standard error* which is obtained by expressing the standard error as a percentage of the estimate to which it refers.

The size of the standard error generally increases with the level of the estimate. However, it should be noted that the larger the sample estimate the smaller will be the relative standard error. Thus, larger sample estimates will be relatively more reliable than smaller estimates. Very small estimates are subject to such high relative standard errors as to detract seriously from their value for most uses. In the tables in this publication, estimates with relative standard errors between 25 per cent and 50 per cent have been included and are preceded by an asterisk (e.g. *8.5) to indicate they are subject to high standard errors and should be used with caution. Estimates with relative standard errors of more than 50 per cent have been omitted and replaced with an asterisk.

Space does not allow for separate indication of the standard errors of all estimates in this publication. As a guide, the two Tables below provide an average standard error applicable for estimates of number of small business operators and the number of small businesses for any classification.

An example of the calculation and use of standard errors is given below:

Consider an estimate of 40,000 for the number of small business operators for a particular classification for Australia. By referring to Table A below, in the row for an estimate of 40,000 and the column for

Australia, a standard error of 2,600 (2.6) is obtained. There are about two chances in three that the true value (the number that would have been obtained if the whole population had been included in the survey) is within the range 37,400 to 42,600. There are about nineteen chances in twenty that the true value is in the range 34,800 and 45,200. The relative standard error for this estimate is 6.5%.

A

STANDARD ERRORS FOR SMALL BUSINESS OPERATOR ESTIMATES

Size of estimate '000	NSW '000	VIC '000	QLD '000	SA '000	WA '000	TAS '000	NT '000	ACT '000	Aust	
									'000	%
0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	82.2
0.2	0.0	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.1	67.0
0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.1	0.2	0.2	58.8
0.4	0.4	0.3	0.3	0.3	0.3	0.2	0.1	0.2	0.2	53.4
0.5	0.4	0.3	0.4	0.3	0.3	0.2	0.1	0.2	0.3	49.4
0.6	0.5	0.4	0.4	0.3	0.3	0.2	0.1	0.2	0.3	46.2
0.7	0.5	0.4	0.4	0.3	0.3	0.2	0.1	0.2	0.3	43.7
0.8	0.5	0.4	0.5	0.4	0.4	0.2	0.1	0.3	0.3	41.5
0.9	0.6	0.5	0.5	0.4	0.4	0.3	0.1	0.3	0.4	39.7
1.0	0.6	0.5	0.5	0.4	0.4	0.3	0.1	0.3	0.4	38.1
1.1	0.6	0.5	0.6	0.4	0.4	0.3	0.1	0.3	0.4	36.7
1.2	0.7	0.6	0.6	0.5	0.5	0.3	0.1	0.3	0.4	35.5
1.3	0.7	0.6	0.6	0.5	0.5	0.3	0.1	0.3	0.5	34.4
1.4	0.7	0.6	0.6	0.5	0.5	0.3	0.2	0.3	0.5	33.4
1.5	0.8	0.6	0.7	0.5	0.5	0.3	0.2	0.3	0.5	32.4
1.6	0.8	0.7	0.7	0.5	0.5	0.3	0.2	0.3	0.5	31.6
1.7	0.8	0.7	0.7	0.6	0.6	0.3	0.2	0.3	0.5	30.8
1.8	0.8	0.7	0.7	0.6	0.6	0.3	0.2	0.3	0.5	30.1
1.9	0.9	0.7	0.8	0.6	0.6	0.4	0.2	0.3	0.6	29.4
2.0	0.9	0.7	0.8	0.6	0.6	0.4	0.2	0.3	0.6	28.8
2.1	0.9	0.8	0.8	0.6	0.6	0.4	0.2	0.4	0.6	28.2
2.2	0.9	0.8	0.8	0.6	0.6	0.4	0.2	0.4	0.6	27.6
2.3	1.0	0.8	0.8	0.6	0.6	0.4	0.2	0.4	0.6	27.1
2.4	1.0	0.8	0.9	0.7	0.7	0.4	0.2	0.4	0.6	26.6
2.5	1.0	0.8	0.9	0.7	0.7	0.4	0.2	0.4	0.7	26.2
3.0	1.1	0.9	1.0	0.7	0.7	0.4	0.2	0.4	0.7	24.2
3.5	1.2	1.0	1.1	0.8	0.8	0.4	0.2	0.4	0.8	22.6
4.0	1.3	1.1	1.1	0.8	0.8	0.4	0.2	0.4	0.9	21.2
4.5	1.4	1.1	1.2	0.9	0.9	0.5	0.2	0.4	0.9	20.1
5.0	1.4	1.2	1.2	0.9	0.9	0.5	0.2	0.4	1.0	19.2
6.0	1.6	1.3	1.4	1.0	1.0	0.5	0.3	0.4	1.1	17.6
8.0	1.8	1.5	1.5	1.1	1.2	0.5	0.3	0.5	1.2	15.3
10.0	2.0	1.6	1.7	1.2	1.3	0.6	0.3	0.5	1.4	13.7
20.0	2.7	2.2	2.3	1.5	1.6	0.6	0.4	0.5	1.9	9.6
30.0	3.2	2.6	2.6	1.7	1.9	0.6			2.3	7.7
40.0	3.6	2.9	2.9	1.8	2.1	0.6			2.6	6.5
50.0	3.9	3.2	3.1	1.9	2.3	0.7			2.9	5.8
100.0	5.0	4.1	3.9	2.2	2.8				3.8	3.8
200.0	6.3	5.2	4.7	2.4					5.0	2.5
300.0	7.2	5.9	5.2	2.6					5.7	1.9
400.0	7.8	6.5	5.5	2.6					6.2	1.6
500.0	8.3	6.9							6.7	1.3
1 000.0									8.2	0.8
2 000.0									9.8	0.5

B

STANDARD ERRORS FOR NUMBER OF SMALL BUSINESS ESTIMATES

Size of estimate '000	NSW '000	VIC '000	QLD '000	SA '000	WA '000	TAS '000	NT '000	ACT '000	Aust	
									'000	%
0.1		0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	94.7
0.2	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.1	0.2	77.2
0.3	0.3	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	67.6
0.4	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.2	0.3	61.1
0.5	0.4	0.3	0.4	0.3	0.3	0.2	0.2	0.2	0.3	56.3
0.6	0.4	0.4	0.4	0.3	0.3	0.2	0.2	0.3	0.3	52.5
0.7	0.5	0.4	0.4	0.4	0.4	0.2	0.2	0.3	0.4	49.4
0.8	0.5	0.5	0.5	0.4	0.4	0.3	0.2	0.3	0.4	46.9
0.9	0.5	0.5	0.5	0.4	0.4	0.3	0.2	0.3	0.4	44.7
1.0	0.6	0.5	0.5	0.4	0.4	0.3	0.3	0.3	0.4	42.7
1.1	0.6	0.5	0.6	0.5	0.5	0.3	0.3	0.3	0.5	41.1
1.2	0.6	0.6	0.6	0.5	0.5	0.3	0.3	0.4	0.5	39.6
1.3	0.7	0.6	0.6	0.5	0.5	0.3	0.3	0.4	0.5	38.2
1.4	0.7	0.6	0.6	0.5	0.5	0.3	0.3	0.4	0.5	37.0
1.5	0.7	0.6	0.7	0.5	0.6	0.3	0.3	0.4	0.5	35.9
1.6	0.8	0.7	0.7	0.5	0.6	0.3	0.3	0.4	0.6	34.8
1.7	0.8	0.7	0.7	0.6	0.6	0.4	0.3	0.4	0.6	33.9
1.8	0.8	0.7	0.7	0.6	0.6	0.4	0.3	0.4	0.6	33.0
1.9	0.8	0.7	0.7	0.6	0.6	0.4	0.3	0.4	0.6	32.2
2.0	0.9	0.8	0.8	0.6	0.6	0.4	0.3	0.4	0.6	31.5
2.1	0.9	0.8	0.8	0.6	0.7	0.4	0.3	0.4	0.7	30.8
2.2	0.9	0.8	0.8	0.6	0.7	0.4	0.3	0.4	0.7	30.1
2.3	0.9	0.8	0.8	0.7	0.7	0.4	0.3	0.4	0.7	29.5
2.4	0.9	0.8	0.8	0.7	0.7	0.4	0.3	0.4	0.7	28.9
2.5	1.0	0.8	0.9	0.7	0.7	0.4	0.3	0.4	0.7	28.3
3.0	1.1	0.9	0.9	0.7	0.8	0.4	0.3	0.5	0.8	25.9
3.5	1.2	1.0	1.0	0.8	0.8	0.5	0.3	0.5	0.8	24.0
4.0	1.2	1.1	1.1	0.8	0.9	0.5	0.3	0.5	0.9	22.5
4.5	1.3	1.2	1.2	0.9	0.9	0.5	0.3	0.5	1.0	21.2
5.0	1.4	1.2	1.2	0.9	1.0	0.5	0.3	0.5	1.0	20.0
6.0	1.5	1.3	1.3	1.0	1.1	0.5	0.3	0.5	1.1	18.2
8.0	1.7	1.5	1.5	1.1	1.2	0.6	0.3	0.5	1.3	15.5
10.0	1.9	1.6	1.6	1.2	1.3	0.6	0.3	0.6	1.4	13.7
20.0	2.5	2.1	2.1	1.5	1.6	0.7	0.2	0.6	1.8	9.1
30.0	3.0	2.4	2.5	1.6	1.7	0.7	0.2		2.1	7.1
40.0	3.3	2.6	2.7	1.7	1.8	0.8	0.2		2.4	5.9
50.0	3.5	2.8	2.9	1.8	1.9	0.8			2.5	5.1
100.0	4.4	3.3	3.5	2.0	2.2	0.8			3.2	3.1
200.0	5.3	3.8	4.1	2.1	2.3	0.8			3.8	1.9
300.0	5.9	4.1	4.5	2.2	2.4				4.1	1.4
400.0	6.3	4.35	4.7	2.2	2.4				4.4	1.1
500.0	6.6	4.4	4.9	2.2	2.4				4.6	0.9
1 000.0	7.4	4.6	5.3	2.1	2.3				5.1	0.5
2 000.0									5.5	0.3

Non sampling errors

These errors can occur whether the estimates are derived from a sample or from a complete enumeration and are usually referred to as non-sampling errors. Three major sources of non-sampling error are:

- inability to obtain comprehensive data from all people included in the sample. These errors arise because of differences which exist between the characteristics of respondents and non-respondents;
- errors in reporting on the part of both respondents and interviewers. These reporting errors may arise through inappropriate wording of questions, misunderstanding of what data are required, inability or unwillingness to provide accurate information and mistakes in answers to questions; and
- errors arising during processing of the survey data. These processing errors may arise through mistakes in coding and data recording.

Non-sampling errors are difficult to measure in any collection. However, every effort was made to minimise these errors. In particular, the effect of the reporting and processing errors described above was minimised by careful questionnaire design, intensive training and supervision of interviewers, asking respondents to refer to records whenever possible and extensive editing and quality control checking at all stages of data processing.

Survey estimation and weighting procedures

Estimates derived from the survey are obtained by using a ratio estimation procedure, which ensures that the survey estimates conform to an independently estimated distribution of the population by area of residence, age and sex.

Two separate weights were used for the survey;

- a person weight used in the estimation of small business operators
- a business weight used in the estimation of small businesses.

Each person or business in the sample is assigned a 'weight' which takes into account their probability of selection in the sample from their region, with adjustments to account for under-enumeration at the age and sex level.

The 'weights' are also adjusted to reduce the bias introduced by varying levels of non-response in different sub-groups of the population.

Business weights are derived from the person weights and are further adjusted for the number of business operators in a particular business.

Symbols

The following symbols, where shown in columns or elsewhere in tables;
mean:

n.a. not available

*246 subject to high sampling variability

* data suppressed due to unacceptable sampling variability

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

GLOSSARY

Businesses operated at home	See Home based business
Businesses operated from home	See Home based business
Business operator	<p>The person or persons who own and run the business. Generally, these operators can be identified as either:</p> <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.
Degree of success	<p>In the survey the business operator was asked to rate the success of the business over the 12 months to February 1995. Four options were given:</p> <ul style="list-style-type: none">▪ Highly successful▪ Moderately successful▪ Unsuccessful▪ Unsure or do not know.
Ethnicity	<p>Country of birth is collected for each individual in the Labour Force Survey. This information is carried forward to the Characteristics of Small Business survey, but due to the small sample of business operators born overseas, these are only published in aggregate.</p>
Family business	<p>The survey identified family business 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.</p>
Full-time operator	<p>A business operator who usually worked more than 35 hours a week in the business.</p>
Home based small business	<p>There are two definitions of home based small business used:</p> <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 <i>at</i> 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 <i>from</i> home'.
Hours worked	<p>The number of hours each operator usually worked in the business.</p>
Length of operation	<p>The number of years the business had been operated by the current operator.</p>

- Part-time operator** A business operator who usually worked less than 35 hours a week in the business.
- Source of funds** The major source of the money required to establish or take over the business. Businesses established with less than \$1000 dollars are categorised separately and not included in the other source of funds categories.
- Training intentions** This relates to the intentions of the business operator with regard to the training of their employees in the six months immediately following the survey.

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