



# CLUBS, PUBS, TAVERNS AND BARS

AUSTRALIA

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- For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Ann Santo on Melbourne 03 9615 7910.

# NOTES

## INTRODUCTION

This publication presents results, in respect of the 2000–01 financial year, from a survey conducted by the Australian Bureau of Statistics (ABS) of clubs (hospitality), pubs, taverns and bars. This is the fourth time that the ABS has surveyed these industries, with previous surveys conducted in respect of 1991–92, 1994–95, and 1997–98.

This publication is one of a series to be issued in respect of 2000–01 for a range of hospitality, sporting, recreation and gambling services industries. Other publications in this series are:

*Casinos, Australia, 2000–01* (Cat. no. 8683.0) — issued 7 December 2001

*Selected Amusement and Leisure Industries, 2000–01* (Cat. no. 8688.0) —  
issued 30 April 2002

*Gambling Industries, Australia, 2000–01* (Cat. no. 8684.0)

*Sports Industries, Australia, 2000–01* (Cat. no. 8686.0)

*Accommodation Industry, Australia, 2000–01* (Cat. no. 8695.0)

## COMMENTS ON THIS PUBLICATION

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

## ROUNDING

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



## ABBREVIATIONS

ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
GE	group employer
OPBT	operating profit before tax
PAYGW	pay-as-you-go withholding
RSE	relative standard error
TAB	Totalizator Agency Board
\$m	million dollars

Dennis Trewin  
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# CHAPTER 1

## PUBS TAVERNS AND BARS .....

### INTRODUCTION

This chapter of the publication presents results, in respect of the 2000–01 financial year, from an Australian Bureau of Statistics (ABS) survey of employing businesses in the pubs, taverns and bars industry. These businesses are classified to Class 5720, of the *Australian and New Zealand Standard Industrial Classification* (ANZSIC).

This industry class includes hotels, bars and similar units mainly engaged in selling alcoholic beverages for consumption on the premises, or in selling alcoholic beverages both for consumption on or off the premises (e.g. from bottle shops at such premises). It does not include businesses mainly engaged in the provision of accommodation, retailing alcoholic beverages for consumption off the premises, or organisations mainly engaged in operating licensed clubs. Organisations mainly engaged in operating licensed hospitality clubs were included in a separate survey, for which results are shown in Chapter 2 of this publication.

This publication presents data dissected by businesses with gambling facilities and businesses without gambling facilities. Businesses with gambling facilities are those providing either poker/gaming machines, TAB facilities and/or Keno services to patrons.

In order to allow historical comparisons, it has been necessary to revise the 1997–98 data so that the basis for the estimates is consistent with that used for the 2000–01 survey. For more details, see paragraphs 3 to 5 of the Explanatory Notes in this publication.

### SIZE OF INDUSTRY

At the end of June 2001, there were 4,003 businesses operating at 4,627 premises in Australia, which represents a decrease of 12% and 7% respectively since the end of June 1998. Of the total number of premises, 1,987 (43%) were located in capital cities and suburbs and 2,640 (57%) were located in non-metropolitan areas.

The number of premises with gambling facilities has remained steady while the number of premises without gambling facilities has decreased by 19% since June 1998.

At the end of June 2001, there were 55,662 poker/gaming machines operating in the premises of businesses in the pubs, taverns and bars industry. This was an increase of 22% on the number in operation at the end of June 1998.

The industry value added for the pubs, taverns and bars industry in 2000–01 was \$2,498m.

### SOURCES OF INCOME

The total income of businesses in the pubs, taverns and bars industry was \$9,007m in 2000–01, which was a 13% increase since 1997–98. It should be noted that the industry income in 2000–01 excludes GST paid by consumers to businesses in the industry.

## SOURCES OF INCOME

*continued*

In 2000–01, income from the sale of liquor and other beverages generated \$5,682m (63% of the total industry income), while income from gambling generated \$2,121m (24% of the total industry income). The income from sales of liquor and other beverages increased marginally since 1997–98, while the income from gambling increased by 64%. Takings from meals and food sales in 2000–01 were \$826m, which represented a 24% increase since 1997–98.

Since 1997–98 the structure of the industry income has altered, with the sale of liquor and other beverages being 71% of total industry income in 1997–98 and 63% in 2000–01. In comparison, the contribution of gambling income to industry income has increased from 16% in 1997–98 to 24% in 2000–01.

Of the income from the sale of liquor and other beverages (\$5,682m), 52% was for consumption on the premises of businesses in the pubs, taverns and bars industry, while the remainder was for consumption off the premises. In comparison, 55% of the sales of liquor and other beverages was for consumption on the premises in 1997–98.

In 2000–01 the total income of businesses with gambling facilities was \$7,641m. This represented 85% of the total industry income, an increase of 19% since 1997–98. In 2000–01 the major sources of income for businesses with gambling facilities were the sale of liquor and other beverages of \$4,607m (60%) and gambling income of \$2,121m (28%). In 1997–98, businesses with gambling facilities accounted for 81% of the total industry income, 68% of which was generated by the sale of liquor and other beverages and 20% by gambling.

The gambling income from these businesses was nearly all (97%) sourced from poker/gaming machines, with the balance of gambling income being sourced from Totalization Agency Board (TAB) commissions (\$53m) and Keno commissions (\$14m).

The total income for businesses without gambling facilities was \$1,367m in 2000–01, which was a decrease of 10% since 1997–98. The major sources of income in 2000–01 for businesses without gambling facilities were sales of liquor and other beverages of \$1,075m (79% of total income) and takings from meals and food sales of \$183m (13% of total income). Income from sales of liquor and other beverages, for businesses without gambling facilities, has decreased by 14% since 1997–98. During the same period, takings from meals and food sales increased by 10%.

## EXPENSES

The total expenses of businesses in the pubs, taverns and bars industry was \$8,344m in 2000–01. This represented an increase of 14% since 1997–98. The main items of expenditure were purchases of liquor and other beverages of \$3,270m and labour costs of \$1,776m. Since 1997–98, purchases of liquor and other beverages has increased marginally and labour costs have increased by 26%.

The labour costs (\$1,776m) represented an average labour cost per employee of \$21,600, reflecting the high incidence of casual employees in the industry. The purchases of liquor and other beverages contributed to a mark-up on these goods of 74%.

EXPENSES *continued*

Other major expenses for businesses in the industry were gambling taxes (\$590m), rent, leasing and hiring (\$484m), purchase of foodstuffs in preparing meals (\$407m), advertising, marketing, promotion and sponsorship expenses (\$182m), depreciation and amortisation (\$181m) and interest expenses (\$173m).

In 2000–01, businesses with gambling facilities in the pubs, taverns and bars industry, recorded total expenses of \$7,041m (84% of industry expenses). The largest expense items incurred by these businesses were purchases of liquor and other beverages (\$2,750m) and labour costs (\$1,482m), which increased by 6% and 32% respectively since 1997–98. The expense item for these types of businesses that showed the greatest percentage increase since 1997–98 was poker/gaming machine and other gambling taxes and levies of \$590m, which increased by 71%.

Businesses without gambling facilities incurred expenses totalling \$1,303m in 2000–01. Purchases of liquor and other beverages (\$520m) contributed 40% and labour costs (\$294m) contributed 23% of the total expenses. The expenditure on purchases of liquor and other beverages decreased by 20% since 1997–98, reflecting the decreased takings from sales of liquor and other beverages in these types of businesses during 2000–01.

## PROFITABILITY

For 2000–01, businesses in the pubs, taverns and bars industry recorded an operating profit before tax of \$709m, which represented an operating profit margin of 7.9%. Businesses with gambling facilities recorded an operating profit margin of 8.5% while those without gambling facilities recorded an operating profit margin of 4.6%. In comparison, the operating profit margin of the industry in 1997–98 was 8.3%, comprising operating profit margins of 8.9% and 5.8% for businesses with and without gambling facilities respectively.

The most profitable businesses in the industry were those businesses with employment of 100 persons or more. These large businesses recorded an operating profit margin of 11.1%, comprising an operating profit margin of 11.9% for businesses without gambling facilities and 11.1% for those with gambling facilities. Generally, however, businesses with gambling facilities were more profitable than businesses without gambling facilities, for most employment sizes. For example, for businesses employing between 10–19 persons, those with gambling facilities recorded an operating profit margin of 7.5%, while those without gambling facilities recorded the lowest profit margin of only 3.8%.

## EMPLOYMENT

At the end of June 2001, employment in the industry was 84,158 persons, which was 7% more than at the end of June 1998. Of the total employment, 57,272 persons (68%) were casual employees and 43,741 (52%) were female employees. In 1997–98, 65% of employment were casual employees and 55% were female employees.

The industry employment also included 2,044 working proprietors and partners, 19,310 permanent full-time employees and 5,532 part-time employees. While there has been an increase (7%) in industry employment since June 1998, the types of employment have changed more markedly, with working proprietors and partners decreasing by 23%, permanent part-time employees decreasing by 17% and casuals increasing by 12%. This increase in casuals has mainly been driven by a 22% increase in male casuals, with female casuals increasing by only 5%.

EMPLOYMENT *continued*

Businesses with gambling facilities had employment of 66,255 persons, which accounted for 79% of total industry employment.

The majority (44%) of persons working in the industry were bar staff and bar managers. Other major contributions to industry employment included catering staff (20%), managers and administrative staff (11%) and gaming/cashier staff (10%). It should be borne in mind that these occupations are based on the main activity of staff and many staff can perform multiple functions.

STATE AND TERRITORY  
DIMENSION

At the end of June 2001, there were 4,627 premises of businesses in the pubs, taverns and bars industry operating in Australia. New South Wales accounted for 30% of the premises, 28% of employment, 26% of income from the sale of liquor and other beverages, 45% of gambling income and 30% of total income for the industry. Victoria accounted for 20% of the premises, 27% of employment, 19% of income from the sale of liquor and other beverages, 20% of gambling income and 20% of total income for the industry. By way of comparison, New South Wales' and Victoria's share of the Australian population is 34% and 25% respectively.

South Australia's share of the Australian population is 8% but South Australia accounted for 12% of premises, 13% of the industry employment, 10% of income from the sale of liquor and other beverages, 19% of gambling income and 13% of the industry income.

However, in making State comparisons, it should be noted that:

(a) the main component of gambling income is takings from poker/gaming machines. In Victoria and Tasmania, this part of industry gambling income is accounted for by commissions/venue share from poker/gaming machines. In comparison, in other States and Territories (except Western Australia), industry gambling income is accounted for by net takings from poker/gaming machines. The contribution of commissions/venue share is less than the net takings from poker machines; and

(b) there are no poker/gaming machines in Western Australia in premises of businesses in the pubs, taverns and bars industry, thus greatly reducing their income reliance on gambling facilities.

## BUSINESS SIZE

Of the total number of businesses in the pubs, taverns and bars industry at the end of June 2001, 1,654 businesses (41%) had employment of less than 10 persons. These small businesses accounted for only 10% of the industry employment, 15% of the industry income from sales of liquor and other beverages, 8% of the gambling income, 12% of total income and 11% of the operating profit before tax.

In comparison, there were 55 (1%) businesses with employment of 100 or more persons in the industry. These large businesses accounted for 22% of the industry employment, 19% of the industry income from sales of liquor and other beverages, 20% of the gambling income, 19% of total income and 27% of the operating profit before tax.

The 1,102 (28%) businesses in the industry with employment between 20–99 persons had the largest contribution to most industry statistics accounting for 49% of the total employment, 47% of income from sales of liquor and other beverages, 54% of the gambling income, 49% of total income and 46% of the operating profit before tax.

**1.1**

## PUBS, TAVERNS AND BARS, Key figures

		BUSINESSES WITH GAMBLING FACILITIES		BUSINESSES WITHOUT GAMBLING FACILITIES		ALL BUSINESSES	
		1997-98	2000-01	1997-98	2000-01	1997-98	2000-01
Businesses at end June	no.	r2 755	2 566	r1 785	1 437	r4 540	4 003
Premises							
Capital cities and suburbs	no.	na	1 411	na	576	na	1 987
Non-metropolitan	no.	na	1 703	na	937	na	2 640
<i>Total</i>	no.	r3 105	3 114	r1 859	1 513	r4 964	4 627
Premises at end of June(a)							
With poker/gaming machines	no.	r2 462	2 542	..	..	r2 462	2 542
With Keno	no.	r618	731	..	..	r618	731
With TAB betting facilities	no.	r1 557	1 741	..	..	r1 557	1 741
Poker/gaming machines in use at end June	no.	r45 595	55 662	..	..	r45 595	55 662
Employment at end June							
Working proprietors and partners	no.	r1 519	1 322	r1 150	722	r2 669	2 044
Permanent employees	no.	na	19 264	na	5 578	r24 767	24 842
Casual employees	no.	na	45 669	na	11 602	r51 219	57 272
<i>Total</i>	no.	r58 521	66 255	r20 134	17 902	r78 654	84 158
Income							
Sale of liquor and other beverages	\$m	r4 359.9	4 606.5	r1 252.7	1 075.2	r5 612.6	5 681.7
Gambling income	\$m	r1 295.6	2 121.3	..	..	r1 295.6	2 121.3
Takings from meal and food sales	\$m	r501.0	642.7	r166.3	183.0	r667.4	825.7
Other	\$m	r272.3	270.0	r107.5	108.5	r379.8	378.5
<i>Total</i>	\$m	r6 428.8	7 640.5	r1 526.6	1 366.7	r7 955.4	9 007.2
Expenses							
Labour costs	\$m	r1 124.0	1 482.3	r287.9	294.1	r1 411.9	1 776.4
Poker/gaming machine and other gambling taxes and levies	\$m	r346.2	590.3	..	..	r346.2	590.3
Purchases	\$m	r2 920.1	3 170.4	r760.9	637.3	r3 681.0	3 807.7
Other	\$m	r1 492.6	1 797.6	r390.4	371.9	r1 882.9	2 169.5
<i>Total</i>	\$m	r5 882.9	7 040.6	r1 439.1	1 303.3	r7 322.0	8 343.9
Operating profit before tax	\$m	r569.0	646.0	r88.6	62.7	r657.6	708.7
Operating profit margin	%	r8.9	8.5	r5.8	4.6	r8.3	7.9
Industry value added	\$m	na	2 145.1	na	352.3	na	2 497.5

r revised

na not available

.. not applicable

(a) More than one gambling facility can be provided at the one premises. Therefore, the total number of licensed premises will not be equal to the sum of the components.



**1.2**

## PUBS, TAVERNS AND BARS, Sources of income

	<i>Businesses with gambling facilities</i>		<i>Businesses without gambling facilities</i>		<i>All businesses</i>	
	\$m	%	\$m	%	\$m	%
<b>Sales of goods and services</b>						
Sale of liquor and other beverages						
For consumption on the premises	2 174.9	28.5	785.2	57.5	2 960.1	32.9
For consumption off the premises	2 431.6	31.8	290.0	21.2	2 721.6	30.2
<i>Total</i>	4 606.5	60.3	1 075.2	78.7	5 681.7	63.1
<b>Gambling income</b>						
Net takings from poker/gaming machines	1 658.5	21.7	..	..	1 658.5	18.4
Commission/venue share from poker/gaming machines	395.5	5.2	..	..	395.5	4.4
Commissions from TAB	53.4	0.7	..	..	53.4	0.6
Commissions from Keno	13.9	0.2	..	..	13.9	0.2
<i>Total</i>	2 121.3	27.8	..	..	2 121.3	23.6
Takings from meals and food sales	642.7	8.4	183.0	13.4	825.7	9.2
Takings from accommodation	122.1	1.6	45.3	3.3	167.4	1.9
Commissions from vending machines	42.7	0.6	7.6	0.6	50.3	0.6
Catering commissions/concessions	1.9	—	*2.8	*0.2	*4.8	*0.1
Rent, leasing and hiring income	22.2	0.3	*6.9	*0.5	29.0	0.3
Other	50.1	0.7	33.1	2.4	83.2	0.9
<i>Total</i>	7 609.5	99.6	1 353.8	99.1	8 963.3	99.5
<b>Other sources of income</b>						
Interest income	13.8	0.2	*1.8	0.1	15.7	0.2
Other non-operating income	17.2	0.2	11.0	0.8	28.2	0.3
<i>Total</i>	31.0	0.4	12.9	0.9	43.9	0.5
<b>Total</b>	<b>7 640.5</b>	<b>100.0</b>	<b>1 366.7</b>	<b>100.0</b>	<b>9 007.2</b>	<b>100.0</b>

.. not applicable

— nil or rounded to zero (including null cells)

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

**1.3**

## PUBS, TAVERNS AND BARS, Items of expenditure

	<i>Businesses with gambling facilities</i>		<i>Businesses without gambling facilities</i>		<i>All businesses</i>	
	\$m	%	\$m	%	\$m	%
<b>Labour costs</b>						
Wages and salaries	1 293.1	18.4	261.6	20.1	1 554.7	18.6
Employer contributions to superannuation funds	107.3	1.5	20.5	1.6	127.8	1.5
Workers' compensation costs	33.7	0.5	6.3	0.5	40.0	0.5
Fringe benefits tax	3.3	—	*0.3	*—	3.6	—
Payroll tax	44.8	0.6	5.5	0.4	50.4	0.6
<i>Total</i>	<b>1 482.3</b>	<b>21.1</b>	<b>294.1</b>	<b>22.6</b>	<b>1 776.4</b>	<b>21.3</b>
<b>Purchases</b>						
Liquor and other beverages	2 750.1	39.1	520.1	39.9	3 270.2	39.2
Foodstuffs used in preparing meals	320.0	4.5	86.5	6.6	406.5	4.9
Other goods for resale	52.8	0.8	18.1	1.4	70.9	0.8
Other purchases	47.4	0.7	12.7	1.0	60.1	0.7
<i>Total</i>	<b>3 170.4</b>	<b>45.0</b>	<b>637.3</b>	<b>48.9</b>	<b>3 807.7</b>	<b>45.6</b>
<b>Other expenses</b>						
Poker/gaming machine and other gambling taxes and levies	590.3	8.4	..	..	590.3	7.1
Repair and maintenance expenses	118.6	1.7	27.5	2.1	146.0	1.8
Rent, leasing and hiring expenses						
Land, buildings and other structures	304.9	4.3	75.3	5.8	380.2	4.6
Other	91.8	1.3	11.8	0.9	103.7	1.2
<i>Total</i>	<b>396.7</b>	<b>5.6</b>	<b>87.2</b>	<b>6.7</b>	<b>483.9</b>	<b>5.8</b>
Advertising, marketing, promotion and sponsorship expenses	155.1	2.2	26.5	2.0	181.6	2.2
Electricity, gas and water charges	111.7	1.6	26.8	2.1	138.5	1.7
Land tax and land rates	47.8	0.7	8.5	0.6	56.2	0.7
Payments to employment agencies for staff	*15.8	*0.2	*1.6	*0.1	*17.4	*0.2
Other contract, sub-contract and commission expenses	141.8	2.0	33.1	2.5	175.0	2.1
Insurance premiums	49.0	0.7	13.0	1.0	61.9	0.7
Interest expenses	148.9	2.1	24.0	1.8	173.0	2.1
Depreciation and amortisation	158.3	2.2	22.8	1.8	181.1	2.2
Other operating expenses	453.9	6.4	100.9	7.7	554.8	6.6
<i>Total</i>	<b>2 387.9</b>	<b>33.9</b>	<b>371.9</b>	<b>28.5</b>	<b>2 759.8</b>	<b>33.1</b>
<b>Total</b>	<b>7 040.6</b>	<b>100.0</b>	<b>1 303.3</b>	<b>100.0</b>	<b>8 343.9</b>	<b>100.0</b>

— nil or rounded to zero (including null cells)

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

.. not applicable

**1.4**

## PUBS, TAVERNS AND BARS, Characteristics of employment .....

	<i>Males</i> .....		<i>Females</i> .....		<i>Persons</i> .....	
	no.	%	no.	%	no.	%
..... BUSINESSES WITH GAMBLING FACILITIES						
Working proprietors and partners	773	2.4	549	1.6	1 322	2.0
Employees						
Permanent full-time	9 233	29.3	5 930	17.1	15 162	22.9
Permanent part-time	1 569	5.0	2 534	7.3	4 102	6.2
Casuals	19 967	63.3	25 702	74.0	45 669	68.9
<i>Total</i>	30 768	97.6	34 165	98.4	64 933	98.0
Total employment at end June						
<b>2001</b>	<b>31 541</b>	<b>100.0</b>	<b>34 715</b>	<b>100.0</b>	<b>66 255</b>	<b>100.0</b>
1998	na	..	na	..	r58 521	..
..... BUSINESSES WITHOUT GAMBLING FACILITIES						
Working proprietors and partners	410	4.6	312	3.5	722	4.0
Employees						
Permanent full-time	2 637	29.7	1 511	16.7	4 148	23.2
Permanent part-time	583	6.6	846	9.4	1 430	8.0
Casuals	5 246	59.1	6 356	70.4	11 602	64.8
<i>Total</i>	8 466	95.4	8 714	96.5	17 180	96.0
Total employment at end June						
<b>2001</b>	<b>8 876</b>	<b>100.0</b>	<b>9 027</b>	<b>100.0</b>	<b>17 902</b>	<b>100.0</b>
1998	na	..	na	..	r20 134	..
..... ALL BUSINESSES						
Working proprietors and partners	1 182	2.9	862	2.0	2 044	2.4
Employees						
Permanent full-time	11 869	29.4	7 441	17.0	19 310	22.9
Permanent part-time	2 152	5.3	3 380	7.7	5 532	6.6
Casuals	25 213	62.4	32 059	73.3	57 272	68.1
<i>Total</i>	39 234	97.1	42 879	98.0	82 114	97.6
Total employment at end June						
<b>2001</b>	<b>40 416</b>	<b>100.0</b>	<b>43 741</b>	<b>100.0</b>	<b>84 158</b>	<b>100.0</b>
1998	r35 718	..	r42 937	..	r78 654	..

na not available

.. not applicable

r revised

Note: 1997–1998 figures have been revised since previous publication. For details, see paragraphs 3 to 5 of the Explanatory Notes.

**1.5** PUBS, TAVERNS AND BARS, Main occupation of persons employed .....

	<i>Businesses with gambling facilities.....</i>		<i>Businesses without gambling facilities.....</i>		<i>All businesses.....</i>	
	no.	%	no.	%	no.	%
Managers and administrative staff	6 898	10.4	2 126	11.9	9 024	10.7
Bar staff and bar managers	27 436	41.4	9 949	55.6	37 384	44.4
Catering staff	12 877	19.4	3 589	20.0	16 466	19.6
Gaming/cashier staff	8 725	13.2	..	..	8 725	10.4
Other	10 320	15.6	2 239	12.5	12 559	14.9
<b>Total</b>	<b>66 255</b>	<b>100.0</b>	<b>17 902</b>	<b>100.0</b>	<b>84 158</b>	<b>100.0</b>

.. not applicable

**1.6**

## PUBS, TAVERNS AND BARS, State and territories

		NSW	Vic.	Qld	SA	WA	Tas.	NT	ACT	Aust.
BUSINESSES WITH GAMBLING FACILITIES										
Businesses at end June(a)	no.	1 232	297	386	408	*109	120	15	8	2 566
	%	47.8	11.5	15.0	15.8	*4.2	4.7	0.6	0.3	100.0
Premises at end June	no.	1 310	370	697	459	*134	121	14	8	3 114
	%	42.1	11.9	22.4	14.7	*4.3	3.9	0.5	0.3	100.0
Employment at end June	no.	21 554	15 794	13 290	10 284	*2 653	2 161	395	125	66 255
	%	32.5	23.8	20.1	15.5	*4.0	3.3	0.6	0.2	100.0
Income from the sale of liquor and other beverages	\$m	1 376.8	707.4	1 490.9	528.2	*270.1	174.7	48.0	10.4	4 606.5
	%	29.9	15.4	32.4	11.5	*5.9	3.8	1.0	0.2	100.0
Gambling income	\$m	943.4	428.7	320.6	393.0	np	25.6	np	*0.7	2 121.3
	%	44.5	20.2	15.1	18.5	np	1.2	np	—	100.0
Total income	\$m	2 562.2	1 320.3	2 023.9	1 104.7	*315.5	243.4	57.3	13.2	7 640.5
	%	33.5	17.3	26.5	14.5	*4.1	3.2	0.7	0.2	100.0
BUSINESSES WITHOUT GAMBLING FACILITIES										
Businesses at end June(a)	no.	91	550	307	82	292	85	10	20	1 437
	%	6.3	38.3	21.4	5.7	20.3	5.9	0.7	1.4	100.0
Premises at end June	no.	96	574	328	86	310	88	10	20	1 513
	%	6.4	38.0	21.6	5.7	20.5	5.8	0.6	1.3	100.0
Employment at end June	no.	*1 714	7 078	2 628	775	4 493	861	145	207	17 902
	%	*9.6	39.5	14.7	4.3	25.1	4.8	0.8	1.2	100.0
Income from the sale of liquor and other beverages	\$m	*97.7	376.7	190.1	41.5	286.6	60.4	9.9	12.3	1 075.2
	%	*9.1	35.0	17.7	3.9	26.7	5.6	0.9	1.1	100.0
Gambling income	\$m	..	..	..	..	..	..	..	..	..
	%	..	..	..	..	..	..	..	..	..
Total income	\$m	*123.1	476.3	239.0	54.2	376.6	68.9	13.3	15.3	1 366.7
	%	*9.0	34.8	17.5	4.0	27.6	5.0	1.0	1.1	100.0
ALL BUSINESSES										
Businesses at end June(a)	no.	1 323	847	693	490	401	206	24	28	4 003
	%	33.0	21.1	17.3	12.2	10.0	5.1	0.6	0.7	100.0
Premises at end June	no.	1 406	944	1 025	545	445	209	24	28	4 627
	%	30.4	20.4	22.1	11.8	9.6	4.5	0.5	0.6	100.0
Employment at end June	no.	23 268	22 872	15 918	11 059	7 146	3 022	540	333	84 158
	%	27.6	27.2	18.9	13.1	8.5	3.6	0.6	0.4	100.0
Income from the sale of liquor and other beverages	\$m	1 474.5	1 084.1	1 681.0	569.7	556.7	235.0	57.8	22.8	5 681.7
	%	26.0	19.1	29.6	10.0	9.8	4.1	1.0	0.4	100.0
Gambling income	\$m	943.4	428.7	320.6	393.0	np	25.6	np	*0.7	2 121.3
	%	44.5	20.2	15.1	18.5	np	1.2	np	—	100.0
Total income	\$m	2 685.2	1 796.6	2 262.9	1 159.0	692.1	312.3	70.6	28.4	9 007.2
	%	29.8	19.9	25.1	12.9	7.7	3.5	0.8	0.3	100.0

\* estimate has a relative standard error of between 25% and 50% and should be used with caution  
 np not available for publication but included in totals where applicable, unless otherwise indicated  
 — nil or rounded to zero (including null cells)

.. not applicable  
 (a) Multi-state businesses are counted in each State in which they operate. Hence, the counts of businesses for States and Territories do not sum to the total for Australia.

## 1.7 PUBS, TAVERNS AND BARS, Characteristics of businesses—By employment size

		EMPLOYMENT SIZE					All businesses
		0-9 persons	10-9 persons	20-99 persons	100 or more persons		
.....							
BUSINESSES WITH GAMBLING FACILITIES							
Businesses at end June	no.	844	773	904	44	2 566	
	%	32.9	30.1	35.2	1.7	100.0	
Employment at end June	no.	4 832	10 688	34 110	16 626	66 255	
	%	7.3	16.1	51.5	25.1	100.0	
Income from the sale of liquor and other beverages	\$m	513.3	787.7	2 297.9	1 007.7	4 606.5	
	%	11.1	17.1	49.9	21.9	100.0	
Gambling income	\$m	158.4	401.1	1 138.8	422.9	2 121.3	
	%	7.5	18.9	53.7	19.9	100.0	
Total income	\$m	734.2	1 310.8	3 948.6	1 647.0	7 640.5	
	%	9.6	17.2	51.7	21.6	100.0	
Operating profit before tax	\$m	61.0	97.9	305.7	181.4	646.0	
	%	9.4	15.2	47.3	28.1	100.0	
Operating profit margin	%	8.3	7.5	7.8	11.1	8.5	
.....							
BUSINESSES WITHOUT GAMBLING FACILITIES							
Businesses at end June	no.	809	420	198	**10	1 437	
	%	56.3	29.2	13.8	**0.7	100.0	
Employment at end June	no.	3 766	5 537	6 829	**1 770	17 902	
	%	21.0	30.9	38.1	**9.9	100.0	
Income from the sale of liquor and other beverages	\$m	314.2	338.2	372.2	50.5	1 075.2	
	%	29.2	31.5	34.6	4.7	100.0	
Gambling income	\$m	..	..	..	..	..	
	%	..	..	..	..	..	
Total income	\$m	379.0	442.3	468.5	76.9	1 366.7	
	%	27.7	32.4	34.3	5.6	100.0	
Operating profit before tax	\$m	18.4	*16.5	*18.8	9.0	62.7	
	%	29.3	*26.4	*30.0	14.3	100.0	
Operating profit margin	%	4.9	*3.8	*4.1	11.9	4.6	
.....							
ALL BUSINESSES							
Businesses at end June	no.	1 654	1 193	1 102	55	4 003	
	%	41.3	29.8	27.5	1.4	100.0	
Employment at end June	no.	8 598	16 224	40 939	18 397	84 158	
	%	10.2	19.3	48.6	21.9	100.0	
Income from the sale of liquor and other beverages	\$m	827.5	1 125.9	2 670.1	1 058.2	5 681.7	
	%	14.6	19.8	47.0	18.6	100.0	
Gambling income	\$m	158.4	401.1	1 138.8	422.9	2 121.3	
	%	7.5	18.9	53.7	19.9	100.0	
Total income	\$m	1 113.1	1 753.0	4 417.1	1 723.9	9 007.2	
	%	12.4	19.5	49.0	19.1	100.0	
Operating profit before tax	\$m	79.4	114.4	324.5	190.4	708.7	
	%	11.2	16.1	45.8	26.9	100.0	
Operating profit margin	%	7.2	6.6	7.4	11.1	7.9	
.....							

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

.. not applicable

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

## CHAPTER 2

## CLUBS (HOSPITALITY) .....

### INTRODUCTION

This chapter of the publication presents results, in respect of the 2000–01 financial year, from an Australian Bureau of Statistics (ABS) survey of employing organisations in the clubs (hospitality) industry. These organisations are classified to Class 5740, of the *Australian and New Zealand Standard Industrial Classification* (ANZSIC).

This industry class includes organisations mainly engaged in providing hospitality services (drinking facilities, gambling, meals and other hospitality services) to members. As such, clubs whose main activity is the provision of sporting services, are not included within the scope of this industry.

As gambling services are an important aspect of the clubs (hospitality) industry, this chapter presents data dissected by clubs with gambling facilities and clubs without gambling facilities. Clubs with gambling facilities are those providing either poker/gaming machines, TAB facilities and/or Keno services to patrons.

In order to allow historical comparisons, it has been necessary to revise the 1997–98 data so that the basis for the estimates is consistent with that used for the 2000–01 survey. For more details, see paragraphs 3 to 5 of the Explanatory Notes in this publication.

### SIZE OF INDUSTRY

At the end of June 2001, there were 2,911 organisations in the industry operating at 3,121 premises in Australia. Of the total number of premises, 1,126 (36%) were located in capital cities and suburbs and 1,995 (64%) were located in non-metropolitan areas.

The 2,911 organisations comprised 1,952 clubs with gambling facilities and 959 clubs without gambling facilities.

Since June 1998, the number of organisations in the industry has decreased by 8%.

At the end of June 2001, the total membership of organisations in the clubs (hospitality) industry was 6,399,000 persons, some of whom may have been a member of more than one club.

There were 112,127 poker machines in operation in hospitality clubs at the end of June 2001. This was an increase of 22% on the number in operation at the end of June 1998. Of the 2,057 premises of clubs with gambling facilities, this represented an average of 55 poker/gaming machines per premises.

The industry value added for the clubs (hospitality) industry in 2000–01 was \$2,048m.

### SOURCES OF INCOME

The total income of organisations in the clubs (hospitality) industry was \$6,297m in 2000–01, a 10% increase since 1997–98. It should be noted that the industry income in 2000–01 excludes GST paid by consumers to organisations in the industry.

## SOURCES OF INCOME

*continued*

The main sources of income in 2000–01 were gambling income of \$3,835m (61% of industry income), sale of liquor and other beverages of \$1,407m (22% of industry income) and takings from the sale of meals and food of \$547m (9% of industry income). Gambling income and takings from the sale of meals and food increased by 24% and 16% respectively since 1997–98. Income from the sale of liquor and other beverages decreased by 6% over the same period.

Other major sources of income included income from membership fees (\$127m), income from sponsorship and fundraising (\$72m), income from casual playing fees (\$57m), rent, leasing and hiring income (\$44m) and interest income (\$40m).

In 2000–01 the total income of the 1,952 clubs with gambling facilities was \$6,036m, which was a 14% increase since 1997–98. The \$3,835m gambling income received by these clubs represented an increase of 24% since 1997–98. Gambling income accounted for 64% of the total income for clubs with gambling facilities in 2000–01, compared with 58% in 1997–98.

Nearly all (98%) of the gambling income was from poker/gaming machines, with the remainder being received as commissions for the provision of TAB (\$19m) and Keno facilities (\$50m).

Other important sources of income for clubs with gambling facilities included sales of liquor and other beverages (\$1,279m), which have decreased by 4% since 1997–98 and takings from meals and food sales (\$502m) which have increased 21%.

The total income for clubs without gambling facilities was \$262m during 2000–01, a decrease of 33% since 1997–98. Income from sales of liquor and other beverages (\$128m), takings from meals and food sales (\$44m) and income from membership fees (\$40m) were the largest contributors to the total income for these organisations.

The two types of clubs differed greatly in income profile. The sale of liquor and other beverages accounted for 21% of the total income for clubs with gambling facilities with income from meals and food sales accounting for 8%. In comparison, the sale of liquor and other beverages accounted for 49% of the total income of clubs without gambling facilities, with income from meals and food sales accounting for 17%.

## EXPENSES

The total expenses of organisations in the clubs (hospitality) industry were \$5,925m in 2000–01. This represented a 14% increase on the total expenses since 1997–98. Labour costs of \$1,777m were the largest single expense item (30% of total expenses), an increase of 17% since 1997–98. Labour costs represented an average labour cost per employee of \$27,300.

Other major expense items were poker/gaming machine and other gambling taxes and levies of \$771m (13% of total expenses), an increase of 12% since 1997–98 and purchases of liquor and other beverages of \$667m (11% of total expenses), a decrease of 12% since 1997–98. The purchases of liquor and other beverages contributed to a mark-up on these goods of 110%.



EXPENSES *continued*

Other expense items of organisations in the industry included depreciation and amortisation (\$542m), purchases of foodstuffs used in the preparation of meals (\$261m), marketing, promotional and sponsorship expenses (\$242m), and repair and maintenance expenses (\$197m).

The total expenses of clubs with gambling facilities, were \$5,669m in 2000–01, an increase of 18% since 1997–98. The main expense items of these organisations were labour costs of \$1,699m, an increase of 22% since 1997–98, poker/gaming machine and other gambling taxes and levies (\$771m) and purchases of liquor and other beverages (\$603m) a decrease of 10% since 1997–98.

Total expenses of clubs without gambling facilities were \$256m, representing a 30% decrease since 1997–98. The main contributors to total expenses were labour costs of \$78m, purchases of liquor and other beverages of \$64m, and purchases of foodstuffs used in preparing meals of \$20m.

## PROFITABILITY

For 2000–01, organisations in the clubs (hospitality) industry recorded a surplus of \$374m, which represented an operating profit margin of 6.1%. Clubs with gambling facilities were more profitable (an operating profit margin of 6.2%), than those without gambling facilities (an operating profit margin of 2.7%). In comparison, the operating profit margin of the industry in 1997–98 was 9.4%, comprising operating profit margins of 9.6% and 6.4% for clubs with and without gambling facilities respectively.

The most profitable organisations in the industry were those with gambling facilities employing 100 or more persons, recording an operating profit margin of 8.4%. In contrast, the least profitable organisations were those with gambling facilities employing less than 10 persons, which recorded an operating profit margin of 1.6%.

## EMPLOYMENT

At the end of June 2001, there were 64,990 employees working for organisations in the clubs (hospitality) industry. This employment comprised 30,970 (48%) casual employees, 21,210 (33%) permanent full-time employees and 12,810 (20%) permanent part-time employees. In contrast, at the end of June 1998, 56% of employees were employed on a casual basis, 38% on a permanent full-time basis and 8% on a permanent part-time basis.

Female employees accounted for 53% of total employees, 39% of permanent full-time employees, 65% of permanent part-time employees and 58% of casual employees. At the end of June 1998, 51% of the total employees were female. The reduction in the number of males employed since June 1998 is particularly evident in casual employees, which have decreased by 13%.

The major occupations, based on main activity, in the clubs (hospitality) industry, at the end of June 2001, were bar managers and bar staff of 23,544 persons (36% of the total industry employment), catering staff (11,145 persons or 17%) and gaming staff and cashiers (10,141 or 15%). It should be borne in mind that many of the employees perform multiple functions, such as, bar staff acting as gaming cashiers.

EMPLOYMENT *continued*

The total number of employees in clubs with gambling facilities was 60,077, or 92% of the total industry employment. This employment comprised 34% permanent full-time, 20% permanent part-time and 47% casual employees. There were 32,094 female employees in clubs with gambling facilities or 53% of the total employees, with the majority (51%) of them being employed on a casual basis.

The major occupations of employees of clubs with gambling facilities were bar managers and bar staff who numbered 21,628 persons or 36% of the total employees for these organisations, catering staff (10,248 or 17%) and gaming staff and cashiers (10,141 or 17%).

In contrast, clubs without gambling facilities employed 4,914 persons at the end of June 2001. The majority (61%) of these were casuals with female employees accounting for 53% of the total employment. The major occupation of these employees was bar managers and bar staff comprising 1,916 persons or 39% of the total employment for these organisations.

STATE AND TERRITORY  
DIMENSION

Organisations in the clubs (hospitality) industry are heavily concentrated in New South Wales. Of the total number of hospitality clubs premises in Australia at the end of June 2001, 39% (1,223) were located in New South Wales. The dominance of New South Wales was even more noticeable in other statistics where New South Wales accounted for 4.1m members (65% of industry membership), 41,317 employees (64% of the industry employment) and \$4,495m total income (71% of industry income). The major components of this industry income in New South Wales were \$2,965m from gambling income (77% of the industry total) and \$860m from income from the sale of liquor and other beverages (61% of the industry total). In addition, 82% of the operating surplus of this industry was attributed to clubs in New South Wales. The vast majority (95%) of the hospitality clubs premises in New South Wales had gambling facilities.

However, in making State comparisons, it should be noted that:

(a) the main component of gambling income is takings from poker/gaming machines. In Victoria and Tasmania, this part of industry gambling income is accounted for by commissions/venue share from poker/gaming machines. In comparison, other States and Territories (except Western Australia) industry gambling income is accounted for by net takings from poker/gaming machines. The contribution of commissions/venue share is less than the net takings from poker machines; and

(b) there are no poker/gaming machines in Western Australia in premises of organisations in the clubs (hospitality) industry, thus greatly reducing their income reliance on gambling facilities.

## BUSINESS SIZE

Of the total number of organisations in the clubs (hospitality) industry at the end of June 2001, 1,537 businesses (53%) had employment of less than 10 persons. These small organisations accounted for 9% of the industry employment, 17% of the industry income from the sale of liquor and other beverages, 3% of the industry gambling income, 7% of the total industry income and 2% of the operating surplus.

**BUSINESS SIZE** *continued*

In comparison, there were 138 organisations in this industry (5% of the total number of organisations in the industry) which had employment of 100 or more persons. These large organisations accounted for 36% of the industry employment, 24% of the industry income from the sale of liquor and other beverages, 49% of the industry gambling income, 42% of the industry income and 58% of the operating surplus.

At the end of June 2001, organisations in the clubs (hospitality) industry had 6.4 million members. There were 134 clubs with more than 10,000 members and all these clubs had gambling facilities. While these clubs comprised only 5% of the total number of organisations, they accounted for 43% of the total membership, 33% of the total persons employed and 47% of the gambling income for the industry. The average membership of these large clubs was 20,700 members.

There were 959 clubs without gambling facilities at the end of June 2001, of which 797 (83%) had less than 500 members and 849 (89%) had fewer than 10 persons employed. These organisations with less than 500 members accounted for 46% of the total members, 61% of the employment, 63% of the income from the sale of liquor and other beverages and 48% of the total income. They also accounted for 33% of the operating surplus of clubs without gambling facilities.

## 2.1 CLUBS (HOSPITALITY), Key figures

		ORGANISATIONS WITH GAMBLING FACILITIES		ORGANISATIONS WITHOUT GAMBLING FACILITIES		ALL ORGANISATIONS	
		1997-98	2000-01	1997-98	2000-01	1997-98	2000-01
Organisations at end June	no.	r2 077	1 952	r1 091	959	r3 168	2 911
Premises at end June							
Capital cities and suburbs	no.	na	738	na	388	na	1 126
Non-metropolitan	no.	na	1 319	na	676	na	1 995
Total	no.	r2 194	2 057	r1 093	1 064	r3 287	3 121
Premises at end June(a)							
With poker/gaming machines	no.	r2 122	2 023	..	..	r2 122	2 023
With Keno	no.	r1 260	1 296	..	..	r1 260	1 296
With TAB betting facilities	no.	r577	791	..	..	r577	791
Poker/gaming machines in use at end June	no.	r91 905	112 127	..	..	r91 905	112 127
Employment at end June							
Permanent staff	no.	na	32 105	na	1 916	r27 613	34 020
Casual staff	no.	na	27 972	na	2 998	r35 762	30 970
Total	no.	r56 306	60 077	r7 069	4 914	r63 375	64 990
Income							
Sale of liquor and other beverages	\$m	r1 328.1	1 278.8	r175.5	128.1	r1 503.6	1 406.9
Gambling income	\$m	r3 095.7	3 835.2	..	..	r3 095.7	3 835.2
Takings from meal and food sales	\$m	r414.2	502.4	r57.5	44.2	r471.7	546.6
Other	\$m	r475.7	419.2	r156.8	89.2	r632.5	508.4
Total	\$m	r5 313.6	6 035.6	r389.9	261.5	r5 703.5	6 297.1
Expenses							
Labour costs	\$m	r1 397.9	1 699.3	r119.9	77.7	r1 517.8	1 777.0
Poker/gaming machine and other gambling taxes and levies	\$m	r691.2	770.7	..	..	r691.2	770.7
Purchases	\$m	r908.8	907.2	r122.5	90.8	r1 031.3	998.0
Other	\$m	r1 816.7	2 291.5	r124.4	87.4	r1 941.1	2 378.9
Total	\$m	r4 814.6	5 668.8	r366.8	255.8	r5 181.5	5 924.6
Operating surplus before tax	\$m	r506.3	367.7	*r24.3	*6.7	r530.6	374.4
Operating profit margin	%	r9.6	6.2	*r6.4	*2.7	r9.4	6.1
Industry value added	\$m	na	1 974.8	na	73.3	na	2 048.1

r revised

na not available

.. not applicable

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

(a) More than one gambling facility can be provided at the one premises. Therefore, the total number of licensed premises will not be equal to the sum of the components.

Note: 1997-1998 have been revised since the previous publication. For details, see paragraphs 3 to 5 of the Explanatory Notes.

## 2.2 CLUBS (HOSPITALITY), Sources of income

	Organisations with gambling facilities		Organisations without gambling facilities		All organisations	
	\$m	%	\$m	%	\$m	%
Sales of goods and services						
Sale of liquor and other beverages	1 278.8	21.2	128.1	49.0	1 406.9	22.3
Gambling income						
Net takings from poker/gaming machines	3 541.9	58.7	..	..	3 541.9	56.2
Commission/venue share from poker/gaming machines	224.4	3.7	..	..	224.4	3.6
Commissions from TAB	18.6	0.3	..	..	18.6	0.3
Commissions from Keno	50.3	0.8	..	..	50.3	0.8
<i>Total</i>	3 835.2	63.5	..	..	3 835.2	60.9
Takings from meals and food sales	502.4	8.3	44.2	16.9	546.6	8.7
Takings from accommodation	36.8	0.6	*3.5	*1.3	40.3	0.6
Income from membership fees						
Sporting participants' and players fees	40.1	0.7	7.2	2.8	47.3	0.8
Other membership fees	47.3	0.8	32.3	12.3	79.6	1.3
<i>Total</i>	87.4	1.4	39.5	15.1	126.9	2.0
Income from casual playing fees						
Income from spectator admissions	53.4	0.9	4.2	1.6	57.6	0.9
To sporting events	*2.0	—	1.3	0.5	3.3	0.1
To other events	9.5	0.2	**1.0	**0.4	10.5	0.2
<i>Total</i>	11.5	0.2	2.3	*0.9	13.8	0.2
Commissions from vending machines						
Catering commissions/concessions	11.6	0.2	0.7	0.3	12.3	0.2
Sales of merchandise	4.5	0.1	1.9	*0.7	6.4	0.1
Rent, leasing and hiring income	11.8	0.2	4.1	1.6	15.9	0.3
Sporting venues and facilities	*7.5	*0.1	4.1	1.6	11.6	0.2
Other	26.0	0.4	*6.2	*2.4	32.1	0.5
<i>Total</i>	33.4	0.6	10.3	3.9	43.7	0.7
Other	43.8	0.7	7.2	2.7	50.9	0.8
<i>Total</i>	5 910.6	97.9	245.9	94.1	6 156.5	97.8
Other sources of income						
Government funding						
Commonwealth government	*1.5	—	0.1	—	*1.6	—
State/territory government	np	np	np	np	*7.7	*0.1
Local government	np	np	np	np	2.2	—
<i>Total</i>	10.0	0.2	*1.5	*0.6	11.5	0.2
Sponsorship and fundraising income						
Financial sponsorships	7.1	0.1	3.8	1.4	10.9	0.2
In-kind sponsorships	*1.1	—	*0.3	*0.1	*1.4	—
Donations/bequests	2.2	—	1.3	0.5	3.4	0.1
Other	51.6	0.9	5.1	1.9	56.7	0.9
<i>Total</i>	62.0	1.0	10.4	4.0	72.4	1.1
Income from grants, distributions and affiliation fees						
<i>Total</i>	5.3	0.1	*1.1	—	6.4	0.1
<i>Total</i>	77.3	1.3	13.0	5.0	90.3	1.4
Interest income						
Other non-operating income	38.0	0.6	2.0	0.7	40.0	0.6
<i>Total</i>	*9.7	*0.2	0.6	0.2	10.3	0.2
<i>Total</i>	47.7	0.8	2.6	1.0	50.2	0.8
<b>Total</b>	<b>6 035.6</b>	<b>100.0</b>	<b>261.5</b>	<b>100.0</b>	<b>6 297.1</b>	<b>100.0</b>

.. not applicable

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

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

## 2.3 CLUBS (HOSPITALITY), Items of expenditure

	Organisations with gambling facilities		Organisations without gambling facilities		All organisations	
	\$m	%	\$m	%	\$m	%
<b>Labour costs</b>						
Wages and salaries	1 485.9	26.2	70.0	27.4	1 555.9	26.3
Employer contributions into superannuation funds	104.5	1.8	4.7	1.8	109.2	1.8
Workers' compensation costs	44.8	0.8	1.6	0.6	46.4	0.8
Fringe benefits tax	7.9	0.1	0.2	0.1	8.0	0.1
Payroll tax	56.2	1.0	1.2	0.5	57.4	1.0
<i>Total</i>	<i>1 699.3</i>	<i>30.0</i>	<i>77.7</i>	<i>30.4</i>	<i>1 777.0</i>	<i>30.0</i>
<b>Purchases</b>						
Liquor and other beverages	603.2	10.6	64.1	25.1	667.3	11.3
Foodstuffs used in preparing meals	241.0	4.3	20.3	7.9	261.3	4.4
Merchandise for resale	13.1	0.2	2.3	0.9	15.4	0.3
Other purchases	50.0	0.9	4.0	1.6	54.0	0.9
<i>Total</i>	<i>907.2</i>	<i>16.0</i>	<i>90.8</i>	<i>35.5</i>	<i>998.0</i>	<i>16.8</i>
<b>Other expenses</b>						
Poker/gaming machine and other gambling taxes and levies	770.7	13.6	..	..	770.7	13.0
Repair and maintenance expenses	185.8	3.3	11.1	4.4	196.9	3.3
Rent, leasing and hiring expenses						
Sporting venues, facilities and equipment	25.4	0.4	1.3	0.5	26.7	0.5
Other	77.9	1.4	*0.9	*0.3	78.8	1.3
<i>Total</i>	<i>103.3</i>	<i>1.8</i>	<i>2.2</i>	<i>0.9</i>	<i>105.5</i>	<i>1.8</i>
Advertising expenses	80.0	1.4	1.2	0.5	81.2	1.4
Marketing, promotional and sponsorship expenses	240.4	4.2	*1.5	*0.6	241.9	4.1
Grants, distributions and affiliation fees paid to other organisations	69.6	1.2	2.5	1.0	72.1	1.2
Electricity, gas and water charges	107.6	1.9	7.6	3.0	115.2	1.9
Travelling, accommodation and entertainment expenses	56.0	1.0	1.7	0.6	57.7	1.0
Land tax and land rates	27.6	0.5	3.6	1.4	31.2	0.5
Payments to employment agencies for staff	*6.3	*0.1	*0.4	*0.2	*6.7	0.1
Contract payments to professional sports persons	*2.1	—	*0.2	*0.1	*2.3	—
Other contract, sub-contract and commission expenses	141.1	2.5	5.4	2.1	146.5	2.5
Insurance premiums	60.4	1.1	5.3	2.1	65.7	1.1
Interest expenses	107.3	1.9	6.0	2.4	113.4	1.9
Depreciation and amortisation	530.1	9.4	12.2	4.8	542.3	9.2
Other	573.8	10.1	26.3	10.3	600.1	10.1
<i>Total</i>	<i>3 062.3</i>	<i>54.0</i>	<i>87.4</i>	<i>34.1</i>	<i>3 149.6</i>	<i>53.2</i>
<b>Total</b>	<b>5 668.8</b>	<b>100.0</b>	<b>255.8</b>	<b>100.0</b>	<b>5 924.6</b>	<b>100.0</b>

.. not applicable

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

**2.4**

## CLUBS (HOSPITALITY), Characteristics of employment

	<u>Males</u> .....		<u>Females</u> .....		<u>Persons</u> .....	
	no.	%	no.	%	no.	%
..... ORGANISATIONS WITH GAMBLING FACILITIES .....						
Employment at end June 2001						
Permanent full-time	12 248	43.8	7 922	24.7	20 170	33.6
Permanent part-time	4 077	14.6	7 857	24.5	11 934	19.9
Casuals	11 657	41.7	16 315	50.8	27 972	46.6
<i>Total</i>	<i>27 982</i>	<i>100.0</i>	<i>32 094</i>	<i>100.0</i>	<i>60 077</i>	<i>100.0</i>
Total employment at end of June 1998	na	..	na	..	r56 306	..
..... ORGANISATIONS WITHOUT GAMBLING FACILITIES .....						
Employment at end June 2001						
Permanent full-time	688	29.6	352	13.6	1 040	21.2
Permanent part-time	374	16.1	502	19.4	876	17.8
Casuals	1 265	54.4	1 733	67.0	2 998	61.0
<i>Total</i>	<i>2 327</i>	<i>100.0</i>	<i>2 587</i>	<i>100.0</i>	<i>4 914</i>	<i>100.0</i>
Total employment at end of June 1998	na	..	na	..	r7 069	..
..... ALL ORGANISATIONS .....						
Employment at end June 2001						
Permanent full-time	12 935	42.7	8 275	23.9	21 210	32.6
Permanent part-time	4 451	14.7	8 359	24.1	12 810	19.7
Casuals	12 923	42.6	18 047	52.0	30 970	47.7
<i>Total</i>	<i>30 309</i>	<i>100.0</i>	<i>34 681</i>	<i>100.0</i>	<i>64 990</i>	<i>100.0</i>
Total employment at end of June 1998	r30 785	..	r32 590	..	r63 375	..

na not available

.. not applicable

r revised

Note: 1997–1998 have been revised since the previous publication. For details, see paragraphs 3 to 5 of the Explanatory Notes.

## 2.5 CLUBS (HOSPITALITY), Main occupation of persons employed .....

	<i>Organisations with gambling facilities</i>		<i>Organisations without gambling facilities</i>		<i>All organisations</i>	
	no.	%	no.	%	no.	%
Managers and administrative staff	7 024	11.7	524	10.7	7 548	11.6
Bar managers and bar staff	21 628	36.0	1 916	39.0	23 544	36.2
Gaming staff and cashiers	10 141	16.9	..	..	10 141	15.6
Catering staff	10 248	17.1	897	18.3	11 145	17.1
Security staff	827	1.4	**27	**0.5	854	1.3
Curators, ground and maintenance staff	2 955	4.9	384	7.8	3 339	5.1
Other	7 254	12.1	1 165	23.7	8 419	13.0
<b>Total</b>	<b>60 077</b>	<b>100.0</b>	<b>4 914</b>	<b>100.0</b>	<b>64 990</b>	<b>100.0</b>

.. not applicable

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use



## 2.6 CLUBS (HOSPITALITY), States and territories

		NSW	Vic.	Qld	SA	WA	Tas.	NT	ACT	Aust.
ORGANISATIONS WITH GAMBLING FACILITIES										
Organisations at end June	no.	1 083	225	464	67	np	38	27	np	1 952
	%	55.5	11.5	23.8	3.4	np	1.9	1.4	np	100.0
Premises at end June	no.	1 159	233	468	71	np	38	27	np	2 057
	%	56.3	11.3	22.8	3.5	np	1.8	1.3	np	100.0
Members at end June	'000	4 122.6	406.4	990.5	51.6	np	19.4	54.7	np	6 057.7
	%	68.1	6.7	16.4	0.9	np	0.3	0.9	np	100.0
Employment at end June	no.	40 951	6 375	8 918	1 133	np	342	499	np	60 077
	%	68.2	10.6	14.8	1.9	np	0.6	0.8	np	100.0
Income from the sale of liquor and other beverages	\$m	852.4	98.4	233.3	20.4	np	12.5	24.4	np	1 278.8
	%	66.7	7.7	18.2	1.6	np	1.0	1.9	np	100.0
Gambling income	\$m	2 965.4	225.5	439.5	24.5	np	2.5	np	156.0	3 835.2
	%	77.3	5.9	11.5	0.6	np	0.1	np	4.1	100.0
Total Income	\$m	4 470.7	388.9	825.1	58.6	np	18.7	54.3	np	6 035.6
	%	74.1	6.4	13.7	1.0	np	0.3	0.9	np	100.0
Operating surplus before tax	\$m	305.7	31.4	**8.7	**0.4	np	*0.6	1.4	np	367.7
	%	83.1	8.5	**2.4	**0.1	np	*0.2	0.4	np	100.0
ORGANISATIONS WITHOUT GAMBLING FACILITIES										
Organisations at end June	no.	*64	209	94	157	np	112	11	np	959
	%	*6.7	21.8	9.8	16.4	np	11.7	1.1	np	100.0
Premises at end June	no.	*64	220	101	218	np	113	11	np	1 064
	%	*6.0	20.7	9.5	20.5	np	10.6	1.0	np	100.0
Members at end June	'000	*19.0	65.6	*42.4	39.1	np	27.7	11.0	np	341.4
	%	*5.6	19.2	*12.4	11.4	np	8.1	3.2	np	100.0
Employment at end June	no.	*366	1 049	*684	686	np	689	56	np	4 914
	%	*7.4	21.3	*13.9	14.0	np	14.0	1.1	np	100.0
Income from the sale of liquor and other beverages	\$m	*7.2	22.2	17.3	15.6	np	14.3	2.2	np	128.1
	%	*5.6	17.3	13.5	12.2	np	11.2	1.7	np	100.0
Gambling income	\$m	..	..	..	..	..	..	..	..	..
	%	..	..	..	..	..	..	..	..	..
Total Income	\$m	24.1	56.8	*45.6	28.7	np	21.9	2.6	np	261.5
	%	9.2	21.7	*17.5	11.0	np	8.4	1.0	np	100.0
Operating surplus before tax	\$m	**0.3	**−0.9	*2.0	0.9	np	*0.4	−0.5	np	*6.7
	%	**4.0	**−13.8	*29.2	13.6	np	*5.7	−7.1	np	*100.0
ALL ORGANISATIONS										
Organisations at end June	no.	1 147	435	559	224	311	150	39	47	2 911
	%	39.4	14.9	19.2	7.7	10.7	5.2	1.3	1.6	100.0
Premises at end June	no.	1 223	453	568	288	337	152	39	61	3 121
	%	39.2	14.5	18.2	9.2	10.8	4.9	1.2	2.0	100.0
Members at end June	'000	4 141.5	472.0	1 032.9	90.7	*136.1	47.1	65.7	413.0	6 399.2
	%	64.7	7.4	16.1	1.4	*2.1	0.7	1.0	6.5	100.0
Employment at end June	no.	41 317	7 424	9 602	1 818	1 357	1 031	555	1 885	64 990
	%	63.6	11.4	14.8	2.8	2.1	1.6	0.9	2.9	100.0
Income from the sale of liquor and other beverages	\$m	859.6	120.5	250.6	36.0	48.9	26.8	26.5	37.9	1 406.9
	%	61.1	8.6	17.8	2.6	3.5	1.9	1.9	2.7	100.0
Gambling income	\$m	2 965.4	225.5	439.5	24.5	np	2.5	np	156.0	3 835.2
	%	77.3	5.9	11.5	0.6	np	0.1	np	4.1	100.0
Total Income	\$m	4 494.8	445.7	870.8	87.4	80.1	40.6	56.9	220.9	6 297.1
	%	71.4	7.1	13.8	1.4	1.3	0.6	0.9	3.5	100.0
Operating surplus before tax	\$m	306.0	30.5	**10.7	**1.3	*4.6	*1.0	**0.9	19.5	374.4
	%	81.7	8.1	**2.8	**0.3	*1.2	*0.3	**0.2	5.2	100.0

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

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

.. not applicable

## 2.7 CLUBS (HOSPITALITY), Characteristics of organisations—By employment size . . . .

		0–9 persons	10–19 persons	20–99 persons	100 or more persons	All businesses
BUSINESSES WITH GAMBLING FACILITIES						
Organisations at end June	no.	688	494	632	138	1 952
	%	35.3	25.3	32.4	7.1	100.0
Employment at end June	no.	3 537	6 994	26 480	23 065	60 077
	%	5.9	11.6	44.1	38.4	100.0
Income from the sale of liquor and other beverages	\$m	149.7	234.5	559.1	335.5	1 278.8
	%	11.7	18.3	43.7	26.2	100.0
Gambling income	\$m	98.6	316.1	1 527.4	1 893.1	3 835.2
	%	2.6	8.2	39.8	49.4	100.0
Total income	\$m	294.2	627.3	2 455.5	2 658.5	6 035.6
	%	4.9	10.4	40.7	44.0	100.0
Operating surplus before tax	\$m	**4.5	*33.1	111.4	218.7	367.7
	%	**1.2	*9.0	30.3	59.5	100.0
Operating profit margin	%	**1.6	5.4	4.6	8.4	6.2
BUSINESSES WITHOUT GAMBLING FACILITIES						
Organisations at end June	no.	849	79	31	—	959
	%	88.5	8.2	3.2	—	100.0
Employment at end June	no.	2 548	994	1 372	—	4 914
	%	51.9	20.2	27.9	—	100.0
Income from the sale of liquor and other beverages	\$m	89.2	*17.6	21.3	—	128.1
	%	69.7	*13.7	16.6	—	100.0
Gambling income	\$m	..	..	..	..	..
	%	..	..	..	..	..
Total income	\$m	147.7	31.5	82.3	—	261.5
	%	56.5	12.0	31.5	—	100.0
Operating surplus before tax	\$m	**3.1	**0.8	*2.7	—	*6.7
	%	**46.8	**12.4	*40.8	—	*100.0
Operating profit margin	%	**2.3	**2.8	*3.4	—	*2.7
ALL BUSINESSES						
Organisations at end June	no.	1 537	573	663	138	2 911
	%	52.8	19.7	22.8	4.7	100.0
Employment at end June	no.	6 085	7 988	27 852	23 065	64 990
	%	9.4	12.3	42.9	35.5	100.0
Income from the sale of liquor and other beverages	\$m	238.9	252.1	580.4	335.5	1 406.9
	%	17.0	17.9	41.3	23.8	100.0
Gambling income	\$m	98.6	316.1	1 527.4	1 893.1	3 835.2
	%	2.6	8.2	39.8	49.4	100.0
Total income	\$m	441.9	658.8	2 537.9	2 658.5	6 297.1
	%	7.0	10.5	40.3	42.2	100.0
Operating surplus before tax	\$m	*7.6	*34.0	114.1	218.7	374.4
	%	*2.0	*9.1	30.5	58.4	100.0
Operating profit margin	%	*1.8	5.3	4.6	8.4	6.1

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

\* estimate has a relative standard error of between 25% and 50% and should be used with caution

— nil or rounded to zero (including null cells)

.. not applicable

## 2.8 CLUBS (HOSPITALITY), Characteristics of organisations—By membership size . . . .

		0-499 members	500-999 members	1000-4999 members	5000-9999 members	10000 or more members	Total
ORGANISATIONS WITH GAMBLING FACILITIES							
Organisations at end June	no.	560	400	682	176	134	1 952
Members at end June	'000	148	293	np	np	2 768	6 058
Employment at end June	no.	4 159	4 683	np	np	21 543	60 077
Income from the sale of liquor and other beverages	\$m	121.7	150.0	np	np	339.3	1 278.8
Gambling income	\$m	123.4	149.9	990.3	750.8	1 820.8	3 835.2
Total income	\$m	293.9	367.9	np	np	2 581.2	6 035.6
Operating surplus before tax	\$m	*11.1	*16.4	np	np	200.1	367.7
ORGANISATIONS WITHOUT GAMBLING FACILITIES							
Organisations at end June	no.	797	111	50	1	—	959
Members at end June	'000	156	69	np	np	—	341
Employment at end June	no.	2 983	850	np	np	—	4 914
Income from the sale of liquor and other beverages	\$m	81.0	23.3	np	np	—	128.1
Gambling income	\$m	..	..	..	..	..	..
Total income	\$m	126.2	45.7	np	np	—	261.5
Operating surplus before tax	\$m	**2.2	**2.0	np	np	—	*6.7
ALL ORGANISATIONS							
Organisations at end June	no.	1 357	511	732	177	134	2 911
Members at end June	'000	304	362	1 736	1 229	2 768	6 399
Employment at end June	no.	7 142	5 533	19 917	10 855	21 543	64 990
Income from the sale of liquor and other beverages	\$m	202.7	173.2	479.0	212.7	339.3	1 406.9
Gambling income	\$m	123.4	149.9	990.3	750.8	1 820.8	3 835.2
Total income	\$m	420.2	413.6	1 754.8	1 127.2	2 581.2	6 297.1
Operating surplus before tax	\$m	*13.3	*18.4	102.7	*39.9	200.1	374.4

- np not available for publication but included in totals where applicable, unless otherwise indicated  
 \* estimate has a relative standard error of between 25% and 50% and should be used with caution  
 — nil or rounded to zero (including null cells)  
 .. not applicable  
 \*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use

## EXPLANATORY NOTES .....

- INTRODUCTION**
- 1** This publication presents results, in respect of the 2000–2001 financial year, from surveys conducted by the Australian Bureau of Statistics (ABS) of organisations in the clubs, pubs, taverns and bars industries.
- SCOPE**
- 2** The scope of the surveys was all employing businesses classified, on the ABS Business Register, to the following two classes of the Australian and New Zealand Standard Industrial Classification (ANZSIC):
- *Pubs, Taverns and Bars* (ANZSIC 5720) consists of businesses (except licensed clubs) mainly engaged in selling alcoholic beverages for consumption on the premises; and
  - *Clubs (Hospitality)* (ANZSIC 5740) consists of organisations mainly providing hospitality services to members. Thus, clubs whose main activity is the provision of sporting services are excluded from the scope of this survey.
- COVERAGE**
- 3** The frame used for the Clubs, Pubs, Taverns and Bars surveys, like most ABS economic surveys, was taken from the ABS Business Register. The ABS Business Register is primarily based on registrations to the Australian Taxation Office's pay-as-you-go withholding (PAYGW) scheme (and prior to 1 July 2000 the Group Employer (GE) scheme). The frame is updated quarterly to take account of new businesses and businesses which have ceased employing.
- 4** Businesses which have ceased employing are identified when the Australian Taxation Office cancels their PAYGW registration (or previously their GE registration). In addition, from July 1999, businesses which did not remit under the GE scheme for the previous five quarters were removed from the frame. A similar process will be adopted to remove businesses which do not remit under the PAYGW scheme. The changes resulted in a shift in the level of the Clubs and the Pubs, Taverns and Bars estimates. Historic data in this publication have been revised to take account of these changes.
- 5** The introduction of The New Tax System has a number of significant implications for ABS business statistics, and these are discussed in the information papers *ABS Statistics And The New Tax System* (Cat. no. 1358.0) and *Improvements in ABS Economic Statistics [Arising from The New Tax System]* (Cat. no. 1372.0).
- IMPROVEMENTS TO COVERAGE**
- 6** Data in this publication have been adjusted to allow for lags in processing new businesses to the ABS Business Register, and the omission of some businesses from the register. The majority of businesses affected and to which the adjustments apply, are small in size.
- 7** Adjustments have been made to include new businesses in the estimates in the periods in which they commenced operations, rather than when they were processed to the ABS Business Register.
- 8** Further adjustments have been made for businesses which had been in existence for several years, but, for various reasons, were not previously added to the ABS Business Register.

IMPROVEMENTS TO COVERAGE <i>continued</i>	<b>9</b> For more information on these adjustments, please refer to the ABS publication <i>Information Paper: Improvements to ABS Economic Statistics, 1997</i> (Cat. no. 1357.0).
STATISTICAL UNIT	<b>10</b> The unit for which statistics were reported in the survey was the management unit. The management unit is the highest-level accounting unit within a business, having regard for industry homogeneity, for which accounts are maintained. In nearly all cases it coincides with the legal entity owning the business (i.e. company, partnership, trust, sole operator etc.). In the case of large diversified businesses, however, there may be more than one management unit, each coinciding with a 'division' or 'line of business'. A division or line of business is recognised where separate and comprehensive accounts are compiled for it.
STATE AND TERRITORY DATA	<b>11</b> Data were collected from the Australia-wide operations of each organisation. Businesses which operated in more than one State or Territory were asked to provide a dissection of the number of locations, total income, employment, and wages and salaries to enable State and Territory statistics to be compiled and comparisons undertaken.
REFERENCE PERIOD	<b>12</b> Data contained in the tables in this publication relate to all pubs, taverns, bars and clubs within the survey scope (see paragraph 2) which operated in Australia at any time during the year ended June 2001. Counts of businesses and organisations include only those that were operating at 30 June 2001.
BUSINESSES CEASED DURING THE YEAR	<b>13</b> A very small number of businesses ceased operations during the 2000–01 reference period. As is normal ABS procedure, the contributions of these establishments were included in the survey output.
RELIABILITY OF DATA	<p><b>14</b> The estimates in this publication are subject to sampling and non-sampling error.</p> <p><b>15</b> Since the estimates in this publication include information obtained from a sample drawn from units in the survey population, the estimates are subject to sampling variability, that is, they may differ from figures that would have been obtained if all units had been included in the survey. 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 units was included.</p> <p><b>16</b> There are about two chances in three that a sample estimate will differ by less than one standard error from the figure that would have been obtained if a census had been conducted, and approximately 19 chances in 20 that the difference will be less than two standard errors.</p> <p><b>17</b> Sampling variability can be measured by the relative standard error (RSE) which is obtained by expressing the standard error as a percentage of the estimate to which it refers. The RSE is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to sampling, and this avoids the need to refer also to the size of the estimate.</p> <p><b>18</b> The following tables contain estimates of RSEs for a selection of the statistics presented in this publication.</p>

RELIABILITY OF DATA *continued*

## PUBS, TAVERNS AND BARS, Relative standard errors for table 1.1, Key figures

	<i>All businesses %</i>
Businesses at end June 2001	1.8
Premises at end June – capital city and suburbs	4.1
Premises at end June – non-metropolitan areas	3.3
Premises at end June – total	1.8
Premises at end June – with poker/gaming machines	2.6
Premises at end June – with Keno	5.8
Premises at end June – with TAB betting facilities	4.3
Poker/gaming machines at end June 2001	3.5
Working proprietors and partners	6.7
Permanent employees	3.2
Casual employees	3.4
Employment at end June	2.7
Sale of liquor and other beverages	2.8
Gambling income	4.9
Takings from meals and food sales	4.4
Other income	4.6
Total income	2.7
Labour costs	2.8
Gambling taxes/levies	6.5
Purchases	3.0
Other expenses	3.1
Total expenses	2.8
Operating profit before tax	6.0
Operating profit margin	5.5
Industry value added	2.9

## CLUBS (HOSPITALITY), Relative standard errors for table 2.1, Key figures

	<i>All organisations %</i>
Organisations at end June 2001	1.9
Premises at end June – capital city and suburbs	6.2
Premises at end June – non-metropolitan areas	3.5
Premises at end June – total	2.4
Premises at end June – with poker/gaming machines	2.7
Premises at end June – with Keno	3.8
Premises at end June – with TAB betting facilities	5.4
Poker/gaming machines at end June 2001	3.9
Permanent employees	3.2
Casual employees	3.3
Employment at end June	2.6
Sale of liquor and other beverages	2.6
Gambling income	4.0
Takings from meals and food sales	5.2
Other income	4.1
Total income	3.1
Labour costs	2.7
Gambling taxes/levies	4.6
Purchases	2.9
Other expenses	3.4
Total expenses	2.9
Operating surplus before tax	9.0
Operating profit margin	7.3
Industry value added	3.5

RELIABILITY OF DATA *continued*

**19** As an example of the above, an estimate of total income for Pubs, Taverns and Bars is \$9,007m and the RSE is 2.7%, giving a standard error of \$243m. Therefore there would be two chances in three that, if all units had been included in the survey, a figure in the range of \$8,764m to \$9,250m would have been obtained, and 19 chances in 20 that the figure would have been within the range of \$8,521m to \$9,493m (a confidence interval of 95%).

**20** Where the RSE of an estimate included in this publication exceeds 25%, it has been annotated with an asterisk (\*) as a warning to users. Where the RSE of an estimate exceeds 50%, it has been annotated with a double asterisk (\*\*).

**21** Errors other than those due to sampling may occur because of deficiencies in the list of units from which the sample was selected, non-responses, and imperfections in reporting by respondents. Inaccuracies of this kind are referred to as non-sampling errors and these may occur in any collection. Every effort has been made to reduce non-sampling error to a minimum by careful design and testing of questionnaires and systems used to compile the statistics.

## RELEASE OF ADDITIONAL INFORMATION

**22** As well as the statistics included in this publication, other unpublished data on the clubs, pubs, taverns and bars industries are also available on request. Such unpublished data would include:

- a) more detailed data items by state and territory; and
- b) selected ratios, by employment size.

For information on the provision of unpublished data please contact Ann Santo on 03 9615 7910.

## ACKNOWLEDGMENT

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

## GLOSSARY .....

<b>Advertising, marketing, promotion and sponsorship expenses</b>	This item refers to costs incurred by a business for promotional and publicity campaigns aimed at bringing the activities of the business to the attention of consumers for the purpose of increasing sales. This does not include the wages and salaries of employees for the distributor who is engaged in promotional activities. However, it does include commissions paid to advertising agencies and the cost of advertising in the press. Sponsorship expenses are the costs incurred in the public support/promotion of sporting, arts or cultural activities.
<b>Capital cities and suburbs</b>	Capital cities and suburbs are the metropolitan areas of Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, Canberra and Darwin.
<b>Casual employees</b>	This item refers to employees who are not entitled to take paid holidays or sick leave days.
<b>Commissions from Keno</b>	This item includes commissions received by businesses acting as agents for the sale of Keno products.
<b>Commissions from TAB</b>	This item includes commissions received by businesses acting as agents for the sale of off-course TAB products.
<b>Commission/venue share from poker/gaming machines</b>	This item includes income received by businesses for the operation of poker/gaming machines on their premises. Businesses receiving this commission are located in Victoria and Tasmania where the clubs, pubs, taverns or bars do not own the machines operated on their premises.
<b>Commissions from vending machines and amusement machines</b>	This item includes commissions received from vending machines and amusement machines owned by other entities.
<b>Depreciation and amortisation</b>	This item refers to the financial charges made in the accounts to reflect that part of the value of the asset which may be regarded as having been used up in producing revenue in a particular accounting period. They represent the accounting process of systematically allocating the cost of a non-current asset over its expected useful life.
<b>Employees</b>	This item includes all persons working for the business who receive remuneration in any part of the reference period, excluding working proprietors and partners.
<b>Employer contributions to superannuation funds</b>	This item includes all employer contributions to superannuation schemes (including the employer productivity contribution).
<b>Fringe benefits tax</b>	This item includes the tax payable by employers when certain benefits in excess of normal wages or salaries (e.g. free or discounted goods or services) are received by their employees (or associated employees) in connection with their employment.
<b>Gambling income</b>	This item includes income received from the operations of poker/gaming machines, TAB and Keno.
<b>Income from casual playing fees</b>	This item includes green fees and income from hire of equipment when charged as part of the playing fee. It excludes membership fees.
<b>Income from grants, distributions and affiliation fees</b>	This item includes grants from community groups and distributions from affiliated clubs and associations.



<b>Industry value added</b>	This item represents the value added of the industry to the economy and is calculated as the sales of goods and services plus government subsidies and changes in levels of trading inventories, minus purchases of goods and selected expenses.
<b>Insurance premiums</b>	This item refers to expenses incurred by a business in respect of different types of insurance policies but excluding workers' compensation and compulsory third party motor vehicle insurance.
<b>Interest expenses</b>	This item includes outflow of funds related to the cost of borrowing money.
<b>Interest income</b>	This item includes income earned through the lending out of funds owned by the business.
<b>Labour costs</b>	This item includes those expenses involved in the production of goods and services and includes such items as wages, salaries, employer contributions to superannuation funds, workers' compensation costs, fringe benefits tax and payroll tax.
<b>Net takings from poker/gaming machines</b>	This item includes takings from poker/gaming machines net of payouts to players.
<b>Non-metropolitan areas</b>	This refers to locations not in the metropolitan areas of Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, Canberra and Darwin.
<b>Operating profit before tax</b>	This item is a measure of profit (or loss) before extraordinary items are brought to account and prior to the deduction of income tax and appropriation to owners. It is derived as total income minus total expenses, plus closing inventories minus opening inventories.
<b>Operating profit margin</b>	Operating profit margin of a business represents that percentage of its sales of goods and services which becomes profit after all operating expenses have been deducted. It is derived by expressing total operating profit before tax (OPBT) as a percentage of total sales of goods and services (i.e. $OPBT \times 100 / \text{Sales of goods and services}$ ).
<b>Other contract, sub-contract and commission expenses</b>	This item includes payments to other businesses and self-employed persons for work done or sales made on a contract or commission basis.
<b>Other goods and services income</b>	This item includes other income not separately itemised as sales of goods and services.
<b>Other operating expenses</b>	This item includes telephone expenses, printing costs, legal fees, accounting fees and motor vehicle running expenses.
<b>Other non-operating income</b>	This item includes net profit (loss) of non-current assets, net profit (loss) on foreign loans as a result of variations in foreign exchange rates/transactions, dividend income and net profit (loss) on share trading. It excludes extraordinary profit (loss).
<b>Other rent, leasing and hiring expenses</b>	This item refers to rent, leasing and hiring expenses other than for land, buildings or sporting venues/sporting equipment. It includes rent leasing and hiring of motor vehicles, office equipment and amusement machines.
<b>Other rent, leasing and hiring income</b>	This item includes income derived from renting, leasing or hiring of assets other than sporting venues and equipment.
<b>Payroll tax</b>	This item refers to a tax levied by state and territory governments upon the amount of wages and salaries paid by a business.
<b>Poker/gaming machine and other gambling taxes and levies</b>	This expense item includes all taxes/levies paid to the government and funds transferred to government bodies in accordance with gambling regulations. These taxes and levies are paid by the owners of the poker/gaming machines and other gambling facilities.

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<b>Permanent full-time employees</b>	This item refers to permanent employees who work 35 hours per week or more and were entitled to paid holidays and sick leave.
<b>Permanent part-time employees</b>	This item refers to permanent employees who work less than 35 hours per week and were entitled to paid holidays and sick leave.
<b>Premises</b>	This item includes the number of physical pubs, taverns, bars and clubs operating at the end of June.
<b>Purchases</b>	This includes purchases of finished goods for resale, foodstuffs for use in preparing meals and takeaway food, liquor and other beverages, and other non-capitalised purchases.
<b>Repair and maintenance expenses</b>	This item includes costs associated with work undertaken on plant and machinery etc. to maintain normal business operations.
<b>Sale of liquor and other beverages</b>	This item includes beer, wine, spirits, and other beverages sold for consumption on the premises with or without meals, and for consumption off the premises.
<b>Sponsorship and fundraising income</b>	This item includes income received from sponsors either on a financial or on a value-in-kind basis. The item also includes donations and bequests received.
<b>Takings from meals and food sales</b>	This item includes the total income derived from the provision of bistro/restaurant services and snack bars owned and operated by the pub, tavern, bar or club.
<b>Total employment</b>	This item includes working proprietors and partners of unincorporated businesses, permanent full-time and part-time employees and casual employees.
<b>Wages and salaries</b>	This item refers to payments accruing to all employees during the financial year including provisions for employee entitlements, severance, termination and redundancy payments. It excludes drawings of working principals and partners of unincorporated businesses.
<b>Workers' compensation costs</b>	This item refers to the compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.



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