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PERFORMING ARTS

AUSTRALIA

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INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Sophie Vassiliou on Melbourne (03) 9615 7442.

NOTES

| | |
|---|---|
| INTRODUCTION | This publication presents results for the 2006–07 reference year from surveys conducted by the Australian Bureau of Statistics (ABS) of businesses/organisations primarily involved in performing arts operation or performing arts venue operation. This is the fourth time the ABS has conducted a survey of performing arts operation businesses/organisations. Previous statistics were released for the 1996–97, 1999–2000 and 2002–03 reference years. It is the third time the ABS has conducted a census of performing arts venue operation businesses/organisations. Previous statistics were published for the 1996–97 and 1999–2000 reference years. |
| CHANGES IN THIS ISSUE | The estimates in this publication are based on the Australian and New Zealand Standard Industrial Classification (ANZSIC) 2006 edition (ANZSIC06). Data in previous issues were based on the 1993 edition of the ANZSIC (ANZSIC93). |
| COMPARISONS WITH PREVIOUS SURVEY RESULTS | The surveys were not designed to provide highly accurate estimates of change. Users are advised to exercise caution if making any comparison between the 2006–07 data and previous published estimates. Estimates of change can be subject to changes in estimation methodology, scope, coverage, question wording, or levels of sampling error. For further information, see paragraphs 2–11 and 27–43 of the Explanatory Notes. |
| INFORMATION AVAILABLE ONLINE | This publication is available free online. Also available online are the data in this publication in spreadsheet format. To access this information, go to the ABS web site < http://www.abs.gov.au >. |
| MORE INFORMATION ON ABS SERVICE INDUSTRIES STATISTICS | Information about ABS activities in the field of service industries is available from the Service Industries Statistics theme page on the ABS web site < http://www.abs.gov.au >. To access the theme page, select 'Themes' from the menu on the home page. |
| COMMENTS | The ABS welcomes comments and suggestions from users regarding future surveys of Service Industries. These comments should be addressed to the Director, Goods and Services National Statistics Centre, Australian Bureau of Statistics, Locked Bag 10, Belconnen, ACT 2616. |
| ROUNDING | Where figures have been rounded, discrepancies may occur between the sum of component items and the total. |

Brian Pink
Australian Statistician

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INTRODUCTION

This chapter presents results from a survey conducted by the Australian Bureau of Statistics (ABS) for the 2006–07 reference year of businesses/organisations primarily involved in performing arts operation. These businesses/organisations were mainly engaged in providing live theatrical or musical presentations (including popular music production, theatre production, opera, ballet and drama).

The main focus of the survey was the composition of the income generated by these businesses/organisations, details of expenses incurred, the characteristics of the workforce, the nature of 'for-profit' businesses and 'not-for-profit' organisations involved in these activities, and the number of attendances and performances at these activities. A state/territory dimension is also presented.

For ease of reading, businesses that operated on a 'for-profit' basis are referred to, in this publication, as for-profit businesses, while organisations that operated on a 'not-for-profit' basis are referred to as not-for-profit organisations.

SUMMARY OF OPERATIONS

At the end of June 2007, there were 726 performing arts operation businesses/organisations. Of these, 180 were primarily involved in popular music production, 102 in symphony and choral production, 143 in drama production, 36 in dance production and 264 in other productions such as musical theatre, circuses, etc.

These 726 businesses/organisations comprised 381 for-profit businesses and 345 not-for-profit organisations. Collectively, these businesses/organisations employed 6,569 people at the end of June 2007. In addition to paid employment, there were 6,582 volunteers during the month of June 2007.

During 2006–07, performing arts operation businesses/organisations generated a total income of \$733.4m. Total expenses incurred during the same period were \$682.7m.

Total industry value added by these businesses/organisations was \$281.5m.

SOURCES OF INCOME

During 2006–07, businesses/organisations predominantly involved in performing arts operation generated \$733.4m in income. The main source of income for these businesses/organisations was box office income (\$356m), which accounted for just under half (48.5%) of total income. Government funding accounted for 23.7% (or \$173.8m) of total income, and contract performance fees 9% (or \$66.2m).

Not-for-profit organisations accounted for almost two-thirds of total income (61% or \$447.5m).

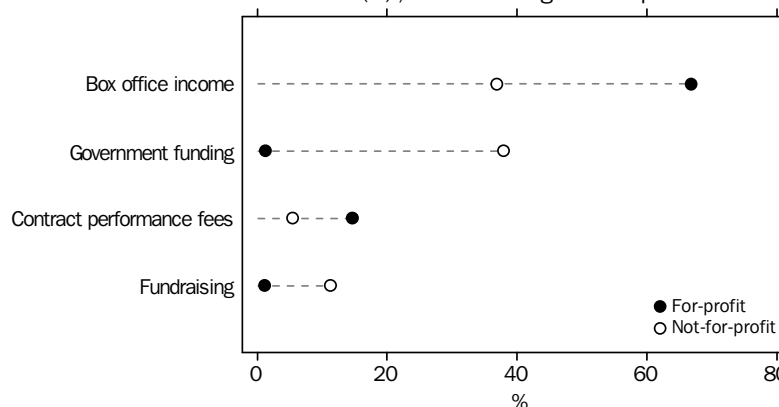
The graph overleaf shows that the main source of income for not-for-profit organisations was government funding (38% or \$170.2m), followed by box office income (36.9% or \$164.9m) and fundraising (11.3% or \$50.7m).

SOURCES OF INCOME

continued

The main source of income earned by for-profit businesses was box office income which accounted for just over two-thirds (66.8% or \$191.1m) of total income.

MAIN SOURCES OF INCOME (a), Performing arts operation



(a) As a proportion of total income.

EXPENSES

Performing arts operation businesses/organisations incurred \$682.7m in expenses during 2006–07.

Labour costs were the most significant expense (37.4% of total expenses or \$255.2m). Rent, leasing and hiring accounted for 10.7% (or \$72.9m) and contract payments to performers/artists and artistic support 8.4% (or \$57.3m) of total expenses.

Most of the \$57.3m in contract payments to performers/artists and artistic support were paid to Australian residents (72.1% or \$41.3m) with the remainder paid to non-residents (27.9% or \$16m).

As a proportion of total expenses, not-for-profit organisations incurred higher labour costs (46.7% or \$198.9m) than for-profit businesses (21.9% or \$56.3m). For-profit businesses incurred higher rent, leasing and hiring expenses (13.2% or \$33.9m), royalties (5.7% or \$14.6m) and other contract, subcontract and commission expenses (6.1% or \$15.8m) compared to not-for-profit organisations (9.1% or \$38.9m, 2% or \$8.5m and 3.7% or \$15.8m respectively).

EMPLOYMENT AND
VOLUNTEERS

At the end of June 2007, there were 6,569 people working in performing arts operation activities.

Permanent full-time employees and casual employees accounted for equal proportions of total employment (40.5% or 2,658 and 2,660 people respectively). Males accounted for just over half (50.8% or 3,338 people) of total employment.

At the end of June 2007, more people were employed as performing artists (49.5% of total employment or 3,249 people) and managers, administrative or clerical staff (23.5% or 1,542 people). Performing artists consisted mainly of singers and musicians (1980 people or 60.9% of total performing artists), actors (467 people or 14.4%) and dancers (290 people or 8.9%).

In addition to paid employment, there were 6,582 volunteers during the month of June 2007.

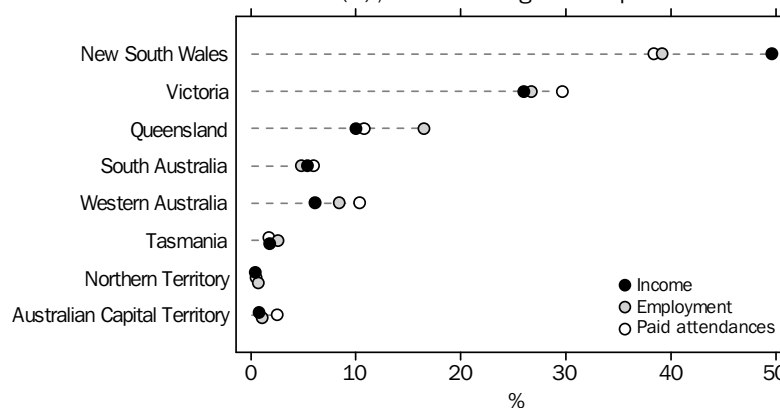
STATES AND TERRITORIES

Businesses/organisations involved in performing arts operation were concentrated in New South Wales, Victoria and Queensland.

The graph below shows that the 266 businesses/organisations located in New South Wales accounted for 39.2% (or 2,572 people) of total employment, just under half (49.6% or \$363.9m) of income and 38.4% (or 4.4 million) of paid attendances.

The 204 businesses/organisations located in Victoria accounted for 26.7% (or 1,754 people) of total employment, 26% (or \$190.5m) of income and 29.7% (or 3.4 million) of paid attendances. The 126 businesses/organisations located in Queensland accounted for 16.5% (or 1,083 people) of total employment, 10% (or \$73.2m) of income and 10.8% (or 1.2 million) of paid attendances.

STATES AND TERRITORIES (a), Performing arts operation



(a) As a percentage of the total for Australia.

BUSINESS SIZE

More than half (57.7% or 419) of performing arts operation businesses/organisations had an income of less than \$200,000. These businesses/organisations accounted for 16% (or 1,048 people) of total employment and generated 4.7% (or \$34.8m) of total income. Businesses/organisations reporting an income of \$5 million or more accounted for 3.5% (or 25 businesses/organisations), 43.8% (or 2,880 people) of total employment and accounted for 62.5% (or \$458.6m) of total income during 2006–07.

PERFORMANCES AND ATTENDANCES

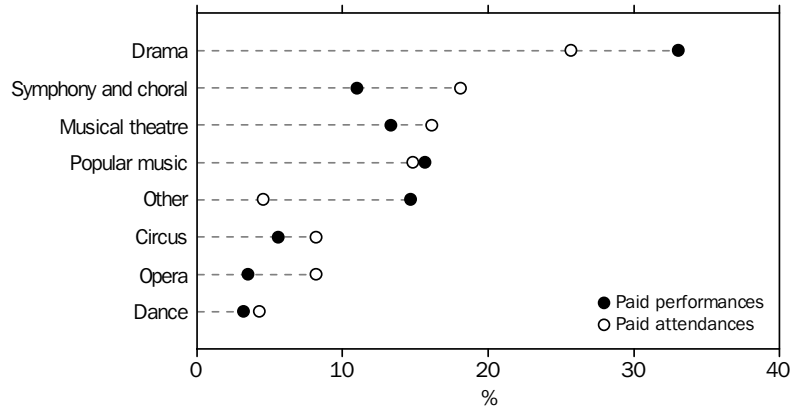
During 2006–07, the 726 performing arts operation businesses/organisations reported 43,460 paid performances (of which 5.2% or 2,280 were performed overseas) and 12.3 million paid attendances (of which 7.3% or 899,200 were at productions performed overseas).

The graph overleaf shows that drama production accounted for the largest proportion of total paid performances (33.1% or 14,368) followed by popular music (15.7% or 6,813) and musical theatre (13.3% or 5,799).

Drama production also accounted for the largest share of paid attendances (25.7% or 3.1 million), followed by symphony and choral production (18.1% or 2.2 million) and musical theatre (16.1% or 2 million).

PERFORMANCES AND ATTENDANCES *continued*

PAID PERFORMANCES AND ATTENDANCES BY MAIN ACTIVITY, Performing arts operation



(a) As a percentage of the total.

1.1 SUMMARY OF OPERATIONS, Performing arts operation

| | | <i>For-profit</i> | <i>Not-for-profit</i> | <i>Total</i> |
|---|------|-------------------|-----------------------|--------------|
| Businesses/organisations at end June | no. | 381 | 345 | 726 |
| Employment at end June | no. | 2 040 | 4 529 | 6 569 |
| Volunteers during the month of June | no. | ^ 207 | 6 375 | 6 582 |
| Income | | | | |
| Box office income | \$m | 191.1 | 164.9 | 356.0 |
| Government funding | \$m | ^ 3.7 | 170.2 | 173.8 |
| Other | \$m | 91.2 | 112.4 | 203.5 |
| <i>Total</i> | \$m | 286.0 | 447.5 | 733.4 |
| Expenses | | | | |
| Labour costs | \$m | 56.3 | 198.9 | 255.2 |
| Contract payments to performers/artists and artistic support | \$m | 21.8 | 35.5 | 57.3 |
| Rent, leasing and hiring | \$m | 33.9 | 38.9 | 72.9 |
| Other | \$m | 145.0 | 152.3 | 297.3 |
| <i>Total</i> | \$m | 257.1 | 425.6 | 682.7 |
| Operating profit/surplus before tax | \$m | 28.3 | 22.0 | 50.4 |
| Operating profit/surplus margin | % | 10.1 | 9.1 | 9.6 |
| Industry value added | \$m | 89.2 | 192.3 | 281.5 |
| Paid performances(a) | no. | 24 749 | 18 711 | 43 460 |
| Paid attendances(b) | '000 | 6 427.1 | 5 829.3 | 12 256.3 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

(a) Includes overseas performances.

(b) Includes overseas attendances.

1.2 SUMMARY OF OPERATIONS BY MAIN ACTIVITY, Performing arts operation

| | | <i>Popular music performance</i> | <i>Symphony and choral performance</i> | <i>Drama production</i> | <i>Dance production</i> | <i>Other music and theatre production</i> | <i>Total</i> |
|--|------|--|--|-----------------------------|-----------------------------|---|--------------|
| Businesses/organisations at end June | no. | 180 | 102 | 143 | ^ 36 | 264 | 726 |
| Employment at end June | no. | ^ 644 | 1 679 | 1 580 | 636 | 2 030 | 6 569 |
| Volunteers during the month of June | no. | ^ 19 | ^ 2 111 | ^ 1 137 | ^ 148 | ^ 3 166 | 6 582 |
| Income | | | | | | | |
| Box office income | \$m | ^ 24.3 | 48.3 | 83.8 | 21.0 | 178.7 | 356.0 |
| Government funding | \$m | 0.9 | 78.6 | 33.7 | 23.5 | 37.1 | 173.8 |
| Other | \$m | 30.5 | 41.4 | 34.4 | 20.9 | 76.4 | 203.5 |
| <i>Total</i> | \$m | 55.8 | 168.2 | 151.8 | 65.4 | 292.2 | 733.4 |
| Expenses | | | | | | | |
| Labour costs | \$m | ^ 11.3 | 80.5 | 55.2 | 28.0 | 80.2 | 255.2 |
| Contract payments to performers/artists and artistic support | \$m | ^ 6.7 | 17.7 | 5.9 | 3.2 | 23.8 | 57.3 |
| Rent, leasing and hiring | \$m | ^ 2.5 | 10.7 | 21.2 | 6.6 | 31.9 | 72.9 |
| Other | \$m | 26.7 | 44.2 | 66.9 | 25.7 | 133.8 | 297.3 |
| <i>Total</i> | \$m | 47.2 | 153.1 | 149.2 | 63.5 | 269.8 | 682.7 |
| Operating profit/surplus before tax | \$m | ^ 8.7 | 15.1 | *2.5 | 2.0 | 22.0 | 50.4 |
| Operating profit/surplus margin | % | 16.1 | 19.6 | *2.3 | 5.6 | 9.0 | 9.6 |
| Industry value added | \$m | 20.2 | 80.1 | 52.9 | 26.0 | 102.4 | 281.5 |
| Paid performances(a) | no. | ^ 6 813 | 4 766 | 14 368 | 1 398 | ^ 16 115 | 43 460 |
| Paid attendances(b) | '000 | ^ 1 815.3 | ^ 2 219.6 | 3 146.2 | 527.6 | 4 547.7 | 12 256.3 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

(a) Includes overseas performances.

(b) Includes overseas attendances.

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

1.3 SOURCES OF INCOME, Performing arts operation

| | FOR-PROFIT | | NOT-FOR-PROFIT | | TOTAL | |
|--|-----------------------------------|--------------|-----------------------------------|--------------|-----------------------------------|--------------|
| | <i>Proportion of total income</i> | | <i>Proportion of total income</i> | | <i>Proportion of total income</i> | |
| | <i>Income</i> | <i>%</i> | <i>Income</i> | <i>%</i> | <i>Income</i> | <i>%</i> |
| | \$m | % | \$m | % | \$m | % |
| Box office income | 191.1 | 66.8 | 164.9 | 36.9 | 356.0 | 48.5 |
| Contract performance fees received | 41.7 | 14.6 | 24.5 | 5.5 | 66.2 | 9.0 |
| Sales of goods | 29.8 | 10.4 | 4.2 | 0.9 | 34.0 | 4.6 |
| Royalties | ^ 5.7 | 2.0 | 1.8 | 0.4 | 7.4 | 1.0 |
| Rent, leasing and hiring | 1.8 | 0.6 | 5.6 | 1.3 | 7.4 | 1.0 |
| Government funding | | | | | | |
| Federal | | | | | | |
| Arts departments/agencies | *1.7 | 0.6 | 98.8 | 22.1 | 100.5 | 13.7 |
| Other | ^ 0.4 | 0.1 | 4.6 | 1.0 | 5.0 | 0.7 |
| State/territory | | | | | | |
| Arts departments/agencies | *1.1 | 0.4 | 60.4 | 13.5 | 61.5 | 8.4 |
| Other | **0.4 | 0.1 | 3.9 | 0.9 | 4.3 | 0.6 |
| Local | *0.2 | 0.1 | ^ 2.4 | 0.5 | ^ 2.6 | 0.4 |
| Total | ^ 3.7 | 1.3 | 170.2 | 38.0 | 173.8 | 23.7 |
| Fundraising | | | | | | |
| Financial/cash sponsorships | 2.3 | 0.8 | 23.7 | 5.3 | 25.9 | 3.5 |
| In-kind sponsorships | 0.6 | 0.2 | 5.5 | 1.2 | 6.1 | 0.8 |
| Grants from philanthropic trusts/foundations | *0.2 | 0.1 | 4.7 | 1.0 | 4.8 | 0.7 |
| Donations | *0.1 | — | 12.9 | 2.9 | 13.0 | 1.8 |
| Bequests | — | — | **1.3 | 0.3 | **1.3 | 0.2 |
| Other | *0.1 | — | 2.6 | 0.6 | 2.7 | 0.4 |
| Total | 3.1 | 1.1 | 50.7 | 11.3 | 53.8 | 7.3 |
| Interest | ^ 1.9 | 0.7 | 6.7 | 1.5 | 8.6 | 1.2 |
| Other | 7.2 | 2.5 | 18.9 | 4.2 | 26.1 | 3.6 |
| Total | 286.0 | 100.0 | 447.5 | 100.0 | 733.4 | 100.0 |
| Income derived from overseas activities(a) | 10.7 | 3.7 | 7.6 | 1.7 | 18.3 | 2.5 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

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

— nil or rounded to zero (including null cells)

(a) Derived as a percentage of total income.

1.4 ITEMS OF EXPENDITURE, Performing arts operation

| | FOR-PROFIT | | NOT-FOR-PROFIT | | TOTAL | |
|--|--------------|---------------------|----------------|---------------------|--------------|---------------------|
| | Expenditure | Proportion of total | Expenditure | Proportion of total | Expenditure | Proportion of total |
| | | expenditure | | expenditure | | expenditure |
| | \$m | % | \$m | % | \$m | % |
| Labour costs | | | | | | |
| Wages and salaries | 47.8 | 18.6 | 171.3 | 40.3 | 219.1 | 32.1 |
| Employer contributions to superannuation | 5.2 | 2.0 | 16.6 | 3.9 | 21.8 | 3.2 |
| Salary sacrificed earnings, share based payments and stock options | ^ 0.7 | 0.3 | 4.1 | 1.0 | 4.8 | 0.7 |
| Workers' compensation premiums/costs | 1.0 | 0.4 | 5.4 | 1.3 | 6.4 | 0.9 |
| Fringe benefits tax | np | np | np | np | 1.1 | 0.2 |
| Payroll tax | np | np | np | np | 2.1 | 0.3 |
| Total | 56.3 | 21.9 | 198.9 | 46.7 | 255.2 | 37.4 |
| Contract payments to performers/ artists and artistic support | | | | | | |
| Australian resident | ^ 18.1 | 7.0 | 23.2 | 5.5 | 41.3 | 6.1 |
| Non-resident | 3.7 | 1.4 | 12.3 | 2.9 | 16.0 | 2.3 |
| Total | 21.8 | 8.5 | 35.5 | 8.3 | 57.3 | 8.4 |
| Contract payments for productions | ^ 2.4 | 0.9 | 5.0 | 1.2 | 7.4 | 1.1 |
| Other contract, subcontract and commission expenses | | | | | | |
| Costumes and set expenses | 2.2 | 0.9 | 6.3 | 1.5 | 8.5 | 1.2 |
| Other | 13.6 | 5.3 | 9.5 | 2.2 | 23.1 | 3.4 |
| Total | 15.8 | 6.1 | 15.8 | 3.7 | 31.6 | 4.6 |
| Rent, leasing and hiring | | | | | | |
| Venue hire with staff | 10.9 | 4.2 | 21.3 | 5.0 | 32.1 | 4.7 |
| Venue hire without staff | ^ 4.6 | 1.8 | 7.2 | 1.7 | 11.8 | 1.7 |
| Other land, buildings and structures | 3.8 | 1.5 | 2.9 | 0.7 | 6.7 | 1.0 |
| Sets, costumes and other equipment | 11.9 | 4.6 | 5.8 | 1.4 | 17.7 | 2.6 |
| Motor vehicles | ^ 1.2 | 0.5 | 0.3 | 0.1 | 1.5 | 0.2 |
| Other | 1.5 | 0.6 | 1.4 | 0.3 | 3.0 | 0.4 |
| Total | 33.9 | 13.2 | 38.9 | 9.1 | 72.9 | 10.7 |
| Advertising, marketing and promotion | 22.5 | 8.8 | 32.5 | 7.6 | 55.0 | 8.1 |
| Travel, accommodation and entertainment | 19.1 | 7.4 | 26.2 | 6.2 | 45.2 | 6.6 |
| Purchases | | | | | | |
| Goods for resale | 11.8 | 4.6 | 1.6 | 0.4 | 13.4 | 2.0 |
| Non-capitalised costumes and sets | ^ 2.7 | 1.1 | 9.1 | 2.1 | 11.8 | 1.7 |
| Other | ^ 3.0 | 1.2 | 3.1 | 0.7 | 6.1 | 0.9 |
| Total | 17.5 | 6.8 | 13.8 | 3.2 | 31.3 | 4.6 |
| Royalties paid to businesses/ organisations/individuals | | | | | | |
| Australian resident | 7.8 | 3.0 | 5.1 | 1.2 | 12.9 | 1.9 |
| Non-resident | ^ 6.8 | 2.6 | 3.4 | 0.8 | 10.2 | 1.5 |
| Total | 14.6 | 5.7 | 8.5 | 2.0 | 23.1 | 3.4 |
| Insurance premiums | 1.8 | 0.7 | 3.5 | 0.8 | 5.3 | 0.8 |
| Repair and maintenance | 0.8 | 0.3 | 3.5 | 0.8 | 4.3 | 0.6 |
| Electricity, gas and water | ^ 0.4 | 0.2 | 2.0 | 0.5 | 2.4 | 0.3 |
| Computer software expensed | ^ 0.3 | 0.1 | 0.7 | 0.2 | 0.9 | 0.1 |
| Land tax and tax rates | 0.2 | 0.1 | 0.6 | 0.1 | 0.8 | 0.1 |
| Interest | 1.3 | 0.5 | 0.6 | 0.1 | 1.9 | 0.3 |
| Depreciation and amortisation | 3.8 | 1.5 | 7.4 | 1.7 | 11.1 | 1.6 |
| Bad and doubtful debts | 0.1 | — | ^ 0.3 | 0.1 | ^ 0.4 | 0.1 |
| Other | 44.4 | 17.3 | 32.0 | 7.5 | 76.4 | 11.2 |
| Total | 257.1 | 100.0 | 425.6 | 100.0 | 682.7 | 100.0 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

— nil or rounded to zero (including null cells)

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

1.5 CHARACTERISTICS OF EMPLOYMENT, Performing arts operation

| | MALES | | FEMALES | | PERSONS | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| | no. | % | no. | % | no. | % |
| Working proprietors and partners of unincorporated businesses | ^ 203 | 6.1 | ^ 88 | 2.7 | ^ 291 | 4.4 |
| Employees | | | | | | |
| Salaried directors of incorporated businesses | 298 | 8.9 | ^ 98 | 3.0 | 396 | 6.0 |
| Other | | | | | | |
| Permanent full-time | 1 424 | 42.7 | 1 234 | 38.2 | 2 658 | 40.5 |
| Permanent part-time | 172 | 5.1 | 392 | 12.1 | 563 | 8.6 |
| Casuals | 1 241 | 37.2 | 1 420 | 43.9 | 2 660 | 40.5 |
| Total | 2 836 | 85.0 | 3 046 | 94.3 | 5 882 | 89.5 |
| Total | 3 135 | 93.9 | 3 144 | 97.3 | 6 278 | 95.6 |
| Employment at end June(a) | 3 338 | 100.0 | 3 231 | 100.0 | 6 569 | 100.0 |
| Employment at end(b) | | | | | | |
| March 2007 | na | .. | na | .. | 5 913 | .. |
| December 2006 | na | .. | na | .. | 5 165 | .. |
| September 2006 | na | .. | na | .. | 5 920 | .. |
| Volunteers during the month of June | na | .. | na | .. | 6 582 | .. |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

.. not applicable

na not available

(a) During the last pay period ending June 2007.

(b) During the last pay period ending the month indicated.

1.6 MAIN ACTIVITY OF PERSONS EMPLOYED, Performing arts operation

| | PERSONS | |
|---|--------------|--------------|
| | no. | % |
| Managerial/administrative/clerical support | 1 542 | 23.5 |
| Performing artists | | |
| Singers and musicians(a) | 1 980 | 30.1 |
| Actors | 467 | 7.1 |
| Dancers | 290 | 4.4 |
| Other | 512 | 7.8 |
| <i>Total</i> | 3 249 | 49.5 |
| Other artistic support | | |
| Choreographers | 31 | 0.5 |
| Musical directors, composers, art directors, directors and conductors | 246 | 3.7 |
| Other | 137 | 2.1 |
| <i>Total</i> | 413 | 6.3 |
| Technical/performing arts support | 847 | 12.9 |
| Front of house | 239 | 3.6 |
| Sales and catering staff | 82 | 1.2 |
| Other staff | 198 | 3.0 |
| Total | 6 569 | 100.0 |

(a) Refer to Explanatory Notes paragraphs 6–11 for further information regarding main activity changes from 2002–03 to 2006–07.

1.7 STATES AND TERRITORIES(a), Performing arts operation

| | | New South Wales | Victoria | Queensland | South Australia | Western Australia | Tasmania | Northern Territory | Australian Capital Territory | Australia |
|---|------|-----------------------|----------|------------|--------------------|----------------------|----------|-----------------------|------------------------------------|-----------|
| Businesses/organisations at end June(b) | | | | | | | | | | |
| For-profit | no. | 156 | 122 | 65 | *15 | *33 | np | np | np | 381 |
| | % | 40.9 | 32.2 | 17.2 | 3.9 | 8.6 | np | np | np | 100.0 |
| Not-for-profit | no. | 110 | 82 | 60 | 31 | 42 | np | np | np | 345 |
| | % | 31.8 | 23.6 | 17.5 | 9.0 | 12.2 | np | np | np | 100.0 |
| <i>Total</i> | no. | 266 | 204 | 126 | 46 | ^ 75 | 15 | 12 | ^ 21 | 726 |
| | % | 36.6 | 28.1 | 17.3 | 6.3 | 10.3 | 2.1 | 1.7 | 2.9 | 100.0 |
| Employment at end June | no. | 2 572 | 1 754 | 1 083 | 318 | 554 | 171 | 46 | 72 | 6 569 |
| | % | 39.2 | 26.7 | 16.5 | 4.8 | 8.4 | 2.6 | 0.7 | 1.1 | 100.0 |
| Wages and salaries | \$m | 98.8 | 61.3 | 23.2 | 13.0 | 15.5 | 4.9 | 0.9 | 1.5 | 219.1 |
| | % | 45.1 | 28.0 | 10.6 | 5.9 | 7.1 | 2.2 | 0.4 | 0.7 | 100.0 |
| Total income | \$m | 363.9 | 190.5 | 73.2 | 39.5 | 44.8 | 13.0 | 3.0 | 5.5 | 733.4 |
| | % | 49.6 | 26.0 | 10.0 | 5.4 | 6.1 | 1.8 | 0.4 | 0.8 | 100.0 |
| Paid performances(c)(d) | no. | 15 411 | 10 476 | ^ 6 087 | ^ 2 821 | ^ 4 438 | 718 | 250 | 977 | 41 179 |
| | % | 37.4 | 25.4 | 14.8 | 6.8 | 10.8 | 1.7 | 0.6 | 2.4 | 100.0 |
| Paid attendances(c)(e) | '000 | 4 357.6 | 3 374.3 | 1 225.6 | ^ 676.7 | *1 186.4 | 194.3 | 55.7 | 286.6 | 11 357.2 |
| | % | 38.4 | 29.7 | 10.8 | 6.0 | 10.4 | 1.7 | 0.5 | 2.5 | 100.0 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

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

(a) Data for multi-state businesses/organisations have been assigned on the basis of actual operations, known as state of location, rather than state of head office.

(b) As businesses/organisations may operate in more than one state, the counts of businesses/organisations for each state and territory do not sum to the total.

(c) Paid performances and paid attendances are counted according to the state in which they were performed.

(d) Excludes overseas performances.

(e) Excludes overseas attendances.

1.8 SUMMARY OF OPERATIONS BY INCOME RANGE, Performing arts operation

| | | Less than \$50,000 | \$50,000 to less than \$200,000 | \$200,000 to less than \$500,000 | \$500,000 to less than \$2 million | \$2 million to less than \$5 million | \$5 million or more | Total |
|--------------------------------------|-----|-----------------------|--|---|---|---|------------------------------|-------|
| Businesses/organisations at end June | no. | 138 | 281 | 139 | 119 | 23 | 25 | 726 |
| | % | 19.1 | 38.7 | 19.2 | 16.4 | 3.1 | 3.5 | 100.0 |
| Employment at end June | no. | ^ 234 | 814 | ^ 771 | 1 246 | 624 | 2 880 | 6 569 |
| | % | 3.6 | 12.4 | 11.7 | 19.0 | 9.5 | 43.8 | 100.0 |
| Wages and salaries | \$m | ^ 0.4 | ^ 5.8 | ^ 13.0 | 28.1 | 24.5 | 147.3 | 219.1 |
| | % | 0.2 | 2.6 | 5.9 | 12.8 | 11.2 | 67.2 | 100.0 |
| Total income | \$m | ^ 2.8 | 32.0 | 48.9 | 110.6 | 80.5 | 458.6 | 733.4 |
| | % | 0.4 | 4.4 | 6.7 | 15.1 | 11.0 | 62.5 | 100.0 |
| Operating profit/surplus before tax | \$m | ** -0.3 | ^ 3.6 | ^ 5.8 | ^ 9.3 | * 2.2 | 29.7 | 50.4 |
| Operating profit/surplus margin | % | ** -13.2 | ^ 13.6 | ^ 15.4 | 11.3 | ^ 4.0 | 9.3 | 9.6 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

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

1.9 PAID PERFORMANCES AND ATTENDANCES BY MAIN ACTIVITY, Performing arts operation

| | | Popular music performance | Symphony and choral performance | Drama production | Dance production | Musical theatre production | Opera production | Circus production |
|--|------|---------------------------------|---------------------------------------|---------------------|---------------------|----------------------------------|---------------------|----------------------|
| Businesses/organisations at end June | no. | 180 | 102 | 143 | ^ 36 | 77 | ^ 16 | ^ 34 |
| Paid performances(a) | | | | | | | | |
| Capital cities and suburbs | no. | ^ 5 135 | 3 145 | 12 036 | ^ 982 | * 4 342 | 559 | ^ 1 293 |
| Other areas within Australia | no. | ^ 1 300 | 1 491 | ^ 2 142 | 304 | np | np | * 819 |
| Overseas | no. | ^ 377 | 130 | ^ 190 | 112 | np | np | * 316 |
| Total | no. | ^ 6 813 | 4 766 | 14 368 | 1 398 | ^ 5 799 | 1 519 | ^ 2 428 |
| Paid attendances | | | | | | | | |
| Australia | '000 | ^ 1 712.7 | ^ 2 150.7 | 3 065.9 | 479.6 | np | np | 968.1 |
| Overseas | '000 | ^ 102.6 | ^ 68.8 | ^ 80.3 | 48.0 | np | np | * 36.8 |
| Total | '000 | ^ 1 815.3 | ^ 2 219.6 | 3 146.2 | 527.6 | ^ 1 978.4 | 1 002.9 | 1 004.9 |
| Performing acts/productions brought to Australia | no. | np | np | np | np | np | np | np |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

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

(a) Performances are related to headline acts only. Support acts are excluded.

1.9 PAID PERFORMANCES AND ATTENDANCES BY MAIN ACTIVITY, Performing arts operation *continued*

| | | <i>Other performance or production</i> | <i>Total</i> |
|---|------|--|--------------|
| | | | |
| Businesses/organisations at end June | no. | 137 | 726 |
| Paid performances(a) | | | |
| Capital cities and suburbs | no. | *4 674 | 32 166 |
| Other areas within Australia | no. | ^ 1 482 | 9 013 |
| Overseas | no. | ^ 213 | ^ 2 280 |
| <i>Total</i> | no. | ^ 6 368 | 43 460 |
| Paid attendances | | | |
| Australia | '000 | *509.1 | 11 357.2 |
| Overseas | '000 | 52.4 | 899.2 |
| <i>Total</i> | '000 | *561.4 | 12 256.3 |
| Performing acts/productions brought to Australia | no. | np | 73 |
| | | | |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

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

(a) Performances are related to headline acts only. Support acts are excluded.

INTRODUCTION

This chapter presents results from a census conducted by the Australian Bureau of Statistics (ABS) for the 2006–07 reference year of businesses/organisations primarily involved in performing arts venue operation. These businesses/organisations were mainly engaged in operating venues for the presentation and rehearsal of performing arts.

The main focus of the census was the composition of the income generated by these businesses/organisations, details of expenses incurred, the characteristics of the workforce, and the number and nature of performances held in performing arts venues. A state/territory dimension is also presented.

For ease of reading, businesses/organisations predominantly involved in performing arts venue operation are referred to, in this publication, as performing arts venue operators.

SUMMARY OF
OPERATIONS

At the end of June 2007, there were 145 performing arts venue operators in Australia. These businesses/organisations operated 189 separate venues which contained 271 performing arts spaces. During 2006–07, performing arts venue operators generated a total income of \$494.4m. Total expenses incurred during the same period were \$481.9m. Total industry value added by these businesses/organisations was \$206.7m.

Of the 189 venues, 109 (57.7%) were located in capital cities and suburban areas, 49 (25.9%) in major regional areas and 30 (15.9%) in other regional areas.

SOURCES OF INCOME

During 2006–07, performing arts venue operators generated a total income of \$494.4m. The two main sources of income were government funding (\$165.7m) and rent, leasing and hiring (\$117.9m) which represented 33.5% and 23.8% of total income respectively. The main providers of government funding were Federal or state/territory arts departments or agencies (75% of total government funding or \$124.2m) and local government (22.1% or \$36.6m).

Other sources included box office income of \$81.3m (16.4%), sales of goods of \$46.6m (9.4%), and fundraising income of \$13.9m (2.8%).

EXPENSES

Performing arts venue operators incurred \$481.9m in expenses during 2006–07. Labour costs accounted for \$179.6m (37.3%) of total expenses. The average labour cost per employee was \$30,600.

Other major expenses included depreciation and amortisation which accounted for 13.6% (\$65.6m) of total expenses, purchases 8.2% (\$39.7m) and repair and maintenance 7.4% (\$35.6m).

PROFITABILITY

Performing arts venue operators recorded an operating profit/surplus before tax of \$12.8m, and an operating profit/surplus margin of 4.2%. More than half of this profit (59.3% or \$7.6m) was generated by larger businesses/organisations (i.e. those that employed 100 or more people). Smaller businesses/organisations (i.e. those employing fewer than 20 people) accounted for 39.1% (or \$5m) of profit, but recorded a higher operating profit/surplus margin (8.8%), than larger businesses/organisations (4.3%).

EMPLOYEES AND VOLUNTEERS

At the end of June 2007, there were 5,876 people employed by performing arts venue operators. These businesses/organisations were characterised by a large casual work force which accounted for 65.3% (3,837 people) of all employees. Permanent full-time employees accounted for 25.1% (1,472 people), while permanent part-time employees accounted for 9.0% (530 people).

Females represented 55.1% (3,239 people) of all employees and two-thirds of these females (67% or 2,171 people) worked as casuals. Although more females were employed than males, there were more males employed in permanent full-time positions than females (28.9% or 761 males and 21.9% or 710 females).

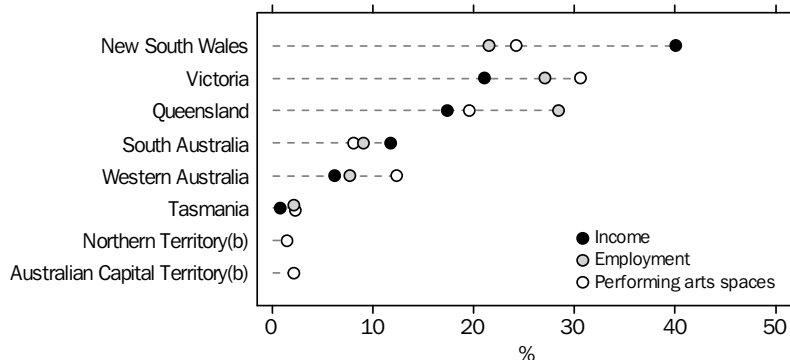
These staff were employed in a diverse range of activities with 28.8% (1,693 people) working as front of house staff, 25.9% (1,524 people) as managers, administrative or clerical support staff, 25.3% (1,486 people) as technical or performing arts support staff and 15% (880 people) as sales and catering staff. In addition to paid employees, there were 1,935 volunteers during the month of June 2007.

STATES AND TERRITORIES

The graph below shows that performing arts venue operators were concentrated in Victoria and New South Wales with 42 and 39 respectively. Queensland and Victoria recorded the highest employment at the end of June 2007 with 28.4% (1,667 people) and 27.1% (1,592 people) of employment respectively. New South Wales accounted for 40.1% (\$198m) of total income, while Victoria accounted for 21.1% (\$104.6m) and Queensland 17.4% (\$86.1m).

Victoria accounted for 30.6% (83) of all performing arts spaces. New South Wales and Queensland accounted for 24.2% (66) and 19.6% (53) respectively.

STATES AND TERRITORIES (a), Performing arts venue operation



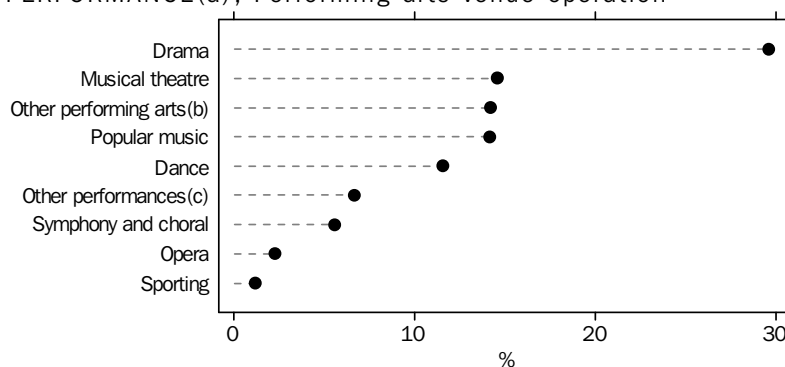
(a) As a percentage of the total for Australia.
 (b) Income and employment for the Northern Territory and the Australian Capital Territory are not available for publication.

PERFORMANCES

There were 20,819 performances with paid admissions held in performing arts venues during 2006–07. The graph below shows that drama performances (29.6% or 6,153) accounted for the largest share of total performances, followed by musical theatre performances (14.6% or 3,037), popular music (14.2% or 2,950) and dance (11.6% or 2,408).

Larger performing arts venue operators (i.e. those which employed 100 people or more), accounted for 41% (8,539) of paid performances, while smaller operators (i.e. those which employed fewer than 20 people) accounted for just under a third (32.3% or 6,724), of paid performances.

PERFORMANCES WITH PAID ADMISSIONS BY TYPE OF PERFORMANCE (a), Performing arts venue operation



(a) As a percentage of all performances with paid admissions.
 (b) Includes comedy, educational, circus and puppetry performances.
 (c) Includes guest speakers, community events and trade art shows at performing arts venues.

SEATING CAPACITY

The 189 performing arts venues in Australia had 271 spaces and a combined seating capacity of 226,700. The average seating capacity per performing arts space was 837.

HISTORICAL COMPARISONS

Comparisons with results from earlier surveys are useful as an indicator of the extent of change over time. However, estimates of change can be subject to changes in estimation methodology, scope, coverage, question wording or levels of sampling error, so any comparisons to results from previous collections should be made with caution. Further information can be found in paragraphs 27–43 of the Explanatory Notes.

Taking such limitations into consideration, the 2006–07 collection results indicate that performing arts venue operators recorded growth between the 1999–2000 and 2006–07 financial years with the number of businesses/organisations increasing, on average, by 2.1% per year (125 to 145).

Income and expenses grew by an average 6.6% per year (from \$315.9m to \$494.4m and from \$308.7m to \$481.9m respectively).

Box office income grew on average by 10.3% per year (from \$40.8m to \$81.3m) in spite of the number of paid performances decreasing by an average 0.2% per year (from 21,136 to 20,819 performances).

Operating profit before tax grew at an average annual rate of 8.5%, from \$7.2m in 1999–2000 to \$12.8m in 2006–07.

HISTORICAL
COMPARISONS
continued

Seating capacity in performing arts venues increased by an average 0.7% per year, from 216,100 in 1999–2000 to 226,700 in 2006–07. Performing arts spaces grew at an average annual rate of 0.6% (from 260 to 271).

2.1 SUMMARY OF OPERATIONS, Performing arts venue operation

| | | 1999–2000 | 2006–07 | Average annual percentage change 1999–2000 to 2006–07 |
|--------------------------------------|------|-----------|---------|--|
| | | | | |
| Businesses/organisations at end June | no. | 125 | 145 | 2.1 |
| Venues at end June | | | | |
| Capital cities and suburbs | no. | na | 109 | .. |
| Major regional areas | no. | na | 49 | .. |
| Other regional areas | no. | na | 30 | .. |
| Total | no. | na | 189 | .. |
| Performing arts spaces at end June | no. | 260 | 271 | 0.6 |
| Seating capacity | '000 | 216.1 | 226.7 | 0.7 |
| Paid performances | no. | 21 136 | 20 819 | -0.2 |
| Employees at end June | no. | 5 149 | 5 876 | 1.9 |
| Volunteers during the month of June | no. | na | 1 935 | .. |
| Income | | | | |
| Government funding | \$m | 93.5 | 165.7 | 8.5 |
| Rent, leasing and hiring | \$m | 83.6 | 117.9 | 5.0 |
| Box office income | \$m | 40.8 | 81.3 | 10.3 |
| Other | \$m | 98.0 | 129.5 | 4.1 |
| Total | \$m | 315.9 | 494.4 | 6.6 |
| Expenses | | | | |
| Labour costs(a) | \$m | 111.4 | 179.6 | 7.1 |
| Repair and maintenance | \$m | 32.3 | 35.6 | 1.4 |
| Other | \$m | 165.0 | 266.7 | 7.1 |
| Total | \$m | 308.7 | 481.9 | 6.6 |
| Operating profit/surplus before tax | \$m | ^ 7.2 | 12.8 | 8.5 |
| Operating profit/surplus margin | % | ^ 3.7 | 4.2 | .. |
| Industry value added(b) | \$m | 86.0 | 206.7 | 13.3 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

.. not applicable

na not available

(a) Includes two items for 2006–07 which were excluded from labour costs for 1999–2000: salary sacrificed for employee benefits other than superannuation and employee share based payments and stock options.

(b) Data for 1999–2000 were calculated on a different basis from 2006–07 data. For further information refer to the Glossary definition of industry value added.

2.2 SOURCES OF INCOME, Performing arts venue operation

| | <i>Income</i> | <i>Proportion of total income</i> |
|--|---------------|---|
| | \$m | % |
| | | |
| Government funding | | |
| Federal/state/territory | | |
| Arts departments/agencies | 124.2 | 25.1 |
| Other | 4.9 | 1.0 |
| Local | 36.6 | 7.4 |
| Total | 165.7 | 33.5 |
| Rent, leasing and hiring | | |
| Venue hire with staff | 103.5 | 20.9 |
| Venue hire without staff | ^ 8.8 | 1.8 |
| Other | ^ 5.7 | 1.2 |
| Total | 117.9 | 23.8 |
| Box office income | 81.3 | 16.4 |
| Sales of goods | 46.6 | 9.4 |
| Fundraising | | |
| Financial sponsorships | 6.3 | 1.3 |
| In-kind sponsorships | 2.8 | 0.6 |
| Grants from philanthropic trusts/foundations | 1.2 | 0.2 |
| Donations | 3.4 | 0.7 |
| Bequests | np | np |
| Other | np | np |
| Total | 13.9 | 2.8 |
| Interest | 12.5 | 2.5 |
| Other | 56.5 | 11.4 |
| Total | 494.4 | 100.0 |
| Income derived from overseas activities(a) | 0.3 | 0.1 |

.....

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

(a) Derived as a percentage of total income.

2.3 ITEMS OF EXPENDITURE, Performing arts venue operation

| | <i>Expenditure</i> | <i>Proportion of total expenditure</i> |
|--|--------------------|--|
| | \$m | % |
| | | |
| Labour costs | | |
| Wages and salaries | 154.0 | 32.0 |
| Employer contributions to superannuation funds | 13.6 | 2.8 |
| Salary sacrificed earnings, share based payments and stock options | 1.5 | 0.3 |
| Workers' compensation premiums/costs | 3.6 | 0.8 |
| Fringe benefits tax | 0.8 | 0.2 |
| Payroll tax | 6.1 | 1.3 |
| <i>Total</i> | 179.6 | 37.3 |
| Payments to employment agencies for staff | 6.5 | 1.3 |
| Contract payments to performers/artists and artistic support | 1.4 | 0.3 |
| Contract payments for productions | 25.3 | 5.3 |
| Other contract, subcontract and commission expenses | 28.8 | 6.0 |
| Purchases | | |
| Goods for resale | 19.7 | 4.1 |
| Non-capitalised sets, costumes, lighting, sound and other equipment | 3.6 | 0.7 |
| Other | 16.4 | 3.4 |
| <i>Total</i> | 39.7 | 8.2 |
| Repair and maintenance | 35.6 | 7.4 |
| Advertising, marketing and promotion | 20.4 | 4.2 |
| Electricity, gas and water | 14.1 | 2.9 |
| Rent, leasing and hiring | | |
| Venue hire | 6.5 | 1.3 |
| Other land, buildings and structures | 1.8 | 0.4 |
| Sets, costumes and other equipment | 1.7 | 0.4 |
| Motor vehicles | 0.6 | 0.1 |
| Other | 3.5 | 0.7 |
| <i>Total</i> | 14.0 | 2.9 |
| Insurance premiums | 4.6 | 1.0 |
| Travel, accommodation and entertainment | 4.1 | 0.8 |
| Royalties paid to businesses/organisations/individuals | 2.1 | 0.4 |
| Land tax and land rates | 1.1 | 0.2 |
| Interest | 4.5 | 0.9 |
| Depreciation and amortisation | 65.6 | 13.6 |
| Bad and doubtful debts | 0.4 | 0.1 |
| Other | 34.0 | 7.1 |
| Total | 481.9 | 100.0 |

2.4 CHARACTERISTICS OF EMPLOYEES, PERFORMING ARTS VENUES, Performing arts venue operation

| | MALES | | FEMALES | | PERSONS | |
|---|--------------|--------------|--------------|--------------|--------------|--------------|
| | no. | % | no. | % | no. | % |
| Employees | | | | | | |
| Salaried directors of incorporated businesses | 22 | 0.8 | 16 | 0.5 | 38 | 0.6 |
| Other | | | | | | |
| Permanent full-time | 761 | 28.9 | 710 | 21.9 | 1 472 | 25.1 |
| Permanent part-time | 188 | 7.1 | 342 | 10.6 | 530 | 9.0 |
| Casuals | 1 666 | 63.2 | 2 171 | 67.0 | 3 837 | 65.3 |
| <i>Total</i> | <i>2 615</i> | <i>99.2</i> | <i>3 223</i> | <i>99.5</i> | <i>5 838</i> | <i>99.4</i> |
| Employees at end June(a) | 2 636 | 100.0 | 3 239 | 100.0 | 5 876 | 100.0 |
| Employees at end(b) | | | | | | |
| March 2007 | na | .. | na | .. | 5 470 | .. |
| December 2006 | na | .. | na | .. | 5 194 | .. |
| September 2006 | na | .. | na | .. | 5 352 | .. |
| Volunteers during the month of June | | | | | | |
| | na | .. | na | .. | 1 935 | .. |

.. not applicable

na not available

(a) During the last pay period ending June 2007.

(b) During the last pay period ending the month indicated.

2.5 MAIN ACTIVITY OF EMPLOYEES, Performing arts venue operation

| | PERSONS | |
|--|--------------|--------------|
| | no. | % |
| Managerial/administrative/clerical support | 1 524 | 25.9 |
| Front of house | 1 693 | 28.8 |
| Sales and catering | 880 | 15.0 |
| Performing artists and artistic support | 126 | 2.1 |
| Technical/performing arts support | 1 486 | 25.3 |
| Other | 166 | 2.8 |
| Total | 5 876 | 100.0 |

2.6 STATES AND TERRITORIES(a), Performing arts venue operation

| | | <i>New South Wales</i> | <i>Victoria</i> | <i>Queensland</i> | <i>South Australia</i> | <i>Western Australia</i> | <i>Tasmania</i> | <i>Northern Territory</i> | <i>Australian Capital Territory</i> | <i>Australia</i> |
|---|-----|------------------------|-----------------|-------------------|------------------------|--------------------------|-----------------|---------------------------|-------------------------------------|------------------|
| Businesses/organisations at end June(b) | no. | 39 | 42 | 27 | 11 | 16 | 4 | 3 | 3 | 145 |
| | % | 26.9 | 29.3 | 18.3 | 7.6 | 11.1 | 2.8 | 2.1 | 2.1 | 100.0 |
| Performing arts spaces | no. | 66 | 83 | ^ 53 | 22 | 34 | 6 | 4 | 6 | 271 |
| | % | 24.2 | 30.6 | 19.6 | 8.1 | 12.4 | 2.3 | 1.5 | 2.2 | 100.0 |
| Employees at end June | no. | 1 262 | 1 592 | 1 667 | 536 | 455 | 129 | np | np | 5 876 |
| | % | 21.5 | 27.1 | 28.4 | 9.1 | 7.7 | 2.2 | np | np | 100.0 |
| Wages and salaries | \$m | 50.9 | 37.6 | 28.6 | 20.6 | 10.8 | 1.6 | np | np | 154.0 |
| | % | 33.0 | 24.4 | 18.6 | 13.4 | 7.0 | 1.1 | np | np | 100.0 |
| Total income | \$m | 198.0 | 104.6 | 86.1 | 58.3 | 30.7 | 4.1 | np | np | 494.4 |
| | % | 40.1 | 21.1 | 17.4 | 11.8 | 6.2 | 0.8 | np | np | 100.0 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

(a) Data for multi-state businesses/organisations have been assigned on the basis of actual operations, known as state of location, rather than state of head office.

(b) As businesses/organisations may operate in more than one state, the counts of businesses/organisations for each state and territory do not sum to the total.

2.7 SUMMARY OF OPERATIONS BY EMPLOYMENT SIZE, Performing arts venue operation

| | | <i>0-19 persons</i> | <i>20-99 persons</i> | <i>100 persons or more</i> | <i>Total</i> |
|--------------------------------------|-----|---------------------|----------------------|----------------------------|--------------|
| Businesses/organisations at end June | no. | 91 | 40 | 14 | 145 |
| | % | 62.8 | 27.6 | 9.7 | 100.0 |
| Employees at end June | no. | 724 | 1 432 | 3 720 | 5 876 |
| | % | 12.3 | 24.4 | 63.3 | 100.0 |
| Wages and salaries | \$m | 19.6 | 31.9 | 102.5 | 154.0 |
| | % | 12.7 | 20.7 | 66.5 | 100.0 |
| Total income | \$m | 79.1 | 98.2 | 317.1 | 494.4 |
| | % | 16.0 | 19.9 | 64.1 | 100.0 |
| Operating profit/surplus before tax | \$m | ^ 5.0 | 0.2 | 7.6 | 12.8 |
| | % | 39.1 | 1.6 | 59.3 | 100.0 |
| Operating profit/surplus margin | % | 8.8 | 0.3 | 4.3 | 4.2 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

2.8 PERFORMANCES BY EMPLOYMENT SIZE(a), Performing arts venue operation

| | 0-19 persons | 20-99 persons | 100 persons or more | Total |
|---|-----------------|------------------|---------------------------|---------------|
| | no. | no. | no. | no. |
| Type of performance | | | | |
| Popular music | ^ 1 231 | 688 | 1 032 | 2 950 |
| Symphony and choral | *345 | 197 | 635 | 1 176 |
| Dance | 799 | 704 | 905 | 2 408 |
| Drama | 1 869 | 1 525 | 2 759 | 6 153 |
| Opera | ^ 64 | 63 | 352 | 479 |
| Musical theatre | 897 | 963 | 1 177 | 3 037 |
| Other performing arts(b) | ^ 958 | 784 | 1 220 | 2 962 |
| Sporting | *181 | 60 | 8 | *249 |
| Other performances with paid admissions(c) | 381 | 573 | 451 | 1 404 |
| Total | 6 724 | 5 556 | 8 539 | 20 819 |

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

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

(a) Performances with paid admissions.

(b) Includes comedy, educational, circus and puppetry performances.

(c) Includes guest speakers, community events and trade art shows at performing arts venues.

EXPLANATORY NOTES

INTRODUCTION

1 This publication presents results for the 2006–07 reference year from a survey of businesses/organisations primarily involved in performing arts operation or performing arts venue operation. This is the fourth time the ABS has conducted a survey of performing arts operation businesses/organisations. Previous statistics were released for the 1996–97, 1999–2000 and 2002–03 reference years. This is the third time the ABS has conducted a census of businesses/organisations predominantly involved in operating performing arts venues. Previous statistics were released for the 1996–97 and 1999–2000 reference years.

SCOPE

2 The scope of the Performing Arts Operation Survey included all employing and significant non-employing businesses/organisations classified to CLASS 9001 PERFORMING ARTS OPERATION of the Australian and New Zealand Standard Industrial Classification 2006 edition (ANZSIC06). CLASS 9001 includes Australian businesses/organisations mainly engaged in providing or producing live theatrical or musical presentations or performances.

3 The scope of the Performing Arts Venue Operation Census included all employing and significant non-employing businesses/organisations classified to CLASS 9003 PERFORMING ARTS VENUE OPERATION of ANZSIC06. CLASS 9003 includes Australian businesses/organisations mainly engaged in operating venues for the presentation and rehearsal of performing arts. The scope of the collection also includes activities associated with performing arts venues operated by local government authorities, even though local government authorities are defined to CLASS 7530 LOCAL GOVERNMENT ADMINISTRATION in ANZSIC06.

4 CLASSES 9001 and 9003, together with CLASS 9002 CREATIVE ARTISTS, MUSICIANS, WRITERS AND PERFORMERS, make up SUBDIVISION 90 CREATIVE AND PERFORMING ARTS ACTIVITIES. Businesses/organisations mainly engaged in CLASS 9002 CREATIVE ARTISTS, MUSICIANS, WRITERS AND PERFORMERS, however, were excluded from the scope of the collections.

5 For the purpose of these collections, significant non-employing businesses/organisations were defined as all non-employing businesses/organisations with an estimated annual turnover of at least \$69,000 for PERFORMING ARTS OPERATION and at least \$201,000 for PERFORMING ARTS VENUE OPERATION. These turnover thresholds were selected so that the contribution of significant non-employing units, combined with all employing businesses/organisations, made up at least 97.5% of the total estimated annual turnover for all businesses/organisations classified to CLASSES 9001 and 9003 respectively. Non-employing units were excluded from the scope of both the 2002–03 Music and Theatre Production Survey and the 1999–2000 Performing Arts Venues Census.

ANZSIC06 AND ANZSIC93

6 The estimates in this publication are based on ANZSIC06. Data in previous issues were based on the 1993 version of the ANZSIC (ANZSIC93). ANZSIC06 was adopted to provide a more contemporary industrial classification system, taking into account issues such as changes in the structure and composition of the economy, changing user demands and compatibility with international classification standards.

Performing Arts Operation

7 Under ANZSIC06, CLASS 9001 PERFORMING ARTS OPERATION includes some businesses/organisations formerly coded to ANZSIC93 CLASS 9241 MUSIC AND THEATRE

PRODUCTION, some businesses/organisations (i.e. theatre restaurants) formerly coded to ANZSIC93 CLASS 5730 CAFES AND RESTAURANTS, some businesses/organisations (i.e. circuses) formerly coded to ANZSIC93 CLASS 9330 OTHER RECREATION SERVICES. It excludes many businesses/organisations formerly coded to ANZSIC93 CLASS 9241 MUSIC AND THEATRE PRODUCTION which are now coded to ANZSIC06 CLASS 9002 CREATIVE ARTISTS, MUSICIANS, WRITERS AND PERFORMERS. The greatest impact of this latter change is on musicians and musical groups.

8 To illustrate this, musicians and musical groups can be coded either to ANZSIC06 CLASS 9001 PERFORMING ARTS OPERATION OR to ANZSIC06 CLASS 9002 CREATIVE ARTISTS, MUSICIANS, WRITERS AND PERFORMERS depending upon whether their main source of income for a given financial year was from performing (ANZSIC06 CLASS 9001) or from other activities such as recording or receiving royalties (ANZSIC06 CLASS 9002). This is principally because the production cycle for such businesses/organisations spans several years and includes stages such as writing an album, recording the album, touring the album, and being on hiatus from recording and touring activities. Every effort was made to ensure that the correct businesses/organisations were covered by the Performing Arts Operation Survey for the 2006–07 reference period.

9 This issue is further complicated by the fact that ANZSIC06 coding is not available for businesses/organisations included in the 2002–03 Music and Theatre Production Survey. Consequently it is not possible to estimate the impact on the 2006–07 estimates of excluding businesses/organisations which are now coded to ANZSIC06 CLASS 9002 CREATIVE ARTISTS, MUSICIANS, WRITERS AND PERFORMERS. It is possible, however, to estimate the contribution to 2006–07 estimates of theatre restaurants formerly coded to ANZSIC93 CLASS 5730 CAFES AND RESTAURANTS and circuses formerly coded to ANZSIC93 CLASS 9330 OTHER RECREATION SERVICES. The contribution of theatre restaurants to the 2006–07 estimates was negligible. Circuses contributed approximately 13% of the 2006–07 estimate of total income and approximately 8% of the 2006–07 estimate of employment.

*Performing Arts Venue
Operation*

10 There is direct comparability between ANZSIC06 CLASS 9003 PERFORMING ARTS VENUE OPERATION and ANZSIC93 CLASS 9252 PERFORMING ARTS VENUES because ANZSIC06 CLASS 9003 PERFORMING ARTS VENUE OPERATION includes all businesses/organisations formerly coded to ANZSIC93 CLASS 9252 PERFORMING ARTS VENUES and only those businesses/organisations.

11 For more information on the 2006 industry classification and concordances between ANZSIC06 and ANZSIC93, please refer to *Australian and New Zealand Standard Industrial Classification (ANZSIC) 2006* (cat. no. 1292.0).

STATISTICAL UNITS DEFINED
ON THE ABS REGISTER

12 The ABS uses an economic statistics units model on the ABS Business Register to describe the characteristics of businesses/organisations, and the structural relationships between related businesses/organisations. The units model is also used to break groups of related businesses/organisations into relatively homogeneous components that can provide data to the ABS.

13 In mid 2002, to better use the information available as a result of The New Tax System, the ABS changed its economic statistics units model. The new units model allocates businesses/organisations to one of two sub-populations. The vast majority of businesses/organisations are in what is called the Australian Taxation Office (ATO) Maintained Population, while the remaining businesses/organisations are in the ABS Maintained Population. Together, these two sub-populations make up the ABS Business Register population.

ATO Maintained Population

14 Most businesses and organisations in Australia need to obtain an Australian Business Number (ABN), and are then included on the ATO Australian Business Register. Most of these businesses/organisations have simple structures; therefore the unit registered for an ABN satisfies ABS statistical requirements. For these

businesses/organisations, the ABS has aligned its statistical units structure with the ABN unit. The businesses/organisations with simple structures constitute the ATO Maintained Population, and the ABN unit is used as the economic statistics unit for all economic collections.

ABS Maintained Population

15 For the population of businesses/organisations where the ABN unit is not suitable for ABS statistical requirements, the ABS maintains its own units structure through direct contact with the business/organisation. These businesses/organisations constitute the ABS Maintained Population. This population consists typically of large, complex and diverse businesses/organisations. The new statistical units model described below has been introduced to cover such businesses/organisations:

- *Enterprise Group*: This is a unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the Corporations Legislation Amendment Act 1991), including legal entities such as companies, trusts, and partnerships. Majority ownership is not required for control to be exercised.
- *Enterprise*: The enterprise is an institutional unit comprising (i) a single legal entity or business entity, or (ii) more than one legal entity or business entity within the same Enterprise Group and in the same institutional subsector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia subsector).
- *Type of Activity Unit (TAU)*: The TAU is comprised of one or more business/organisation entities, sub-entities or branches of a business/organisation entity within an Enterprise Group that can report production and employment data for similar activities. When a minimum set of data items are available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the ANZSIC). Where a business/organisation cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision.

16 For more information on the impacts of the introduction of the new economic statistics units model, refer to Information Paper: *Improvements in ABS Economic Statistics [Arising from The New Tax System]* (cat. no. 1372.0).

Comparison over time

17 For the 1999–2000 Performing Arts Venues Census, the statistical unit was the management unit. For the 2002–03 Music and Theatre Production Survey and for future iterations of both collections, the statistical unit is the ABN unit. In most cases, ABN/TAU units concord with the management units used in the 1999–2000 collection.

COVERAGE

18 The frame used for the 2006–07 Performing Arts Operation Survey and the 2006–07 Performing Arts Venue Operation Census, like most ABS economic collections, was taken from the ABS Business Register. The frame is updated monthly to take account of new businesses/organisations which have ceased employing.

IMPROVEMENTS TO COVERAGE

19 Data in this publication have been adjusted to allow for lags in processing new businesses/organisations to the ABS Business Register, and the omission of some businesses/organisations from the register. The majority of businesses/organisations affected, and to which the adjustments apply, are small in size.

20 Adjustments have been made to include new businesses/organisations in the estimates in the periods in which they commenced operations, rather than when they were processed to the ABS Business Register. Adjustments of this type will continue to be applied in future periods.

21 For more information on these adjustments, please refer to the ABS publication *Information Paper: Improvements to ABS Economic Statistics, 1997* (cat. no. 1357.0).

COMPARISON WITH OTHER
ABS STATISTICS

22 Annual industry data for ANZSIC93 CLASS 9241 MUSIC AND THEATRE PRODUCTIONS and ANZSIC93 CLASS 9252 PERFORMING ARTS VENUES are published in the 2005–06 edition of *Australian Industry* (cat. no. 8155.0). There are important differences between the ANZSIC93 statistics published in *Australian Industry 2005–06* and the ANZSIC06 statistics published in the *Performing Arts 2006–07* publication and users should exercise caution when making comparisons between the two sets of estimates. For more information about scope and changes between ANZSIC93 and ANZSIC06 refer to paragraphs 2–11 above.

23 Commencing with the 2006–07 issue (expected in late 2008), *Australian Industry* will present results on an ANZSIC06 basis. *Australian Industry* presents annual summary statistics at the ANZSIC division and subdivision level and experimental statistics at the ANZSIC class level. It shows the relative performance of each industry division and subdivision, and allows patterns of change or growth to be analysed across particular segments of the Australian economy.

24 *Performing Arts* supplements *Australian Industry* statistics with a detailed examination of the structure, performance and activities of performing arts businesses/organisations for the reference year of the collection. As such, the estimates in *Performing Arts* are not designed to monitor change over time.

25 The main reason the two sets of estimates vary relates to the use of different industry coding practices. For *Australian Industry*, businesses/organisations are coded to ANZSIC industry classes on the basis of the activity reported to the ATO when registering for an ABN, or for more complex businesses/organisations, on the basis of information reported directly to the ABS (see paragraphs 12–17 above). For *Performing Arts*, however, businesses/organisations are coded to ANZSIC06 CLASSES 9001 and 9003 on the basis of detailed financial data reported in the collection. Adjustments were made to the data to remove the contribution of businesses/organisations that were found to be incorrectly coded to ANZSIC06 CLASSES 9001 and 9003.

26 Other differences in results relate to further scope variations between the two collections. General government units were excluded from the scope of *Australian Industry* but some were in scope of *Performing Arts*. Non-employed units below the thresholds identified above in paragraph 5 are included in the scope of *Australian Industry*, but excluded from the scope of *Performing Arts*.

HISTORICAL COMPARISONS

27 Historical comparisons are not made in this publication for PERFORMING ARTS OPERATION for several reasons, as described below in paragraphs 29–33.

28 While historical comparisons are made in this publication for PERFORMING ARTS VENUE OPERATION, the reader should bear in mind that the collection was not designed to support accurate estimates of change, and should exercise caution when comparing 2006–07 results to the 1999–2000 results for several reasons, as described below in paragraph 29–33.

Changes in scope

29 For both the 2002–03 Music and Theatre Production Survey and the 1999–2000 Performing Arts Venues Census, non-employed businesses/organisations were excluded from the scope of the collections. For the 2006–07 collections, non-employed businesses/organisations were included if they had an estimated annual turnover of at least \$69,000 for the Performing Arts Operation Survey and at least \$201,000 for the Performing Arts Venue Operation Census.

30 For the Performing Arts Operation Survey, significant non-employed businesses/organisations contributed approximately 48% to the estimate of volunteers, 33% to the estimate of the number of businesses/organisations, 7% to the estimate of total income and 6% to the estimate of employment. For the Performing Arts Venue Operation Census, the contribution of significant non-employed

Changes in scope continued

businesses/organisations was negligible (e.g. approximately 2% of the estimate for total income).

Change in industry classification

31 The estimates in this publication are based on ANZSIC06 whereas estimates in previous publications were based on ANZSIC93. For the Performing Arts Operation Survey the ANZSIC changes were several and complex. For more information refer to paragraphs 6–11 above. The ANZSIC change had no impact on the Performing Arts Venue Operation Census.

Australian Equivalents to International Financial Reporting Standards

32 The new Australian Equivalents to International Financial Reporting Standards (AEIFRS) were progressively implemented in Australia from 1 January 2005. As a result, changes in definitions have impacted upon both income statements and balance sheet items.

33 Since the implementation of AEIFRS, analysis of published time series data has indicated structural breaks in series. The magnitude of such breaks, however, cannot be determined without imposing a disproportionate load upon data providers. The ABS will continue to monitor developments and report any significant identified impacts as a result of AEIFRS.

RELIABILITY OF THE DATA

34 When interpreting the results of a survey it is important to take into account factors that may affect the reliability of estimates. Such factors can be classified as either sampling or non-sampling error.

Sampling error

35 The estimates are based on information obtained from a randomly selected stratified sample of performing arts operation businesses/organisations and a census of performing arts venue operation businesses/organisations. However some units incorrectly classified to ANZSIC06 CLASS 9001 PERFORMING ARTS OPERATION were reclassified to ANZSIC06 CLASS 9003 PERFORMING ARTS VENUE OPERATION, and vice versa. Consequently, Performing Arts Venue Operation estimates include both sampled and completely enumerated businesses/organisations and therefore, estimates for Performing Arts Venue Operation are subject to sampling variability.

36 Estimates for Performing Arts Operation are subject to sampling variability, that is, they may differ from the figures that would have been obtained if all units had been included in the survey (that is, if a census was conducted). One measure of the likely difference is given by the standard error (SE), which indicates the extent to which an estimate might have varied by chance because only a sample of units was included.

37 There are about two chances in three that a sample estimate will differ by less than one SE from the figure that would have been obtained if a census was conducted and approximately 19 chances in 20 that the difference will be less than two SEs.

38 Sampling variability can also be measured by the relative standard error (RSE), which is obtained by expressing the SE 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 sampling error in percentage terms, and this avoids the need to refer also to the size of the estimate. The following table contains estimates of RSEs for a selection of the statistics presented in this publication.

Sampling error continued

RELATIVE STANDARD ERRORS FOR PERFORMING ARTS OPERATION
AND PERFORMING ARTS VENUE OPERATION

| | PERFORMING ARTS OPERATION | | | PERFORMING ARTS VENUE OPERATION |
|--|---------------------------|-----------------------|--------------|---------------------------------------|
| | <i>For-profit</i> | <i>Not-for-profit</i> | <i>Total</i> | <i>Total</i> |
| | % | % | % | % |
| Businesses/organisations at end June | 4.7 | 2.3 | 2.6 | 2.3 |
| Venues at end June | .. | .. | .. | 1.8 |
| Employment at end June | 4.6 | 1.5 | 1.8 | 0.6 |
| Volunteers during the month of June | 14.0 | 8.9 | 8.6 | 2.0 |
| Income | | | | |
| Box office income | 4.4 | 1.1 | 2.4 | 0.9 |
| Rent, leasing and hiring | 0.6 | 1.3 | 1.0 | 3.7 |
| Government funding | 20.5 | 0.7 | 0.8 | 0.2 |
| Other | 4.3 | 1.2 | 2.2 | 0.5 |
| <i>Total</i> | 3.4 | 0.7 | 1.4 | 1.2 |
| Expenses | | | | |
| Labour costs | 3.3 | 0.5 | 0.9 | 1.1 |
| Contract payments to performers/artists and artistic support | 8.6 | 2.5 | 3.8 | — |
| Rent, leasing and hiring | 3.8 | 1.4 | 1.9 | 2.2 |
| Other | 3.7 | 1.0 | 1.9 | 1.1 |
| <i>Total</i> | 3.4 | 0.6 | 1.3 | 1.1 |
| Operating profit/surplus before tax | 6.5 | 3.9 | 3.7 | 6.1 |
| Operating profit/surplus margin | 4.7 | 3.6 | 2.9 | 4.4 |
| Industry value added | 3.3 | 0.5 | 1.1 | 1.3 |
| Paid performances(a) | 9.3 | 1.8 | 5.4 | 1.7 |
| Paid attendances(b) | 6.4 | 4.9 | 4.2 | .. |
| Performing arts spaces at end June | .. | .. | .. | 2.3 |
| Seating capacity | .. | .. | .. | 1.2 |

.. not applicable

— nil or rounded to zero (including null cells)

(a) For performing arts operation, paid performances relate to productions and include overseas performances. For performing arts venues, paid performances relate to venues. For more information, refer to the Glossary.

(b) Includes overseas attendances.

39 Total income for performing arts operation during 2006–07 is \$733.4m and the RSE is 1.4%, giving a SE of \$10.3m. Therefore, there would be two chances in three that, if all units had been included in the collection, a figure of \$723.1m to \$743.7m would have been obtained, and 19 chances in 20 (i.e. a confidence level of 95%) that the figure would have been in the range \$712.8m to \$754m.

40 The sampling variability for estimates at the state/territory level was generally higher than for Australian level aggregates. Collection estimates for states/territories should therefore be viewed with more caution than national estimates. Additionally, within states/territories, the sampling variability and therefore the RSEs of estimates for the smaller states/territories were higher than for larger states. Collection estimates for the smaller states/territories should therefore be viewed with more caution than those for larger states.

Sampling error continued

41 Similarly, sampling variability for estimates at main activity level was generally higher than for Australian level aggregates and should therefore be viewed with more caution.

42 Estimates that have an estimated relative standard error between 10% and 25% are annotated with the symbol '^'. These estimates should be used with caution as they are subject to sampling variability too high for some purposes. Estimates with an RSE between 25% and 50% are annotated with the symbol '*', indicating that the estimate should be used with caution as it is subject to sampling variability too high for most practical purposes. Estimates with an RSE greater than 50% are annotated with the symbol '**' indicating that the sampling variability causes the estimates to be considered too unreliable for general use.

Non-sampling error

43 Errors other than those due to sampling may occur in any type of collection and are referred to as non-sampling error. For this collection, non-sampling error may result from such things as deficiencies in the register of businesses/organisations from which the sample was drawn, non-response, imperfections in reporting and/or errors made in compiling results. The extent to which non-sampling error affects the results of the collection is not precisely quantifiable. Every effort was made to minimise non-sampling error by careful design and testing of questionnaires, efficient operating procedures and systems and the use of appropriate methodology. Collection estimates subject to a high level of non-sampling error have been suppressed or provided with relevant cautions.

ROUNDING

44 Where figures have been rounded, discrepancies may occur between the sum of the components and the total. Similar discrepancies may occur between a proportion or ratio, and the ratio of the separate components.

REFERENCE PERIOD

45 Data contained in the tables in this publication relate to businesses/organisations involved in performing arts activities in Australia during the year ended June 2007. Financial estimates include the activity of any business/organisation that ceased or commenced operations during the year. Counts of businesses/organisations include only those that were operating at 30 June 2007. Employment includes only those persons working for businesses/organisations during the last pay period ending in June 2007. Volunteers include only those persons volunteering during the month of June 2007.

ACKNOWLEDGEMENT

46 ABS publications draw extensively on information provided freely by individuals, businesses/organisations and governments. 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*.

AVAILABILITY OF ADDITIONAL DATA

47 Inquiries about these statistics and more detailed statistics than those presented in this publication should be made by contacting the National Information and Referral Service on 1300 135 070 or Sophie Vassiliou on (03) 9615 7442.

ABBREVIATIONS

| | |
|----------|--|
| '000 | thousand |
| \$m | million dollars |
| ABN | Australian Business Number |
| ABS | Australian Bureau of Statistics |
| AEIFRS | Australian Equivalents to International Financial Reporting Standards |
| ANZSIC | Australian and New Zealand Standard Industrial Classification |
| ANZSIC06 | <i>Australian and New Zealand Standard Industrial Classification, 2006 Edition</i> |
| ANZSIC93 | <i>Australian and New Zealand Standard Industrial Classification, 1993 Edition</i> |

ATO Australian Taxation Office
GST goods and services tax
IVA industry value added
RSE relative standard error
SE standard error
TAU type of activity unit

GLOSSARY

| | |
|---|---|
| Act | This item refers to an individual or group of performers e.g. dance ensemble or pop/rock band, providing a live performance. |
| Actors | This item includes people mainly engaged in acting in dramatic or comedy roles. |
| Advertising, marketing and promotion | This item encompasses several linked concepts. Marketing is an extremely broad concept that can encompass both promotion and advertising. Advertising expenses are the costs incurred by a business/organisation for advertising a specific good or service offered by the business/organisation. Marketing expenses result from the 'selling' (promotion) of the business/organisation (and its goods and services) in general. Promotional expenses are those costs associated with generating good relations of a business/organisation and/or its products to the general public, e.g. promotional brochures. Sponsorship expenses are excluded. |
| Arts departments or agencies | This item refers to the Federal, State or Territory government agencies with specific responsibility for promoting and/or funding the arts, e.g. Department of Communications, Information Technology and the Arts. |
| Australian resident | This item refers to any individual or business/organisation domiciled in Australia. Australian branches and Australian subsidiaries of foreign organisations are regarded as Australian residents. |
| Average annual percentage change | <p>A percentage change, p, from 1999–2000 to 2006–07 is converted into an average annual percentage change, a, as follows:</p> $a = (1+p)^{1/7} - 1$ <p>The average annual percentage change is not an arithmetic average of the actual percentage changes from year to year. It is labelled the 'average' change because if any value increases by a% every year for seven years, then at the end of the seven years it will have grown by a total p%.</p> <p>Using the formula above, if the percentage change equates to 50% from 1999–2000 to 2006–07, p is converted to a value between 0 and less than 1 i.e. p=0.50.</p> $a = (1 + 0.50)^{1/7} - 1 = 0.145 = 14.5\%$ |
| Bad and doubtful debts | This item refers to the amount of accounts receivable that are either written off, or estimated to be uncollectable during an accounting period, that are expensed in a business/organisation's profit calculations. |
| Bequests | This item refers to income derived from gifts by individuals or businesses/organisations as a result of the distribution of a deceased estate during the reporting period. Investment or interest income from bequests received in previous years are not included here, but are included in interest income. |
| Box office income | This item includes single ticket sales, season tickets, box office commissions, booking fees and theatre restaurant show fees. |
| Casual employees | This item refers to employees who are not entitled to take paid leave. |
| Choreographers | This item includes people mainly engaged in providing choreography. |
| Circus production | This item includes circus companies presenting live performances. |
| Computer software expensed | This item refers to the cost of computer software that has been fully charged to profit as an expense in the current accounting period. |

| | |
|--|--|
| Contract payments for productions | This item refers to payments to production companies for work done or sales made on a contract basis. |
| Contract payments to performers/artists and artistic support | This item refers to payments to performers, artists and artistic support (e.g. choreographers, musical directors, composers, art directors and stage managers) for work done on a contract basis. |
| Contract performance fees received | This item refers to income received in advance by a touring production company (e.g. dance company), performing group (e.g. orchestra), or performing artist to cover all their anticipated costs, and includes a profit margin. |
| Costumes and set expenses (other contract, subcontract and commission expenses) | This item refers to payments to other businesses/organisations and self-employed persons for work done on costumes and set expenses on a contract or commission basis. |
| Dance production | This item includes ballet, classical, contemporary and modern dance, dance theatre, ethnic and folk dance companies. |
| Dancers | This item includes people mainly engaged in dancing. |
| Depreciation and amortisation | This item refers to regularly recurring 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. Depreciation generally refers to physical (tangible) non-current assets, and amortisation generally refers to intangible non-current assets. |
| Donations | This item refers to income derived from gifts by individuals or organisations, where nothing is given in return. Sponsorships are excluded from this item. |
| Drama production | This item includes professional and amateur theatre companies which present live dramatic theatre to the general public. It encompasses all genres of drama, including comedy, thriller, etc. |
| Electricity, gas and water charges | This item refers to charges that relate to the consumption of electricity, gas and water during the normal operations of the business/organisation. |
| Employees | This item represents all employees on the payroll for the last pay period ending June 2007. Employees absent on paid or prepaid leave are included. It excludes non-salaried directors, subcontractors, persons paid solely by commission without a retainer, working proprietors and partners of unincorporated businesses and volunteers. |
| Employer contributions to superannuation funds | This item includes all employer contributions to superannuation schemes excluding contributions paid in lieu of wages and salaries (as part of a salary package). |
| Employment at end June | This item represents all working proprietors and partners on the payroll of the business/organisation for the last pay period ending in June 2007. Permanent, temporary and casual employees and employees absent on paid or prepaid leave are included. Non salaried directors, self-employed persons such as consultants and contractors, persons paid by commission only and volunteers are excluded. |
| Employment at end of quarter | This item refers to the total number of persons working at each business/organisation during the last pay period of each quarter (including working proprietors and those working on activities other than performing arts activities). |
| Financial/cash sponsorships and partnerships | This item refers to income derived from businesses/organisations involved in the public support/promotion of the performing arts. Sponsorships are transactions made which resulted in advertising and/or other benefits, such as public acknowledgement, to the sponsoring entity. |
| For-profit businesses | This term refers to businesses/organisations that operate for profit or financial gain for the businesses/organisations that establish, control or finance them. |

| | |
|---|--|
| Fringe benefits tax | Fringe benefits tax is 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 associates of employees) in connection with their employment. |
| Front of house | This item includes people mainly engaged in dealing with the general public (e.g. ticket sellers/collectors and ushers). |
| Fundraising income | This item refers to income from non-government businesses/organisations such as corporations, philanthropic trusts, 'friends' groups. It includes donations, bequests, and sponsorships and philanthropic grants. |
| Goods for resale | This item includes purchases of goods for resale purposes. It includes food, beverages, souvenirs, publications, clothing and footwear and audio/visual media for resale. |
| Government funding | This item refers to project or program payments made by federal, state/territory, local and foreign governments in the form of operational funds for ongoing operations and capital funds to acquire or maintain equipment or property. |
| Grants from philanthropic trusts/foundations | This item refers to income derived from philanthropic trusts or foundations. This income may be linked to specific uses. |
| Income derived from overseas activities | This item refers to income derived from overseas activities (e.g. tours) by Australian performing arts businesses/organisations. |
| Industry value added (IVA) | <p>IVA represents the value added by an industry to the intermediate inputs used by the industry. IVA is the measure of the contribution by businesses/organisations, in the selected industry, to gross domestic product.</p> <p>The derivation of IVA for market producers is as follows:</p> <p>sales and service income</p> <p><i>plus</i> funding from federal, state and/or local government for operational costs</p> <p><i>plus</i> capital work done for own use</p> <p><i>plus</i> closing inventories</p> <p><i>less</i> opening inventories</p> <p><i>less</i> intermediate input expenses</p> <p><i>less</i> capitalised purchases</p> <p><i>equals</i> IVA.</p> <p>Wage and salary expenses and most other labour costs are not taken into account in its calculation and nor are most insurance premiums, interest expenses, depreciation or a number of lesser expenses including bad debts, computer software expensed and state gambling taxes.</p> <p>The derivation of IVA for non-market producers is as follows:</p> <p>labour costs</p> <p><i>plus</i> depreciation</p> <p><i>plus</i> land tax</p> <p><i>plus</i> capital work done for own use</p> <p><i>less</i> capitalised purchases</p> <p><i>equals</i> IVA.</p> <p>However, it should be noted that IVA is not a measure of operating profit before tax. In 1999–2000, the derivation of IVA was calculated on a 'for-profit'/not-for-profit' basis. The derivation of IVA for 'for-profit' businesses was as follows:</p> <p>sales of goods and services</p> <p><i>plus</i> government subsidies</p> |

| | |
|--|--|
| Industry value added (IVA) | <i>minus</i> purchases of goods |
| <i>continued</i> | <i>minus</i> selected expenses. |
| | The derivation of IVA for 'not-for-profit' or charitable organisations predominantly funded by government was as follows: |
| | wages and salaries |
| | <i>plus</i> employer contributions to superannuation funds |
| | <i>plus</i> workers' compensation costs |
| | <i>plus</i> depreciation. |
| In-kind sponsorships and partnerships | This item relates to non-monetary items given to the business/organisation that are valued in the Statement of Financial Performance of the performing arts business/organisation (such as costumes or accommodation). |
| Insurance premiums | This item refers to expenses incurred by a business/organisation in respect of different types of insurance policies but excluding workers' compensation and compulsory third party motor vehicle insurance. |
| Interest expenses | This item refers to outflows of funds related to the cost of borrowing money. |
| Interest income | This item represents income earned through the lending out of funds owned by the business/organisation or interest earned on bank deposits. |
| Labour costs | This item refers to staff related costs such as wages and salaries (including moneys paid directly through the payroll to freelancers without an ABN), fringe benefits tax and payroll tax, employer contributions to superannuation funds, workers' compensation premiums, provision expenses for employee entitlements, salary sacrifice paid on behalf of employees and employee share based payments and stock options expensed to the business/organisation. Capitalised wages and salaries are excluded. |
| Land tax and land rates | Land tax is an annual tax assessed to the owner of the land. Land rates are annual charges levied by local government for the provision of local government services. |
| Main activity of business/organisation | This item refers to the activity from which an organisation derived its main income. |
| Main activity of persons employed | This item represents the activity on which people working for the organisation spent the majority of their time. |
| Managerial/administrative/ clerical support | This item includes people mainly engaged as managers, administrators, clerical and other administrative staff. |
| Musical directors, composers, art directors, directors and conductors | This item includes people mainly engaged in artistic support roles such as musical directors, composers, art directors, directors and conductors. |
| Musical theatre production | This item includes businesses/organisations presenting live performances of musical theatre and musical comedy. |
| Non-capitalised purchases of costumes and sets, lighting, sound and other equipment | This item includes all sets, costumes, lighting, sound and other equipment consumed or expensed over one financial period. |
| Non-resident | This item refers to any individual or business/organisation domiciled overseas. Foreign branches and foreign subsidiaries of Australian businesses/organisations are regarded as non-residents. |
| Not-for-profit organisations | This item refers to organisations whose status does not permit them to be a source of income, profit or other financial gain for the units that establish, control or finance them. To be eligible for NPI status, an organisation must qualify as such with either the Australian Taxation Office or the Australian Securities and Investments Commission. |

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| Opera production | This item includes businesses/organisations presenting live performances of opera including lyric opera and operetta. |
| Operating profit or loss (surplus or deficit) before tax | <p>This item is a measure of profit or loss (surplus or deficit) prior to the deduction of income tax and appropriation to owners.</p> <p>It is derived as:</p> <p>total income</p> <p><i>minus</i> total expenses</p> <p><i>plus</i> closing inventories</p> <p><i>less</i> opening inventories</p> <p><i>equals</i> operating profit before tax.</p> |
| Operating profit/surplus margin | Operating profit margin of an organisation represents the percentage of sales of goods and services which becomes profit/surplus after all operating expenses have been deducted. It is derived by expressing total operating profit/surplus before tax (OPBT) as a percentage of total sales of goods and services. |
| Other artistic support | This item includes people mainly engaged in providing artistic support of a non-technical nature (e.g. choreographers, musical directors, composers, art, and stage directors and managers). |
| Other contract, subcontract and commission expenses | This item refers to payments to other businesses/organisations and self-employed persons for work done or sales made on a contract or commission basis, payments to persons paid by commission without a retainer. It excludes contract payments specified elsewhere such as payments to employment agencies for staff. |
| Other performing artists | This item includes people mainly engaged in performing roles such as circus artists, comedians, magicians, ventriloquists and puppeteers. |
| Other productions | This item includes businesses/organisations presenting live performances not included under any other category. |
| Other staff | This item includes people mainly engaged by the business/organisation to perform duties other than performing, artistic support or managerial/clerical support. Examples include cleaning and security staff. |
| Paid attendances | This item refers to the number of people who paid an admission fee to see a performance of an artist/organisation. If one entry fee covers more than one act or performances (e.g. support musical band followed by a headline act), this counts as only one paid attendance per person. Attendances for performances conducted in Australia are classified to <i>Australia</i> . Attendances for performances conducted overseas are classified to <i>overseas</i> . |
| Paid performances (performing arts operation) | <p>This item refers to individual presentations or appearances before a live audience, for which a performance fee is received by an artist/organisation. Performances are included for the headline act only, e.g. a performance by an orchestra in support of an opera company will only be recorded by the opera company.</p> <p>Performances are classified to <i>capital cities and suburbs</i> where conducted in the metropolitan areas of Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, Canberra and Darwin.</p> <p>Performances are classified to <i>other areas within Australia</i> where conducted within Australia but outside the metropolitan areas of Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, Canberra and Darwin.</p> <p><i>Overseas</i> performances refer to performances conducted outside of Australia.</p> |
| Paid performances (venues) | This item refers to performances with paid admissions at performing arts venues. |

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| Payments to employment agencies for staff | This item represents payments made to other businesses/organisations for the supply or recruitment of staff, such as employment agencies. |
| Payroll tax | Payroll tax a tax levied by state and territory governments upon the amount of wages and salaries paid by a business/organisation. |
| Performance | This item refers to a single presentation or appearance by an act, before a live audience. See paid performances (performing arts operation). |
| Performing artists | This item people mainly engaged in performance and includes singers, musicians, actors and dancers. |
| Performing artists and artistic support | This item people mainly engaged in performance or artistic support roles and includes singers, musicians, actors, dancers, musical directors, composers, art directors, directors and conductors. |
| Performing acts/productions brought to Australia from overseas | This item refers to performing acts or productions brought from overseas by an Australian performing arts business/organisation. However, businesses/organisations mainly engaged in promoting overseas acts or productions are excluded from this survey. |
| Performing arts spaces at end June | This item refers to the number of spaces provided by an business/organisation for presenting performing arts productions to the public. A venue may consist of more than one space. |
| Permanent full-time employees | This item refers to permanent employees who work 35 hours or more per week and are entitled to paid leave. |
| Permanent part-time employees | This item refers to permanent employees who work less than 35 hours per week and are entitled to paid leave. |
| Popular music performance | This item includes bands or individuals presenting live performances of particular forms of music such as rock, jazz, pop, folk, country etc. Essentially it encompasses mainstream and contemporary music while excluding other forms such as Chamber (classical) music. |
| Production | The creative or theatrical realisation of a staged work, e.g. dance, opera, play or concert, which required physical preparation of sets, props or costumes to mount or stage a production. A single production will generally represent a series of live performances. |
| Purchases | This item includes purchases of materials, components, containers, packaging materials, fuels to power 'non-registered' vehicles (e.g. tractors, forklifts) and purchases of finished goods for resale consumed or expensed over one financial period. It excludes capitalised purchases of materials and purchases of parts and fuels for motor vehicles. |
| Rent, leasing and hiring expenses | Rent, leasing and hiring expenses are the costs for the rent, leasing (excluding finance leases) and hiring of vehicles, land, buildings, machinery, equipment and any other property from other businesses/organisations or individuals. |
| Rent, leasing and hiring income | This item includes income derived from the renting, leasing or hiring of assets such as land, buildings, vehicles or equipment to other businesses/organisations or individuals. |
| Repair and maintenance | Repair and maintenance expenses are costs associated with work undertaken on plant and machinery etc. to maintain normal business operations. It includes repair and maintenance of computer and communication software and hardware and off-road motor vehicles. It excludes repair and maintenance of on-road motor vehicles and wages and salaries of own employees. |
| Royalties expenses | This item represents payments made for the use of rights or intellectual property of another businesses/organisation/individual. This includes royalty payments to the Australasian Performing Right Association (APRA) and payments under licensing arrangements. |

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| Royalties income | This item refers to the income received from selling the use of rights or intellectual property to another business/organisation or individual. It includes income under licensing arrangements. |
| Salaried directors of incorporated businesses | Salaried directors of incorporated businesses are directors who received a wage or salary during the reference period. As such, salaried directors are considered to be employees of the business. |
| Salary sacrifice, share based payments and stock options | Salary sacrifice earnings refer to an arrangement where employees agree to forgo part of their pre-tax salary in return for benefits. It includes earnings sacrificed by employees in order to make superannuation contributions or for other employee benefits. (e.g. motor vehicles and laptop computers). Share based payments and stock options are payments expensed to the business/organisation for the purpose of remunerating employees and are accrued during the 2006–07 reference period. |
| Sales and catering staff | This item includes people mainly engaged in sales and catering work, including wait staff, bar staff, and staff working in food preparation and food sales. |
| Sales of goods | This item refers to income from the sales of goods e.g. merchandise, programmes, food and beverages. Sales are net of penalties, quantity discounts and also net of cash discounts where these are netted off sales in sales records. Sales should also be net of charges for delivery (not done by the organisation's own employees) where invoiced to customers as a separate item. This item excludes concession and commission income from sales by other businesses/organisations (such as caterers). |
| Seating capacity | This item refers to the total maximum seating capacity for all performing arts venues operated by a business/organisation. |
| Singers and musicians | This item includes people mainly engaged in singing, or as players of musical instruments. |
| Symphony and choral performance | This item includes businesses/organisations presenting live performances of oratorio, classical and contemporary classical music. Included are philharmonic and youth orchestras, vocal ensembles and instrumental groups. |
| Technical/performing arts support | This item refers to people mainly engaged in providing technical support to performing artists (e.g. stage managers, production managers, lighting and sound technicians, production assistants, special effects technicians, theatrical dressers, make-up artists and costume/wardrobe co-ordinators). |
| Travel, accommodation and entertainment expenses | Travel and accommodation expenses are costs incurred for transportation services or in providing accommodation to staff when business/organisation activities occur away from the normal place of business. Entertainment expenses are the costs incurred for the provision of entertainment activities, either for staff or clients. |
| Venues at end June | <p>This item refers to the number of performing arts venues operating at the end of June 2007. This includes venues mainly used for the presentation and rehearsal of performing arts. Venues mainly used for sporting events, or for film presentations are excluded. A venue may consist of more than one performing arts space.</p> <p>Venues located in suburbs in Statistical Division 05 (Capital Cities), according to the Australian Standard Geographical Classification (ASGC) are classified to <i>capital cities and suburbs</i>.</p> <p>Venues located in towns that are located in areas outside Statistical Division 05 (Capital Cities), and that are situated either in Section of State 0 (Major Urban), according to the ASGC, or have 20,000 or more people that usually reside in the town are classified to <i>major regional areas</i>.</p> <p>Venues located in towns that are located in areas outside Statistical Division 05 (Capital Cities), and are situated outside Section of State 0 (Major Urban), according to the ASGC, and that have fewer than 20,000 people that usually reside in the town are classified to <i>other regional areas</i>.</p> |

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| Venue hire with staff | This item covers the cost of rent, leasing and hiring of venues such as auditoriums, clubs and hotels, etc., with staff, for staging productions and for rehearsal. |
| Venue hire without staff | This item covers the cost of rent, leasing and hiring of venues such as auditoriums, clubs and hotels, etc., without staff, for staging productions and for rehearsal. |
| Volunteers during the month of June | This item refers to the number of volunteers who worked during the month of June 2007. A volunteers is a person who willingly gives unpaid help, in the form of time, service or skills, to an organisation. Included are volunteer components of boards of management, fundraising committees and auxiliary members. |
| Wages and salaries | This item refers to the gross wages and salaries (excluding capitalised wages and salaries) of all employees of the business/organisation. It includes severance, termination and redundancy payments, salaries and fees of directors and executives, retainers and commissions of persons who received a retainer, bonuses, and annual and other types of leave. Provision expenses for employee entitlements are also included (e.g: provisions for annual leave and leave bonus, long service leave, sick leave, and severance, termination and redundancy payments). Payments related to salary sacrifice and payments to self-employed persons such as consultants, contractors and persons paid solely by commission without a retainer, are excluded. The drawings of working proprietors and partners are also excluded. |
| Workers' compensation premiums/costs | Workers' compensation is a compulsory insurance cover 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. |
| Working proprietors and partners of unincorporated businesses | <p>A working proprietor or partner of an unincorporated business operates his or her own business (sole proprietorship) while a partner, along with one or more other partners, operates a partnership. Working proprietors and working partners are:</p> <ul style="list-style-type: none"> ■ the owners of their business ■ legally inseparable from the business entity ■ liable for any business debts that are incurred <p>As such, working proprietors and working partners are not considered to be employees of their business.</p> |

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