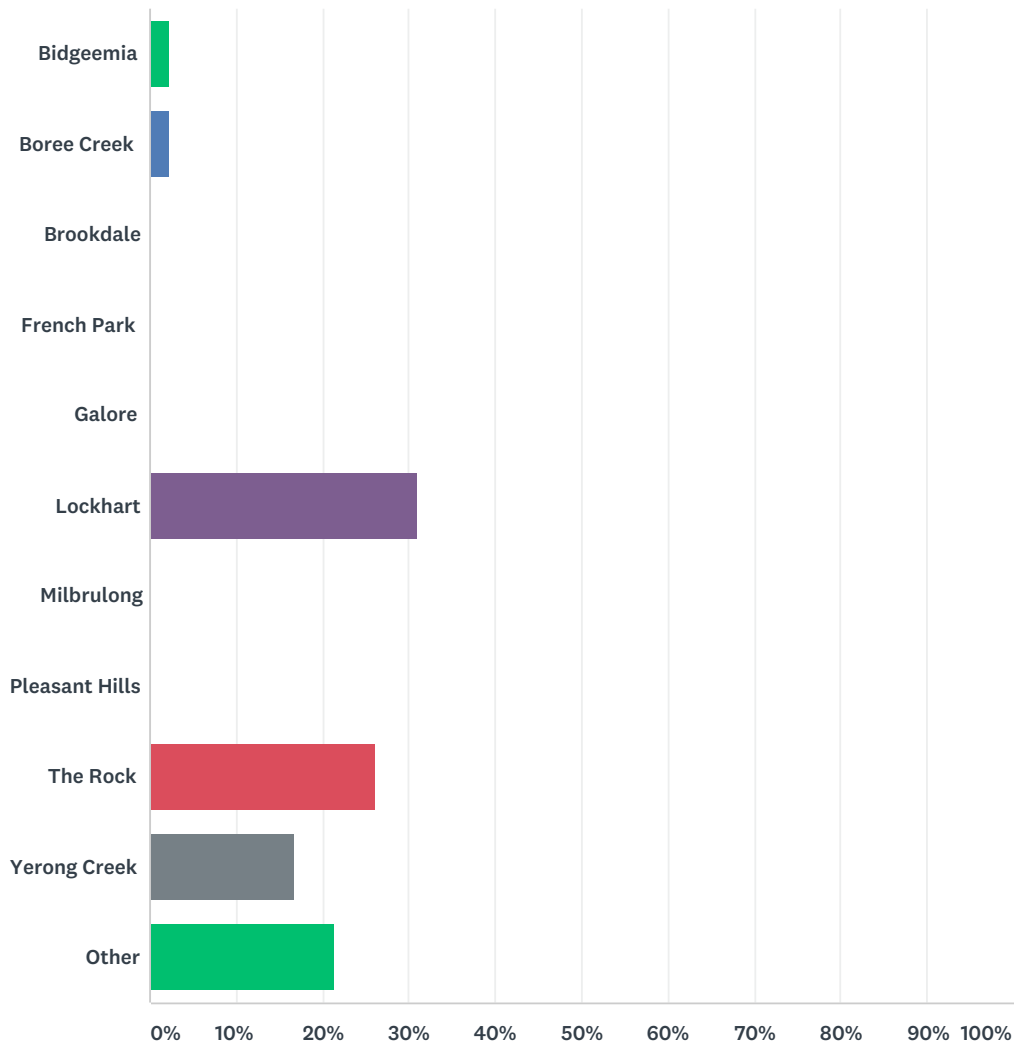


## Q1 Where is your business located?

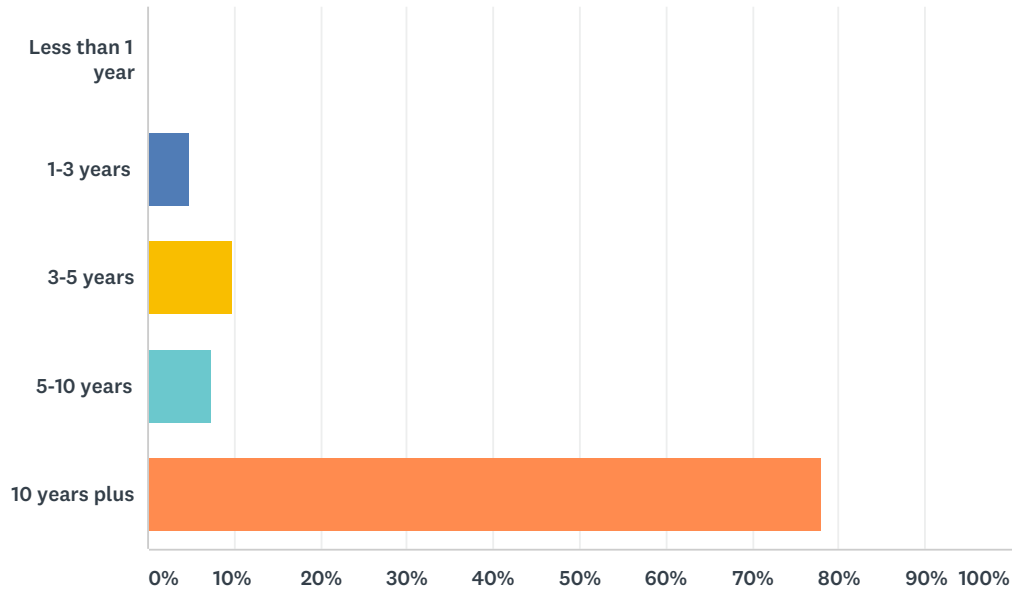
Answered: 42 Skipped: 0



ANSWER CHOICES	RESPONSES	
Bidgeemia	2.38%	1
Boree Creek	2.38%	1
Brookdale	0.00%	0
French Park	0.00%	0
Galore	0.00%	0
Lockhart	30.95%	13
Milbrulong	0.00%	0
Pleasant Hills	0.00%	0
The Rock	26.19%	11
Yerong Creek	16.67%	7
Other	21.43%	9
<b>TOTAL</b>		<b>42</b>

## Q2 How long has your business been in operation in Lockhart Shire?

Answered: 41 Skipped: 1

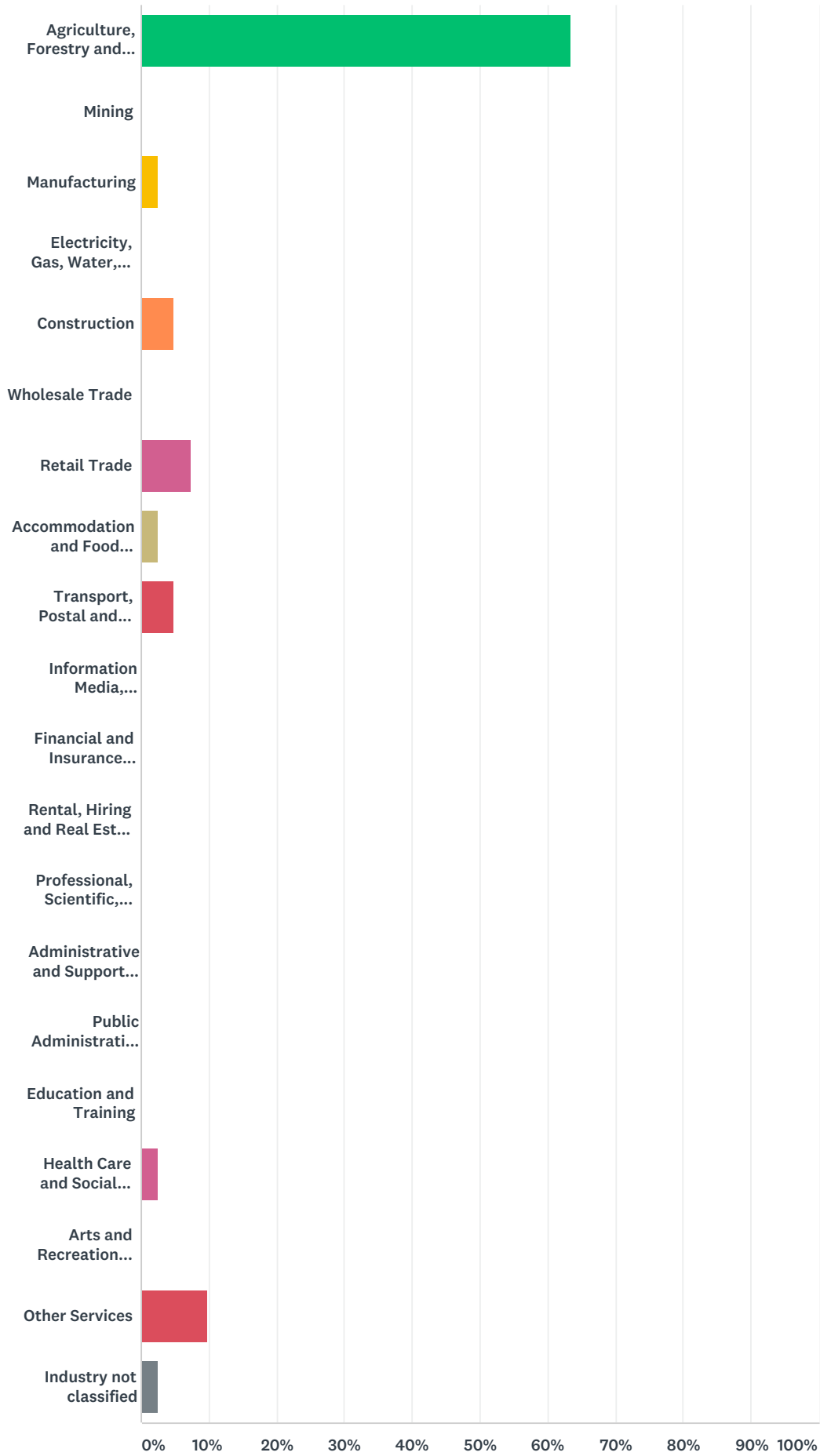


ANSWER CHOICES	RESPONSES	
Less than 1 year	0.00%	0
1-3 years	4.88%	2
3-5 years	9.76%	4
5-10 years	7.32%	3
10 years plus	78.05%	32
<b>TOTAL</b>		<b>41</b>

## Q3 Select which industry type best describes your business:

Answered: 41 Skipped: 1

## 2019 LOCKHART SHIRE BUSINESS SURVEY



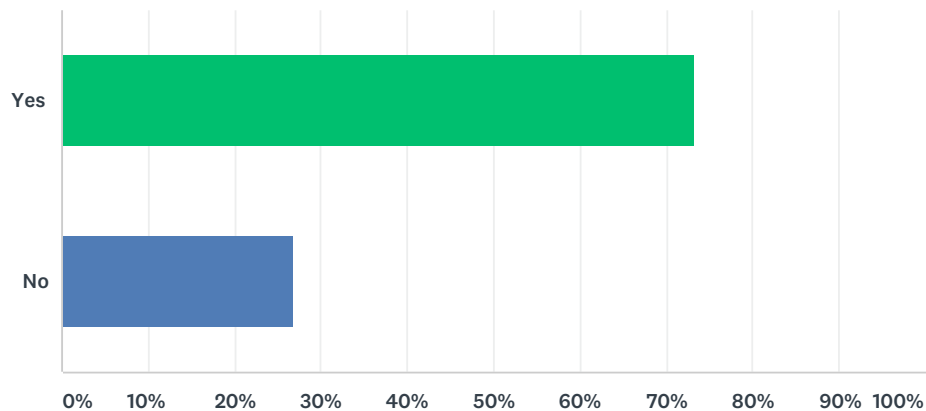
ANSWER CHOICES	RESPONSES	
Agriculture, Forestry and Fishing	63.41%	26

## 2019 LOCKHART SHIRE BUSINESS SURVEY

Mining	0.00%	0
Manufacturing	2.44%	1
Electricity, Gas, Water, Waste Services	0.00%	0
Construction	4.88%	2
Wholesale Trade	0.00%	0
Retail Trade	7.32%	3
Accommodation and Food Services	2.44%	1
Transport, Postal and Warehousing	4.88%	2
Information Media, Telecommunications	0.00%	0
Financial and Insurance Services	0.00%	0
Rental, Hiring and Real Estate Services	0.00%	0
Professional, Scientific, Technical Services	0.00%	0
Administrative and Support Services	0.00%	0
Public Administration and Safety	0.00%	0
Education and Training	0.00%	0
Health Care and Social Assistance	2.44%	1
Arts and Recreation Services	0.00%	0
Other Services	9.76%	4
Industry not classified	2.44%	1
<b>TOTAL</b>		<b>41</b>

### Q4 Is your business a home based business?

Answered: 41   Skipped: 1

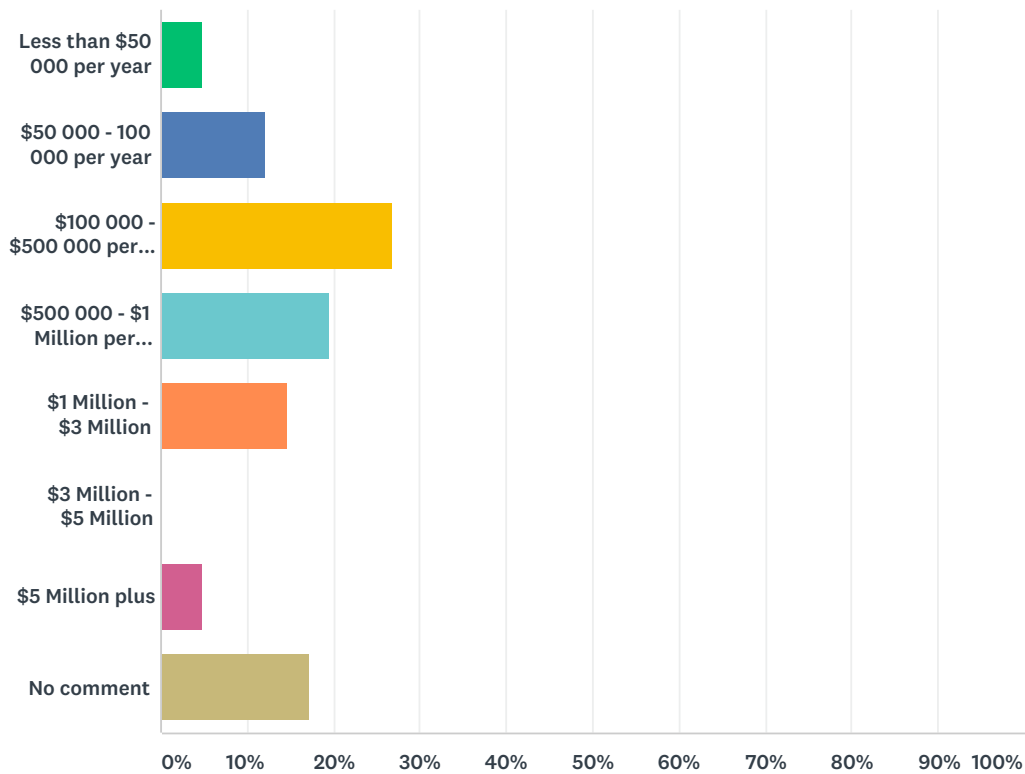


ANSWER CHOICES	RESPONSES	
Yes	73.17%	30
No	26.83%	11
<b>TOTAL</b>		<b>41</b>

### Q5 Indicate the approximate annual turnover of your business

## 2019 LOCKHART SHIRE BUSINESS SURVEY

Answered: 41 Skipped: 1

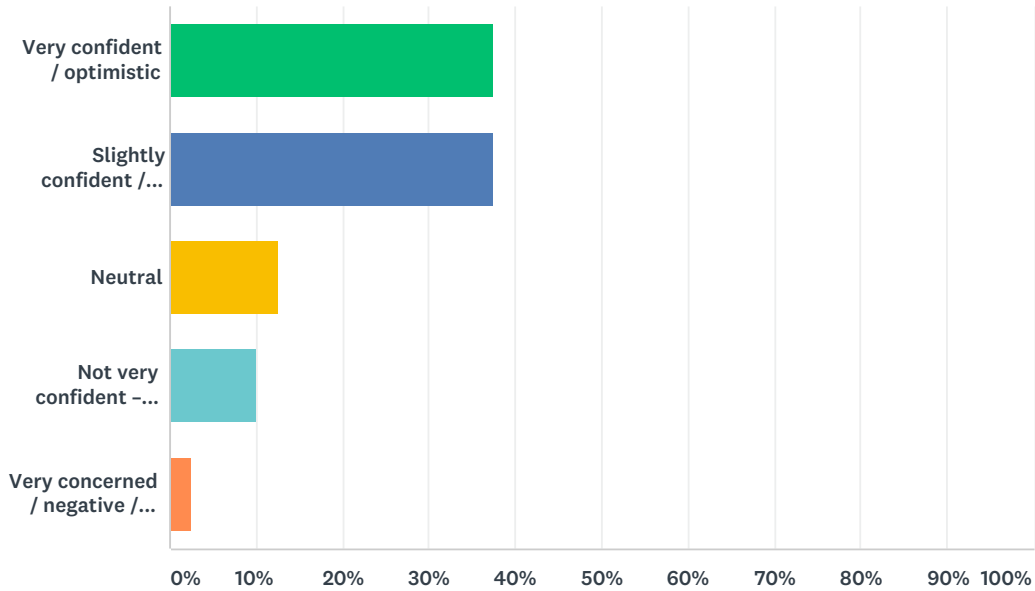


ANSWER CHOICES	RESPONSES	
Less than \$50 000 per year	4.88%	2
\$50 000 - 100 000 per year	12.20%	5
\$100 000 - \$500 000 per year	26.83%	11
\$500 000 - \$1 Million per year	19.51%	8
\$1 Million - \$3 Million	14.63%	6
\$3 Million - \$5 Million	0.00%	0
\$5 Million plus	4.88%	2
No comment	17.07%	7
<b>TOTAL</b>		<b>41</b>

### Q6 How optimistic (positive) are you about the future for your business in this region?

Answered: 40 Skipped: 2

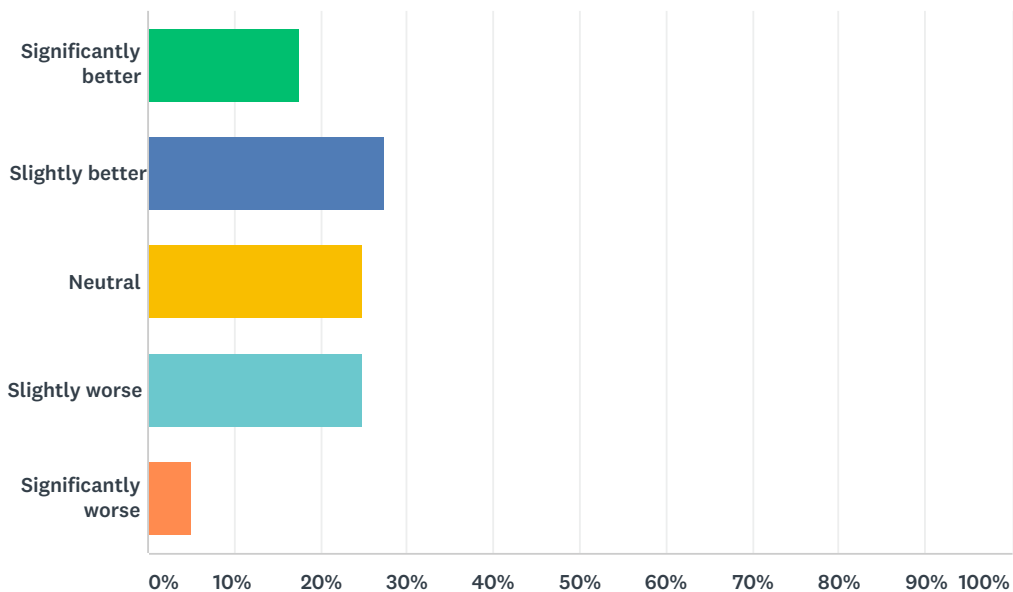
2019 LOCKHART SHIRE BUSINESS SURVEY



ANSWER CHOICES	RESPONSES	
Very confident / optimistic	37.50%	15
Slightly confident / optimistic	37.50%	15
Neutral	12.50%	5
Not very confident – slightly negative	10.00%	4
Very concerned / negative / pessimistic	2.50%	1
<b>TOTAL</b>		<b>40</b>

Q7 How would you compare the success of your business during the 2018-2019 financial year to the previous year?

Answered: 40 Skipped: 2



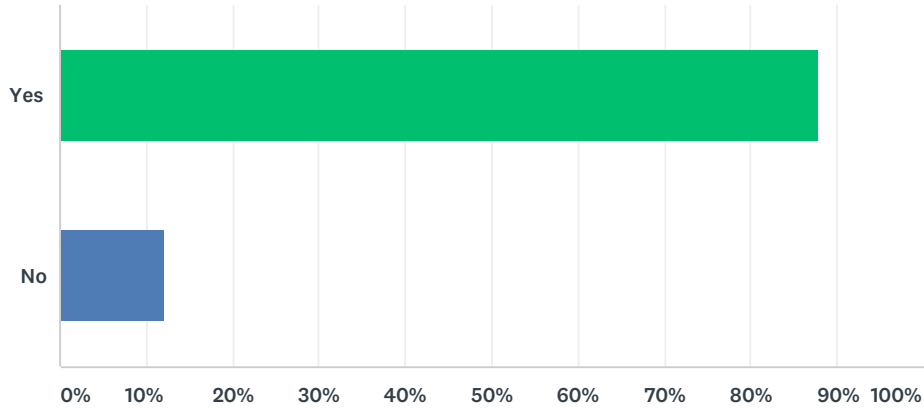
ANSWER CHOICES	RESPONSES	
Significantly better	17.50%	7

2019 LOCKHART SHIRE BUSINESS SURVEY

Slightly better	27.50%	11
Neutral	25.00%	10
Slightly worse	25.00%	10
Significantly worse	5.00%	2
<b>TOTAL</b>		<b>40</b>

### Q8 Does your business source goods and services from other local businesses?

Answered: 41 Skipped: 1



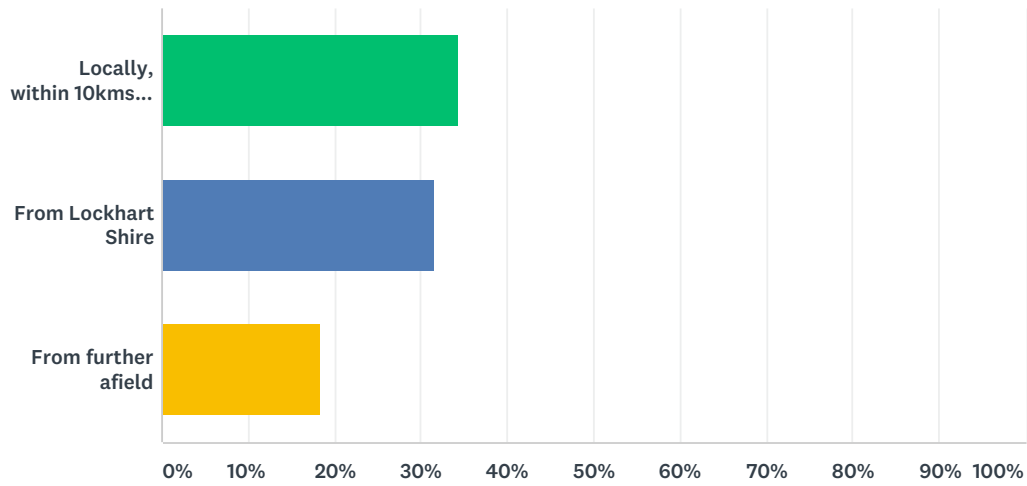
ANSWER CHOICES	RESPONSES	
Yes	87.80%	36
No	12.20%	5
<b>TOTAL</b>		<b>41</b>

#	IF NOT, WHY NOT?	DATE
1	Goods not available	10/25/2019 9:13 AM
2	Niche products that are not available in Australia usually.	9/26/2019 11:12 AM
3	They do not keep items I sell	9/18/2019 3:50 PM

### Q9 Where do you source new staff from?

Answered: 38 Skipped: 4

## 2019 LOCKHART SHIRE BUSINESS SURVEY



ANSWER CHOICES	RESPONSES
Locally, within 10kms from my business	34.21% 13
From Lockhart Shire	31.58% 12
From further afield	18.42% 7
<b>TOTAL</b>	<b>38</b>

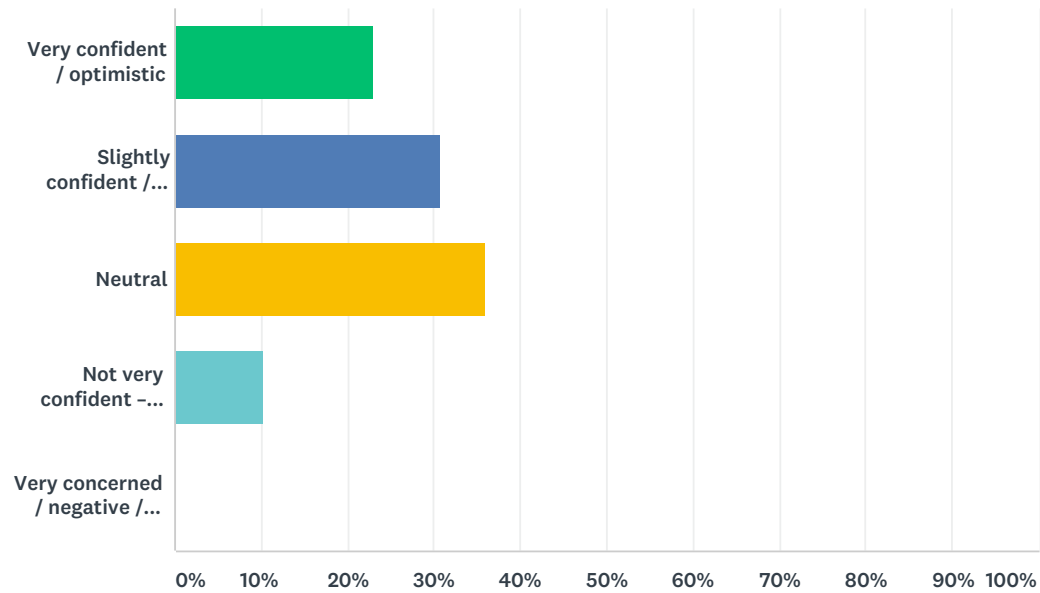
#	OTHER (PLEASE SPECIFY)	DATE
1	Wagga shearers	10/25/2019 10:50 AM
2	No new staff	10/25/2019 10:38 AM
3	Greater Hume due to proximity to Henty	10/25/2019 10:17 AM
4	nil staff	10/25/2019 9:25 AM
5	Word of mouth	10/25/2019 9:13 AM
6	N/A	10/4/2019 11:28 AM
7	Don't employ staff	9/20/2019 1:56 PM
8	where we can get the right people	9/16/2019 5:55 PM

### Q10 What is your ability to attract and retain suitably skilled and qualified staff?

Answered: 39 Skipped: 3



## 2019 LOCKHART SHIRE BUSINESS SURVEY

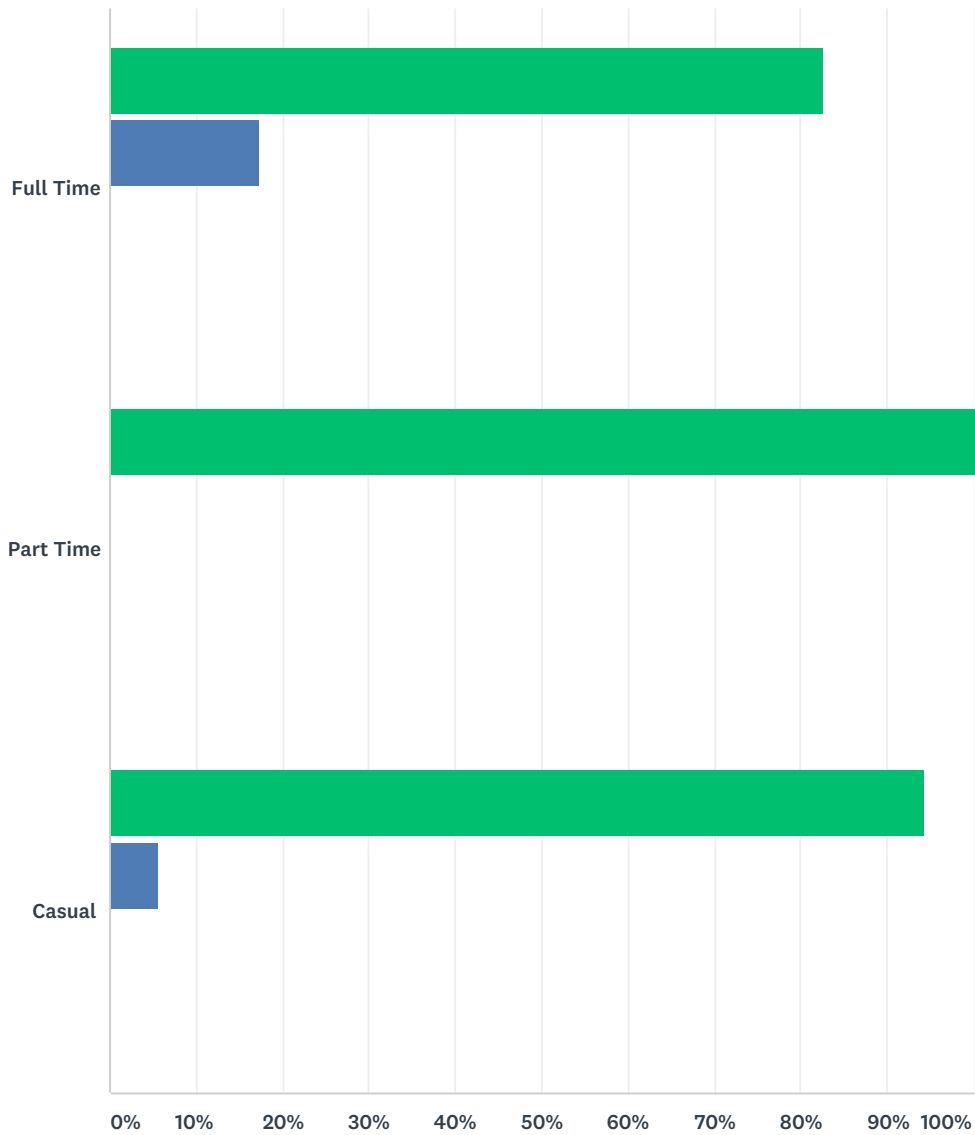


ANSWER CHOICES	RESPONSES	
Very confident / optimistic	23.08%	9
Slightly confident / optimistic	30.77%	12
Neutral	35.90%	14
Not very confident – slightly negative	10.26%	4
Very concerned / negative / pessimistic	0.00%	0
Total Respondents: 39		

### Q11 How many people are employed by your business?

Answered: 39    Skipped: 3

2019 LOCKHART SHIRE BUSINESS SURVEY



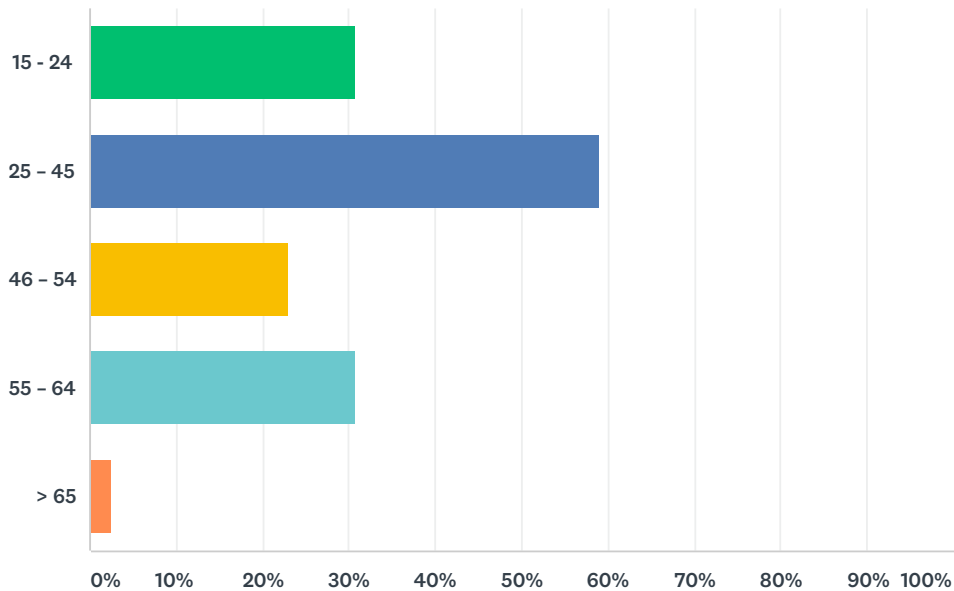
■ 1-5   
 ■ 6-10   
 ■ 11-15   
 ■ more than 15

	1-5	6-10	11-15	MORE THAN 15	TOTAL
Full Time	82.61% 19	17.39% 4	0.00% 0	0.00% 0	23
Part Time	100.00% 6	0.00% 0	0.00% 0	0.00% 0	6
Casual	94.44% 17	5.56% 1	0.00% 0	0.00% 0	18

Q12 What is the age range of these employees?

Answered: 39    Skipped: 3

## 2019 LOCKHART SHIRE BUSINESS SURVEY



ANSWER CHOICES	RESPONSES
15 - 24	30.77% 12
25 - 45	58.97% 23
46 - 54	23.08% 9
55 - 64	30.77% 12
> 65	2.56% 1
Total Respondents: 39	

### Q13 Are any of your employees: (please indicate the number of each)

Answered: 7   Skipped: 35

ANSWER CHOICES	RESPONSES
Apprentices	28.57% 2
School based apprentices	14.29% 1
Trainees	28.57% 2
Work experience students	0.00% 0
Studying a higher education qualification	28.57% 2

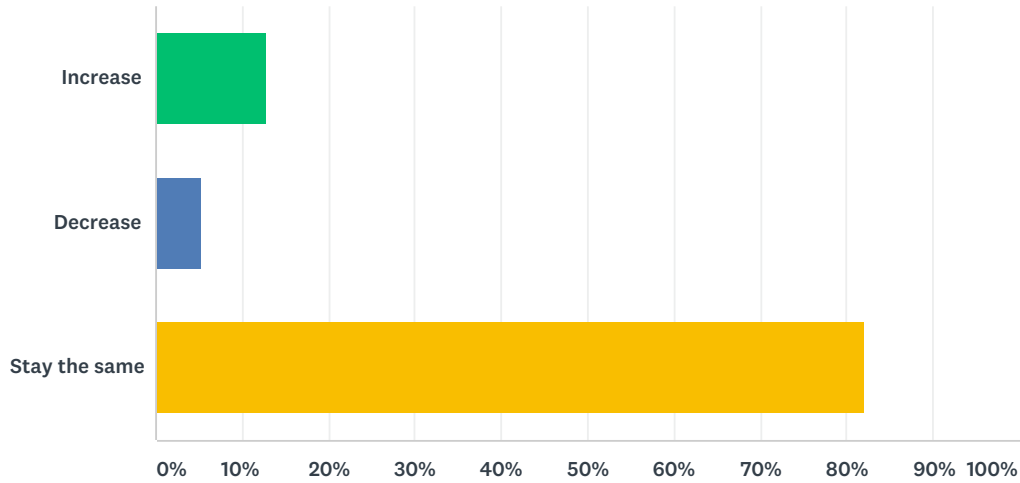
#	APPRENTICES	DATE
1	3	10/25/2019 9:35 AM
2	1	10/25/2019 9:13 AM
#	SCHOOL BASED APPRENTICES	DATE
1	1	10/25/2019 10:13 AM
#	TRAINEES	DATE
1	1	10/25/2019 10:35 AM
2	1	9/18/2019 3:50 PM
#	WORK EXPERIENCE STUDENTS	DATE
There are no responses.		

2019 LOCKHART SHIRE BUSINESS SURVEY

#	STUDYING A HIGHER EDUCATION QUALIFICATION	DATE
1	2	10/25/2019 10:50 AM
2	1	9/29/2019 3:30 PM

**Q14 In the next 12 months do you expect to increase or decrease your total employee numbers?**

Answered: 39 Skipped: 3

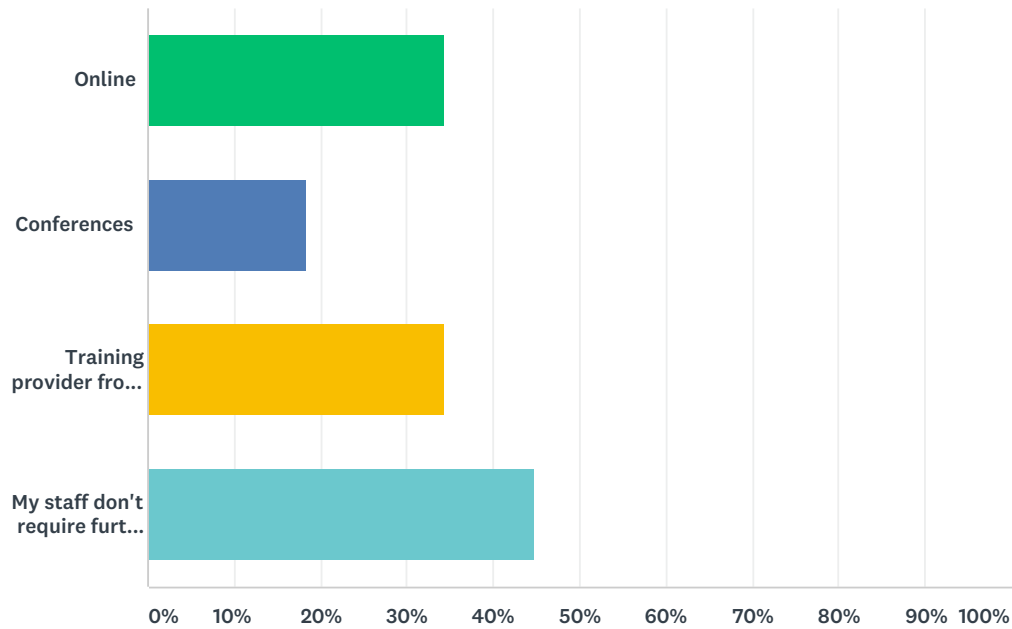


ANSWER CHOICES	RESPONSES
Increase	12.82% 5
Decrease	5.13% 2
Stay the same	82.05% 32
<b>TOTAL</b>	<b>39</b>

**Q15 Where do you source most of your training and skills development for all staff?**

Answered: 38 Skipped: 4

## 2019 LOCKHART SHIRE BUSINESS SURVEY



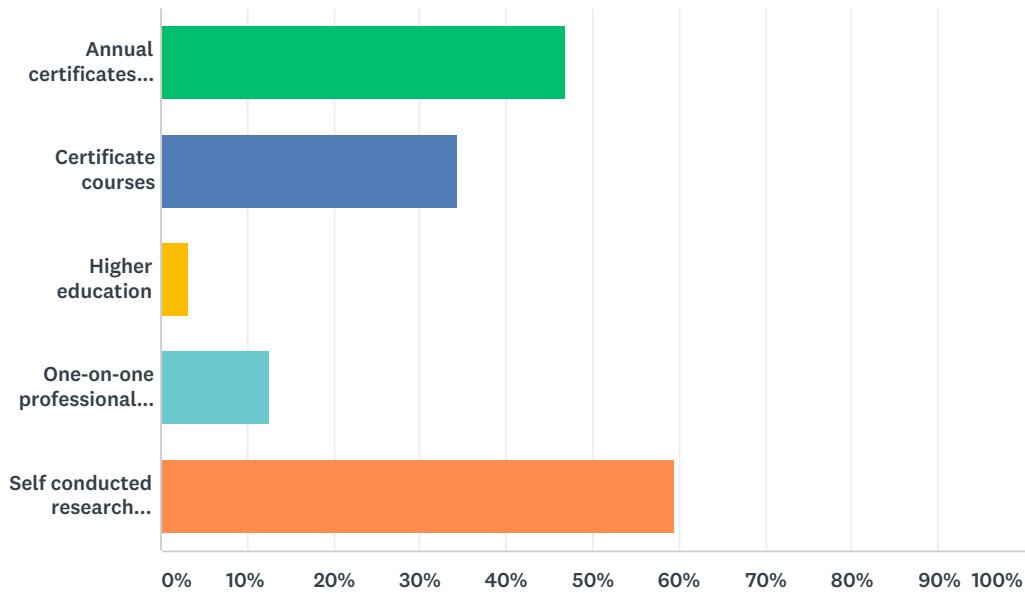
ANSWER CHOICES	RESPONSES
Online	34.21% 13
Conferences	18.42% 7
Training provider from outside the region	34.21% 13
My staff don't require further training	44.74% 17
Total Respondents: 38	

#	OTHER (PLEASE SPECIFY)	DATE
1	LLS and TAFE	10/25/2019 10:50 AM
2	Word of mouth	10/25/2019 10:38 AM
3	self owned	10/25/2019 9:28 AM
4	contractors	10/23/2019 11:37 AM

### Q16 What type of training and skills development do you access?

Answered: 32 Skipped: 10

## 2019 LOCKHART SHIRE BUSINESS SURVEY



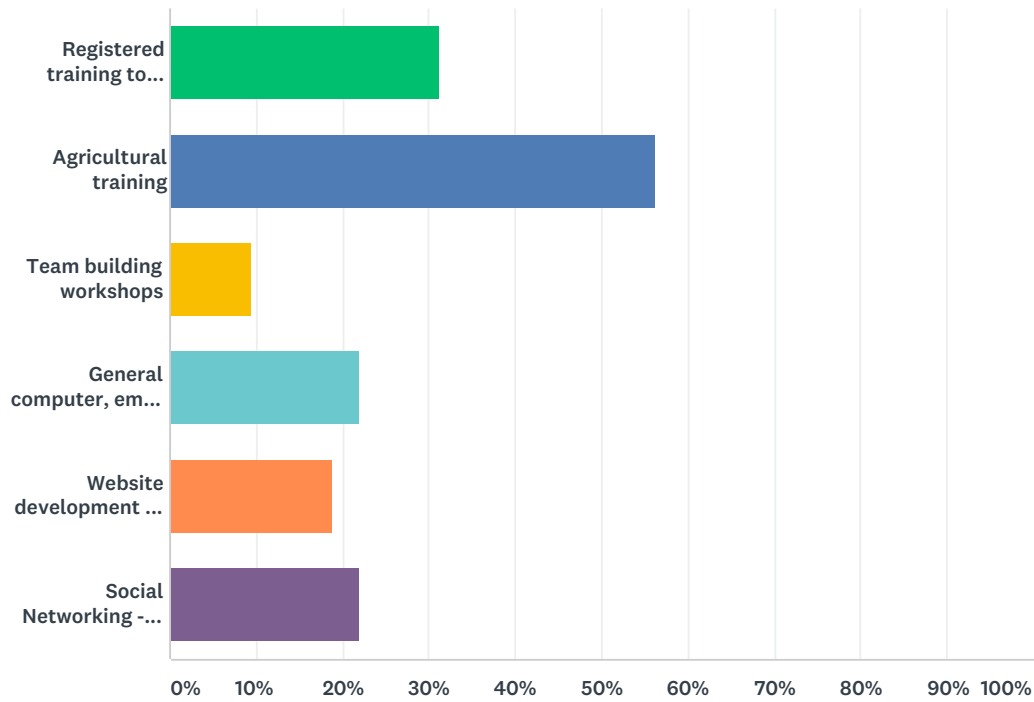
ANSWER CHOICES	RESPONSES	
Annual certificates and licences which require ongoing renewal	46.88%	15
Certificate courses	34.38%	11
Higher education	3.13%	1
One-on-one professional development	12.50%	4
Self conducted research relevant to my business	59.38%	19
Total Respondents: 32		

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

**Q17 Which of the following training opportunities would be useful to your business and staff?**

Answered: 32 Skipped: 10

## 2019 LOCKHART SHIRE BUSINESS SURVEY



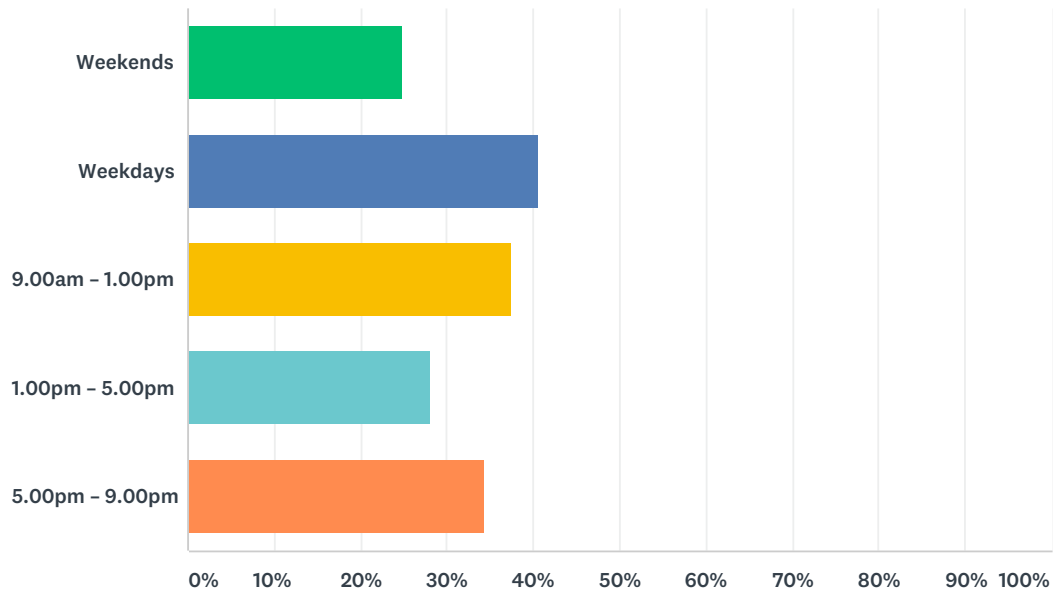
ANSWER CHOICES	RESPONSES	
Registered training to attain certificate level qualifications	31.25%	10
Agricultural training	56.25%	18
Team building workshops	9.38%	3
General computer, email and online training (basics)	21.88%	7
Website development and Google Adwords	18.75%	6
Social Networking - Facebook, LinkedIn, Twitter, Trip Advisor, etc	21.88%	7
Total Respondents: 32		

#	OTHER (PLEASE SPECIFY)	DATE
1	Earth moving	10/25/2019 9:28 AM
2	My business is established in all of the above. I now undertake business strategy and growth coaching and mentoring (online) to further my business knowledge.	9/26/2019 11:12 AM

**Q18 If you are interested in training, workshops or events, what would be the most suitable time to attend?**

Answered: 32    Skipped: 10

## 2019 LOCKHART SHIRE BUSINESS SURVEY



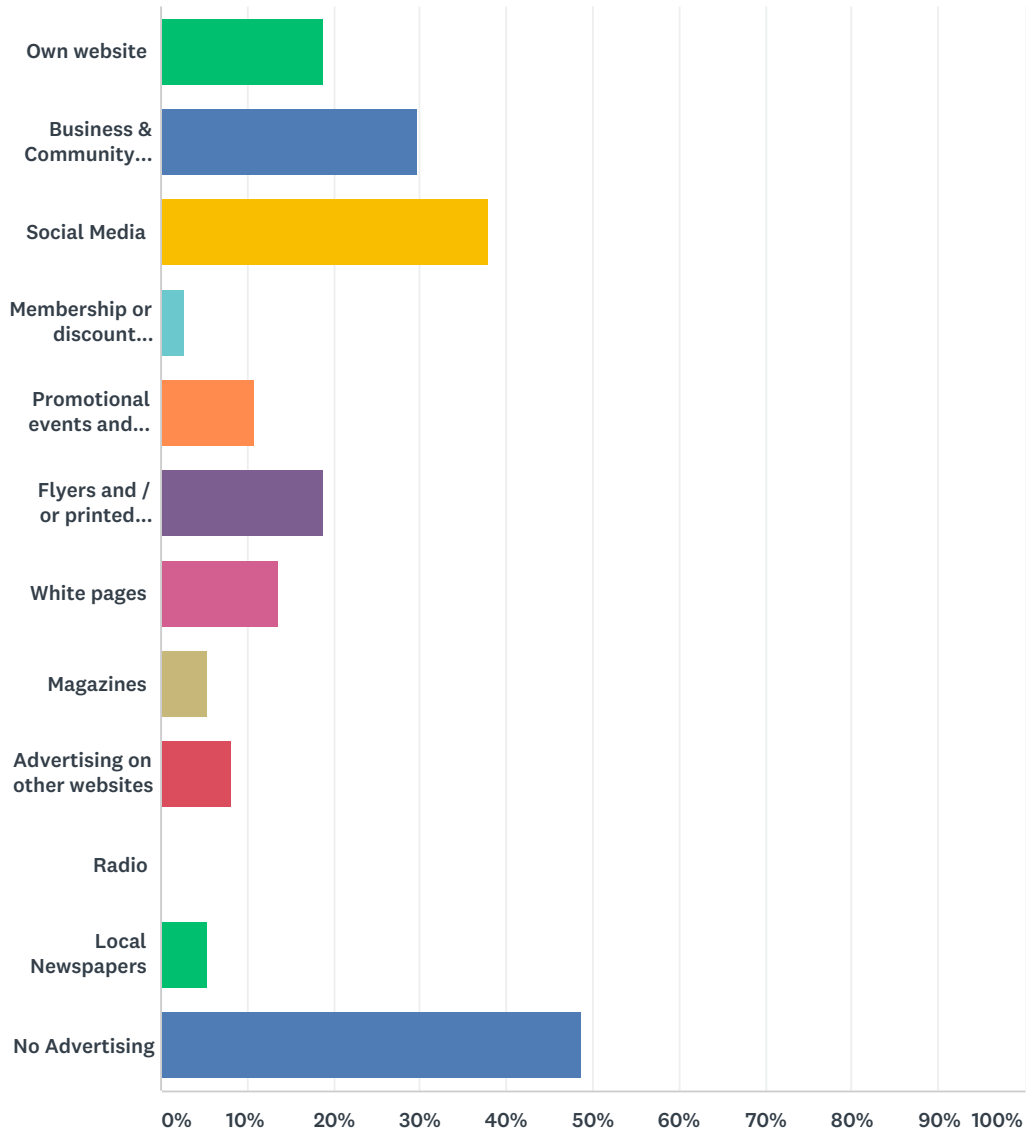
ANSWER CHOICES	RESPONSES
Weekends	25.00% 8
Weekdays	40.63% 13
9.00am - 1.00pm	37.50% 12
1.00pm - 5.00pm	28.13% 9
5.00pm - 9.00pm	34.38% 11
Total Respondents: 32	

### Q19 In what ways do you currently promote or market your business? (Select all that apply)

Answered: 37 Skipped: 5



2019 LOCKHART SHIRE BUSINESS SURVEY

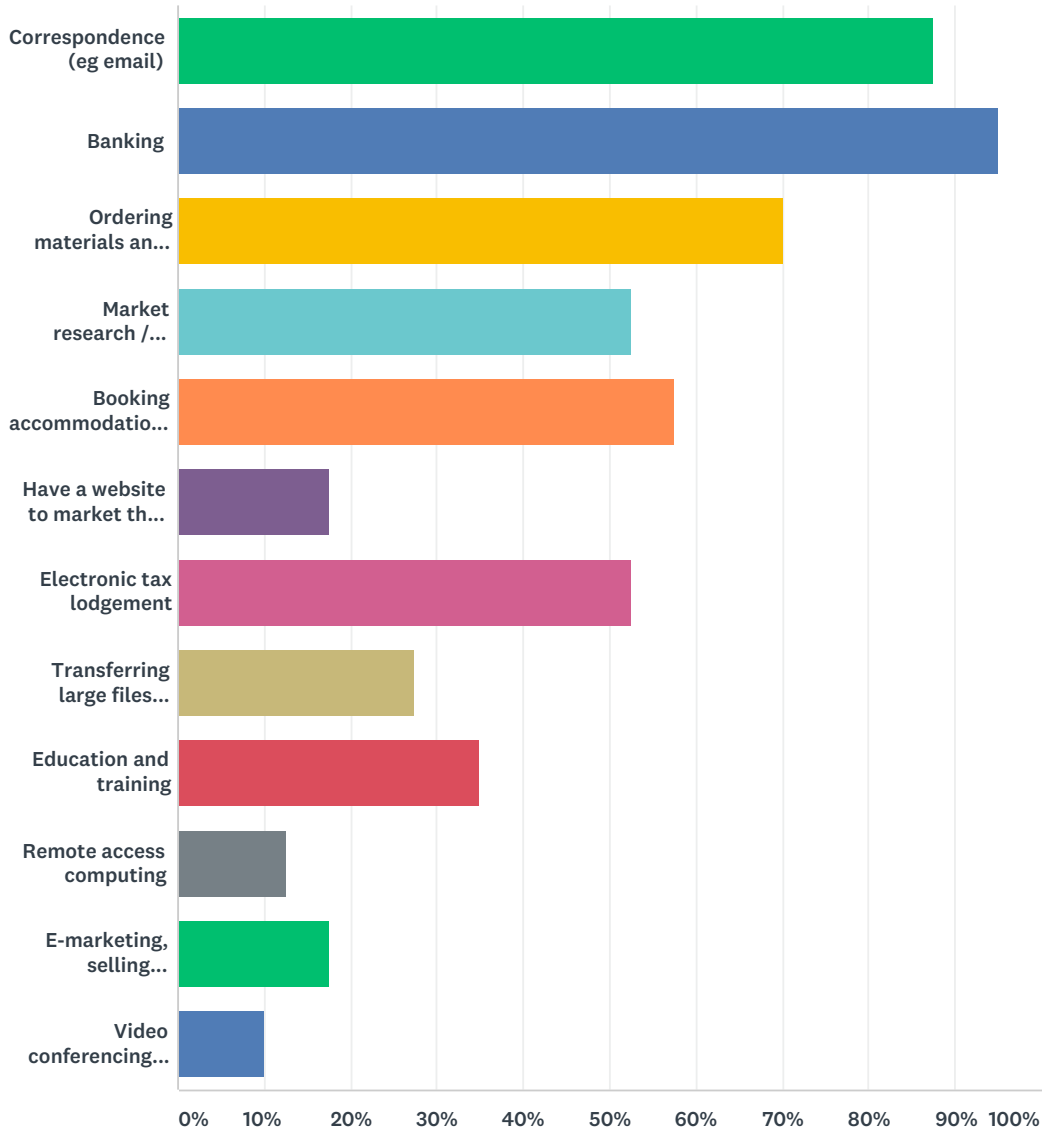


ANSWER CHOICES	RESPONSES	
Own website	18.92%	7
Business & Community Directory (Local phone book)	29.73%	11
Social Media	37.84%	14
Membership or discount program	2.70%	1
Promotional events and tradeshows	10.81%	4
Flyers and / or printed material	18.92%	7
White pages	13.51%	5
Magazines	5.41%	2
Advertising on other websites	8.11%	3
Radio	0.00%	0
Local Newspapers	5.41%	2
No Advertising	48.65%	18
Total Respondents: 37		

#	OTHER (PLEASE SPECIFY)	DATE
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## Q20 How do you use the internet in your business? (Select all that apply)

Answered: 40 Skipped: 2



ANSWER CHOICES	RESPONSES	
Correspondence (eg email)	87.50%	35
Banking	95.00%	38
Ordering materials and business items	70.00%	28
Market research / information gathering	52.50%	21
Booking accommodation and travel	57.50%	23
Have a website to market the business	17.50%	7
Electronic tax lodgement	52.50%	21
Transferring large files (graphics, video etc)	27.50%	11

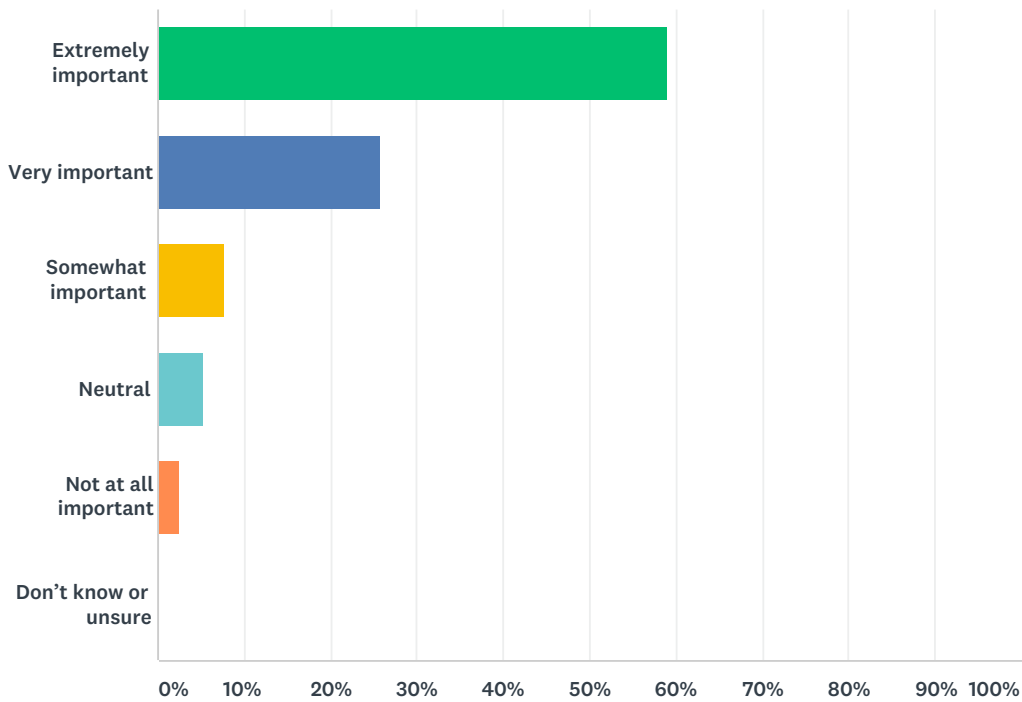
2019 LOCKHART SHIRE BUSINESS SURVEY

Education and training	35.00%	14
Remote access computing	12.50%	5
E-marketing, selling products or services online	17.50%	7
Video conferencing and IP telephony	10.00%	4
Total Respondents: 40		

#	OTHER (PLEASE SPECIFY)	DATE
There are no responses.		

### Q21 How important do you consider high speed broadband will be to your business?

Answered: 39 Skipped: 3

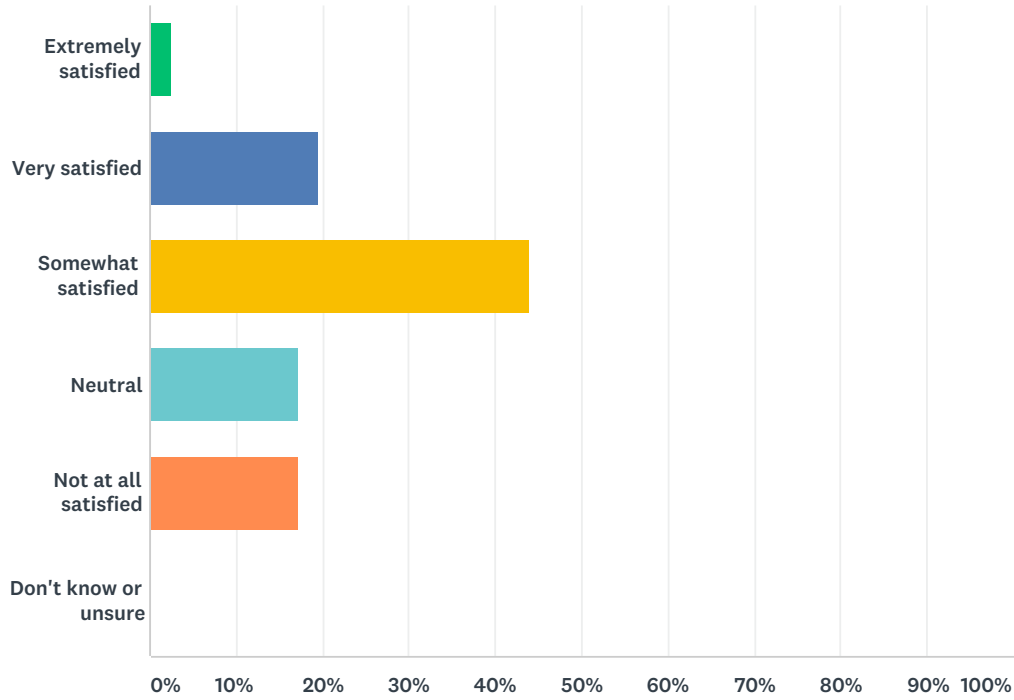


ANSWER CHOICES	RESPONSES	
Extremely important	58.97%	23
Very important	25.64%	10
Somewhat important	7.69%	3
Neutral	5.13%	2
Not at all important	2.56%	1
Don't know or unsure	0.00%	0
TOTAL		39

### Q22 How satisfied are you with available internet access including downloads and speed:

Answered: 41 Skipped: 1

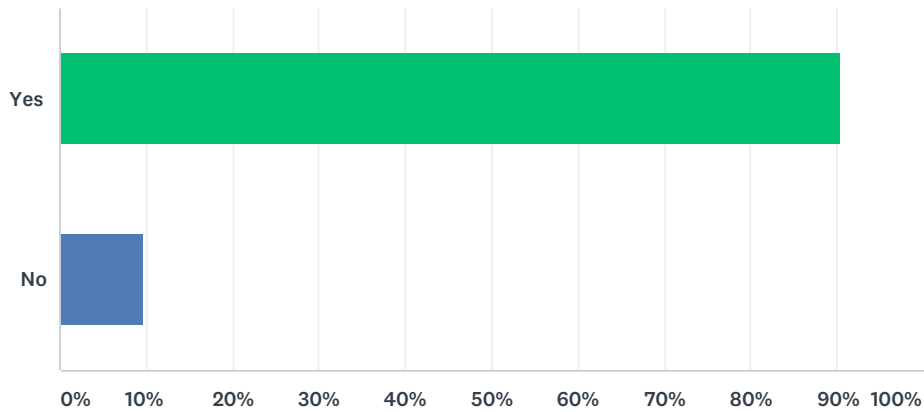
2019 LOCKHART SHIRE BUSINESS SURVEY



ANSWER CHOICES	RESPONSES	
Extremely satisfied	2.44%	1
Very satisfied	19.51%	8
Somewhat satisfied	43.90%	18
Neutral	17.07%	7
Not at all satisfied	17.07%	7
Don't know or unsure	0.00%	0
<b>TOTAL</b>		<b>41</b>

Q23 Do you use email and internet on your mobile telephone for business purposes?

Answered: 42 Skipped: 0

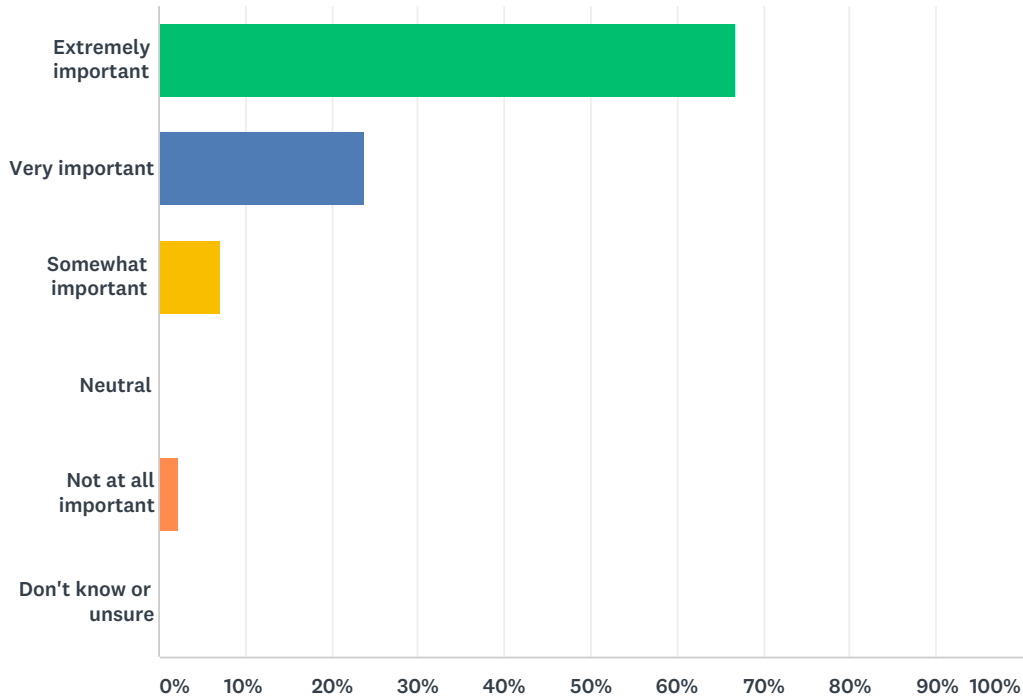


ANSWER CHOICES	RESPONSES	
Yes	90.48%	38

No	9.52%	4
<b>TOTAL</b>		<b>42</b>

### Q24 How important do you consider mobile telephone access to your business?

Answered: 42 Skipped: 0

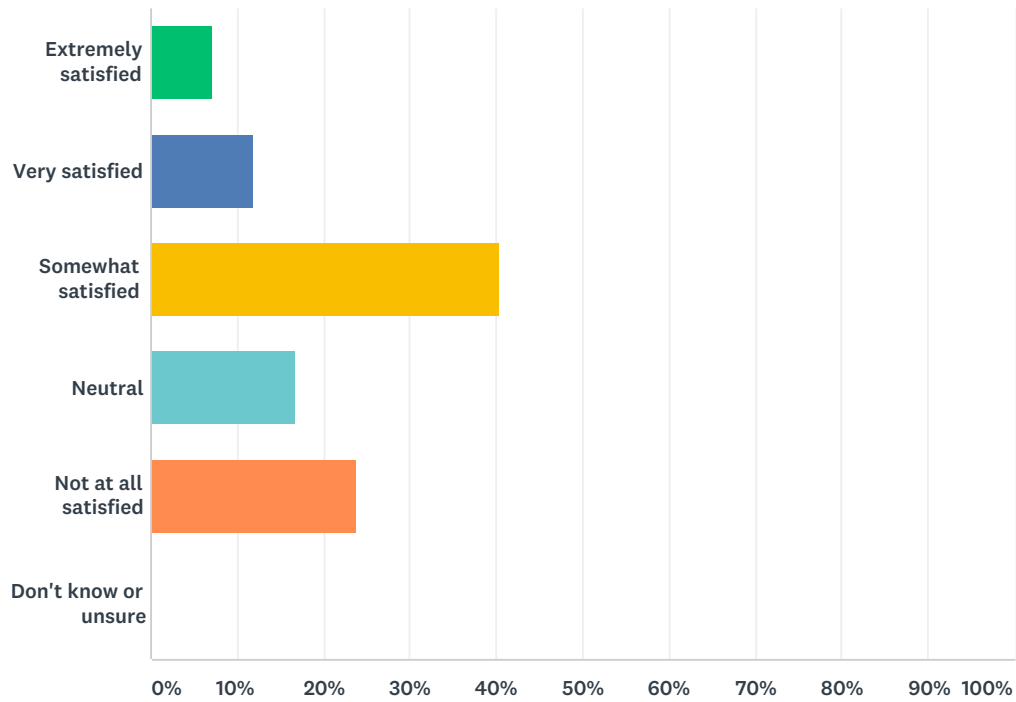


ANSWER CHOICES	RESPONSES	
Extremely important	66.67%	28
Very important	23.81%	10
Somewhat important	7.14%	3
Neutral	0.00%	0
Not at all important	2.38%	1
Don't know or unsure	0.00%	0
<b>TOTAL</b>		<b>42</b>

### Q25 How satisfied are you with available mobile telephone coverage in your region?

Answered: 42 Skipped: 0

2019 LOCKHART SHIRE BUSINESS SURVEY

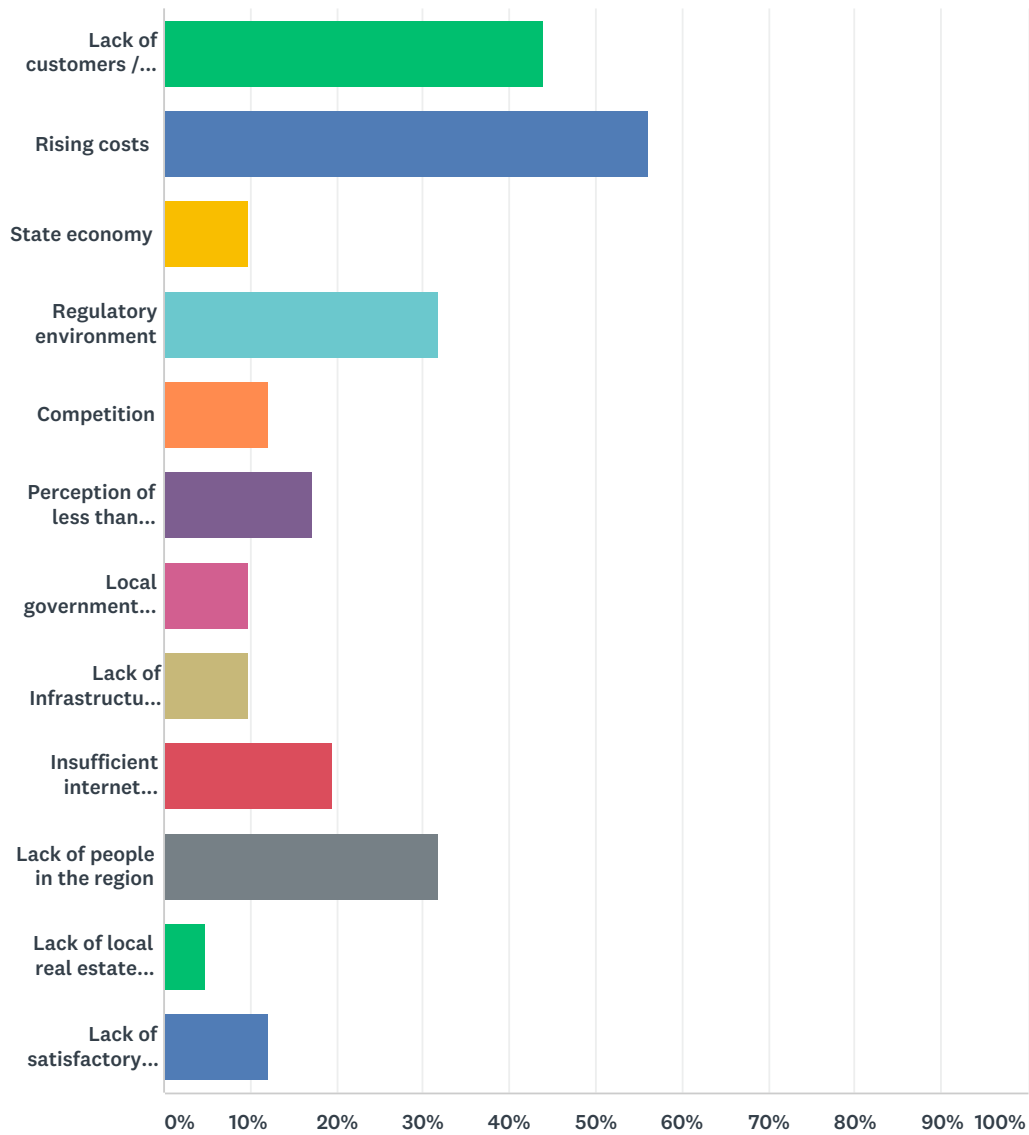


ANSWER CHOICES	RESPONSES	
Extremely satisfied	7.14%	3
Very satisfied	11.90%	5
Somewhat satisfied	40.48%	17
Neutral	16.67%	7
Not at all satisfied	23.81%	10
Don't know or unsure	0.00%	0
<b>TOTAL</b>		<b>42</b>

**Q26 What do you see as barriers to business growth in Lockhart Shire?  
(Select all that apply)**

Answered: 41 Skipped: 1

## 2019 LOCKHART SHIRE BUSINESS SURVEY



ANSWER CHOICES	RESPONSES	
Lack of customers / sales	43.90%	18
Rising costs	56.10%	23
State economy	9.76%	4
Regulatory environment	31.71%	13
Competition	12.20%	5
Perception of less than competitive pricing	17.07%	7
Local government planning processes	9.76%	4
Lack of Infrastructure in the Shire	9.76%	4
Insufficient internet connection / speed	19.51%	8
Lack of people in the region	31.71%	13
Lack of local real estate services	4.88%	2
Lack of satisfactory transport access	12.20%	5
Total Respondents: 41		

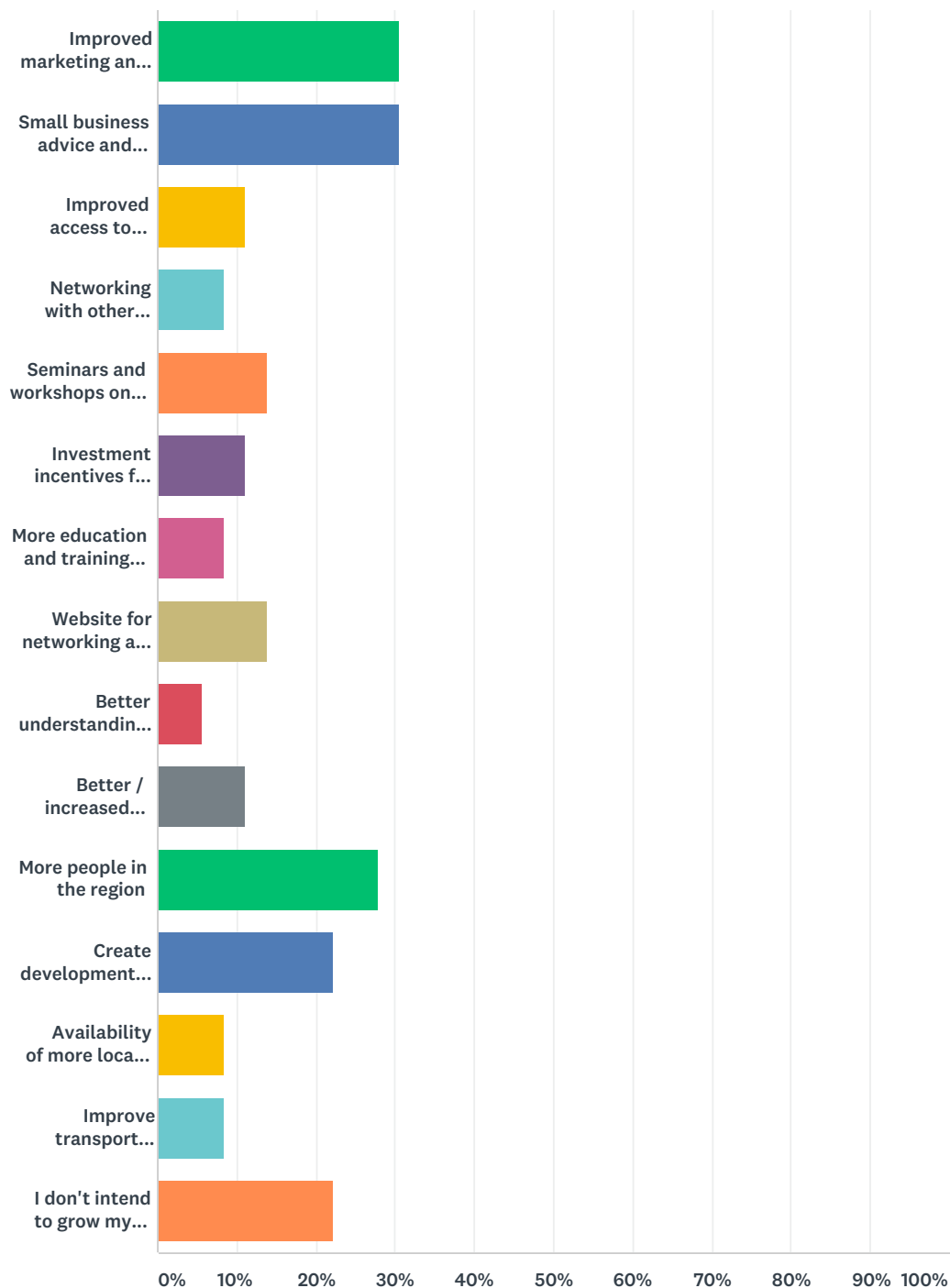
#	OTHER (PLEASE SPECIFY)	DATE
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## 2019 LOCKHART SHIRE BUSINESS SURVEY

1	Lack of future perception - I think this is a great shire.	10/25/2019 10:38 AM
2	weather/climate	10/25/2019 9:35 AM
3	mobile phone access	10/25/2019 9:10 AM
4	Drought	10/25/2019 9:07 AM
5	Shopping locally should be promoted more within the shire and by council.	10/23/2019 11:30 AM
6	Lack of retail shop front and office space availability at The Rock.	9/26/2019 11:12 AM

### Q27 What can Council do to assist your business to grow? (Select all that apply)

Answered: 36   Skipped: 6



ANSWER CHOICES

RESPONSES



## 2019 LOCKHART SHIRE BUSINESS SURVEY

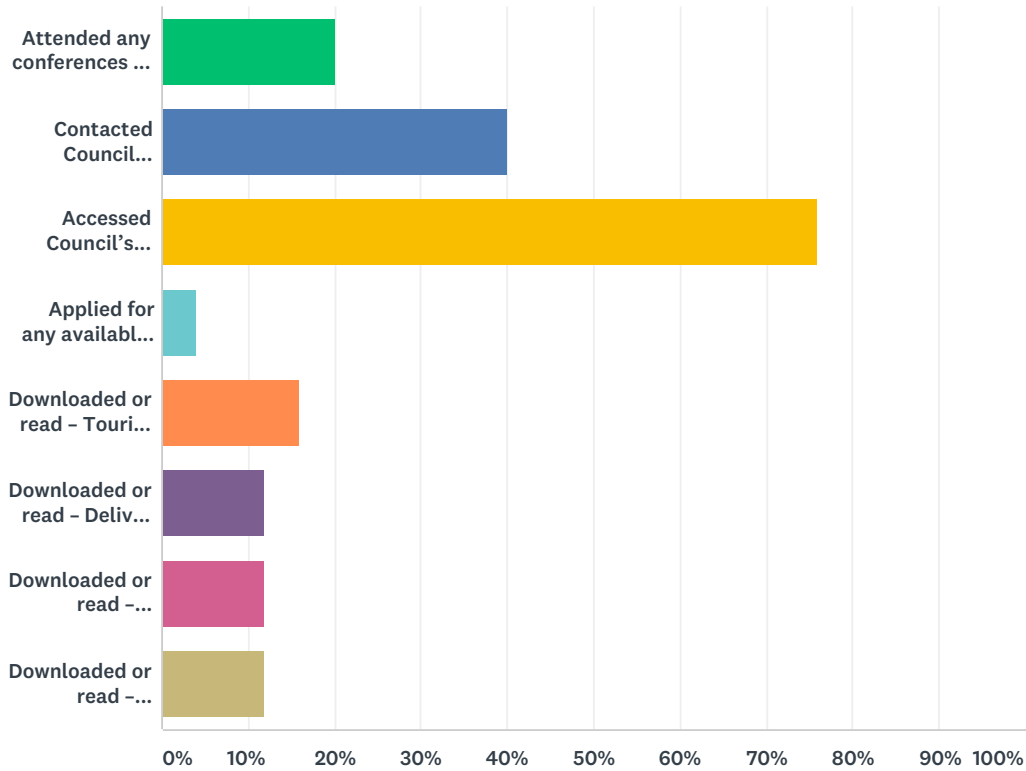
Improved marketing and promotion of regional businesses	30.56%	11
Small business advice and support	30.56%	11
Improved access to capital	11.11%	4
Networking with other businesses	8.33%	3
Seminars and workshops on small business topics	13.89%	5
Investment incentives for small business start ups	11.11%	4
More education and training support	8.33%	3
Website for networking and promotion	13.89%	5
Better understanding of government regulations	5.56%	2
Better / increased tourism marketing and promotion	11.11%	4
More people in the region	27.78%	10
Create development opportunities	22.22%	8
Availability of more local suppliers and contractors	8.33%	3
Improve transport access to freight terminals	8.33%	3
I don't intend to grow my business	22.22%	8
Total Respondents: 36		

#	OTHER (PLEASE SPECIFY)	DATE
1	Less council red tape	10/25/2019 9:21 AM
2	Promote shop locally	10/23/2019 11:30 AM
3	Suitable space to operate from as my business grows/out grows a home office.	9/26/2019 11:12 AM

### Q28 Has your business accessed any of the following services provided or promoted by Lockhart Shire Council?

Answered: 25   Skipped: 17

## 2019 LOCKHART SHIRE BUSINESS SURVEY

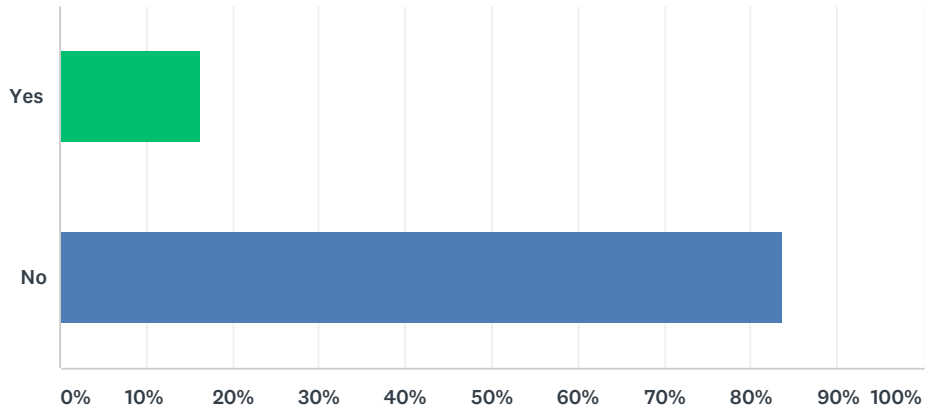


ANSWER CHOICES	RESPONSES	
Attended any conferences or workshops	20.00%	5
Contacted Council Officers regarding applications or permits relevant to your business	40.00%	10
Accessed Council's website – www.lockhart.nsw.gov.au	76.00%	19
Applied for any available grants	4.00%	1
Downloaded or read – Tourism and Economic Development Strategy 2016 - 2026	16.00%	4
Downloaded or read – Delivery Program 2017 - 2021	12.00%	3
Downloaded or read – Operational Plan 2018 - 2019	12.00%	3
Downloaded or read – Destination Riverina Murray Management Plan	12.00%	3
Total Respondents: 25		

**Q29 Are there any businesses complementary to your own you would like to see open in Lockhart Shire?**

Answered: 37 Skipped: 5

2019 LOCKHART SHIRE BUSINESS SURVEY

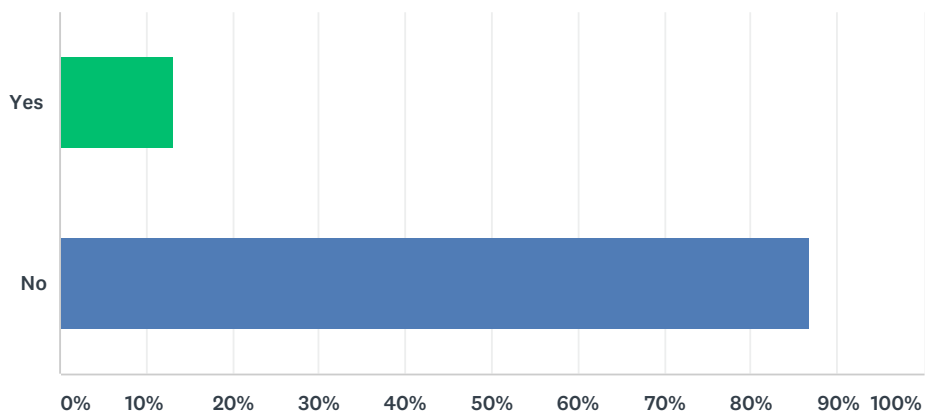


ANSWER CHOICES	RESPONSES
Yes	16.22% 6
No	83.78% 31
Total Respondents: 37	

#	IF SO, WHAT TYPE OF BUSINESSES?	DATE
1	Grain trading, abattoirs, feedlots - anything that can help add value to our agricultural businesses	10/25/2019 9:31 AM
2	More manufacturing, machinery sales/spare parts	10/23/2019 11:37 AM
3	Machinery dealer, veterinarian	9/29/2019 3:30 PM
4	Copywriting, Marketing, Website Developers, Social Media Managers, Graphic Designers and other Creative Industries.	9/26/2019 4:00 PM
5	A bakery/cake shop at The Rock, however very aware of the lack of suitable buildings to accommodate ANY new business venture.	9/26/2019 11:12 AM

Q30 Are you a member of any other local organisation that assists you with your business?

Answered: 38 Skipped: 4



ANSWER CHOICES	RESPONSES
Yes	13.16% 5
No	86.84% 33
Total Respondents: 38	

#	IF SO, WHAT ORGANISATION?	DATE
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## 2019 LOCKHART SHIRE BUSINESS SURVEY

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1	Henty development	10/25/2019 10:17 AM
2	Clubs NSW	10/25/2019 9:10 AM
3	It is being developed, stay tuned.	9/26/2019 11:12 AM

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