



Regional Recap

September 2021

**BUSINESS
NSW**

Key Business Conditions

NSW Total 1664 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-75.5	6.4%	11.7%	81.9%	11.5	↓	36.1%	26.4%	37.5%	-1.4
Total Capital Spending	-40.9	15.7%	27.7%	56.6%	2.2	↓	22.3%	39.0%	38.8%	-16.5
Total Operating Costs	-7.7	21.3%	49.7%	29.0%	40.9	↓	37.7%	49.6%	12.6%	25.1
Total Sales Revenue	-72.7	7.8%	11.8%	80.4%	-13.6	↓	33.1%	24.3%	42.7%	-9.6
Total Profit	-77.2	5.9%	11.0%	83.1%	-37.0	↓	25.8%	24.3%	49.9%	-24.0
Total Staff Numbers	-23.5	5.9%	64.8%	29.4%	-10.0	↓	13.5%	70.0%	16.6%	-3.1

Capital Region 87 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-80.5	6.1%	7.3%	86.6%	-20.0	↓	34.1%	23.2%	42.7%	-8.5
Total Capital Spending	-34.8	16.7%	31.8%	51.5%	12.5	↓	25.0%	31.3%	43.8%	-18.8
Total Operating Costs	-17.1	12.9%	57.1%	30.0%	37.5	↓	30.9%	52.9%	16.2%	14.7
Total Sales Revenue	-81.7	4.2%	9.9%	85.9%	-50.0	↓	26.5%	20.6%	52.9%	-26.5
Total Profit	-80.3	4.2%	11.3%	84.5%	-62.5	↓	23.9%	17.9%	58.2%	-34.3
Total Staff Numbers	-32.9	4.3%	58.6%	37.1%	-12.5	↓	12.5%	70.3%	17.2%	-4.7

Central Coast 54 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-70.8	4.2%	20.8%	75.0%	-18.2	↓	41.7%	37.5%	20.8%	20.8
Total Capital Spending	-23.5	17.6%	41.2%	41.2%	0.0	↓	20.7%	55.2%	24.1%	-3.4
Total Operating Costs	-11.1	22.2%	44.4%	33.3%	0.0	↓	45.5%	51.5%	3.0%	42.4
Total Sales Revenue	-69.4	8.3%	13.9%	77.8%	-40.0	↓	30.3%	39.4%	30.3%	0.0
Total Profit	-73.5	5.9%	14.7%	79.4%	-70.0	↓	20.0%	33.3%	46.7%	-26.7
Total Staff Numbers	-11.1	0.0%	88.9%	11.1%	-22.2	↑	12.5%	84.4%	3.1%	9.4

Key Business Conditions

Central West 104 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-71.9	9.0%	10.1%	80.9%	17.6	↓	39.3%	30.3%	30.3%	9.0
Total Capital Spending	-40.0	17.3%	25.3%	57.3%	-33.3	↓	17.4%	39.1%	43.5%	-26.1
Total Operating Costs	-6.5	26.0%	41.6%	32.5%	50.0	↓	34.7%	47.2%	18.1%	16.7
Total Sales Revenue	-66.2	11.7%	10.4%	77.9%	-6.7	↓	31.4%	24.3%	44.3%	-12.9
Total Profit	-74.4	6.4%	12.8%	80.8%	-33.3	↓	29.0%	17.4%	53.6%	-24.6
Total Staff Numbers	-21.3	4.0%	70.7%	25.3%	0.0	↓	10.4%	71.6%	17.9%	-7.5

Coffs Harbour – Grafton 47 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-80.4	6.5%	6.5%	87.0%	-16.7	↓	30.4%	30.4%	39.1%	-8.7
Total Capital Spending	-47.2	19.4%	13.9%	66.7%	10.0	↓	20.6%	44.1%	35.3%	-14.7
Total Operating Costs	13.5	27.0%	59.5%	13.5%	80.0	↓	38.9%	55.6%	5.6%	33.3
Total Sales Revenue	-72.2	8.3%	11.1%	80.6%	-30.0	↓	37.1%	17.1%	45.7%	-8.6
Total Profit	-80.6	5.6%	8.3%	86.1%	-80.0	↓	27.8%	13.9%	58.3%	-30.6
Total Staff Numbers	-31.4	2.9%	62.9%	34.3%	-10.0	↓	17.6%	58.8%	23.5%	-5.9

Far West and Orana 32 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-60.7	3.6%	32.1%	64.3%	25.0	↓	10.7%	46.4%	42.9%	-32.1
Total Capital Spending	6.3	31.3%	43.8%	25.0%	0.0	↑	12.5%	50.0%	37.5%	-25.0
Total Operating Costs	11.8	17.6%	76.5%	5.9%	66.7	↓	20.0%	60.0%	20.0%	0.0
Total Sales Revenue	-88.2	0.0%	11.8%	88.2%	-33.3	↓	12.5%	50.0%	37.5%	-25.0
Total Profit	-87.5	0.0%	12.5%	87.5%	-66.7	↓	6.3%	25.0%	68.8%	-62.5
Total Staff Numbers	0.0	12.5%	75.0%	12.5%	33.3	↓	20.0%	80.0%	0.0%	20.0

Key Business Conditions

Hunter Valley exc. Newcastle 105 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-83.3	4.2%	8.3%	87.5%	17.4	↓	43.8%	22.9%	33.3%	10.4
Total Capital Spending	-33.3	17.3%	32.1%	50.6%	-11.8	↓	27.8%	37.5%	34.7%	-6.9
Total Operating Costs	-9.6	25.3%	39.8%	34.9%	17.6	↓	45.3%	41.3%	13.3%	32.0
Total Sales Revenue	-72.8	7.4%	12.3%	80.2%	0.0	↓	38.9%	22.2%	38.9%	0.0
Total Profit	-85.0	2.5%	10.0%	87.5%	-17.6	↓	31.0%	19.7%	49.3%	-18.3
Total Staff Numbers	-15.2	5.1%	74.7%	20.3%	-29.4	↑	16.0%	70.7%	13.3%	2.7

Illawarra 72 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-76.8	8.7%	5.8%	85.5%	7.7	↓	49.3%	13.0%	37.7%	11.6
Total Capital Spending	-37.9	19.0%	24.1%	56.9%	-23.1	↓	23.5%	41.2%	35.3%	-11.8
Total Operating Costs	-15.8	19.3%	45.6%	35.1%	53.8	↓	43.4%	43.4%	13.2%	30.2
Total Sales Revenue	-63.8	12.1%	12.1%	75.9%	-15.4	↓	41.2%	27.5%	31.4%	9.8
Total Profit	-60.7	12.5%	14.3%	73.2%	-38.5	↓	32.7%	25.0%	42.3%	-9.6
Total Staff Numbers	-20.0	7.3%	65.5%	27.3%	-16.7	↓	11.8%	66.7%	21.6%	-9.8

Mid North Coast 60 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-81.5	7.4%	3.7%	88.9%	50.0	↓	44.4%	29.6%	25.9%	18.5
Total Capital Spending	-44.4	13.3%	28.9%	57.8%	15.4	↓	18.2%	45.5%	36.4%	-18.2
Total Operating Costs	8.9	28.9%	51.1%	20.0%	42.9	↓	34.1%	56.8%	9.1%	25.0
Total Sales Revenue	-65.9	4.5%	25.0%	70.5%	28.6	↓	38.6%	27.3%	34.1%	4.5
Total Profit	-76.2	2.4%	19.0%	78.6%	14.3	↓	34.1%	25.0%	40.9%	-6.8
Total Staff Numbers	-8.9	6.7%	77.8%	15.6%	14.3	↓	10.9%	76.1%	13.0%	-2.2

Key Business Conditions

Murray 76 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-54.4	10.3%	25.0%	64.7%	20.0	↓	47.1%	22.1%	30.9%	16.2
Total Capital Spending	-31.0	15.5%	37.9%	46.6%	12.5	↓	14.3%	50.0%	35.7%	-21.4
Total Operating Costs	6.6	32.8%	41.0%	26.2%	56.3	↓	40.0%	49.1%	10.9%	29.1
Total Sales Revenue	-51.7	11.7%	25.0%	63.3%	-18.8	↓	29.6%	31.5%	38.9%	-9.3
Total Profit	-72.1	8.2%	11.5%	80.3%	-31.3	↓	20.0%	30.9%	49.1%	-29.1
Total Staff Numbers	-15.3	10.2%	64.4%	25.4%	-5.9	↓	9.3%	70.4%	20.4%	-11.1

New England and North West 115 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-74.5	6.9%	11.8%	81.4%	18.2	↓	29.4%	20.6%	50.0%	-20.6
Total Capital Spending	-44.7	11.8%	31.8%	56.5%	27.8	↓	14.5%	35.5%	50.0%	-35.5
Total Operating Costs	-8.0	13.8%	64.4%	21.8%	61.1	↓	35.4%	50.0%	14.6%	20.7
Total Sales Revenue	-71.3	9.2%	10.3%	80.5%	33.3	↓	30.4%	20.3%	49.4%	-19.0
Total Profit	-75.6	7.0%	10.5%	82.6%	-11.1	↓	24.1%	20.3%	55.7%	-31.6
Total Staff Numbers	-27.1	5.9%	61.2%	32.9%	5.6	↓	11.8%	73.7%	14.5%	-2.6

Newcastle and Lake Macquarie 74 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-71.0	9.7%	9.7%	80.6%	9.1	↓	17.7%	38.7%	43.5%	-25.8
Total Capital Spending	-52.0	14.0%	20.0%	66.0%	0.0	↓	25.0%	27.1%	47.9%	-22.9
Total Operating Costs	-11.3	15.1%	58.5%	26.4%	30.0	↓	29.4%	56.9%	13.7%	15.7
Total Sales Revenue	-71.7	5.7%	17.0%	77.4%	-30.0	↓	28.0%	28.0%	44.0%	-16.0
Total Profit	-75.5	5.7%	13.2%	81.1%	-20.0	↓	24.5%	30.6%	44.9%	-20.4
Total Staff Numbers	-17.3	3.8%	75.0%	21.2%	10.0	↓	12.0%	82.0%	6.0%	6.0

Key Business Conditions

Richmond - Tweed 81 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-67.6	11.8%	8.8%	79.4%	-34.8	↓	38.2%	26.5%	35.3%	2.9
Total Capital Spending	-28.0	26.0%	20.0%	54.0%	0.0	↓	28.9%	28.9%	42.2%	-13.3
Total Operating Costs	-4.0	22.0%	52.0%	26.0%	47.6	↓	36.2%	53.2%	10.6%	25.5
Total Sales Revenue	-72.5	11.8%	3.9%	84.3%	-15.0	↓	41.9%	18.6%	39.5%	2.3
Total Profit	-82.4	5.9%	5.9%	88.2%	-57.1	↓	29.3%	29.3%	41.5%	-12.2
Total Staff Numbers	-35.3	7.8%	49.0%	43.1%	-9.5	↓	20.5%	59.1%	20.5%	0.0

Riverina 75 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-69.2	4.6%	21.5%	73.8%	50.0	↓	27.7%	36.9%	35.4%	-7.7
Total Capital Spending	-55.1	10.2%	24.5%	65.3%	50.0	↓	23.4%	25.5%	51.1%	-27.7
Total Operating Costs	2.0	24.5%	53.1%	22.4%	100.0	↓	34.7%	51.0%	14.3%	20.4
Total Sales Revenue	-69.4	8.2%	14.3%	77.6%	0.0	↓	27.7%	27.7%	44.7%	-17.0
Total Profit	-71.4	10.2%	8.2%	81.6%	-50.0	↓	19.1%	31.9%	48.9%	-29.8
Total Staff Numbers	-15.9	9.1%	65.9%	25.0%	0.0	↓	8.9%	71.1%	20.0%	-11.1

Southern Highlands & Shoalhaven 54 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-70.0	12.0%	6.0%	82.0%	23.1	↓	40.0%	26.0%	34.0%	6.0
Total Capital Spending	-31.6	23.7%	21.1%	55.3%	10.0	↓	26.5%	32.4%	41.2%	-14.7
Total Operating Costs	-2.4	24.4%	48.8%	26.8%	11.1	↓	45.7%	45.7%	8.6%	37.1
Total Sales Revenue	-78.6	7.1%	7.1%	85.7%	11.1	↓	40.5%	16.2%	43.2%	-2.7
Total Profit	-85.7	4.8%	4.8%	90.5%	-20.0	↓	27.8%	25.0%	47.2%	-19.4
Total Staff Numbers	-46.3	4.9%	43.9%	51.2%	10.0	↓	18.9%	64.9%	16.2%	2.7

Key Business Conditions

Sydney 422 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-81.3	4.2%	10.3%	85.5%	18.4	↓	35.6%	24.1%	40.3%	-4.7
Total Capital Spending	-46.0	13.3%	27.3%	59.4%	6.3	↓	24.2%	41.1%	34.7%	-10.4
Total Operating Costs	-14.8	19.3%	46.7%	34.0%	37.0	↓	39.1%	47.8%	13.1%	26.0
Total Sales Revenue	-76.1	7.3%	9.4%	83.3%	-23.8	↓	34.6%	22.3%	43.2%	-8.6
Total Profit	-75.3	6.5%	11.7%	81.8%	-43.0	↓	26.5%	23.8%	49.7%	-23.2
Total Staff Numbers	-25.2	6.2%	62.5%	31.4%	-17.7	↓	14.3%	68.3%	17.3%	-3.0

Eastern Sydney 341 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-81.7	4.5%	9.3%	86.2%	18.3	↓	37.1%	24.6%	38.3%	-1.2
Total Capital Spending	-47.3	12.5%	27.7%	59.8%	-1.8	↓	24.0%	40.8%	35.2%	-11.2
Total Operating Costs	-16.2	18.3%	47.1%	34.5%	31.6	↓	39.8%	47.1%	13.0%	26.8
Total Sales Revenue	-76.5	7.2%	9.0%	83.8%	-28.6	↓	36.0%	21.3%	42.7%	-6.7
Total Profit	-76.2	6.6%	10.6%	82.8%	-45.5	↓	27.6%	23.2%	49.2%	-21.6
Total Staff Numbers	-25.4	5.5%	63.6%	30.9%	-21.8	↓	14.3%	68.5%	17.1%	-2.8

Western Sydney 81 Respondents	Current						Expected			
Indicator	Index	Up	Same	Down	Previous	↑ or ↓	Up	Same	Down	Index
Performance of the NSW Economy	-79.5	2.7%	15.1%	82.2%	18.5	↓	28.8%	21.9%	49.3%	-20.5
Total Capital Spending	-39.2	17.6%	25.5%	56.9%	25.0	↓	25.5%	42.6%	31.9%	-6.4
Total Operating Costs	-7.4	24.1%	44.4%	31.5%	50.0	↓	35.3%	51.0%	13.7%	21.6
Total Sales Revenue	-73.6	7.5%	11.3%	81.1%	-12.5	↓	27.1%	27.1%	45.8%	-18.8
Total Profit	-70.6	5.9%	17.6%	76.5%	-37.5	↓	20.8%	27.1%	52.1%	-31.3
Total Staff Numbers	-24.5	9.4%	56.6%	34.0%	-8.3	↓	14.3%	67.3%	18.4%	-4.1

Priorities and the Business Environment

[Additional regions over page](#)

How have the following priorities changed over the past three months?																		
Index*	Total NSW		Sydney		Eastern Sydney		Western Sydney		Central Coast		Capital Region		Central West		Coffs Harbour - Grafton		Far West & Orana	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Expanding the capacity of my business to meet demand	26.1	-29.4	13.6	-27.1	11.1	-30.1	21.4	-13.0	22.2	-6.5	0.0	-45.6	20.0	-27.3	0.0	-46.9	33.3	-50.0
Downsizing my business	4.3	19.2	8.1	26.4	10.9	27.6	0.0	20.5	25.0	8.3	40.0	20.4	-12.5	-7.8	0.0	65.5	-100.0	0.0
Hiring people with the right skills/capabilities	54.2	0.2	58.1	1.2	55.3	-3.0	66.7	21.4	42.9	39.3	40.0	2.3	54.5	-26.9	88.9	0.0	100.0	-23.1
Growing revenue	77.7	63.6	87.1	67.5	92.0	68.0	75.0	65.3	88.9	64.5	85.7	47.4	66.7	58.7	90.0	57.6	33.3	46.2
Reducing business costs	68.4	77.9	70.4	78.5	64.7	79.1	85.0	75.5	88.9	58.1	71.4	80.4	60.0	82.3	88.9	97.1	100.0	78.6

*Index scores calculated as the percentage of respondents indicating the priority was more important minus those indicating the priority was less important. A positive number implies a priority is becoming more important whereas a negative number implies a priority is becoming less important.

[Additional regions over page](#)

How have the following factors changed over the past three months?																		
Index*	Total NSW		Sydney		Eastern Sydney		Western Sydney		Central Coast		Capital Region		Central West		Coffs Harbour - Grafton		Far West & Orana	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Access to finance	-29.5	-34.5	-31.0	-36.8	-39.5	-36.4	-6.7	-38.3	-57.1	-39.1	-50.0	-39.2	-9.1	-32.1	-22.2	-35.5	50.0	-40.0
Weather-related events (e.g. drought, floods, bushfires)	-14.7	-9.6	-12.8	-13.9	-8.1	-14.2	-30.0	-12.5	-50.0	-20.0	-66.7	-13.0	-27.3	0.0	-14.3	4.0	33.3	0.0
Business solvency (is my business staying afloat)	-10.9	-37.2	-13.4	-37.1	-17.6	-37.9	0.0	-33.3	0.0	-14.8	-42.9	-40.0	-36.4	-31.1	-20.0	-64.7	0.0	-16.7
Regulatory environment (cost of red tape)	-40.0	-38.8	-25.8	-33.9	-25.0	-32.1	-27.8	-40.8	-55.6	-33.3	-66.7	-53.3	-26.7	-44.0	-36.4	-34.3	-20.0	-46.2

*Index scores calculated as the percentage of respondents indicating the factor was more favourable minus those indicating the factor was less favourable. A positive number implies an improvement whereas a negative number implies a deterioration.

Priorities and the Business Environment

[Additional regions on previous page](#)

How have the following priorities changed over the past three months?																		
Index*	Hunter Valley exc Newcastle		Illawarra		Mid North Coast		Murray		New England and North West		Newcastle and Lake Macquarie		Richmond – Tweed		Riverina		Southern Highlands and Shoalhaven	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Expanding the capacity of my business to meet demand	29.4	-29.4	36.4	-35.6	57.1	-21.1	41.7	-15.1	35.7	-31.6	44.4	-29.8	25.0	-14.6	100.0	-27.9	75.0	-50.0
Downsizing my business	28.6	6.5	22.2	34.3	-20.0	14.3	25.0	18.9	-10.0	11.8	-40.0	-2.2	-6.7	22.2	-100.0	20.5	-20.0	33.3
Hiring people with the right skills/capabilities	62.5	-11.5	33.3	11.9	54.5	29.7	66.7	15.6	46.7	-12.5	77.8	-2.3	27.8	16.7	100.0	-2.7	62.5	-3.1
Growing revenue	64.7	54.4	75.0	73.9	71.4	75.0	84.6	67.9	82.4	69.3	77.8	69.4	73.7	81.0	100.0	61.9	22.2	44.4
Reducing business costs	76.5	77.5	83.3	76.0	42.9	80.5	61.5	66.0	81.3	83.1	22.2	60.0	65.0	86.4	100.0	77.3	37.5	81.1

*Index scores calculated as the percentage of respondents indicating the priority was more important minus those indicating the priority was less important. A positive number implies a priority is becoming more important whereas a negative number implies a priority is becoming less important.

[Additional regions on previous page](#)

How have the following factors changed over the past three months?																		
Index*	Hunter Valley exc Newcastle		Illawarra		Mid North Coast		Murray		New England and North West		Newcastle and Lake Macquarie		Richmond - Tweed		Riverina		Southern Highlands and Shoalhaven	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Access to finance	-61.5	-36.8	-45.5	-34.1	-8.3	-32.4	-55.6	-25.6	-6.7	-43.8	0.0	-10.5	-35.7	-24.2	0.0	-33.3	-16.7	-17.6
Weather-related events (e.g. drought, floods, bushfires)	-7.7	-12.5	-27.3	-23.5	-23.1	-30.6	0.0	-2.9	-11.8	0.0	-14.3	5.6	-46.7	6.9	0.0	2.7	37.5	-5.9
Business solvency (is my business staying afloat)	-14.3	-33.8	-18.2	-40.8	15.4	-25.0	-18.2	-32.0	18.8	-38.9	0.0	-26.1	-11.1	-35.0	0.0	-34.1	0.0	-54.3
Regulatory environment (cost of red tape)	-31.3	-36.4	-50.0	-40.0	-35.3	-28.9	-18.2	-42.3	-30.4	-41.7	-18.2	-30.8	-41.2	-27.9	-100.0	-31.7	-33.3	-40.5

*Index scores calculated as the percentage of respondents indicating the factor was more favourable minus those indicating the factor was less favourable. A positive number implies an improvement whereas a negative number implies a deterioration.

Business Costs

Additional regions over page

Cost Index*	ALL REGIONS		Sydney		Eastern Sydney		Western Sydney		Capital Region		Central Coast		Central West		Coffs Harbour - Grafton		Far West & Orana	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Wages and Benefits	47.7	50.8	53.6	46.1	46.9	45.0	70.0	51.0	66.7	44.2	62.5	36.7	41.7	66.7	66.7	63.6	66.7	53.8
Other Staffing-related Costs	48.7	52.0	54.3	52.6	50.0	52.2	65.0	54.5	83.3	43.1	75.0	35.7	33.3	58.5	66.7	71.9	66.7	53.8
Energy (Gas / Electricity)	41.9	45.4	38.6	39.3	36.0	38.6	45.0	42.6	42.9	68.4	77.8	29.0	33.3	41.7	40.0	52.8	66.7	50.0
Equipment	40.0	44.5	28.6	42.6	18.0	40.8	55.0	51.1	57.1	49.1	77.8	43.3	25.0	47.5	80.0	50.0	33.3	61.5
Distribution / Transport Costs	57.3	59.0	50.8	61.8	41.3	61.6	76.5	62.8	50.0	61.1	77.8	61.5	58.3	64.3	88.9	60.0	100.0	54.5
Real Estate (Rent / Mortgage)	44.0	43.6	41.5	43.7	41.7	43.5	41.2	44.7	83.3	50.0	66.7	15.4	50.0	36.8	90.0	50.0	33.3	55.6
Government Taxes / Levies / Fees	38.3	37.2	23.2	31.2	20.4	31.8	30.0	28.6	100.0	55.2	66.7	27.6	9.1	45.9	60.0	32.4	33.3	35.7
Cost of Inputs (Goods Sold, Imports)	52.9	59.3	39.4	57.1	36.2	55.7	47.4	63.6	71.4	65.5	88.9	57.7	63.6	68.3	88.9	60.0	66.7	53.8
Finance Costs (Interest / Fees)	23.2	35.3	23.4	36.0	25.0	35.5	18.8	38.3	50.0	46.2	42.9	16.7	8.3	47.2	30.0	28.1	-33.3	41.7
Professional Services (Accountants, Legal)	41.6	45.6	35.7	47.2	34.0	48.6	40.0	40.4	42.9	52.6	66.7	23.3	33.3	45.9	60.0	39.4	66.7	57.1
Marketing / Advertising	41.2	45.9	44.9	50.6	49.0	52.5	35.0	41.7	71.4	54.4	85.7	20.7	33.3	36.1	70.0	45.5	0.0	53.8
Insurance	61.5	59.5	55.6	59.7	44.2	59.4	85.0	61.2	71.4	72.9	88.9	64.5	41.7	73.0	70.0	61.8	0.0	85.7
Repairs and Maintenance	44.0	48.7	37.3	44.7	35.3	44.7	43.8	44.9	57.1	58.6	66.7	39.3	54.5	57.4	70.0	63.6	66.7	71.4
Telecommunications	34.2	42.4	23.9	35.4	23.5	33.9	25.0	42.0	71.4	47.5	66.7	35.5	16.7	45.2	70.0	44.1	0.0	64.3

*Index scores calculated as the percentage of respondents indicating the cost was less affordable minus those indicating the cost was more affordable. A positive number implies increasing cost pressures whereas a negative number implies falling costs.

Business Costs

Additional regions on previous page

Cost Index*	Hunter Valley exc Newcastle		Illawarra		Mid North Coast		Murray		New England and North West		Newcastle and Lake Macquarie		Richmond - Tweed		Riverina		Southern Highlands and Shoalhaven	
	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21	Jun 21	Sep 21
Wages and Benefits	11.8	48.6	63.6	55.3	9.1	50.0	61.5	67.3	50.0	58.3	44.4	36.4	55.6	34.2	100.0	64.9	25.0	55.9
Other Staffing-related Costs	12.5	46.9	70.0	61.7	27.3	55.3	54.5	56.3	31.3	58.6	55.6	25.0	55.6	33.3	100.0	55.6	28.6	60.6
Energy (Gas / Electricity)	41.2	40.0	50.0	55.3	30.8	34.1	53.8	56.6	43.8	57.9	22.2	28.6	52.9	32.6	100.0	53.3	12.5	56.8
Equipment	52.9	44.6	27.3	55.3	28.6	33.3	66.7	42.3	31.3	52.8	11.1	26.2	52.6	40.9	50.0	37.2	44.4	48.5
Distribution / Transport Costs	50.0	51.6	72.7	60.5	38.5	55.6	54.5	68.8	68.8	54.2	12.5	42.5	64.7	57.5	100.0	67.6	50.0	55.9
Real Estate (Rent / Mortgage)	56.3	40.3	40.0	56.5	33.3	38.9	45.5	52.2	20.0	42.9	11.1	23.3	33.3	40.5	50.0	59.5	14.3	45.2
Government Taxes / Levies / Fees	47.1	40.8	81.8	40.8	28.6	32.5	30.8	44.4	37.5	39.0	33.3	15.6	47.4	32.6	50.0	31.8	37.5	40.0
Cost of Inputs (Goods Sold, Imports)	52.9	49.3	58.3	73.8	50.0	51.3	90.9	66.0	66.7	61.6	22.2	47.6	50.0	42.5	50.0	65.9	14.3	74.3
Finance Costs (Interest / Fees)	31.3	35.4	45.5	35.7	8.3	13.5	18.2	33.3	0.0	38.2	-12.5	27.0	23.1	13.9	100.0	30.0	11.1	35.3
Professional Services (Accountants, Legal)	41.2	54.4	58.3	40.8	16.7	35.9	41.7	44.4	52.9	54.7	25.0	34.8	50.0	18.6	50.0	50.0	40.0	47.4
Marketing / Advertising	52.9	38.6	45.5	48.0	15.4	41.0	38.5	38.5	25.0	58.7	0.0	41.3	38.9	40.0	50.0	33.3	25.0	51.4
Insurance	76.5	52.1	66.7	54.9	57.1	53.7	76.9	50.0	52.9	67.1	55.6	38.8	73.7	51.2	50.0	60.9	50.0	70.3
Repairs and Maintenance	52.9	49.3	36.4	52.2	35.7	43.9	69.2	46.3	41.2	50.0	33.3	37.8	44.4	46.3	100.0	50.0	44.4	64.9
Telecommunications	47.1	47.9	40.0	40.0	14.3	39.0	53.8	44.4	47.1	52.6	0.0	30.4	31.6	41.9	50.0	32.6	22.2	48.6

*Index scores calculated as the percentage of respondents indicating the cost was less affordable minus those indicating the cost was more affordable. A positive number implies increasing cost pressures whereas a negative number implies falling costs.

Top Capabilities

Is your business currently experiencing a skills shortage?	Previous June 2021			Current September 2021		
Region	Yes	No	Not sure	Yes	No	Not sure
Sydney	56.3%	33.8%	9.9%	43.3%	50.4%	6.3%
Eastern Sydney	54.9%	37.3%	7.8%	40.9%	52.9%	6.3%
Western Sydney	60.0%	25.0%	15.0%	54.5%	38.6%	6.8%
Central Coast	66.7%	33.3%	0.0%	37.9%	58.6%	3.4%
Capital Region	33.3%	66.7%	0.0%	42.6%	48.1%	9.3%
Central West	54.5%	27.3%	18.2%	28.3%	65.0%	6.7%
Coffs Harbour - Grafton	77.8%	22.2%	0.0%	45.5%	51.5%	3.0%
Far West and Orana	100.0%	0.0%	0.0%	66.7%	33.3%	0.0%
Hunter Valley exc Newcastle	52.9%	41.2%	5.9%	36.9%	61.5%	1.5%
Illawarra	33.3%	66.7%	0.0%	34.8%	56.5%	8.7%
Mid North Coast	38.5%	61.5%	0.0%	37.1%	54.3%	8.6%
Murray	61.5%	30.8%	7.7%	46.8%	51.1%	2.1%
New England and North West	52.9%	47.1%	0.0%	34.3%	57.1%	8.6%
Newcastle and Lake Macquarie	75.0%	12.5%	12.5%	46.8%	46.8%	6.4%
Richmond - Tweed	40.0%	55.0%	5.0%	55.0%	37.5%	7.5%
Riverina	50.0%	50.0%	0.0%	46.3%	46.3%	7.3%
Southern Highlands and Shoalhaven	50.0%	40.0%	10.0%	54.1%	40.5%	5.4%
Total NSW	53.1%	40.0%	6.9%	42.1%	51.5%	6.4%

Demography

Region	Percentage
Capital Region	6.0%
Central Coast	3.7%
Central West	7.1%
Coffs Harbour - Grafton	3.2%
Far West and Orana	2.2%
Hunter Valley exc Newcastle	7.2%
Illawarra	4.9%
Mid North Coast	4.1%
Murray	5.2%
New England and North West	7.9%
Newcastle and Lake Macquarie	5.1%
Richmond - Tweed	5.6%
Riverina	5.1%
Southern Highlands and Shoalhaven	3.7%
Sydney	28.9%
Eastern Sydney	23.4%
Western Sydney	5.6%

Industry	Percentage
Primary	2.9%
Population Serving	62.1%
Knowledge Intensive	16.8%
Industrial	9.4%
Health and Education	8.7%

Number of Employees	Percentage
More than 200	2.1%
21 to 200	13.0%
5 to 20	32.0%
1 to 4	32.3%
Non-employing / Sole operator	20.5%

Survey Notes

- Index figures given in this document are a calculation of the percentage of respondents who answered higher or increased conditions, minus the percentage of respondents who answered lower or decreased conditions. Index scores are either positive or negative.
- Industries, regions and other categories with small sample sizes should be treated with caution.
- Primary industries include: agriculture, forestry & fishing and mining.
- Population Serving industries include: construction; retail trade; accommodation & food services; arts & recreation services; other services and ownership of dwellings.
- Knowledge Intensive industries include: information media & telecommunications; financial & insurance services; rental, hiring & real estate services; professional, scientific & technical services; administrative & support services and public administration & safety.
- Industrial industries include: manufacturing; electricity, gas, water & waste; wholesale trade and transport, postal & warehousing.
- Health and Education industries include: education & training and healthcare & social assistance.
- Business Services industries include: information media and telecommunications; rental hiring and real estate services; professional, scientific and technical services; and administration and support services.
- Other Industries include: agriculture, forestry and fishing; arts and recreation services; education and training; electricity, gas, water and waste services; healthcare and social assistance; mining; other services; public administration and safety; transport, postal and warehousing; and unspecified industries.
- Figures presented may not align with the total percentage as respondents were able to select multiple options for certain questions.
- Eastern Sydney includes Eastern City, North and South districts; Western Sydney refers to Western and Central cities as designated by the Greater Sydney Commission.

Business NSW

Level 15, 140 Arthur Street North Sydney
NSW 2060

General Enquiries

P: 13 26 96

Survey Results

E: thian.thiumsak@businessnsw.com

BUSINESS
NSW