



This survey is an initiative of the Northern Territory Government and the Katherine Economic Development Committee (EDC). The purpose of the survey is to get a better understanding of the business confidence and linkages within the Katherine business community.

The results of the survey will only be reported at the aggregate level. To ensure confidentiality no reference will be made to individual participants. The Northern Territory Government and the Katherine EDC appreciate your time and effort in contributing to this survey.

**A. Descriptive**

**1 Have you already participated in this survey?**

- Yes
- No

**2 Which industry best describes your business?**

**Please tick one only**

- Agriculture, Forestry & Fishing
- Mining
- Manufacturing
- Electricity, Gas, Water and Waste Services
- Construction
- Wholesale Trade
- Retail Trade
- Accommodation and Food Services
- Transport, Postal and Warehousing
- Information Media and Telecommunications
- Financial & Insurance Services
- Rental, Hiring and Real Estate Services
- Professional, Scientific and Technical Services
- Administrative and Support Services
- Public Administration and Safety
- Education and Training
- Health Care and Social Assistance
- Arts and Recreational Services
- Other Services
- Other (please specify)

**3 In your business what do you identify primarily as?**

- Owner
- Manager
- Other (please specify)

**4 Is your business?**

- Locally owned
- A franchise
- Part of a national organisation
- Other (please specify)

**5 Do you consider your business to be more than 50% Indigenous owned and/or controlled?**

- Yes
- No

**6 How long has your business been operating?**

- Less than 1 year
- 1-5 years
- 5-10 years
- More than 10 years

**7 How many staff, including yourself, does your business currently employ in the NT?**

- 1
- 2 to 4
- 5 to 19
- 20 to 99
- 100 to 200
- 200+

**8 What is the current annual turnover of your business?**

- \$1K-\$250K
- \$251K-\$500K
- \$501K-\$1m
- \$1m-\$2m
- \$2m-\$20m
- \$20m+

**B. Sector Specification**

**9 Does your business service the following sectors? And what percentage of your trade is represented by these sectors. Please ensure your estimate adds up to 100%.**

Defence	<input style="width: 50px; height: 20px;" type="text"/>
Mining	<input style="width: 50px; height: 20px;" type="text"/>
Pastoral	<input style="width: 50px; height: 20px;" type="text"/>
Tourism	<input style="width: 50px; height: 20px;" type="text"/>
Govt	<input style="width: 50px; height: 20px;" type="text"/>
Other (please specify)	<input style="width: 180px; height: 25px;" type="text"/>

**10 Who do you market your business to?**

- Industry Associations
- Travellers
- Other (please specify)

**11 Has the Federal Government Intervention affected your business?**

- Positive impact
- No impact
- Negative impact

**C. Business Performance, Confidence & Opportunities**

**12 How has your business PERFORMED over the PREVIOUS 12 months?**

	<i>Increased</i>	<i>No change</i>	<i>Decreased</i>
Value of sales	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Value of wages	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prices charged	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capital expenditure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Profitability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Size of workforce	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Any comments?

**13 How CONFIDENT do you feel about your overall BUSINESS PROSPECTS over the NEXT 12 months?**

- Extremely confident
- Fairly confident
- Neutral
- Fairly worried
- Extremely worried

Any comments?

**14 What are your business PERFORMANCE EXPECTATIONS over the NEXT 12 months?**

	<i>Expect increase</i>	<i>No change</i>	<i>Expect decrease</i>
Value of sales	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Value of wages	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Prices charged	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capital expenditure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Profitability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Size of workforce	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Any comments?

**15 Is your business affected by seasonality? If yes, go to Q16. If no skip to Q17.**

- Yes
- No

**16 If yes to the last question, what are your strongest and weakest trading periods?**

	<i>Weak</i>	<i>Average</i>	<i>Strong</i>
January-March	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
April-June	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
July-September	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
October-December	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Any comments?

17 What, if anything, do you think needs to happen to IMPROVE your business prospects over the NEXT 12 months?

18 From an Katherine regional perspective, what do you think will be the economic opportunities for growth over the NEXT 12 months? Please rate the opportunities listed below on a scale of none, small, medium or large.

	None	Small	Medium	Large
Arts and cultural precinct	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Strategic Indigenous housing and infrastructure programs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Community housing upgrades	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tourism opportunities	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Mining developments	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pastoral	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Horticulture	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Defence support	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Residential/ non-residential construction	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please list other opportunities (with rating)

**D. Business Linkages**

19 What proportion of your BUSINESS INPUTS do you source from the following locations? Please ensure your estimate adds up to 100%.

Katherine	<input type="text"/>
Other NT	<input type="text"/>
Interstate	<input type="text"/>
Overseas	<input type="text"/>

20 What INDUSTRIES are the major suppliers of your business inputs? (maximum of 5)

- Agriculture, Forestry & Fishing
- Mining
- Manufacturing
- Electricity, Gas, Water and Waste Services
- Construction
- Wholesale Trade
- Retail Trade
- Accommodation and Food Services
- Transport, Postal and Warehousing
- Information Media and Telecommunications
- Financial & Insurance Services
- Rental, Hiring and Real Estate Services
- Professional, Scientific and Technical Services
- Administrative and Support Services
- Public Administration and Safety
- Education and Training
- Health Care and Social Assistance
- Arts and Recreational Services
- Other Services
- Other (please specify)

21 What proportion of your BUSINESS SALES is to customers in the following locations? Please ensure your estimate adds up to 100%.

Katherine	<input type="text"/>
Other NT	<input type="text"/>
Interstate	<input type="text"/>
Overseas	<input type="text"/>

**22 What proportion of your SALES is directly to the public and what proportion to business (or government/NGOs)? Please ensure your estimate adds up to 100%.**

Public - Non Indigenous	
Public - Indigenous	
Public - Defence families and personnel	
Business - Non Indigenous	
Business - Indigenous	
Govt - Excluding Defence Tindal	
Govt - Defence Tindal	
Non Government Organisations	

**23 Identify the major industries of your BUSINESS customers mentioned above (maximum of 5 industries)**

- Agriculture, Forestry & Fishing
- Mining
- Manufacturing
- Electricity, Gas, Water and Waste Services
- Construction
- Wholesale Trade
- Retail Trade
- Accommodation and Food Services
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- Public Administration and Safety
- Education and Training
- Health Care and Social Assistance
- Arts and Recreational Services
- Other Services
- Other (please specify)

**E. Business Assistance**

**24 NT Government provides a range of business assistance services**

*Are you planning to use any of these services over the next 12 months?*

	<i>Have you used any of these services in last 12 months?</i>	<i>Was the service used satisfactory?</i>	
October Business Month	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business consultations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Territory Business Centre services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Growth program	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Upskills program	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Research & Innovation grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Are there any other services you would like to see offered by DBERD?

**25 Respondent Identifier**

Survey number

Interviewer name

Interviewer contact number

Thank you very much for your time