



20 March 2016

To whom it may concern

**RE: Liquor Law Review**

Thanks for the opportunity to be part of this important review.

I believe the changes implemented in 2014 are grossly inequitable when applied to a Country Hotel such as we operate. The issues at hand are the impost of the Periodic Licensing System and Takeaway Sale Restrictions.

The licensing system is a relatively large expense on our net profit of the hotel in comparison to city hotels. The Patron Capacity Loading also needs to be addressed, our business falls into the 300+ capacity or the top tier, and in effect we are paying the same as venues that have a capacity of huge city hotels such as Coogee Bay. We may have a big building but we do not have a big business like our city counterparts.

Our town of Gunnedah has a population of approx. 10,000, we have access to a much smaller population/patronage, six hotels two licensed clubs and three bottle shops have to eak out a living from this populous. The financial impact of this loading is very significant to a country hotel such as ours and inequitable when compared to a metropolitan hotel that may have a valuation twenty times ours. Economic growth in metropolitan NSW was 7% compared to -3% in regional NSW, figure like these highlight the difference between "City and Country".

The lack of consideration given to the financial repercussions in terms of a licence variations on offer from OLGR, are of concern. We can reduce our fees by sacrificing our licence, was there any consideration in respect of a Mortgagee/Investor of a Hotel. Such stakeholders would all expect a negative impact on the value for their business had they varied their current licence. A lower LVR to a mortgagee could trigger a breach in the terms of their loan facility. Any other licence variations I have seen from Public Authorities generally came with a compensation package, such as Water Buy-Back from Farmers.

Our Takeaway Sales have basically been wiped out since the amendments of 2014. The only time we sold much package was after when Woolworths closed, now we close at a similar time.

Quite amazing how two conglomerates that have approximately 80% of the state's liquor trade have been relatively unaffected by these amendments, small business has borne the brunt.

Thanks for listening.

Regards

Chris Gibbs

Licensee