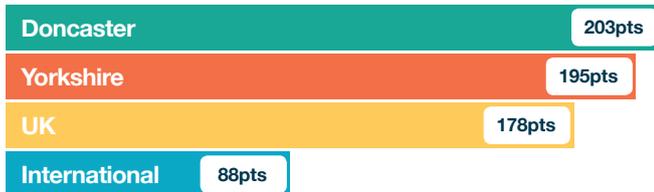


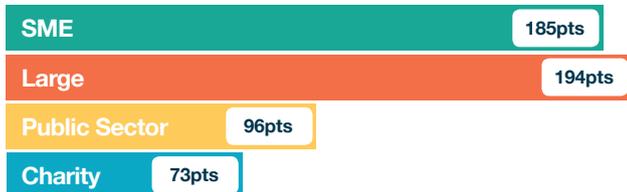
Quick Glance: Q1 2019

Hot topic - Supply Chain

Rank in order where your business is most likely to **buy** from:



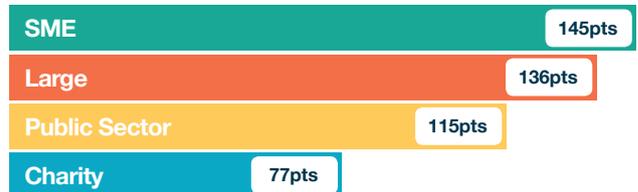
Rank in order what type of organisation your business is most likely to **buy** from:



Rank in order where your business is most likely to **sell** to:



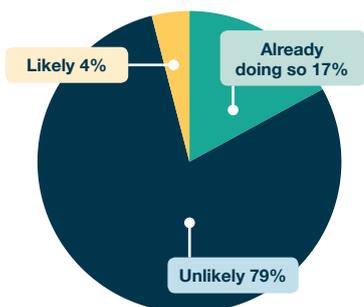
Rank in order what type of organisation your business is most likely to **sell** to:



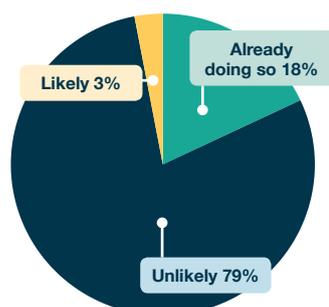
NB. Rankings were given to the different responses to calculate the overall score. 4 pts = Most likely and 1 pt = least likely.

Hot Topic - International Trade

If you don't already, how likely are you to start **exporting** over the next 12 months?

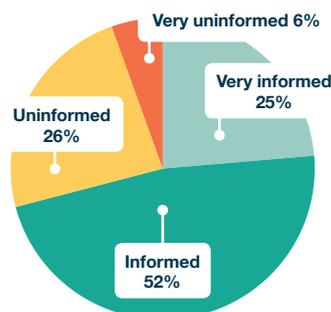


If you don't already, how likely are you to start **importing** over the next 12 months?

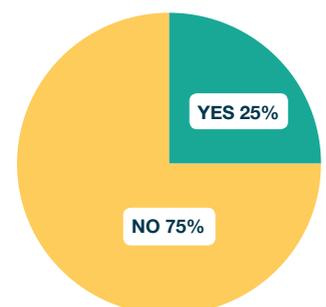


Hot Topic - Apprenticeships

How informed is your business about apprenticeships?



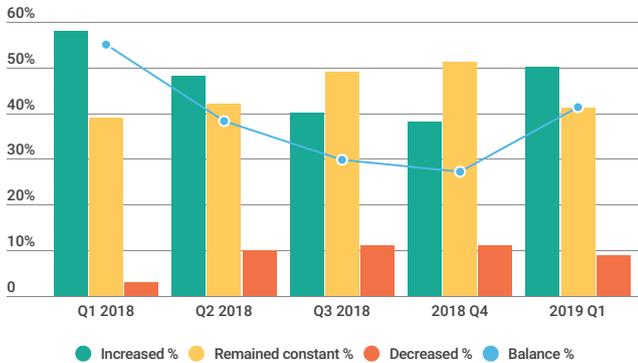
Would your business welcome more info and support on apprenticeships?



Domestic sales



Over the past 3 months UK sales/custom/bookings have: Increased / Remained constant / Decreased



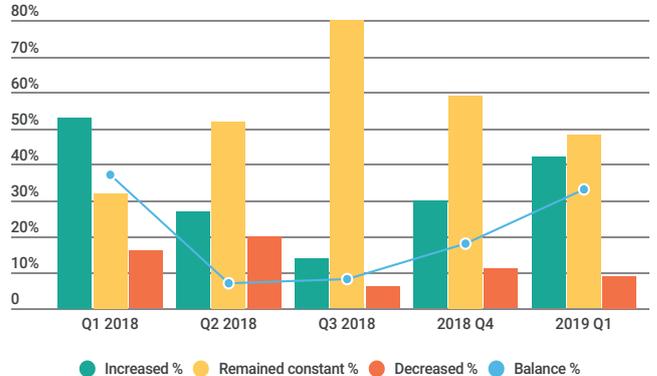
This quarter: On balance, UK sales are at higher levels compared to last quarter.

Year on year: The balance of UK sales is at a lower level than the same period last year. The positive balance means more firms have reported increased rather than reduced sales.

Overseas sales



Over the past 3 months overseas sales/custom/bookings have: Increased / Remained constant / Decreased



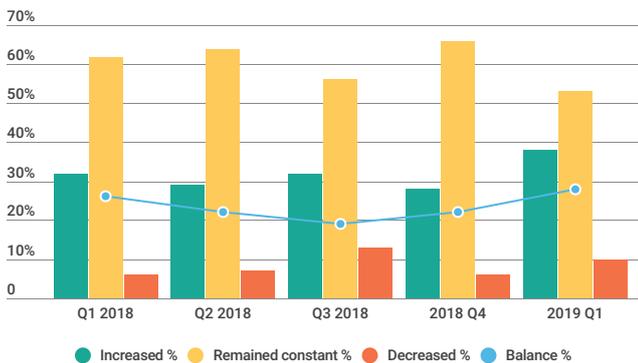
This quarter: On balance, export sales have increased.

Year on year: Although on balance export sales are at lower levels compared to last year, they are still positive and there has been a continuous increase for the last 3 quarters.

Employment growth



Over the last 3 months has your workforce: Increased / Remained constant / Decreased

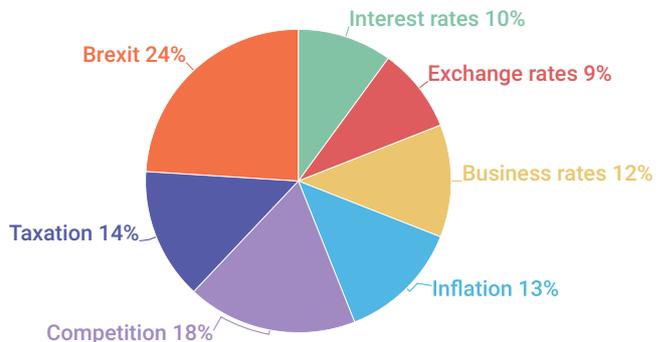


This quarter: On balance, there has been an increase in workforce over the last quarter.

Year on year: Employment is at a slightly higher level compared to the same period last year.

Business challenges

Indicate which of these following factors are more of a concern to your business than 3 months ago: Interest rates / Brexit / Business rates / Competition / Exchange rates / Inflation / Taxation / Other

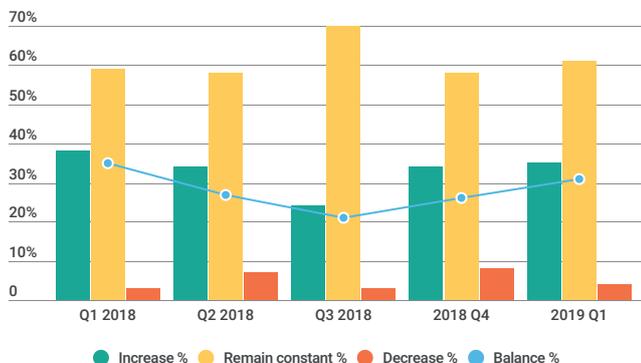


Results show: Firms reported that Brexit is the area of most concern followed by competition and taxation.

Employment expectations



Over the next 3 months, do you expect your workforce to: Increase / Remain constant / Decrease



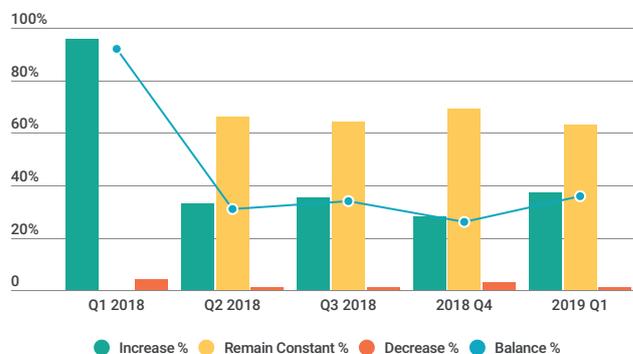
This quarter: On balance, businesses expect employment to increase over the next 3 months.

Year on year: Employment expectations are at very similar levels to the same period last year.

Price



Over the next 3 months, do you expect the price of your goods/services to: Increase / Remain constant / Decrease

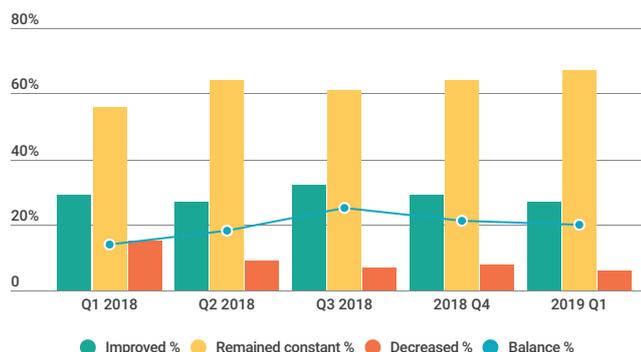


Results Show: This quarter, on balance, expectations for future price increases have increased since the last quarter.

Investment



Over the past 3 months, investment plans for training have: Increased / Remained constant / Decreased



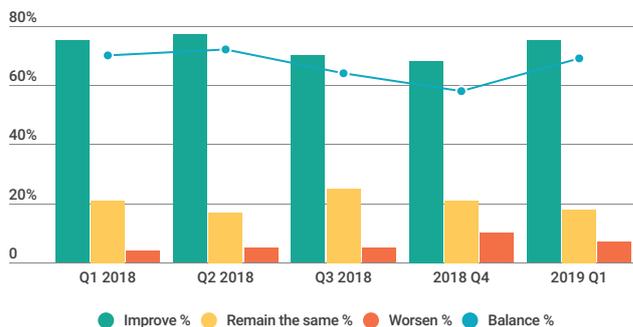
This quarter: On balance, investment in training has decreased slightly over the last quarter.

Year on year: Over the last year, investment in training has increased.

Turnover



Over the next 12 months, do you believe turnover will: Improve / Remain the same / Worsen



This quarter: A higher percentage of firms expect improved turnover over the next 12 months.

Year on year: On balance, expectations of increased turnover are at similar levels to the same period last year.

Doncaster Business Insight Roundtables

Key stakeholders attended monthly Roundtables to discuss a topical business matter, share their business sentiment, and form working relationships to address any needs. Here's what they said:

Fixing the fundamentals

"We need to look at what we can do to incentivise schools to do more on preparing young people for work."

"Businesses and schools find it hard to keep up with the pace of change – what is our role in calling for stability in the system so that initiatives have time to bed in and see an impact before the next change comes along?"

"We need a migration system that works for business - that balances the desire to invest in 'home grown' skills with the need to bring in expertise from elsewhere in the world."

"Regulation can make doing business unnecessarily hard at times – how can we move to a position of trust where the system is designed to facilitate and simplify business processes, rather than designed to filter out wrong doing?"

Sheffield City Region Transport

"More needs to be done to enable workforces to get across town; the absence of suitable public transport is unattractive to the labour market."

"An East Coast Mainline link to Doncaster Sheffield Airport would be the catalyst for bringing GVA into the region. The next stages are to outline a business case and secure funding (estimated £300M) from the public and private sectors."

"Road strategy must keep up with the rail strategy. The A1(M) is the biggest problem regarding general capacity and junction improvements. There also needs to be Trans-Pennine road and rail improvements to unlock doing more business in the East and West."

Register for forthcoming Roundtables at
doncaster-chamber.co.uk

Creating more local supply chains

"Large businesses could share more on best practice/supplies they are looking for, as well as soften their procurement requirements to make it easier for SMEs to tender. The requirement of ISOs will immediately rule out a number of potential suppliers."

"Large businesses could organise Open Door Days for SMEs to meet their teams and better understand the challenges they are trying to solve and opportunities to work together."

"Large businesses could introduce their supply chains to local SMEs for more business opportunities."

About Doncaster Business Insight

Doncaster Business Insight captures a regular snapshot of business sentiment on the local economy and hot business matters through a quarterly survey, monthly roundtable and quarterly breakfast briefing.

The results and feedback given by Doncaster firms help inform Doncaster Chamber, Doncaster Council, local, regional and national policy makers and influencers to ensure the local business voice is heard, address any business matters and develop the right policies/structures that support business and the economy.

The results are also fed into the British Chamber of Commerce Quarterly Economic Survey Results which acts as a significant economic indicator for national and international organisations including the Bank of England.

We ask. You say. We do

For the full report visit doncaster-chamber/dbi-results

Dates for your diary 2019

Surveys

Take the survey every quarter:

Q2 – 20 May to 10 June

Q3 – 26 Aug to 16 Sept

Q4 – 4 Nov to 25 Nov

Roundtables

Join us to discuss the hottest business issues.

9 April

What are the barriers to international trade?

21 May

What are the successes and challenges of providing apprenticeships?