



# Shropshire – Quarterly Economic Update

Each quarter Shropshire Chamber takes part in the British Chambers of Commerce national economic survey. Below you will see the results for Shropshire, trending from as far back as 2009.

If you and your company would like to take part in these surveys please contact [policy@shropshire-chamber.co.uk](mailto:policy@shropshire-chamber.co.uk) giving your name, company name and the e mail to which reminders should be sent. Please note this is only open to businesses in Shropshire and Telford & Wrekin. Those in neighbouring counties should approach the [British Chambers of Commerce](#) to locate their nearest BCC accredited chamber. This survey is open to businesses from all sectors including public sector and third sector. The survey is open to any size of business from micro to massive.

The data is used both locally and nationally to lobby those in power on the main topics of concern. The national survey is highly respected and is used by Central Government to understand the economic situation and pressures facing businesses in the UK.

## EXECUTIVE OVERVIEW

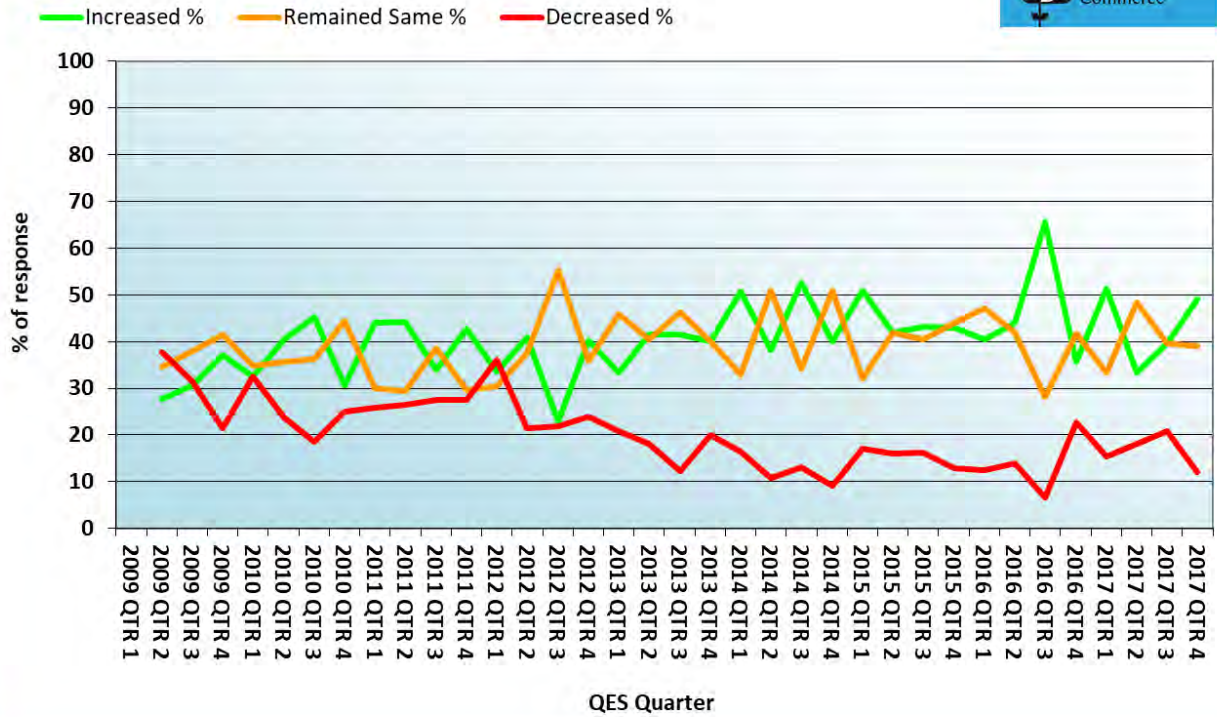
**Executive Overview**      **Qtr. 4 – 2017 (Survey undertaken over three weeks in November 2017)**  
**for Qtr.**

**Headline**      **POSITIVE SALES DESPITE THE BREXIT FOG**

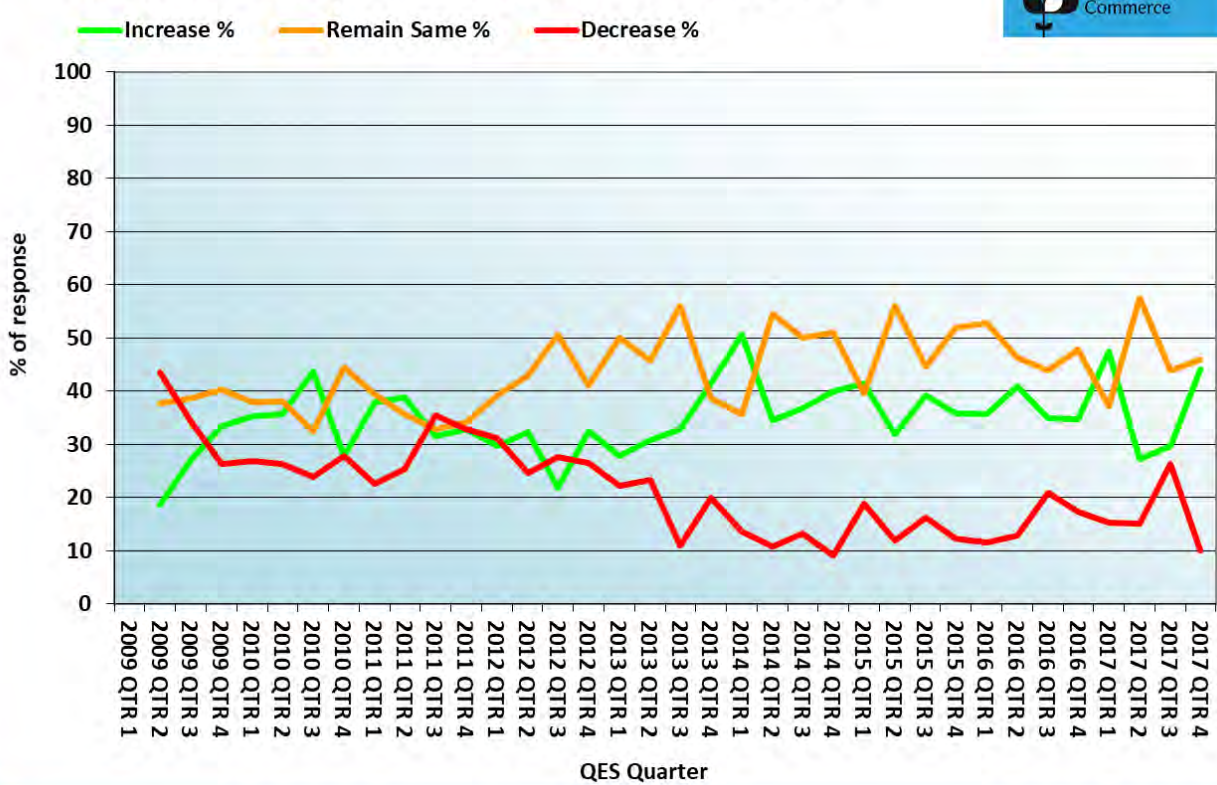
November's sales figures, for both domestic and export, showed a brighter picture in this, the 4<sup>th</sup> quarter, than the previous two quarters. Good news indeed and is reflected in the rise in profitability confidence. The Brexit shadow and uncertainty as time runs out is ever present. However, this quarter the numbers willing to invest in plant or staff has risen, perhaps driven by need rather than a will to 'do' before Brexit; though numbers are still low. Increased recruitment is expected to drop slightly in the next three months, but had been stronger over the first three quarters of 2017. Still with 68% of those recruiting finding it difficult to find the right staff.

# UK SALES

## UK Sales - for the past three month

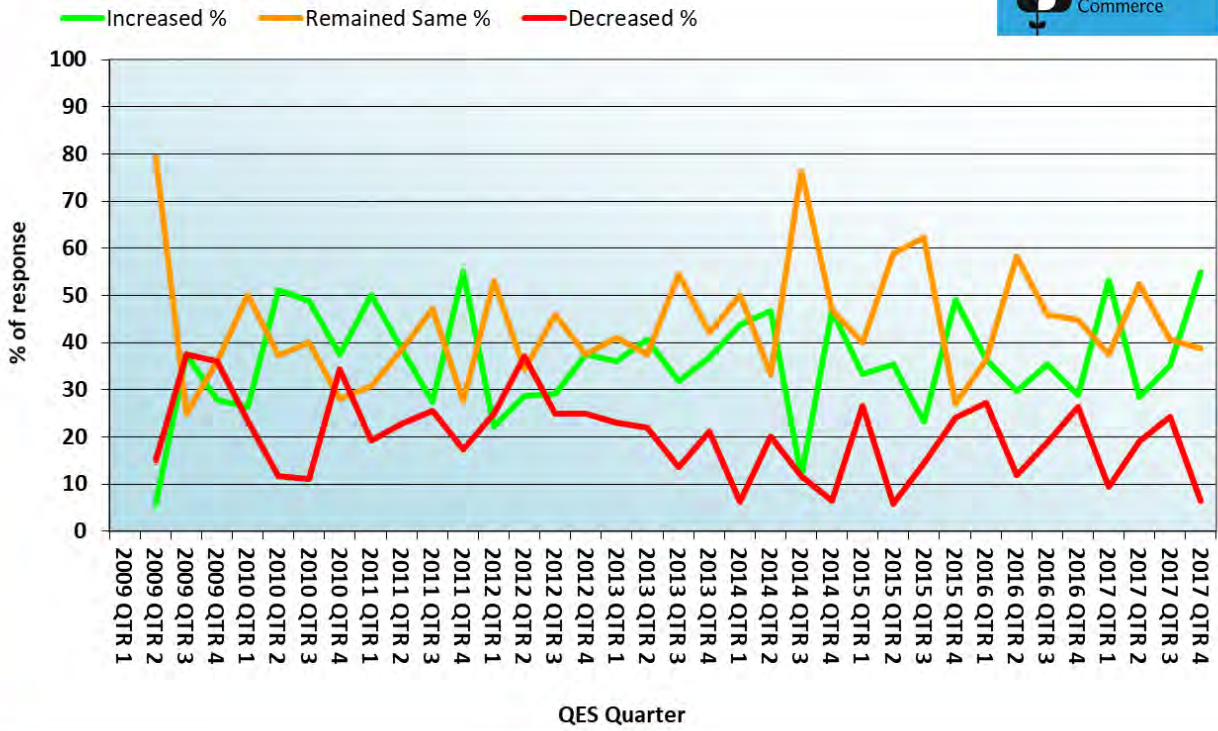


## UK Orders - anticipated for the next three months

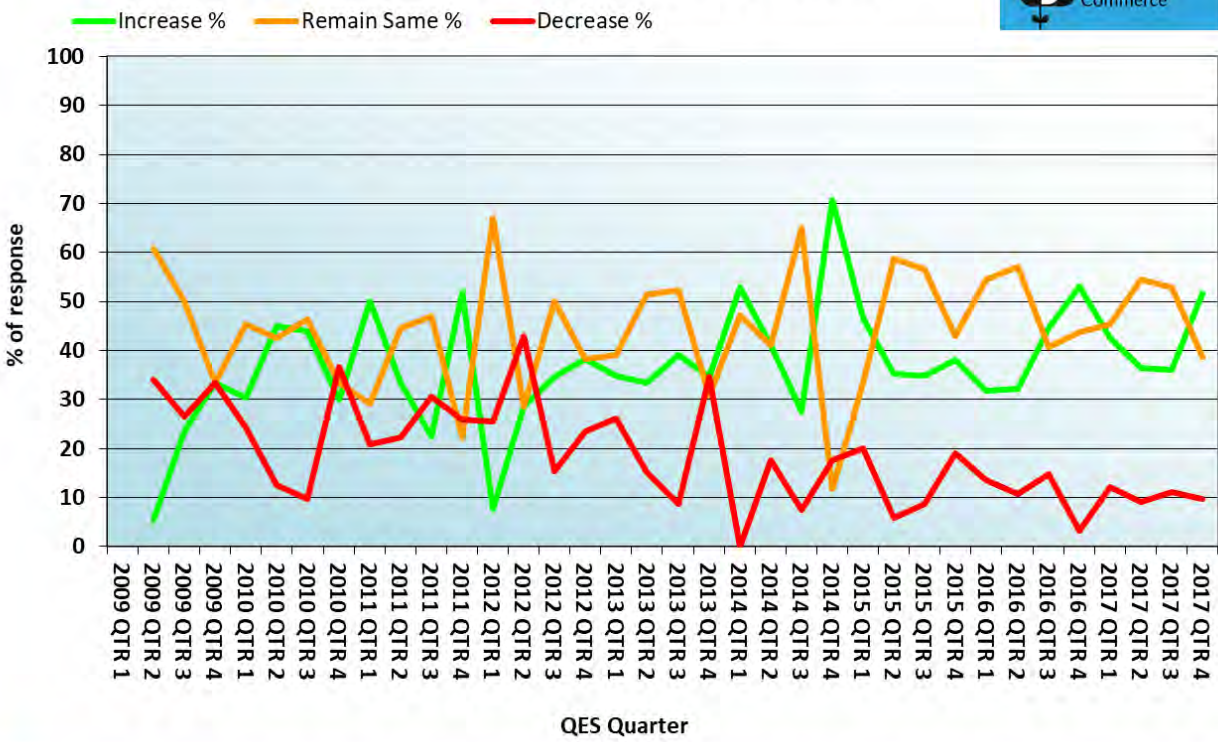


# EXPORTS

## Export Sales - for the past three months

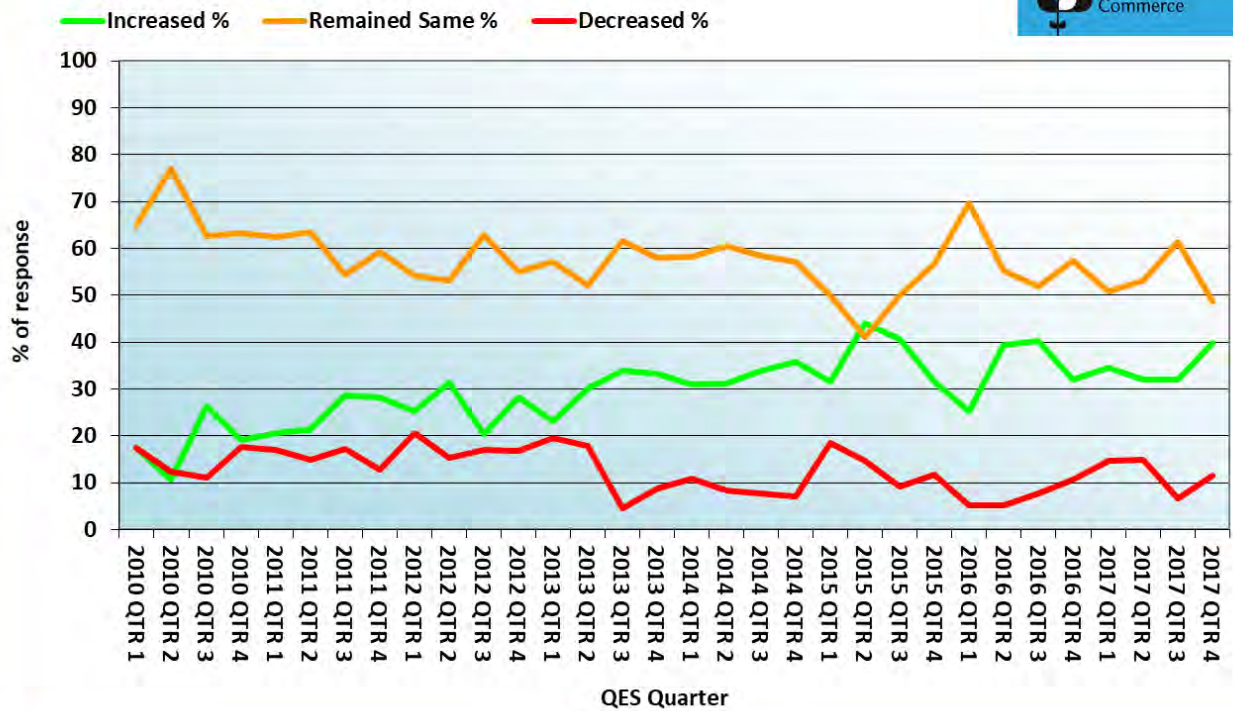


## Export Orders - anticipated for the next three months

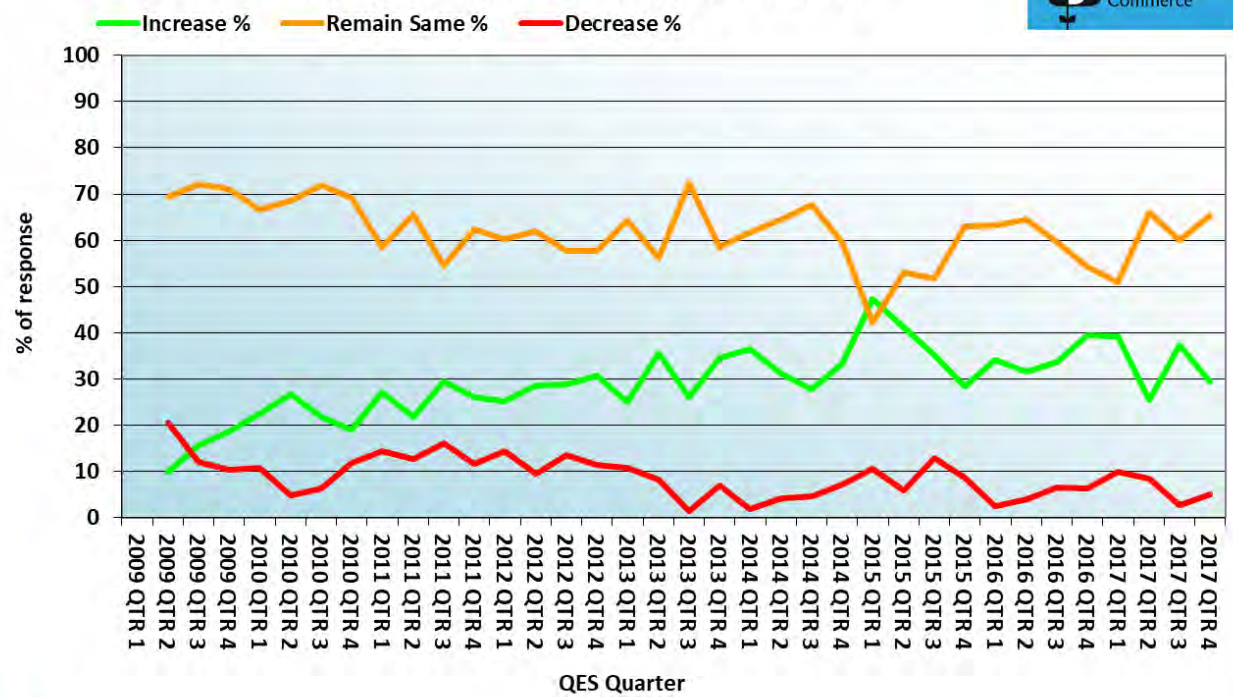


# STAFF

## Workforce - past 3 months

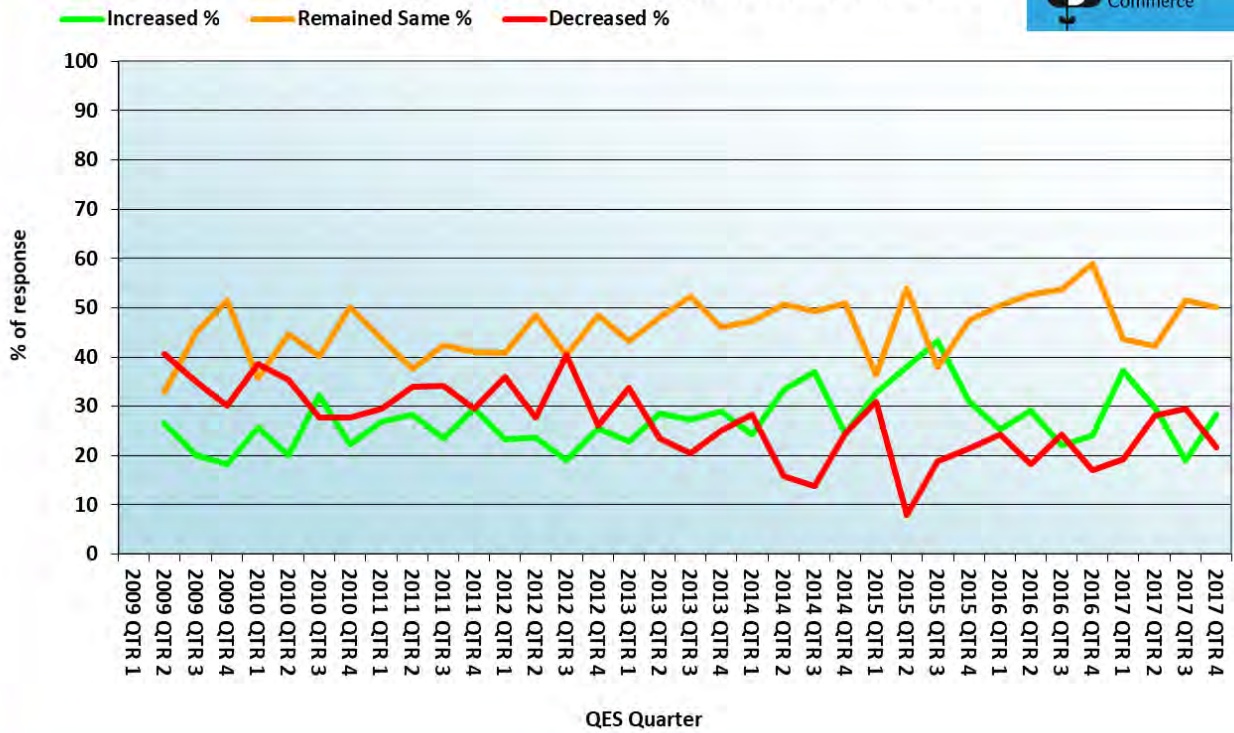


## Workforce - anticipated in the next three months

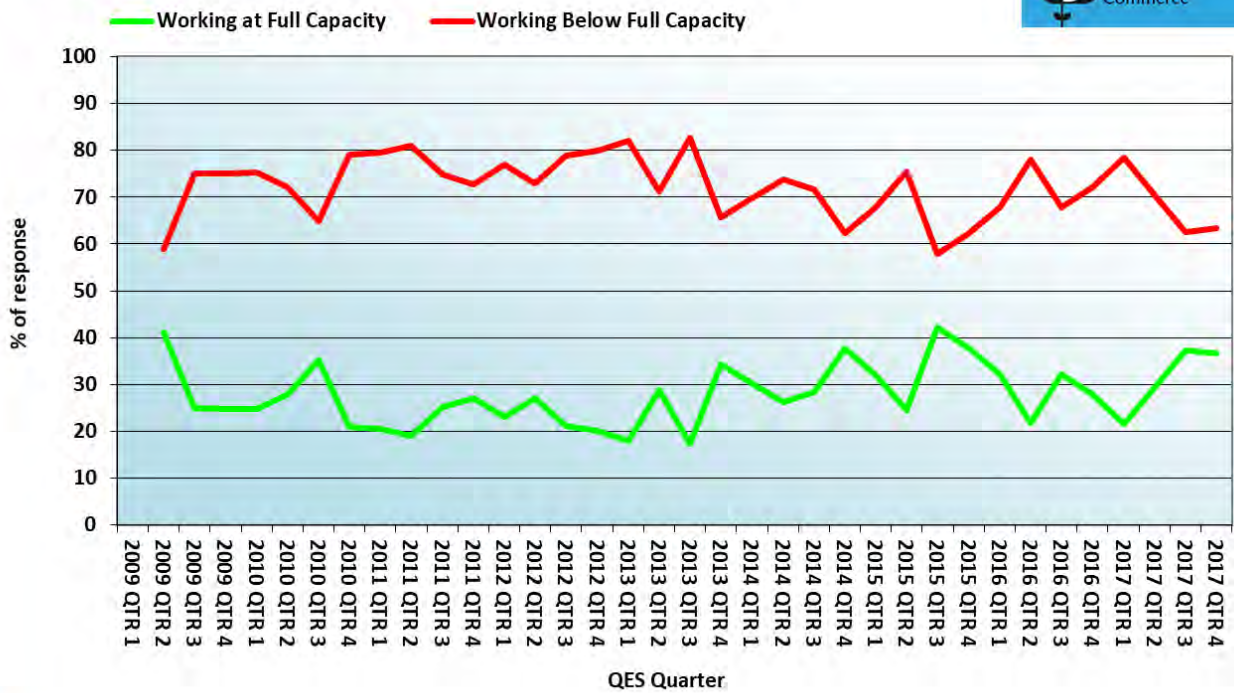


# CASH & CAPACITY

## Cash Flow - how has it performed in the past three months

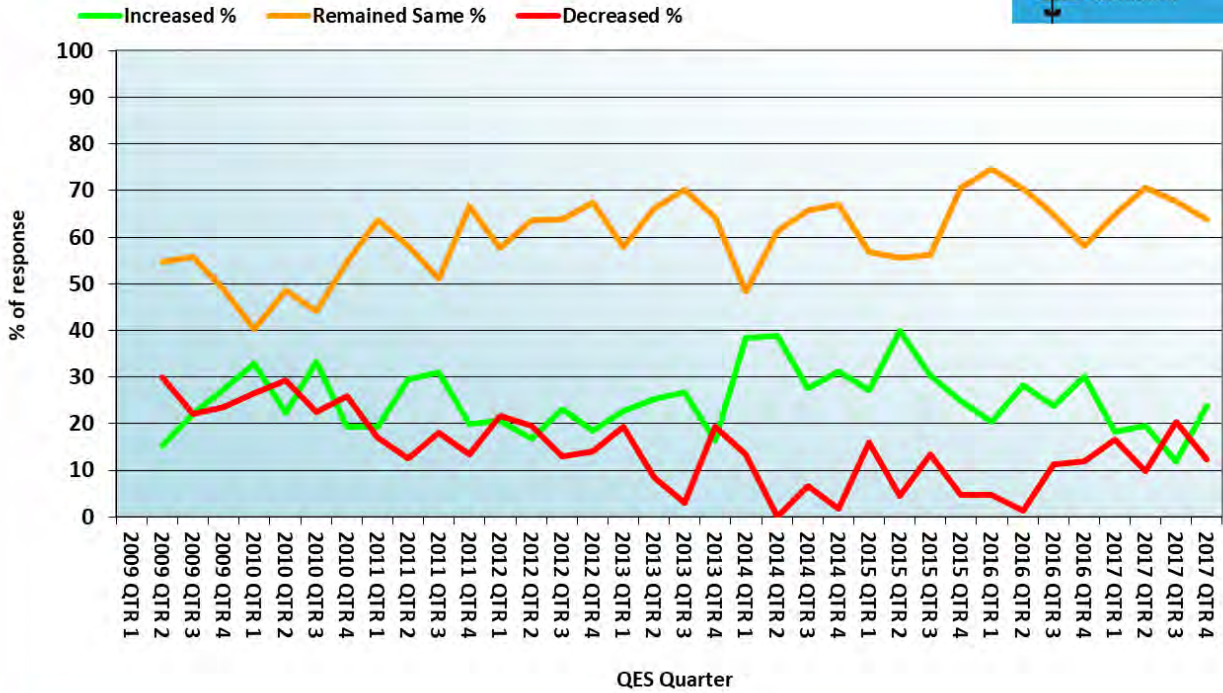


## Capacity - working at full or below capacity

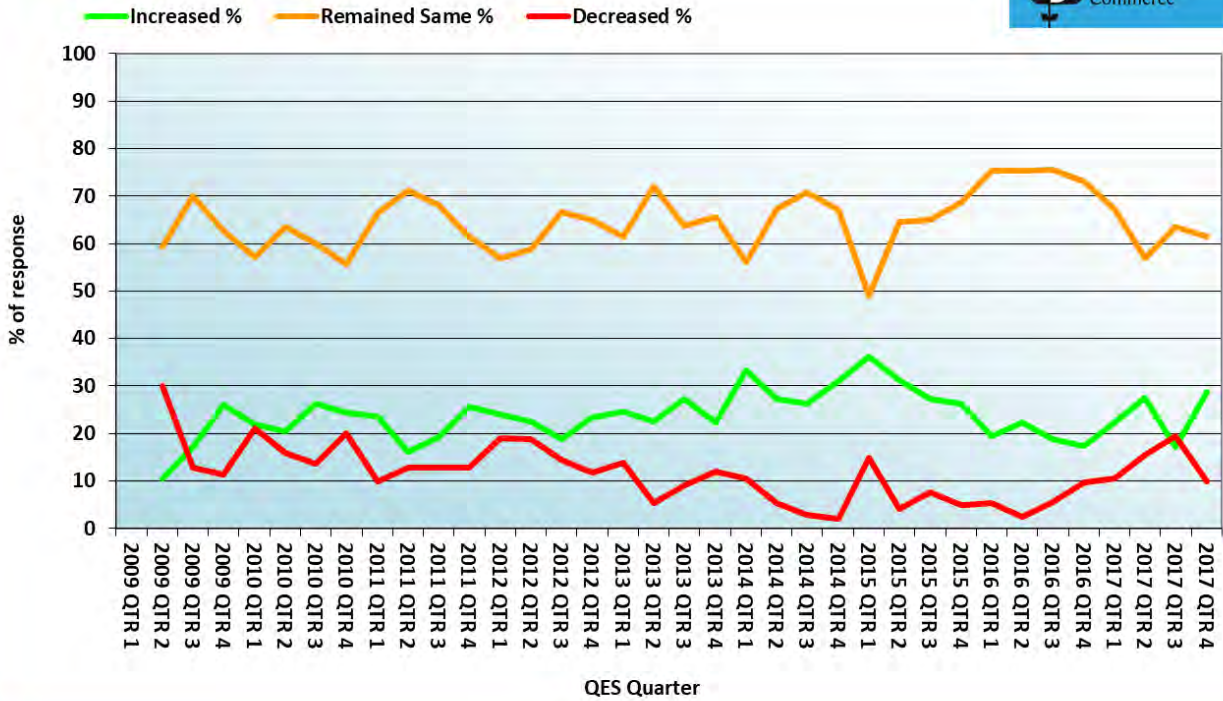


# INVESTMENT

## Investment Plans - Plant & Machinery

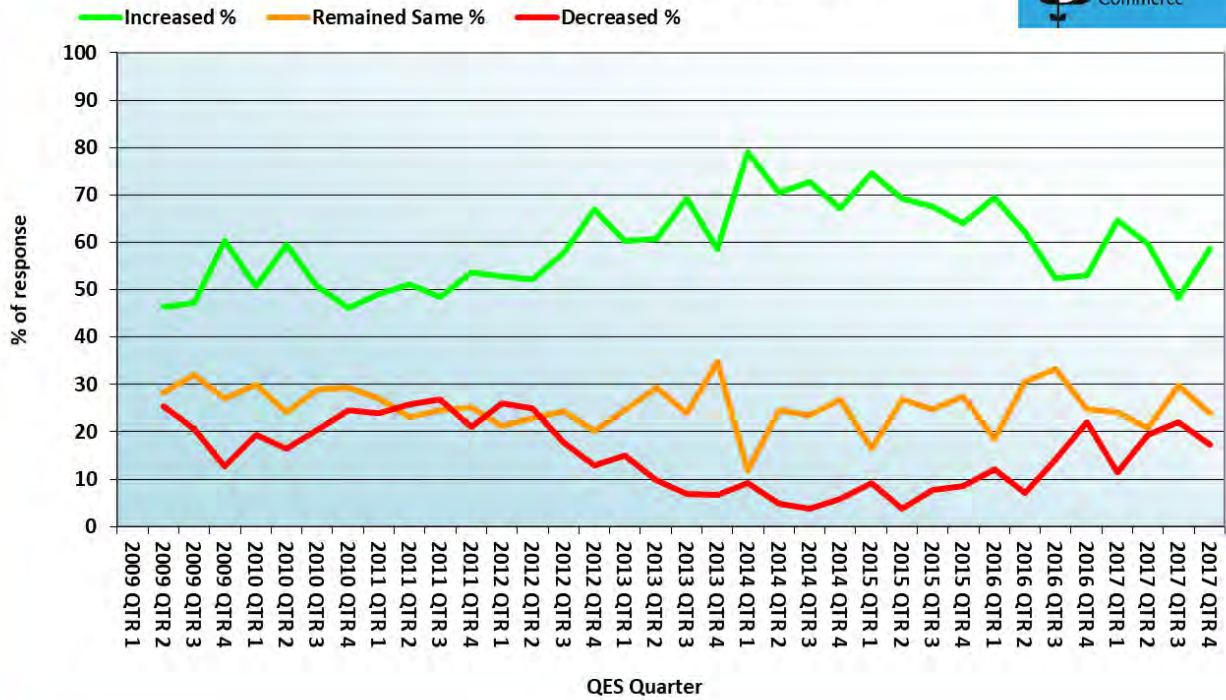


## Investment Plans - Training

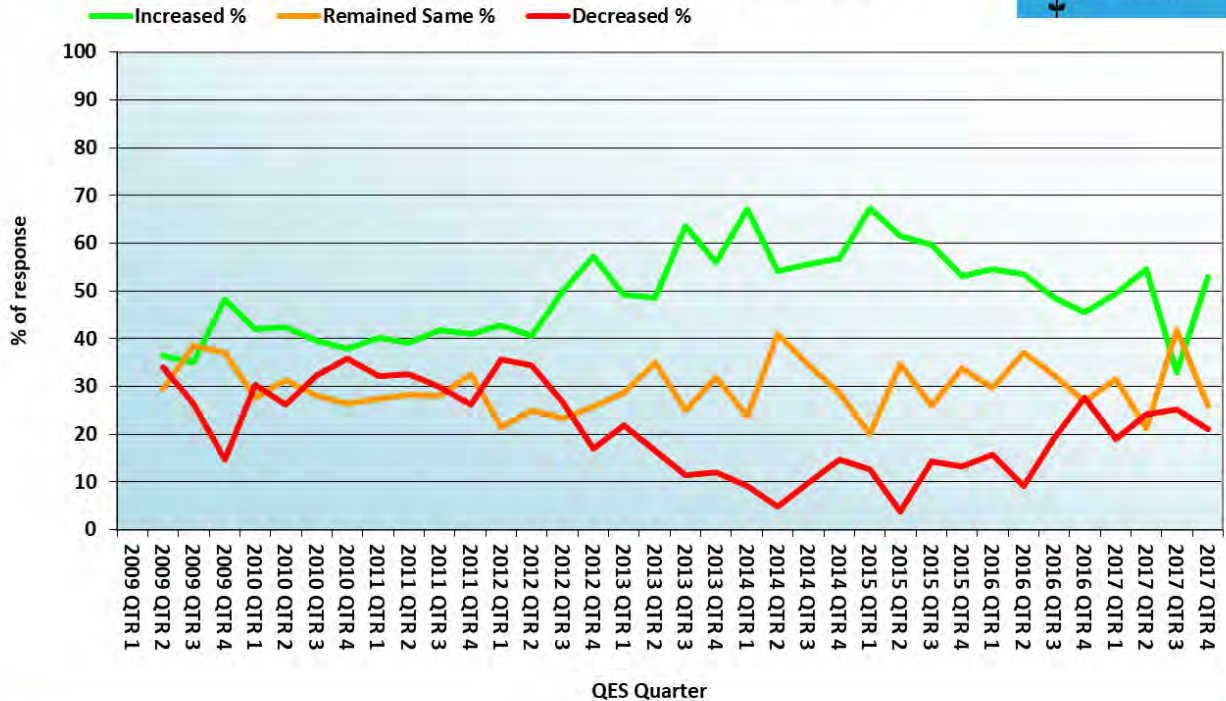


# CONFIDENCE

## Turnover Confidence - view of the next 12 months



## Profitability Confidence - view of the next 12 months



# FEAR FACTORS

## External Factors - Fear Factors

This chart depicts the most feared external factors that are felt may affect the respondents business. (Factors in brackets are no longer asked.)



— Interest Rates — Exchange Rates — Business Rates — Inflation — Competition — Corporate Tax/Taxation — (Better Industrial Relations) — (Improved Cash Availability)

