



# 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

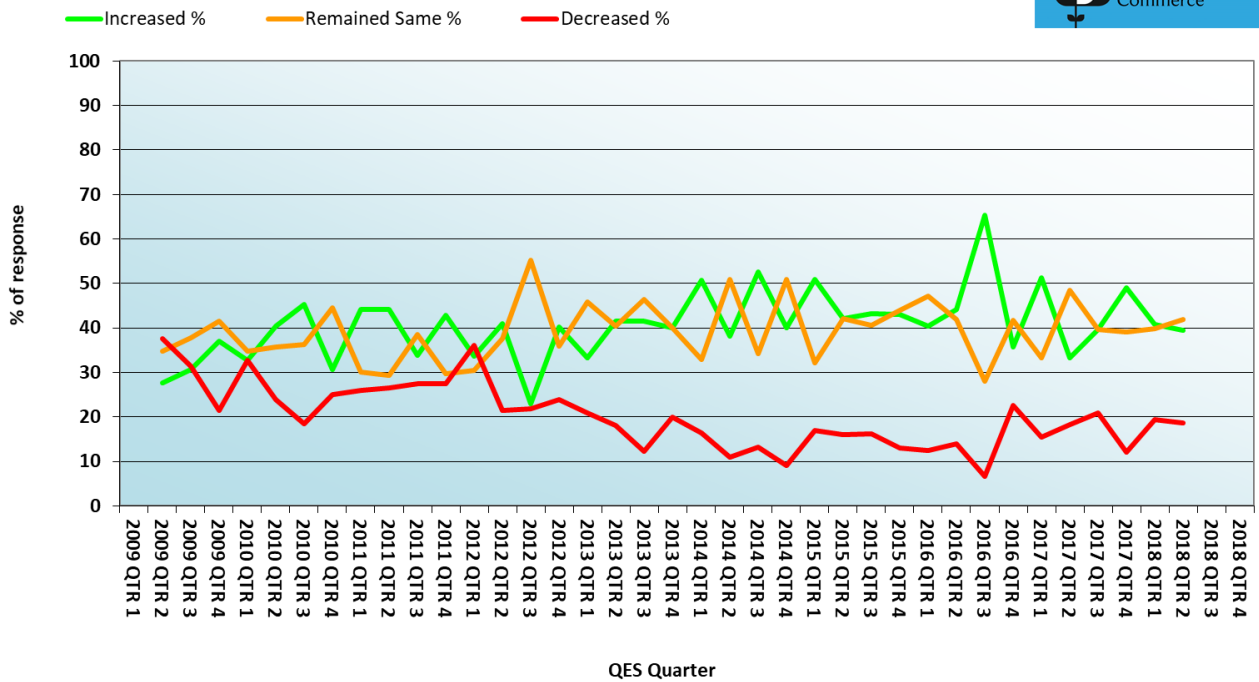
**Executive Overview**      **Qtr. 2 – 2018 (Survey undertaken over three weeks in May/June 2018)**  
**for Qtr.**

**Slowing Down**      **BREXIT is the elephant in the room as we see the economy slow.**

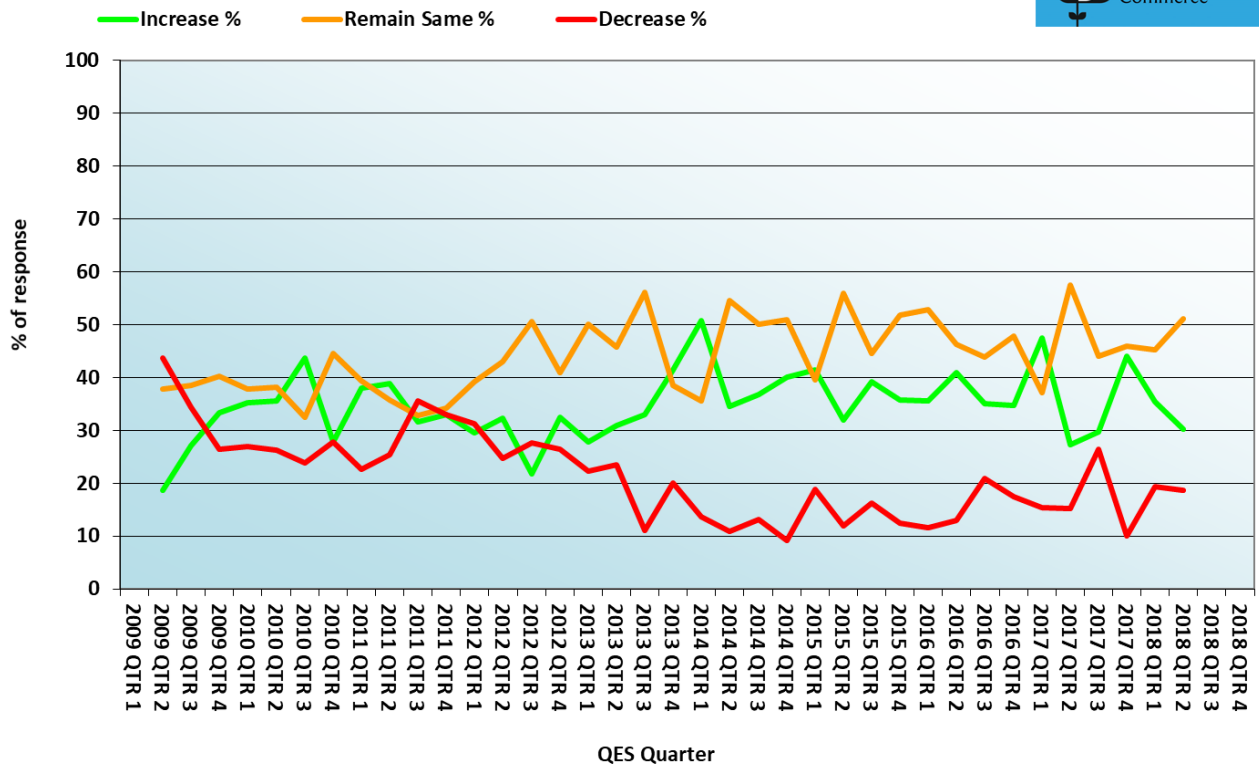
The local report is no different to the national headlines; the economy is slowing; interest rates are unlikely to rise and all that has a knock-on effect on Sterling and the cash in the consumers pockets. The added distraction of GDPR and businesses possibly reducing their marketing base will add to the issues, but too soon to understand the outcomes from that. Though domestic sales maintained a positive or static outcome, the projections forward are much more about static sales. Exporters saw a 26% increase in those reporting reduced sales rising to 38% of responses, looking forward shows an improvement with only 30% of exporters expect declining sales. Work force statistics remain broadly static. Skill shortages remain an issue, especially for skilled, professional and managerial posts, despite there being little pressure on wages. Investment plans also remain pretty static. Confidence has dropped back a little. Competition remains the biggest fear. Payments due lag has increase slightly. On a positive note better weather since early May could help to boost sales on the high street, in travel and for hospitality, which would be reflected in the next quarter.

# UK SALES

UK Sales - for the past three month

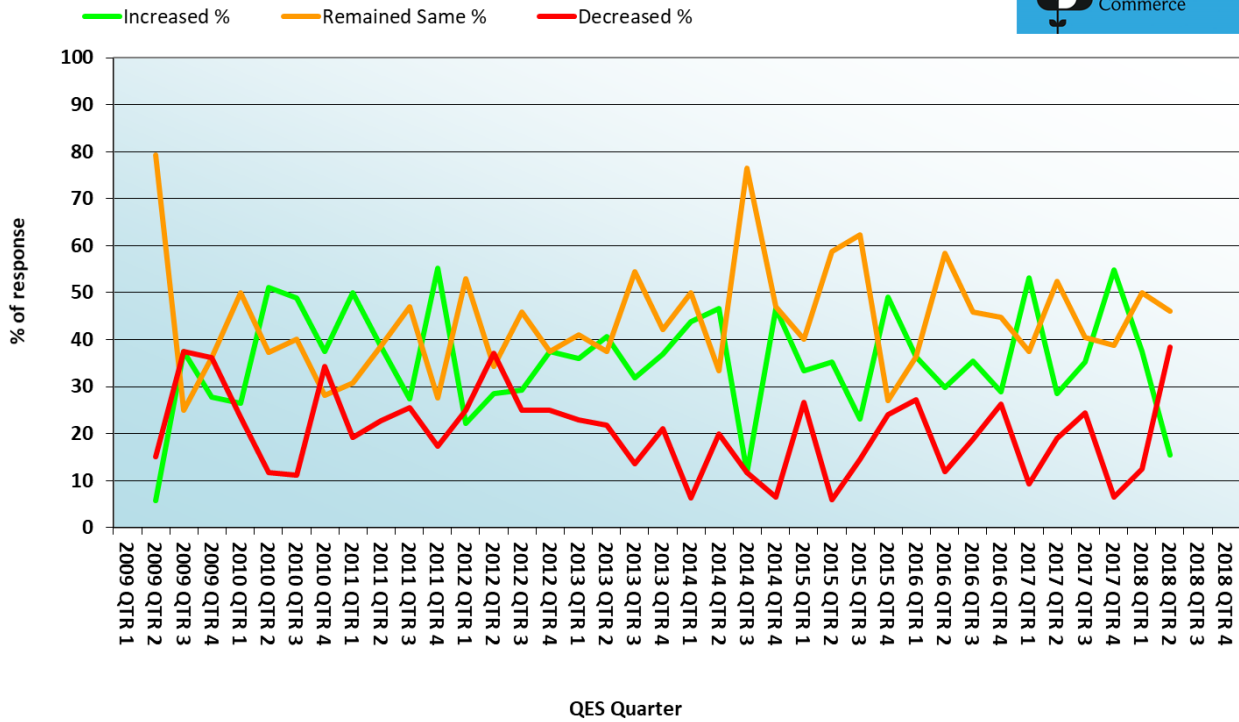


UK Orders - anticipated for the next three months

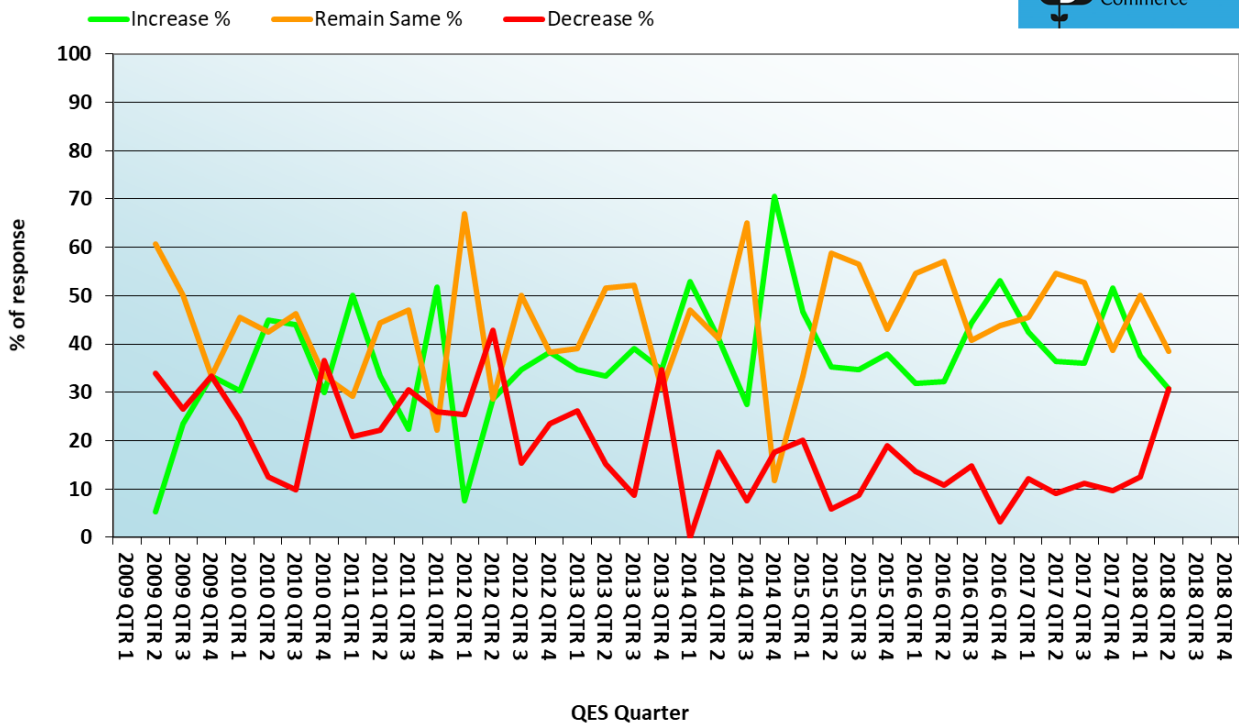


# EXPORTS

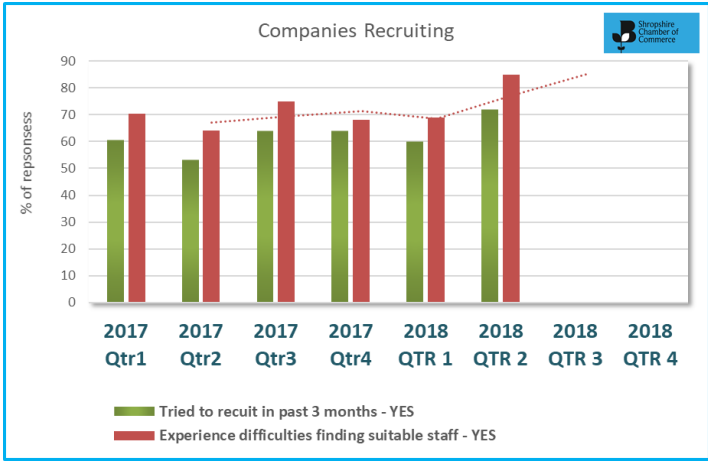
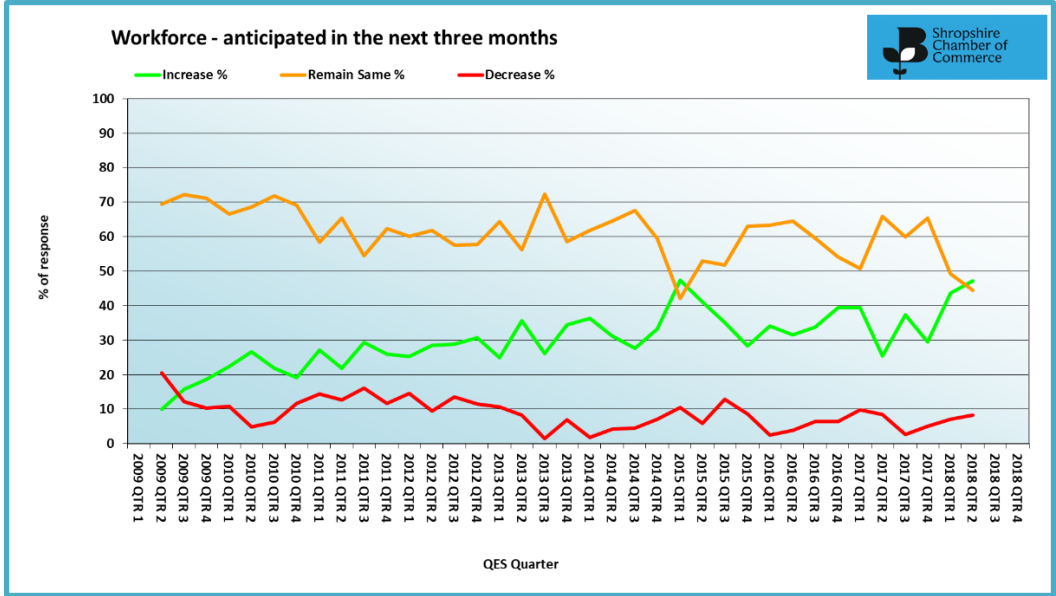
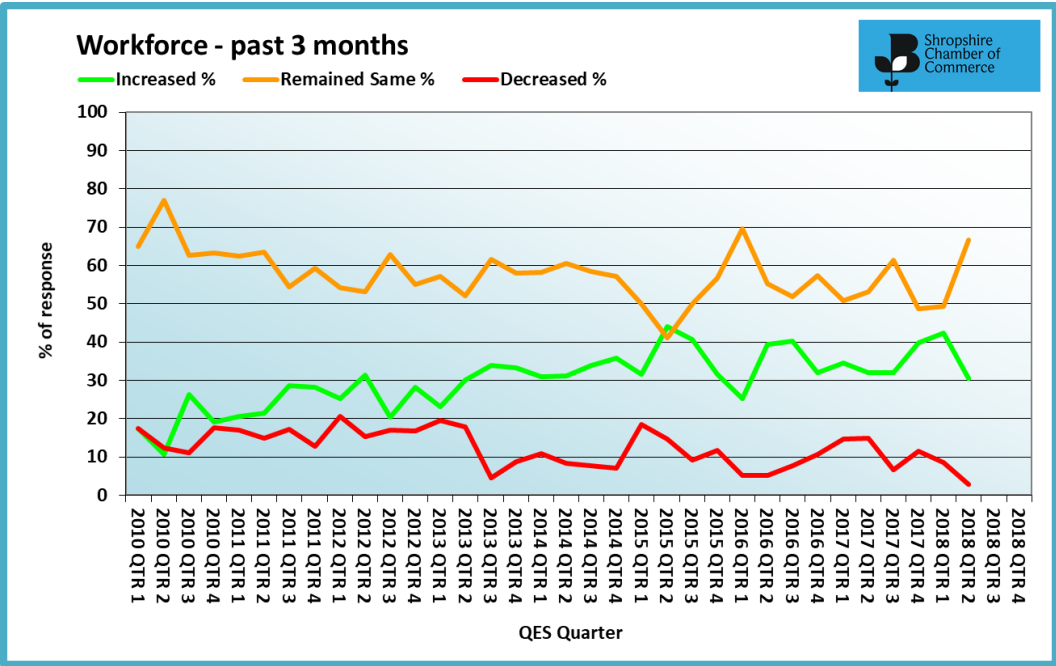
## Export Sales - for the past three months



## Export Orders - anticipated for the next three months

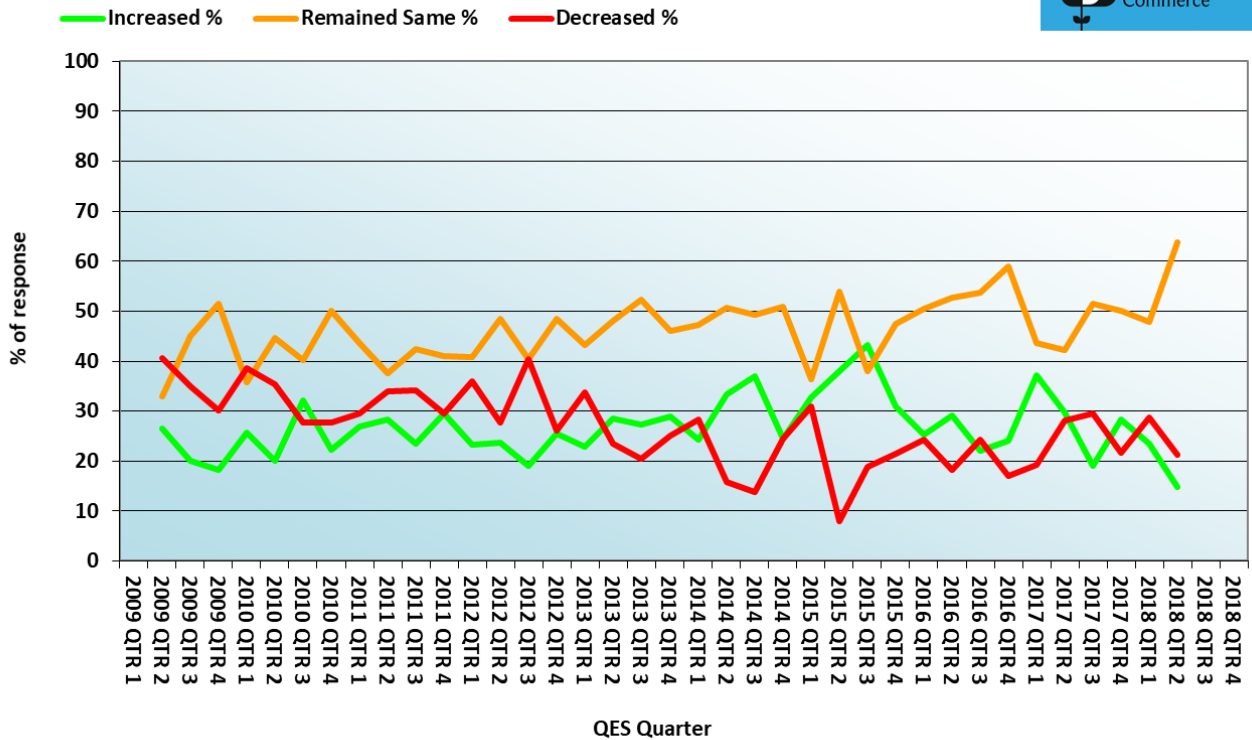


# STAFF

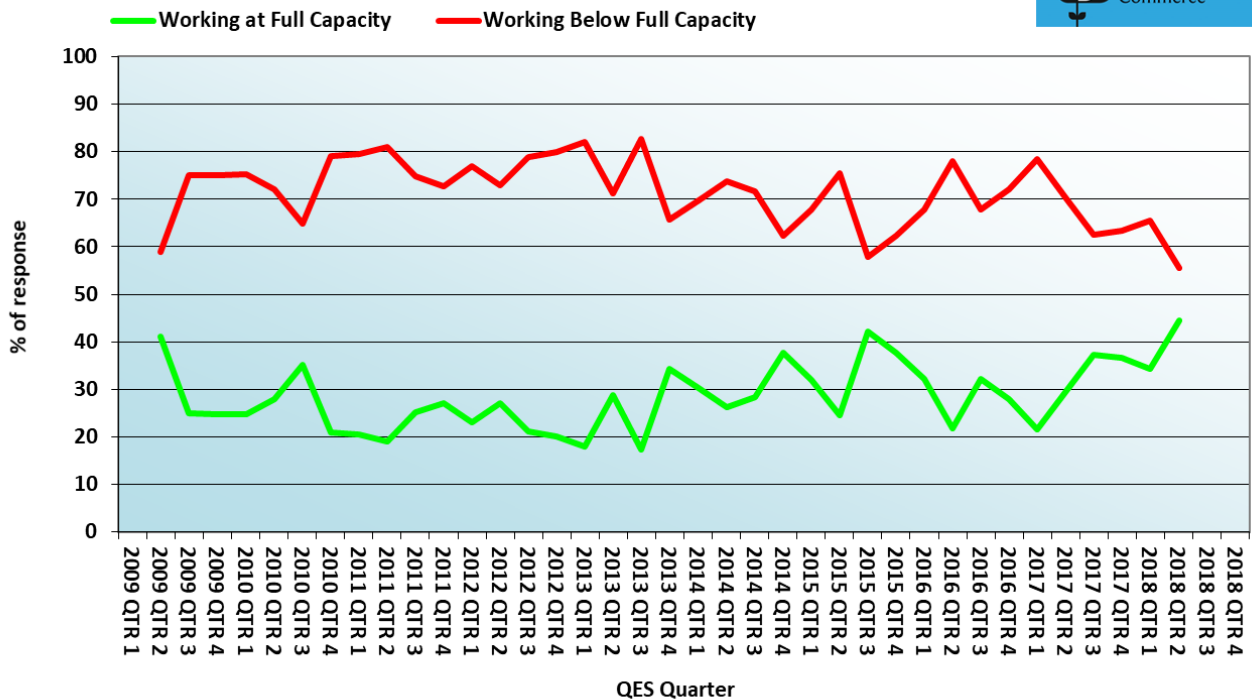


# CASH & CAPACITY

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

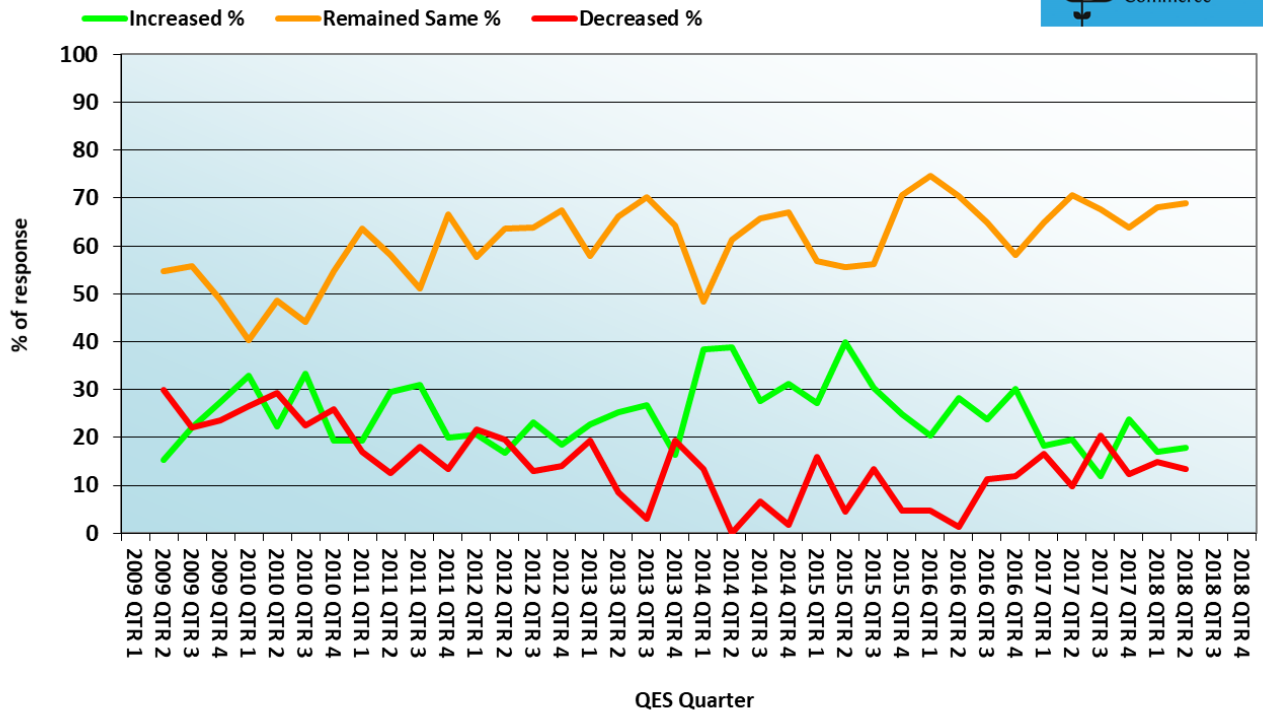


## Capacity - working at full or below capacity

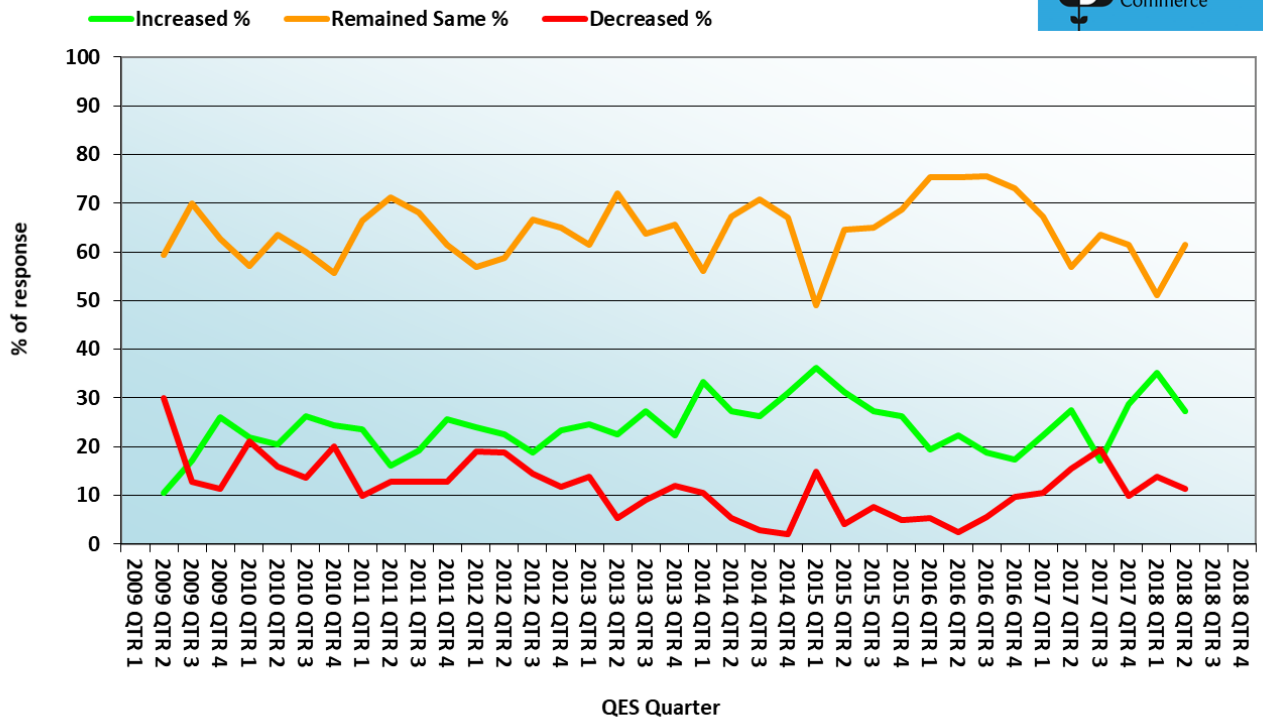


# INVESTMENT

## Investment Plans - Plant & Machinery



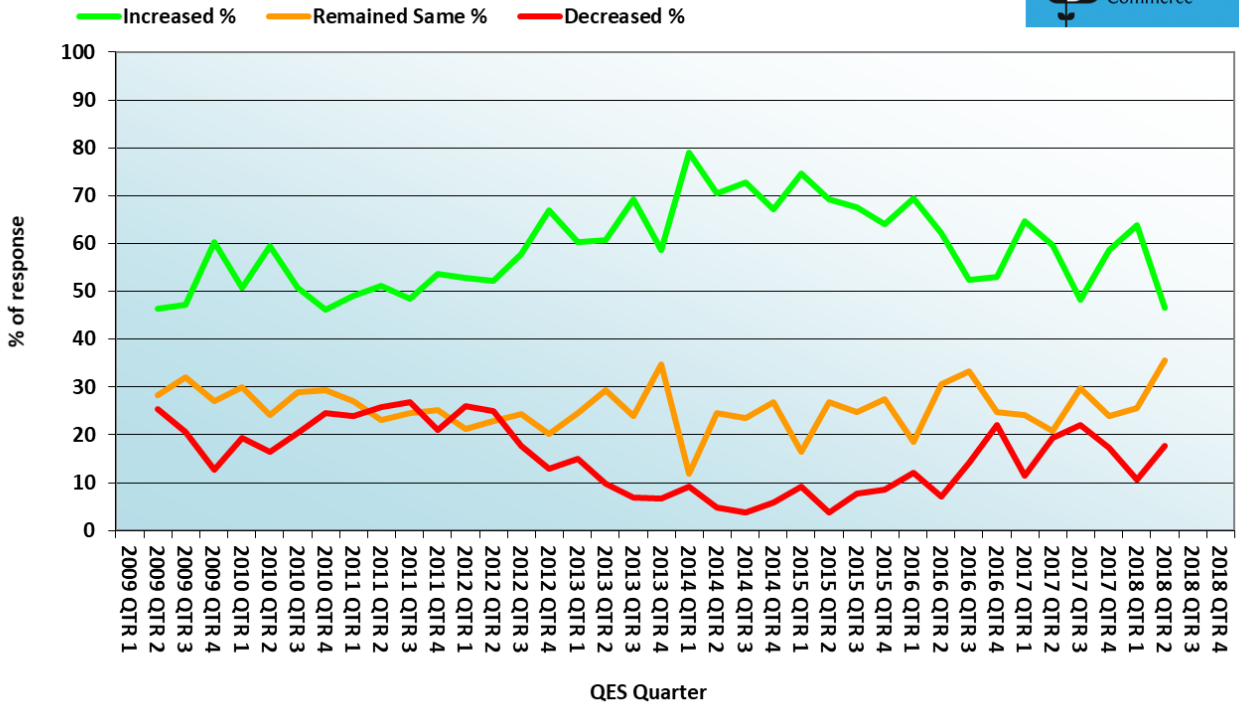
## Investment Plans - Training



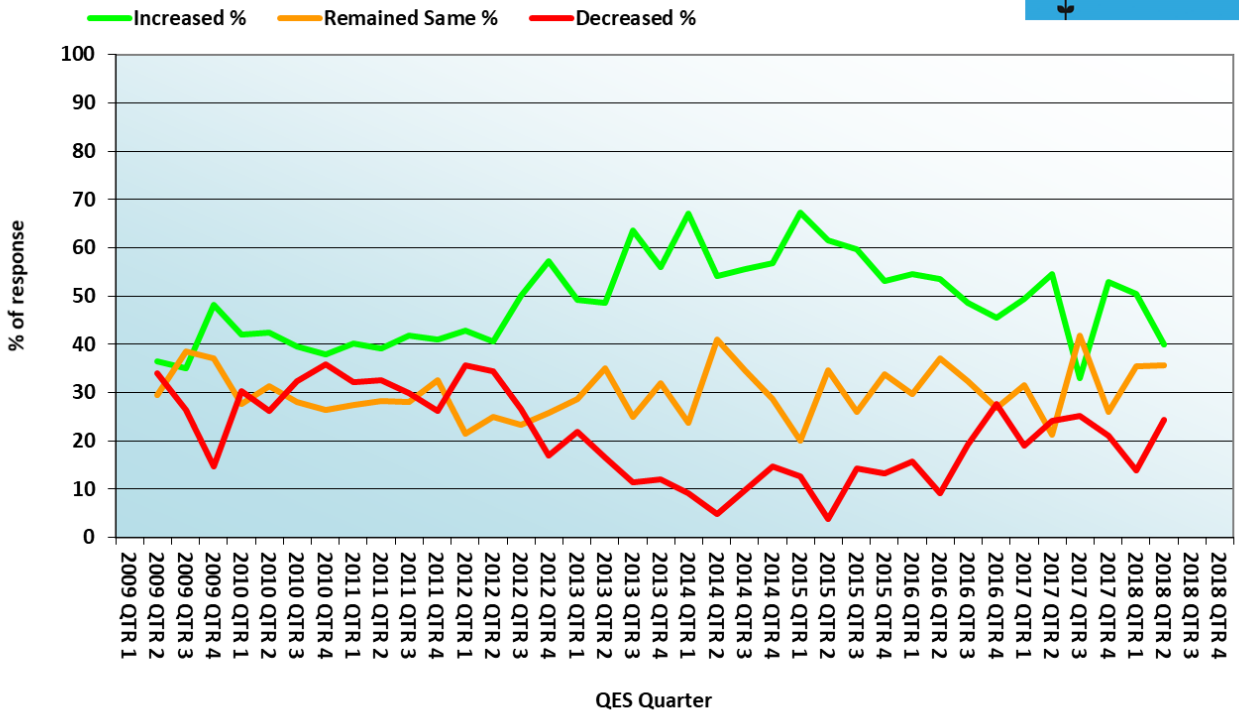


# CONFIDENCE

## Turnover Confidence - view of the next 12 months



## Profitability Confidence - view of the next 12 months



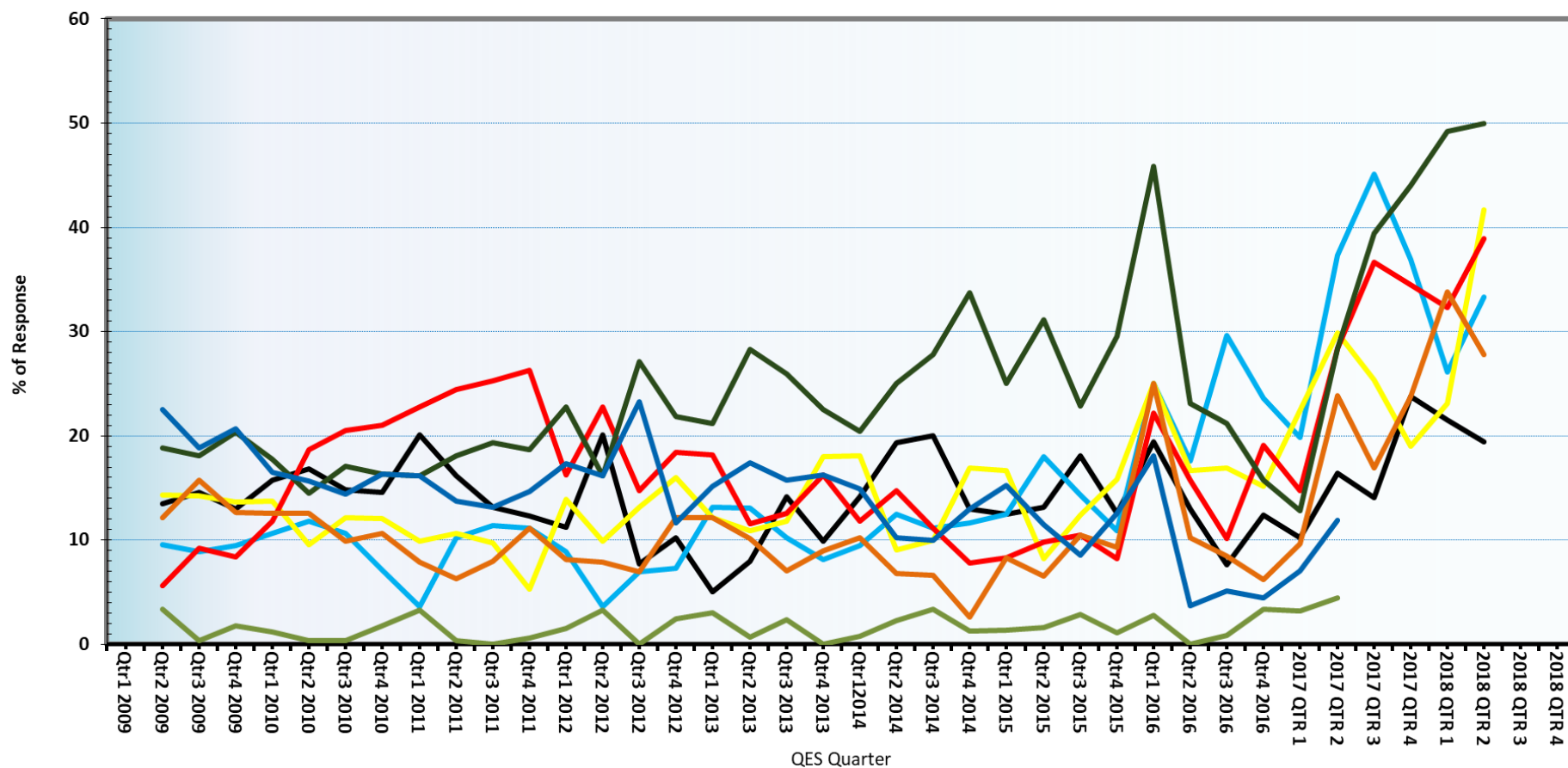
# FEAR FACTORS

## 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.)



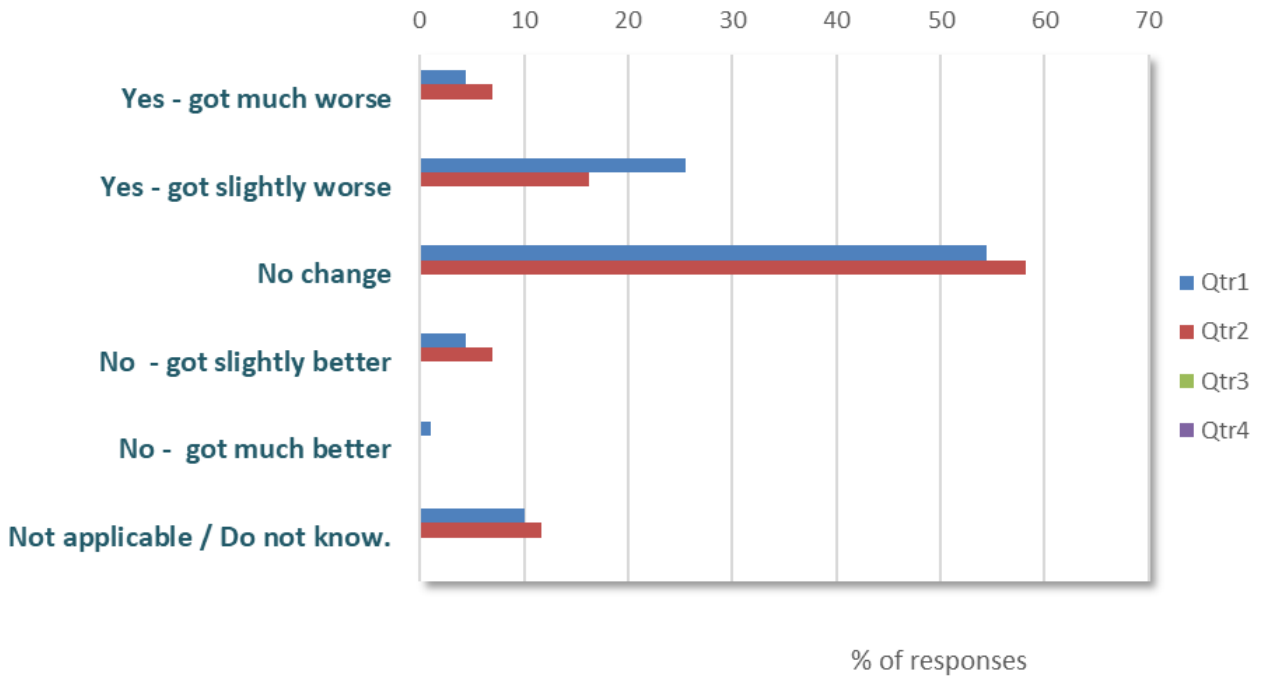
— Interest Rates — Exchange Rates — Business Rates — Inflation — Competition — Corporate Tax/Taxation — (Better Industrial Relations) — (Improved Cash Availability)





# Additional Questions

Have the number of outstanding payments due to your business got better or worse, generally? 2018



Are your suppliers asking you to renegotiate your payment contracts with them to less favorable terms? If so which types of companies are asking you to accept new contract terms? 2018 Multiple Choice

