

# 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

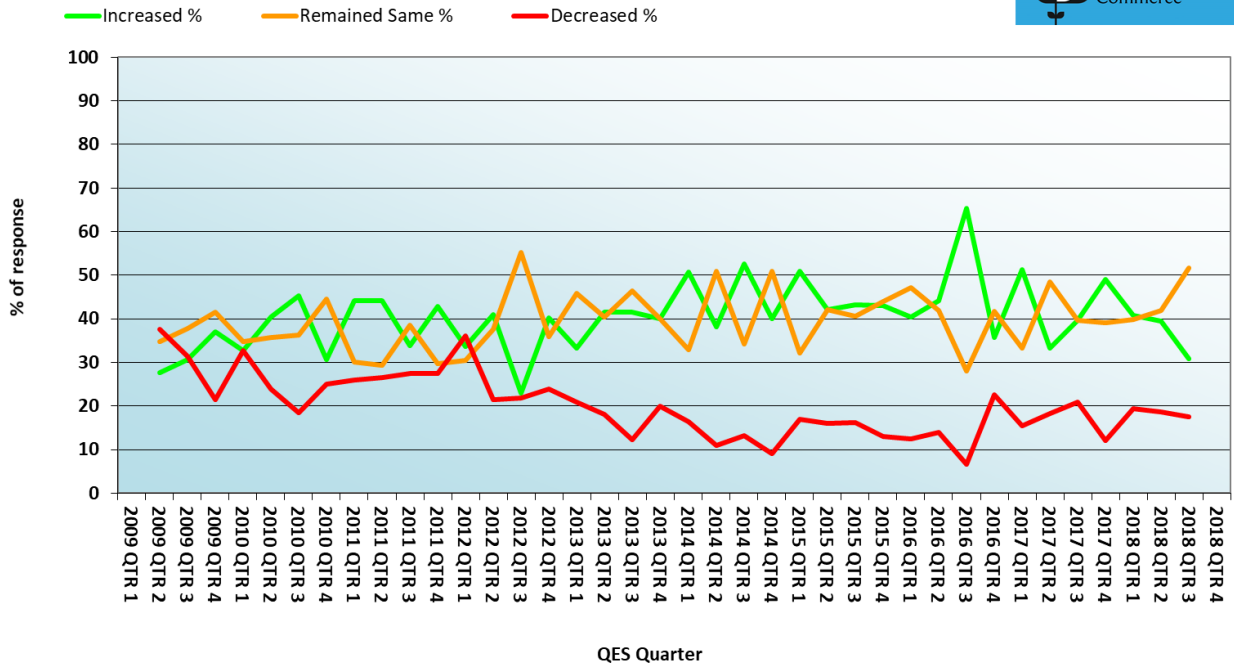
**Executive Overview**      **Qtr. 3 – 2018 (Survey undertaken over three weeks in August/Sept 18)**  
for Qtr.

**Headline**                      **NERVES GROW & SKILLS SHORTAGES IMPACT**

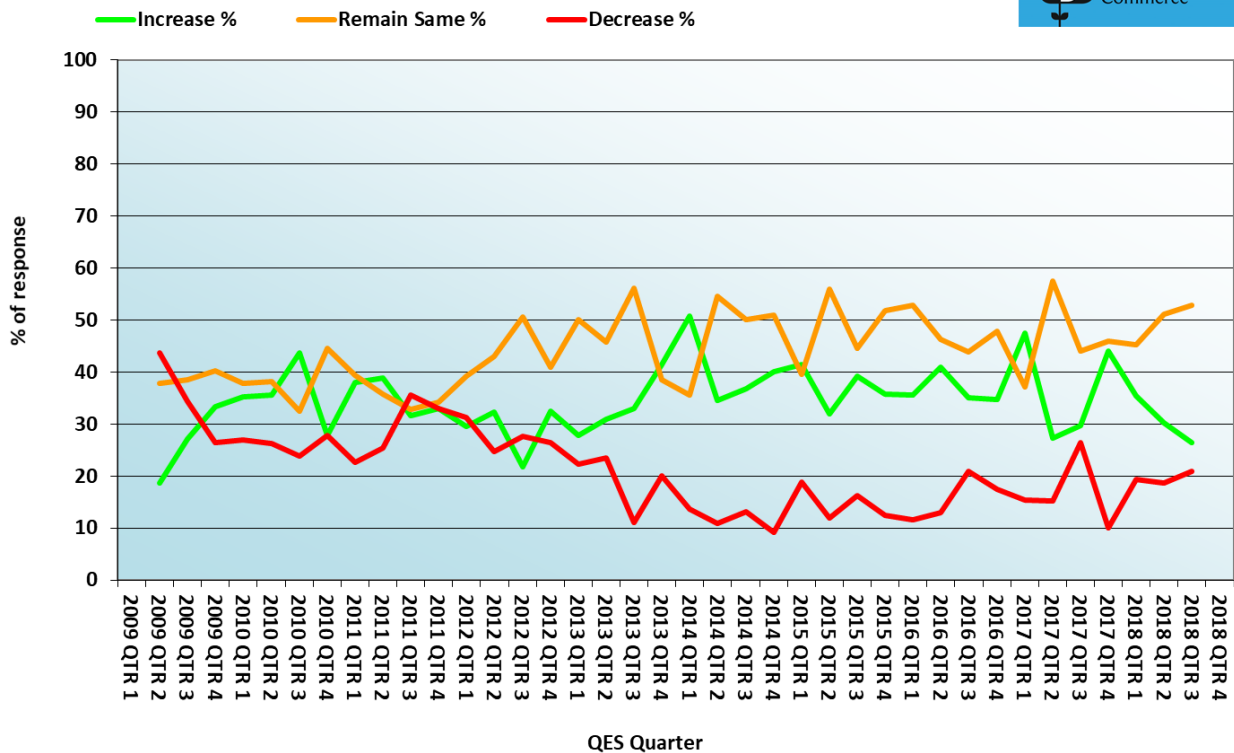
Domestic sales are starting to slide downward. Export sales continue to improve, with the majority not expecting an export downturn. Though companies have been busy recruiting the forward projection sees a slowing. Many companies, over 70%, report difficulties in finding suitable staff. The charts show that companies employ most of their staff from within the County. Issues such as low wages and few career progression routes are cited as reasons staff will not travel into the county. Cashflow and investment stay static. Confidence in turnover and profitability is slipping. Fears have altered slightly to show that impacts on cash reserves / cash flow are now looming as a growing threat, such as exchange rates, inflation and taxes.

# UK SALES

## UK Sales - for the past three month

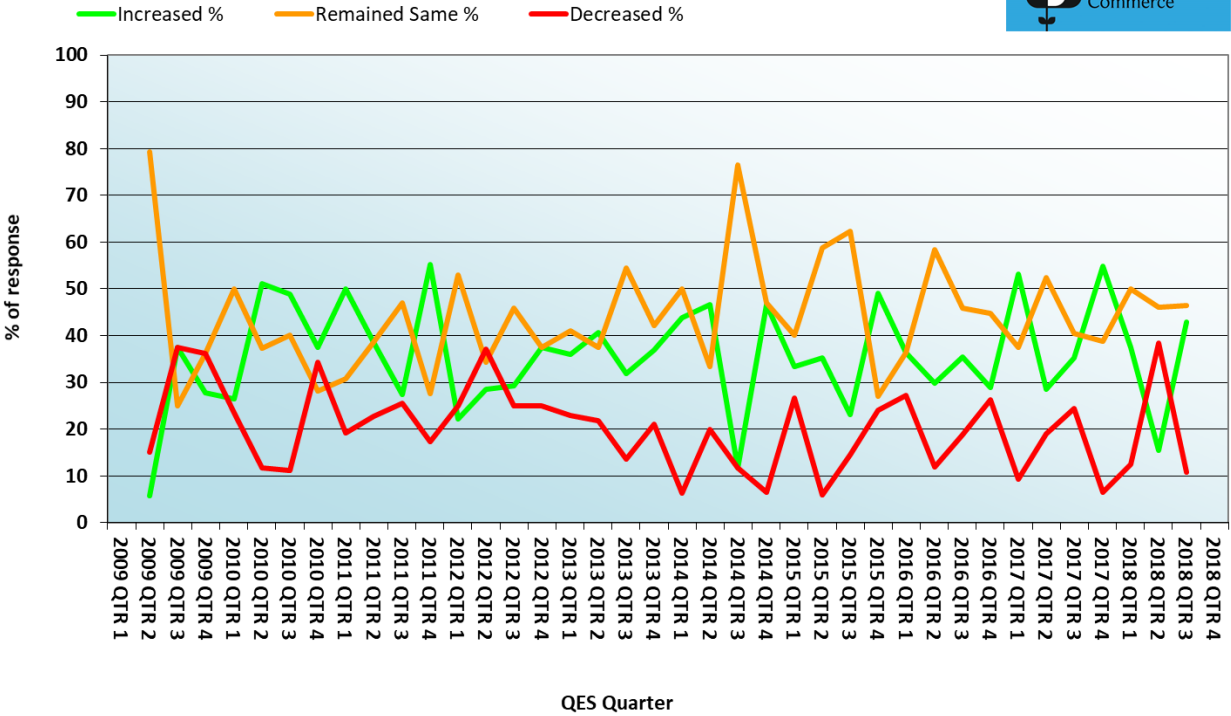


## UK Orders - anticipated for the next three months

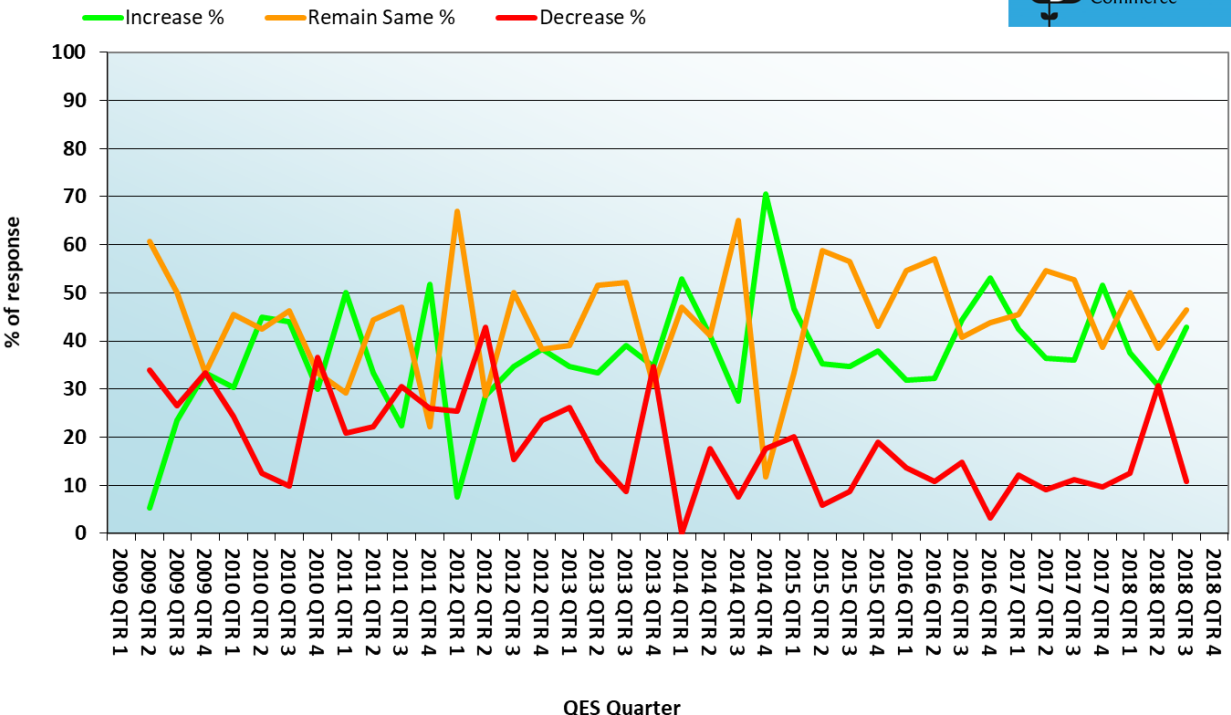


# EXPORTS

**Export Sales - for the past three months**

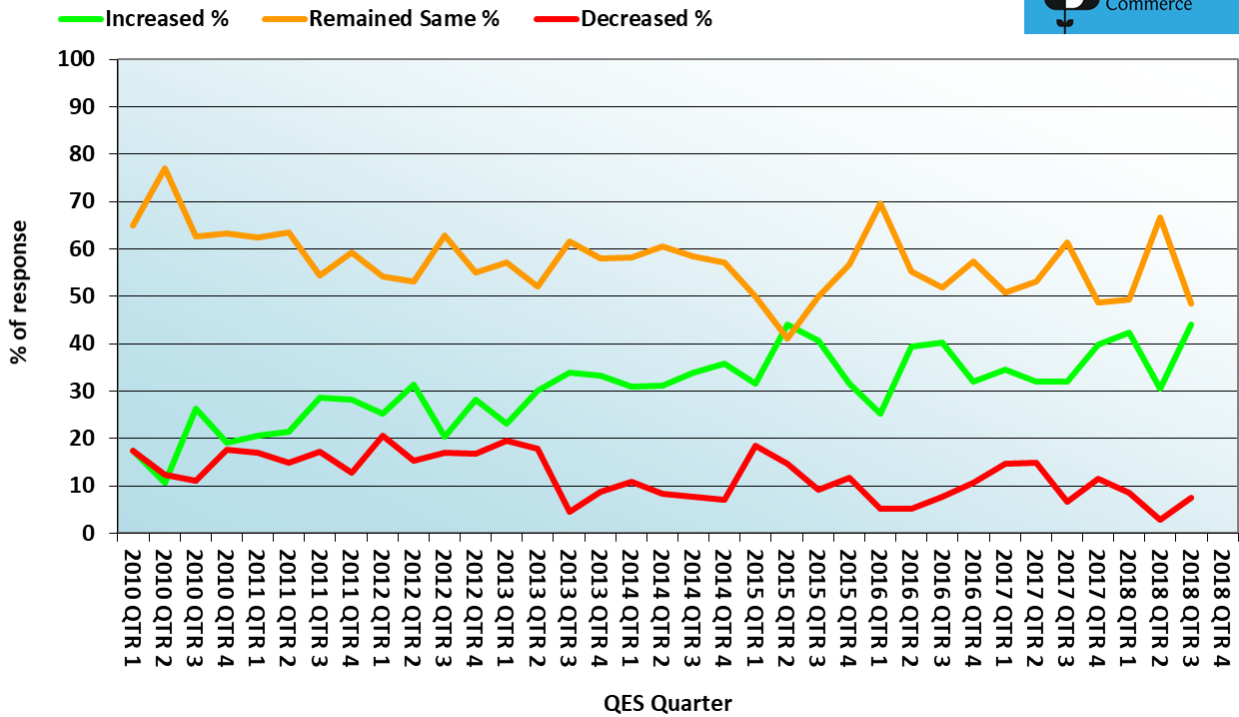


**Export Orders - anticipated for the next three months**

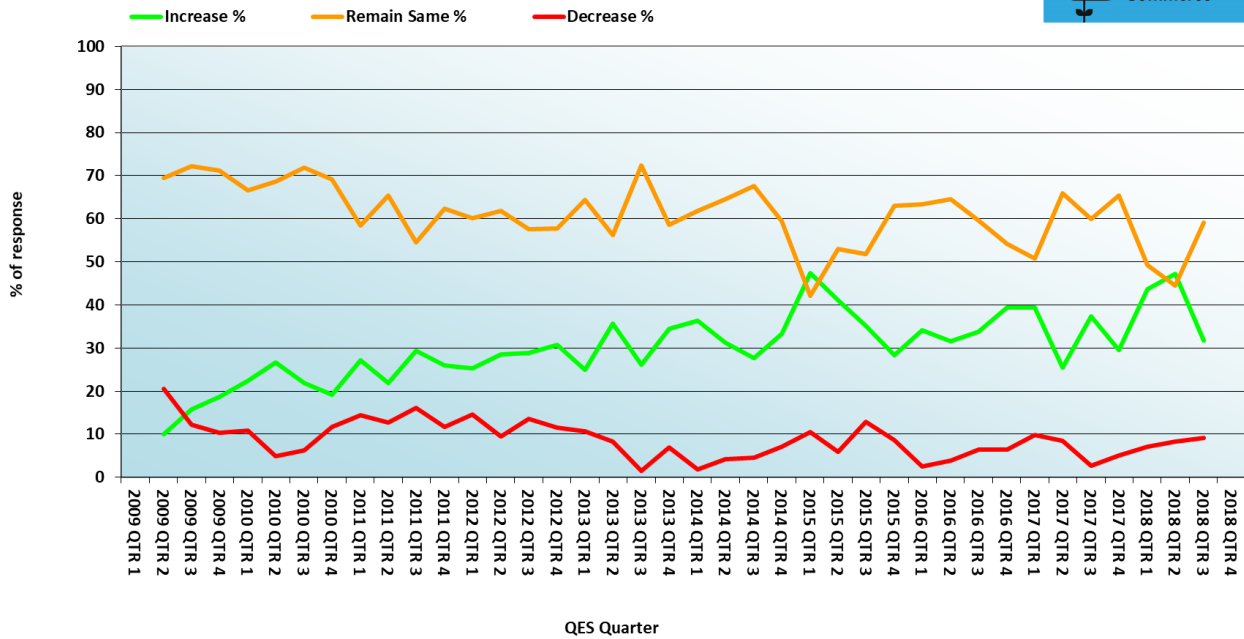


# STAFF

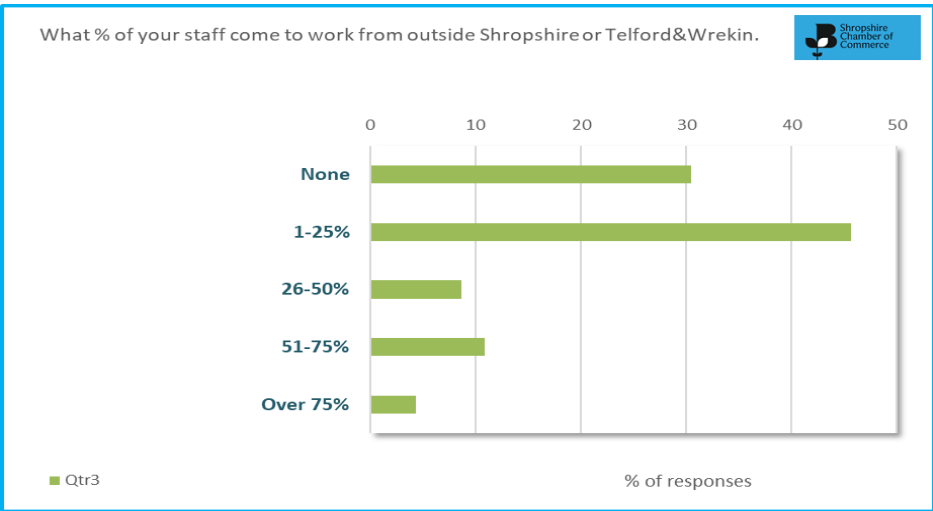
## Workforce - past 3 months



## Workforce - anticipated in the next three months



# STAFF...continued

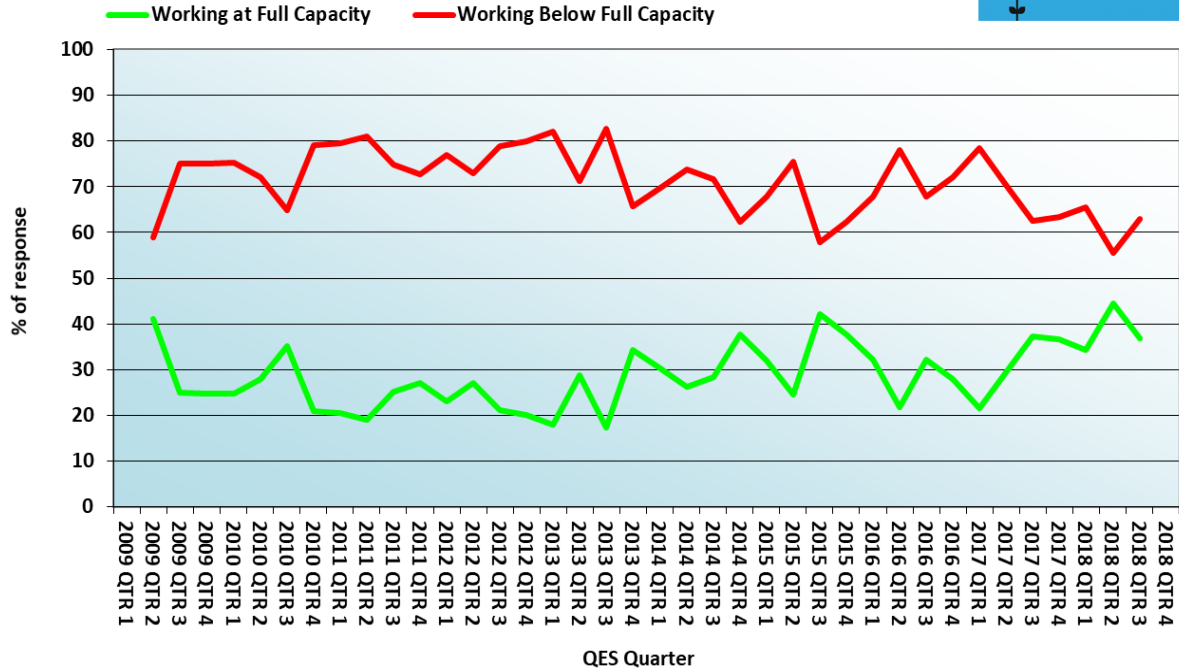


### What barriers do you feel stop people coming to work in Shropshire?

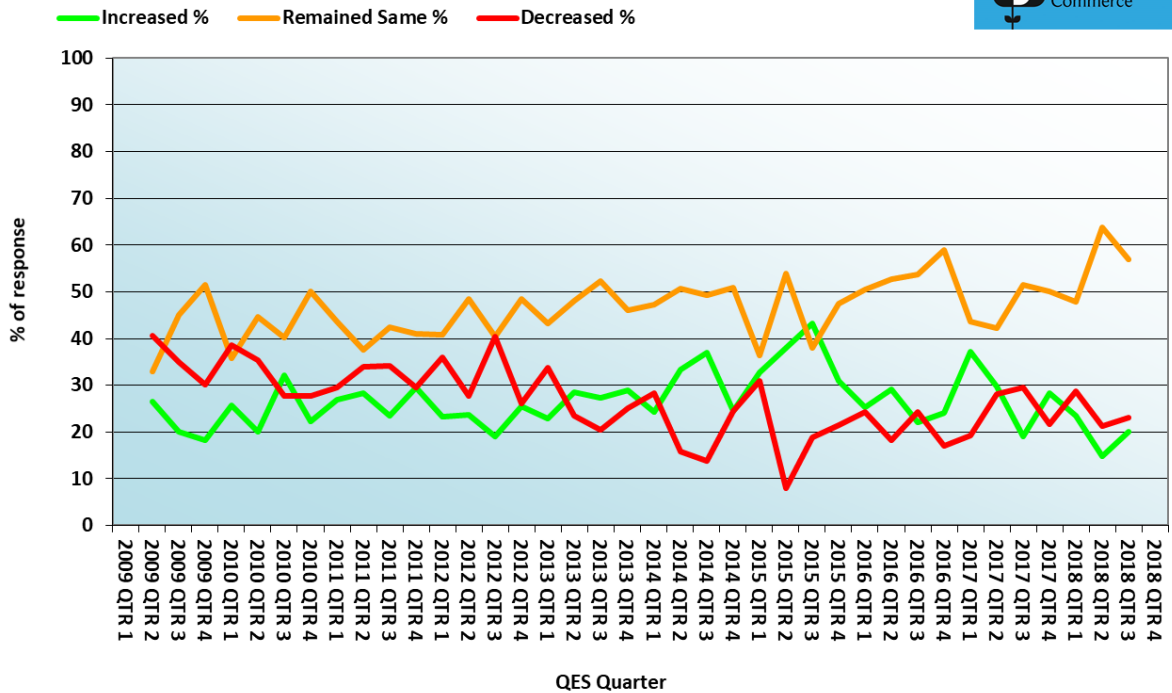
- Low salaries for professionals
- Travel/roads/public transport
- Distance from major population centres
- Lack of promotion opportunities
- Lack of appropriate housing stock
- It does not have the same 'hub of talent' status as larger areas such as Manchester, Chester etc.
- Competition for staff at the bottom end of the wage spectrum

# CASH & CAPACITY

## Capacity - working at full or below capacity

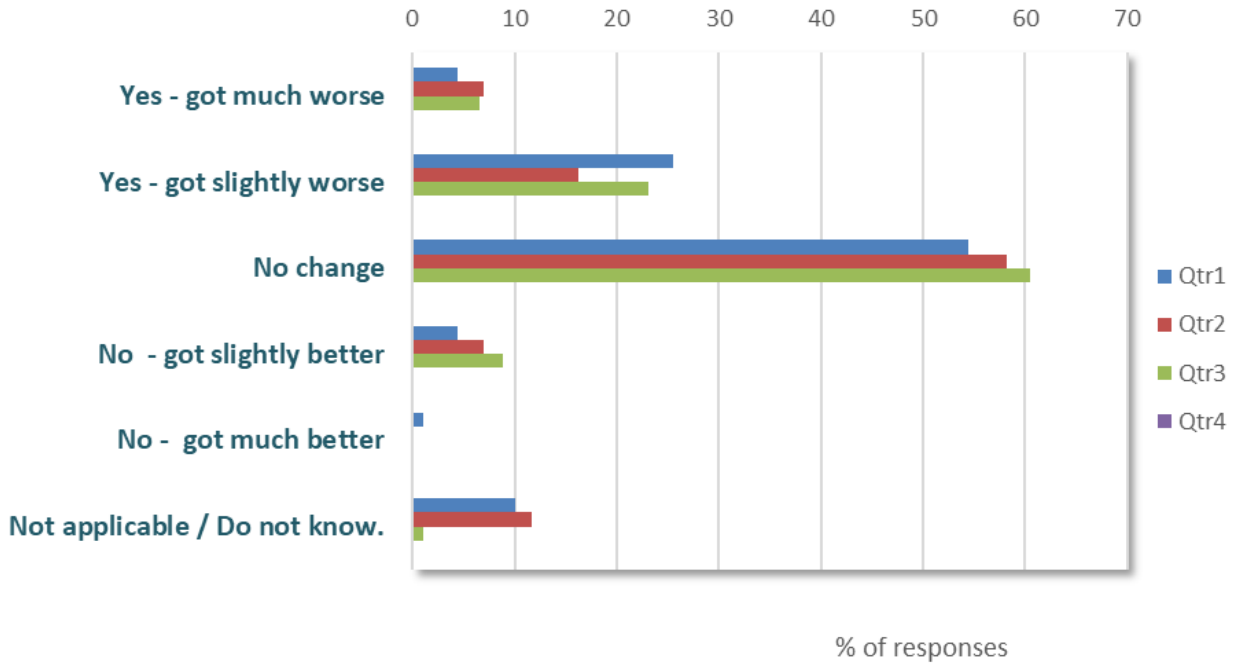


## Cash Flow - how has it performed in the past three months

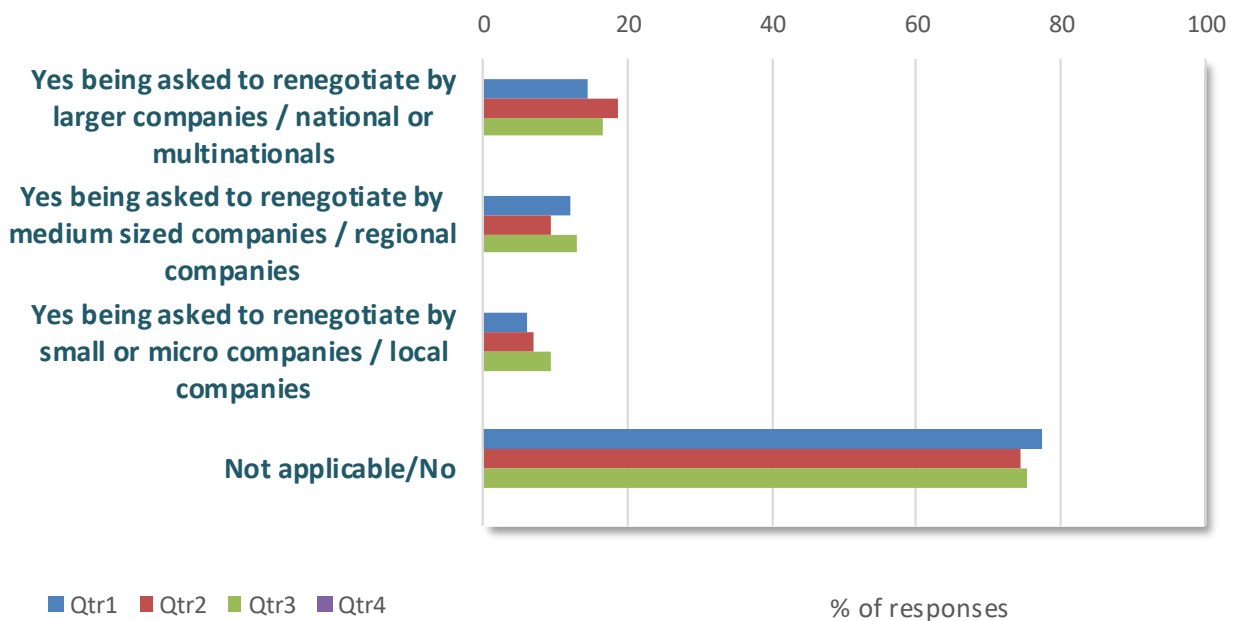


# CASH & CAPACITY...continued

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

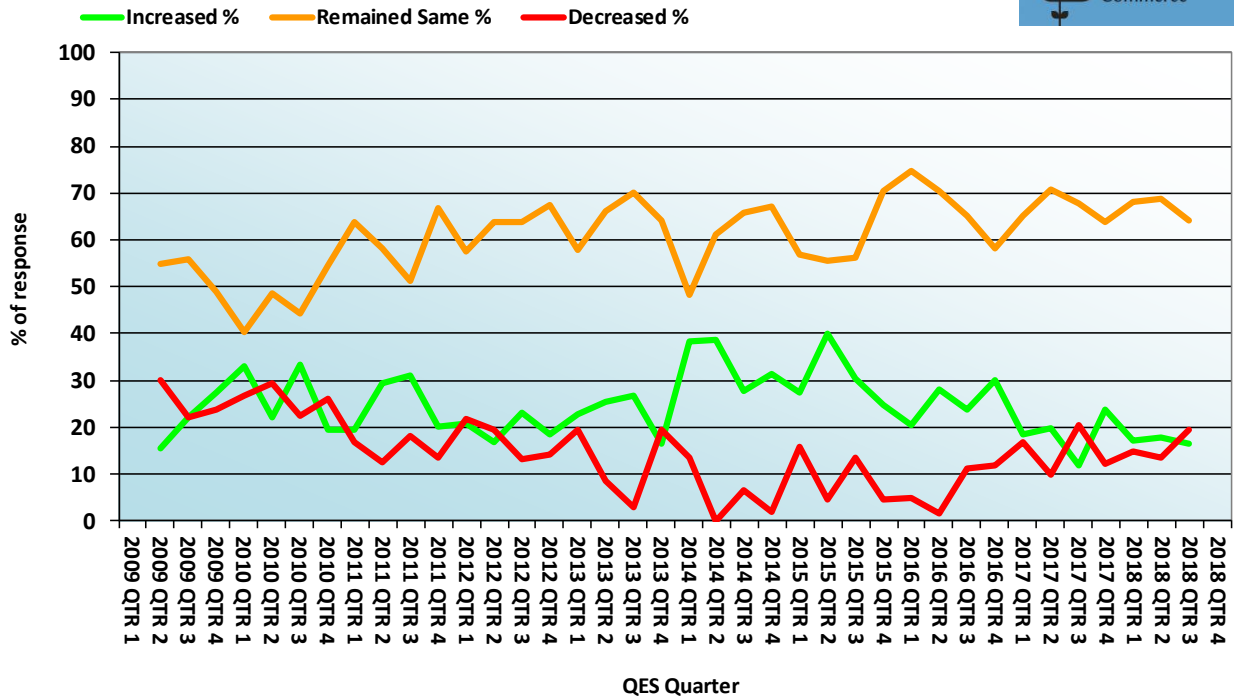


Are your suppliers asking you to renegotiate your payment contracts with them to less favorable terms? If so which types of companies are asking you to accept new contract terms? 2018 Multiple Choice

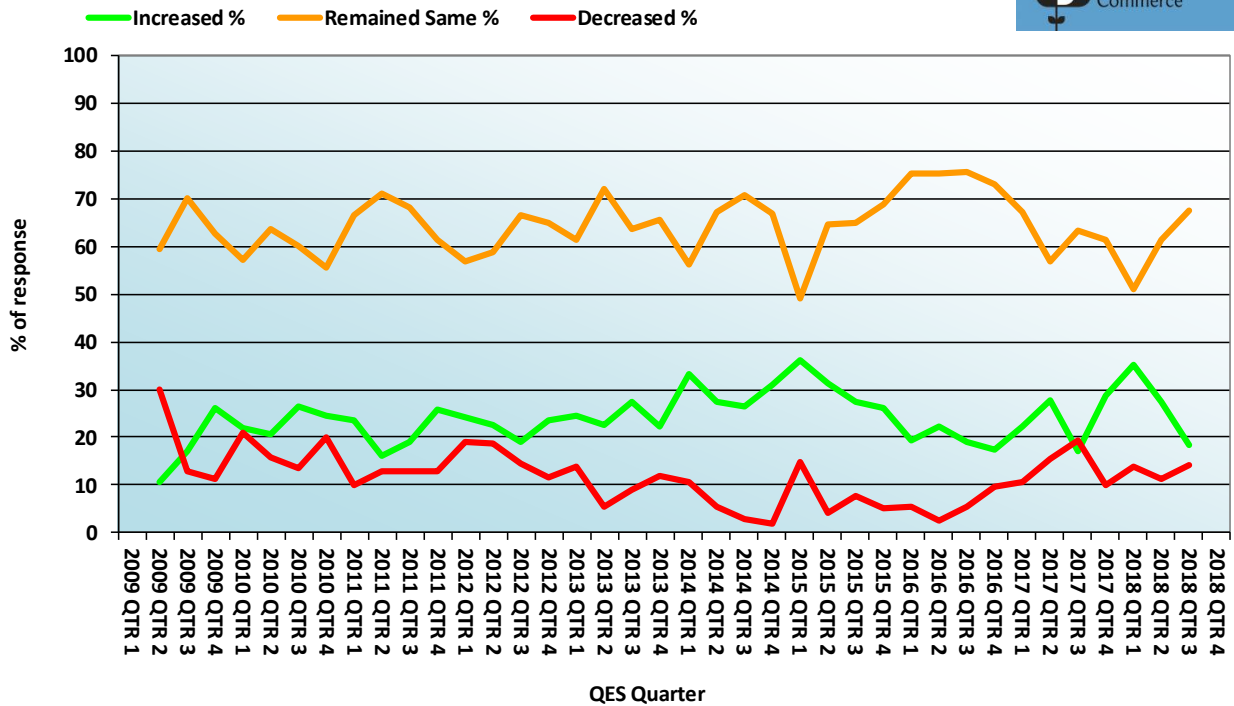


# INVESTMENT

## Investment Plans - Plant & Machinery



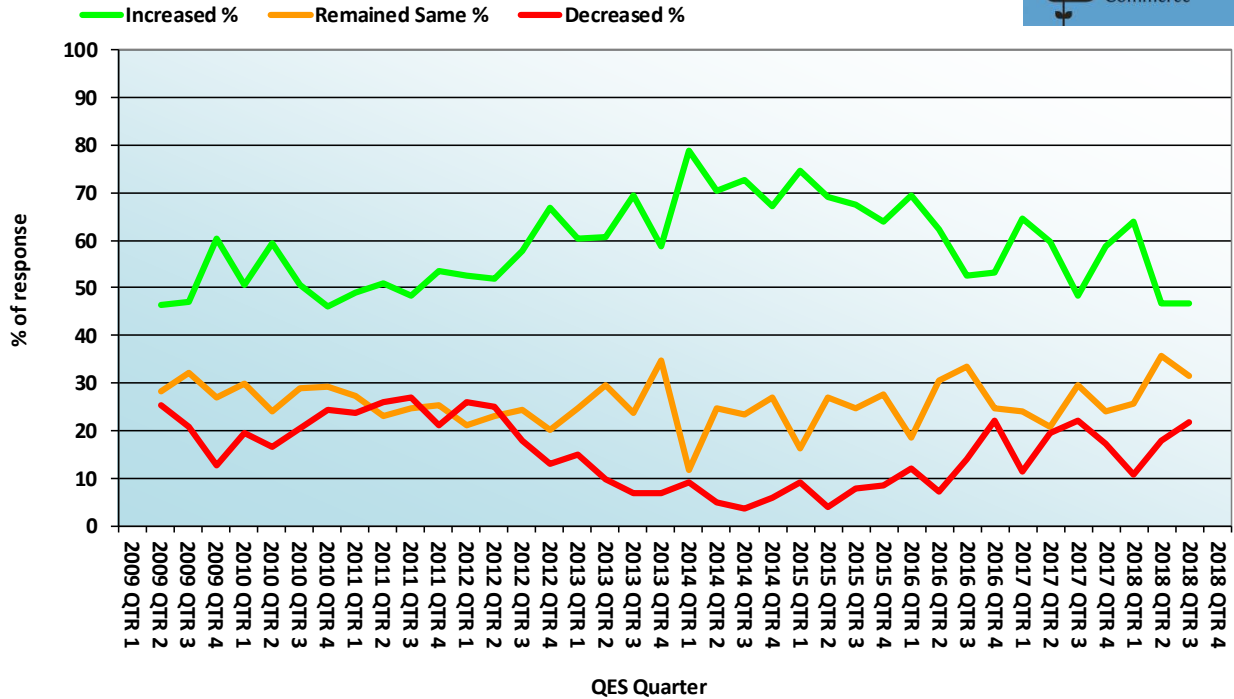
## Investment Plans - Training



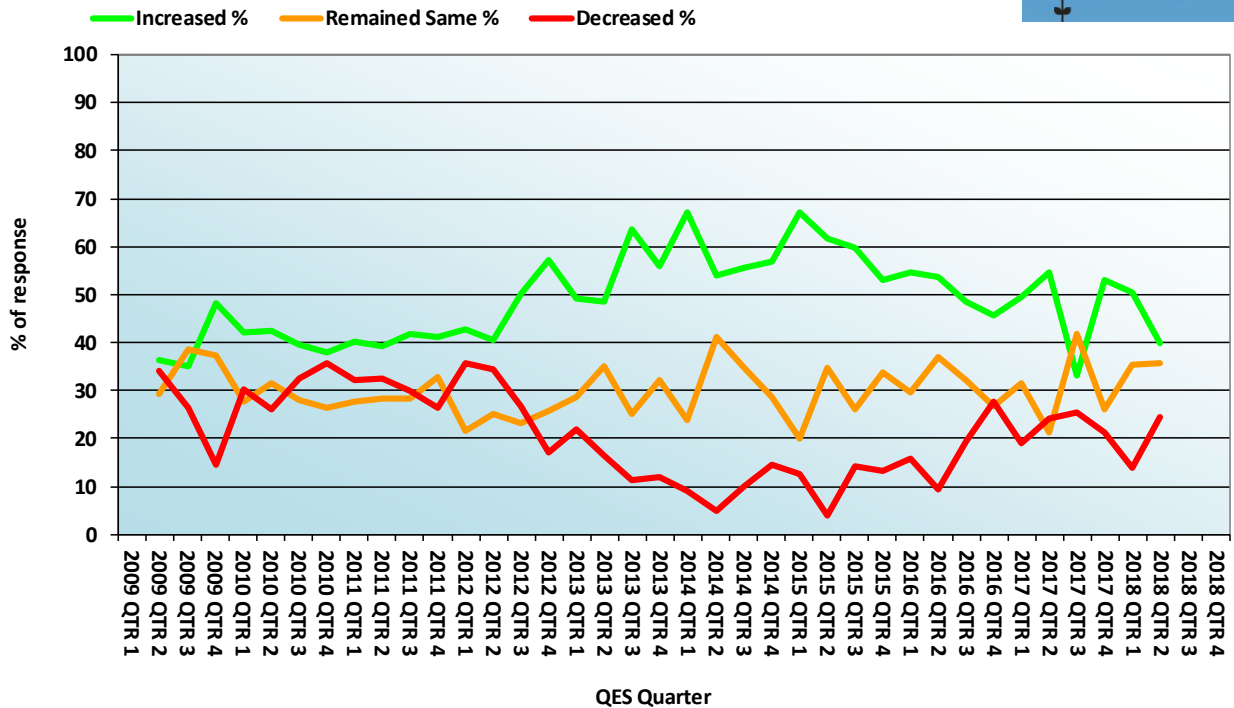


# CONFIDENCE

## Turnover Confidence - view of the next 12 months



## Profitability Confidence - view of the next 12 months



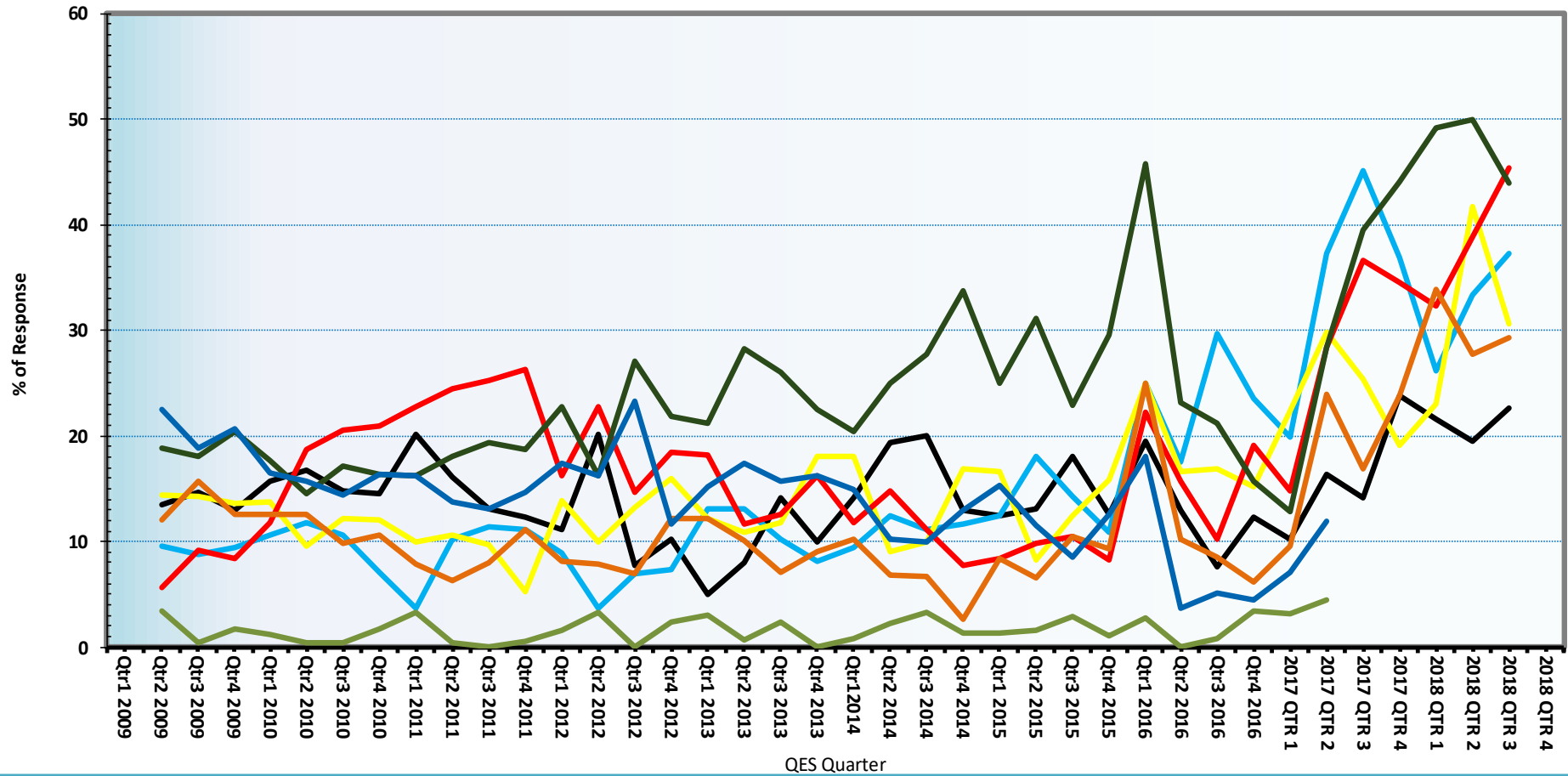
# FEAR FACTORS

## 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)



## OTHER FACTORS

GDPR - have the steps you had to take or were advised to take had any impact on your ability to market or sell your product or services?

