



## The Annual Fenland Business Survey - 2018

Fenland District Council is committed to creating an environment in which its businesses can thrive. In order to do this we're keen to hear from Fenland businesses to understand what is working for you and what may be holding you back, what your goals are and what type of support you'd like to receive to achieve them. We are continuing to work with Opportunity Peterborough to develop and deliver a fresh approach to economic development across the district, breaking down barriers to improve growth. To help us understand how we can better support your business needs, we would encourage you to complete the following short survey. Your contact details will only be used internally and the published results will remain anonymous.

For more information about the support already available to you please visit: [www.fenlandforbusiness.co.uk](http://www.fenlandforbusiness.co.uk) and follow us on Twitter [@Fenlandbusiness](https://twitter.com/Fenlandbusiness).

You can also join our mailing list to stay up to date with the latest economic news, just email: [business@fenland.gov.uk](mailto:business@fenland.gov.uk).

### 1. Business information

Business name

Respondent's name

Respondent's position

Telephone number

Email address

Business address

### 2. Would you be happy for us to contact you for further details or to offer assistance?

- Yes
- No

3. Which sector do you currently work in?

- Agriculture, Forestry & Fishing
- Mining, Quarrying & Utilities
- Manufacturing
- Construction
- Motor Trades
- Wholesale
- Retail
- Transport & Storage (inc. Postal)
- Accommodation & Food Services
- Information & Communication
- Finance & Insurance
- Property
- Professional, Scientific & Technical
- Business Administration and Support Services
- Education
- Health
- Public Administration

Other (please specify)

4. How long has your business been operating in the Fenland area?

- 0-2 years
- 3-5 years
- 6-15 years
- 16+ years

5. How many staff do you currently employ?

- Self-employed with no staff
- 1-9 staff
- 10-19 staff
- 20-49 staff
- 50-99 staff
- 100-249 staff
- 250+ staff

6. What is your approximate turnover?

- <£100k
- £100k - £250k
- £250k - £500k
- £500k - £1m
- £1m - £5m
- £5m - £10m
- £10m+
- Prefer not to say

7. Compared to 2016/17, how has your business performed in 2017/18?

- Much stronger
- Stronger
- About the same
- Weaker
- Much weaker

8. Compared to 2017/18, how do you think your business will perform in 2018/19?

- Much stronger
- Stronger
- About the same
- Weaker
- Much weaker

9. How do you expect performance in the following areas to change over the next 12 months?

	Significant increase	Increase	No change	Decrease	Significant decrease
Profitability	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Operating costs	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Staff levels	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capital investment	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

10. Which of the following do you identify as significant barriers to growth that your business faces?

- Availability of skilled workers
- Price pressure from customers
- Price pressure from competitors
- Rising overheads and utility costs
- Implementation of the National Living Wage
- Declining demand from customers
- Planning or local government bureaucracy
- Licensing and regulation
- Accessing finance
- Suitability of premises/facilities
- Broadband or other technology
- Rising production costs
- Lack of new product development
- Lack of training
- Increased transport costs
- Brexit
- Other (please specify)

11. What would make the biggest difference to the profitability of your business?

- Customer growth
- Export
- Pricing
- People
- Economy, taxation and government funding
- Finance
- Operating costs
- Regulation
- Business support
- Innovation and internal systems
- Property

Other (please specify)

12. What type of support do you think would have the greatest impact on the productivity of your business?

- Help to access new domestic clients
- Help to diversify client base
- Help to improve operational effectiveness through improved process efficiency
- Help to improve operational effectiveness through improved digital infrastructure
- Help to improve operational effectiveness through improved resource efficiency
- Help to improve operational effectiveness through better leveraging of technology
- Help to access finance
- Improved road infrastructure
- Help to access new international clients
- Support to access graduates
- Support to access management skills
- Support to access training, inc. apprenticeships
- Improved rail infrastructure

Other (please specify)

13. Where do you currently access business support advice?

- Accountants
- Banks
- Business coach
- Chambers of Commerce
- Consultants
- Federation of Small Businesses
- Fenland District Council
- Fenland for Business
- Gov.UK
- Greater Cambridge Greater Peterborough Enterprise Partnership (LEP)
- NWES
- Online search
- Signpost2Grow
- Solicitors
- DIT

Other (please specify)

14. What type of events and/or training would your business most benefit from and when and where would be most convenient?

15. Do you find it challenging to recruit employees at the following qualification levels?

- GCSE grades A-C / Intermediate apprenticeship
- A-level / BTEC diploma / Advanced apprenticeship
- BTEC professional diploma / HNC / Higher Apprenticeship
- HND / NVQ
- Degree / Degree apprenticeship / BTEC advanced professional diploma
- Masters degree
- Doctoral degree / Phd
- Other (please specify)

16. Do you actively invest in the training and development of your employees, and if so, is this on- or off-the-job?

- We actively invest in on-the-job training and development
- We actively invest in off-the-job training and development
- We actively invest in both on- and off-the-job training and development
- We do not actively invest in training and development

17. If you do invest in the formal training and development of your employees please indicate at what levels

- GCSE grades A-C / Intermediate apprenticeship
- A-Level / BTEC diploma / Advanced apprenticeship
- BTEC professional diploma / HNC / Higher Apprenticeship
- HND / NVQ
- Degree / Degree apprenticeship / BTEC advanced professional diploma
- Masters degree
- Doctoral degree / Phd
- Other (please specify)

18. Do you foresee your business requiring larger premises within the next:

- 12 months
  - 2 years
  - 5 years
  - Not within 5 years
- Other (please specify)

19. If your business will require larger premises, then what type?

	Up to 2,000sqft	2,000 - 4,000sqft	4,000 - 10,000sqft	10,000 - 50,000sqft	more than 50,000sqft
Office	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Factory	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Warehouse	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Retail	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Other (please specify)

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Thank you for taking part in the Fenland Business Survey 2018. Please email or scan a copy of your response back to: [business@fenland.gov.uk](mailto:business@fenland.gov.uk) or hand it to a member of the Fenland for Business team.

**Help us spread the word**

We want as many organisations across Fenland to take part so please feel free to share this with any contacts who would like to give feedback.

Alternatively you can do the survey online by visiting:  
<https://www.surveymonkey.co.uk/r/FenlandBusinessSurvey2017>

A link is also available at: [www.fenlandforbusiness.co.uk](http://www.fenlandforbusiness.co.uk)