





**1. In general terms, compared to 2012, was trading in 2013**

		Response Percent	Response Count
Substantially better		33.3%	3
<b>Slightly better</b>		44.4%	4
About the same		11.1%	1
Slightly worse		11.1%	1
Much worse		0.0%	0
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>

**2. More specifically how did your turnover change in the two years to December 2013?**

	Turnover	Rating Count
More than 10% growth	100.0% (3)	3
Growth up to 10%	100.0% (4)	4
No change	66.7% (2)	3
Reduction up to 10%	0.0% (0)	0
More than 10% reduction	0.0% (0)	0
<b>answered question</b>		<b>9</b>
<b>skipped question</b>		<b>0</b>

### 3. How did your profitability change in the two years to December 2013?

	Profit margins	Rating Count
More than 10% growth	100.0% (3)	3
Growth up to 10%	100.0% (2)	2
No change	100.0% (2)	2
Reduction up to 10%	0.0% (0)	0
More than 10% reduction	0.0% (0)	0
<b>answered question</b>		<b>7</b>
<b>skipped question</b>		<b>2</b>



### 4. How do you anticipate your turnover will change in the next two years?

	Turnover	Rating Count
More than 10% growth	80.0% (4)	5
Growth up to 10%	100.0% (3)	3
No change	100.0% (1)	1
Reduction up to 10%	0.0% (0)	0
More than 10% reduction	0.0% (0)	0
<b>answered question</b>		<b>9</b>
<b>skipped question</b>		<b>0</b>

### 5. How do you anticipate your profitability will change in the next two years?

	Profit margins	Rating Count
More than 10% growth	100.0% (4)	4
Growth up to 10%	100.0% (2)	2
No change	100.0% (1)	1
Reduction up to 10%	0.0% (0)	0
More than 10% reduction	0.0% (0)	0
<b>answered question</b>		<b>7</b>
<b>skipped question</b>		<b>2</b>



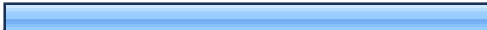

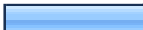
### 6. Do you feel the outlook for 2014 is

		Response Percent	Response Count
<b>Better than 2013</b>		77.8%	7
About the same as 2013		22.2%	2
Worse than 2013		0.0%	0
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>









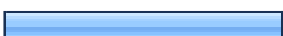
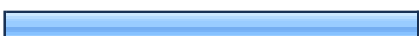

## 7. How have staff numbers in your company changed over the last few years and how do you anticipate staff numbers will change in the near future?

	More than 2013	The same as 2013	Fewer than 2013	No change	Don't know	Was not or will not be trading	Rating Count
2010	11.1% (1)	<b>44.4%</b> (4)	11.1% (1)	33.3% (3)	0.0% (0)	0.0% (0)	9
2011	11.1% (1)	<b>44.4%</b> (4)	22.2% (2)	22.2% (2)	0.0% (0)	0.0% (0)	9
2012	0.0% (0)	<b>55.6%</b> (5)	11.1% (1)	33.3% (3)	0.0% (0)	0.0% (0)	9
Anticipated changes in 2014	11.1% (1)	<b>55.6%</b> (5)	0.0% (0)	33.3% (3)	0.0% (0)	0.0% (0)	9
<b>answered question</b>							<b>9</b>
<b>skipped question</b>							<b>0</b>




## 8. Which client types have you worked for in 2013

		Response Percent	Response Count
<b>Private clients</b>		<b>88.9%</b>	<b>8</b>
National government		11.1%	1
Local government		77.8%	7
Other public bodies		22.2%	2
Charities		22.2%	2
	Other (please specify)		0
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>



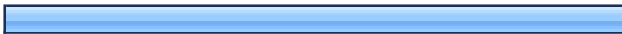
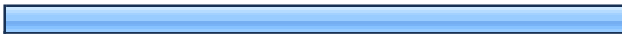
## 9. Please select which area(s) your company has worked in the last 5 years

		Response Percent	Response Count
Scotland		0.0%	0
Wales		55.6%	5
Northern Ireland		11.1%	1
East of England		44.4%	4
South West England		66.7%	6
East Midlands		44.4%	4
<b>West Midlands</b>		<b>77.8%</b>	<b>7</b>
<b>London</b>		<b>77.8%</b>	<b>7</b>
Yorkshire		55.6%	5
North East England		44.4%	4
North West England		66.7%	6
South East England		55.6%	5
Republic of Ireland		0.0%	0
Elsewhere in Europe		0.0%	0
Elsewhere in world		0.0%	0
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>

## 10. Which do you feel will be the most important factor affecting business success in 2014

		Response Percent	Response Count
Government policy		0.0%	0
<b>Wider economic factors</b>		<b>66.7%</b>	<b>6</b>
Conservation funding availability		11.1%	1
Client commitment		22.2%	2
Competitors pricing		0.0%	0
	Other (please specify)		2
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>

## 11. Please complete;

		Response Percent	Response Count
<b>Your name</b>		<b>100.0%</b>	<b>9</b>
<b>Your position</b>		<b>100.0%</b>	<b>9</b>
<b>The name of your company</b>		<b>100.0%</b>	<b>9</b>
<b>Your e-mail address</b>		<b>100.0%</b>	<b>9</b>
<b>answered question</b>			<b>9</b>
<b>skipped question</b>			<b>0</b>

**Q10. Which do you feel will be the most important factor affecting business success in 2014**

- |   |   |                       |
|---|---|-----------------------|
| 1 | Cautious optimism!  | Jan 20, 2014 11:43 AM |
| 2 | Much of our recent work has been HLF related supporting bids and development including community involvement. This has been as a result of our policy or conservation planning work for LPA's falling due to reductions in budgets and staffing, leading to a reduced base of clients and more competition (sometime from ex-clients!). I think there are some signs of general economic uplift but the context for the HE is still in flux given the issues over EH diminishing in England and the ongoing cuts to LA's generally. | Jan 17, 2014 10:55 AM |