

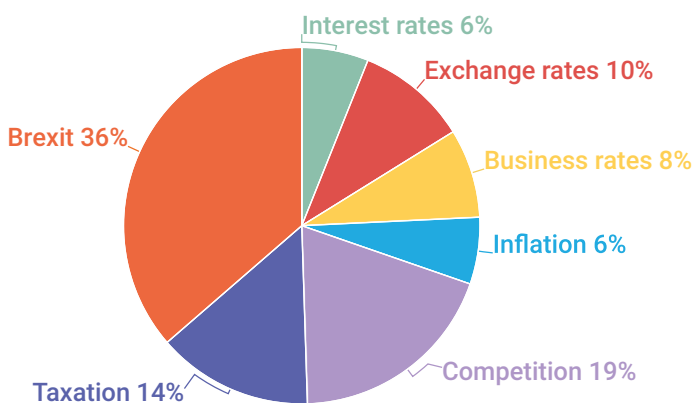
# Quick Glance: Q3 2019

## Brexit uncertainty continues to be the biggest concern for local business

Brexit continues to be the biggest area of concern for local firms, with over one third of respondents citing it as a bigger concern than three months ago. This is reflected on a national level, with uncertainty around Brexit, tariffs and exchange rates holding back business.

### Business challenges

Indicate which of these following factors are more of a concern to your business than 3 months ago: Interest rates / Brexit / Business rates / Competition / Exchange rates / Inflation / Taxation / Other

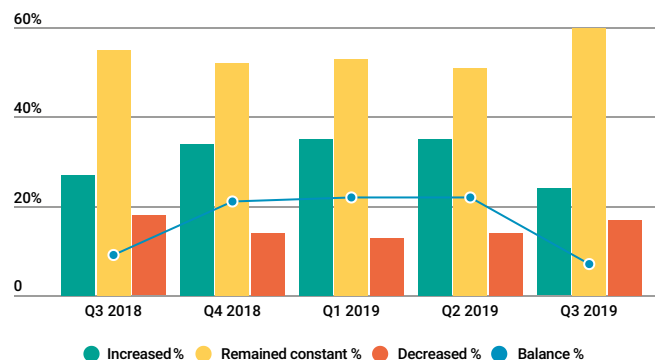


Brexit was the biggest area of concern for responding businesses, followed by competition and taxation.

### Cash flow



Over the past 3 months, cash flow has:  
Increased / Remained constant / Decreased



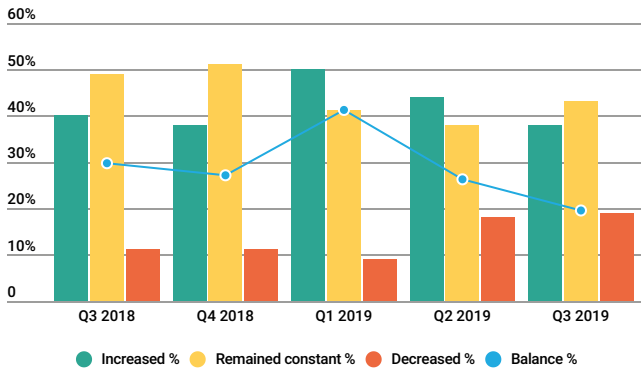
**This quarter:** On balance, cash flow has reduced by 14.9% compared to last quarter.

**Year on year:** Cash flow positions are reported to be at slightly lower levels to the same period last year.

## Domestic sales



Over the past 3 months UK sales/custom/bookings have: Increased / Remained constant / Decreased



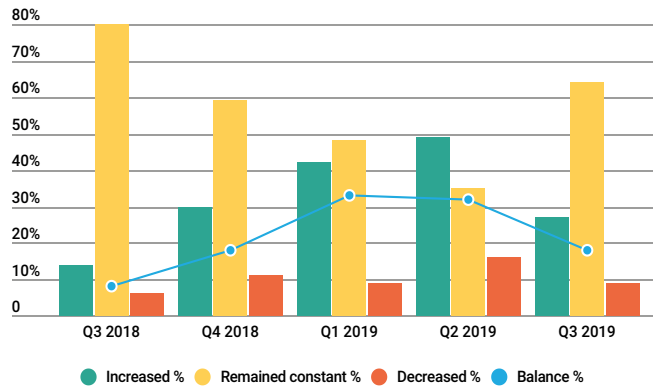
**This quarter:** On balance, UK sales are at lower levels compared to last quarter.

**Year on year:** The balance of UK sales is at a lower level than the same period last year. The positive balance means more businesses have reported increased rather than reduced sales.

## Overseas sales



Over the past 3 months overseas sales/custom/bookings have: Increased / Remained constant / Decreased



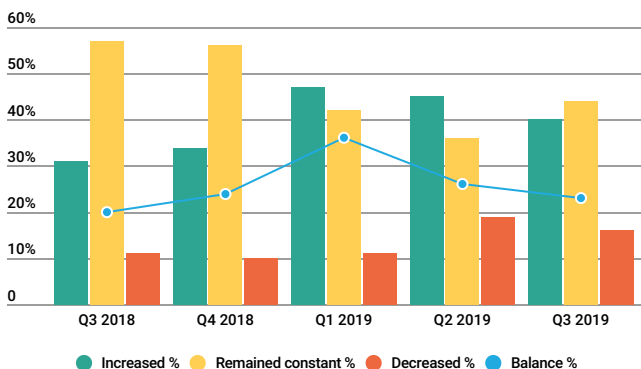
**This quarter:** On balance, export sales have decreased.

**Year on year:** On balance export sales are at higher levels to the same period last year.

## Domestic orders



Over the past 3 months UK sales/custom/bookings have: Increased / Remained constant / Decreased



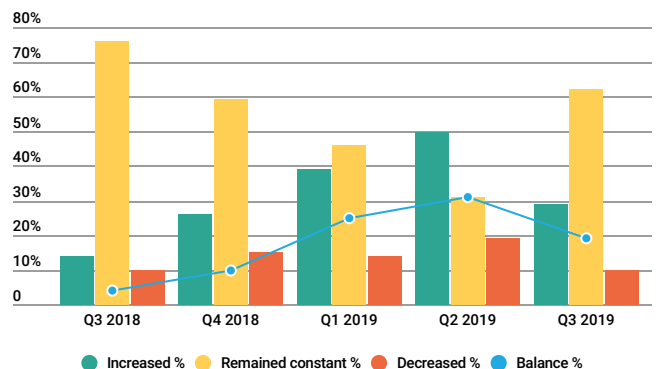
**This quarter:** On balance, UK orders are lower compared to last quarter.

**Year on year:** UK orders are at lower levels compared to the same period last year.

## Overseas orders



Overseas orders/advance custom/bookings have: Increased / Remained constant / Decreased



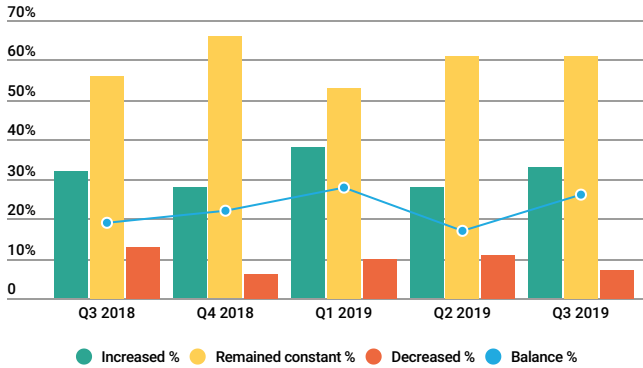
**This quarter:** On balance, export orders are lower than the last quarter.

**Year on year:** On balance, export orders are higher than last year.

## Employment growth



Over the last 3 months has your workforce:  
Increased / Remained constant / Decreased



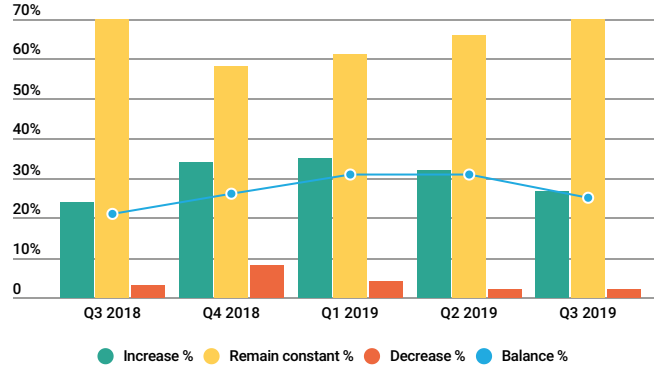
**This quarter:** On balance, there has been an increase over the last quarter.

**Year on year:** Employment expansion is at a higher level compared to the same period last year.

## Employment expectations



Over the next 3 months, do you expect your workforce to: Increase / Remain constant / Decrease



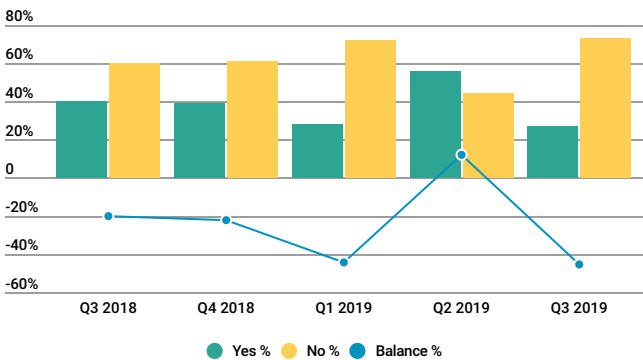
**This quarter:** On balance, businesses expect employment to decrease in the next three months.

**Year on year:** Employment expectations are at higher levels compared to the same period last year.

## Recruitment difficulties



Did you experience any difficulties finding suitable staff? Yes / No

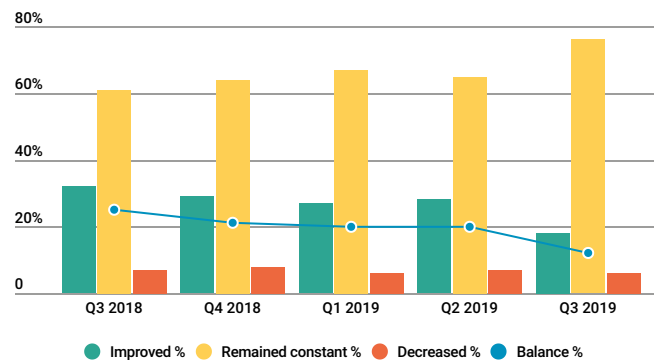


**This quarter:** There has been a decrease in the percentage of firms experiencing difficulties recruiting, with only 73% of responding firms advising this was not an issue last quarter.

## Training investment



Over the past 3 months, investment plans for training have: Increased / Remained constant / Decreased



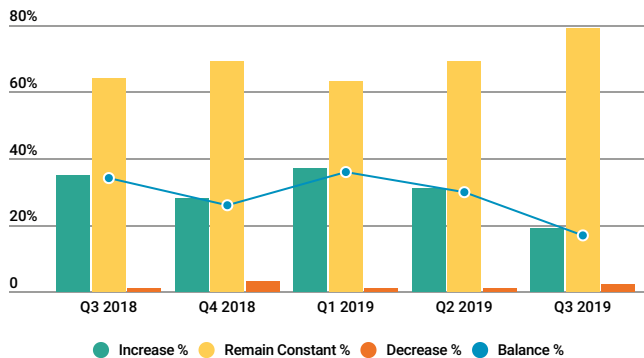
**This quarter:** On balance, investment in training has worsened by 8.5% over the last quarter.

**Year on year:** Over the last year, investment in training has worsened by 13.5%.

## Price



Over the next 3 months, do you expect the price of your goods/services to: Increase / Remain constant / Decrease



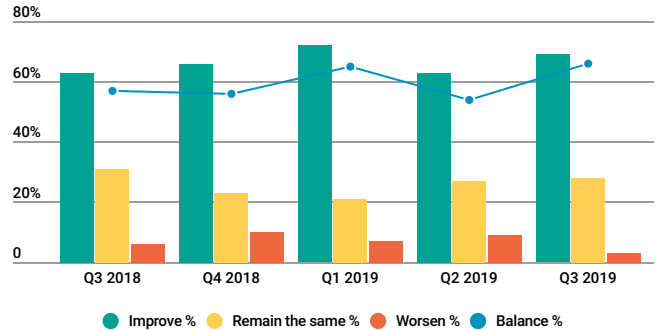
**This quarter:** On balance, expectations of future price increases have decreased since the last quarter.

**Year on year:** Compared to the same period last year, there has been a decrease in the proportion of businesses which expect prices to increase.

## Profitability



Over the next 12 months, do you believe profitability will: Improve / Remain the same / Worsen



**This quarter:** On balance, expectations of profitability have increased compared to last quarter.

**Year on year:** Compared to the same period last year, there has been an increase in expectations of profitability over the next 12 months.

## About Doncaster Business Insight

Doncaster Business Insight captures a regular snapshot of business sentiment on the local economy and hot business matters through a quarterly survey, monthly roundtable and quarterly breakfast briefing.

The results and feedback given by Doncaster businesses help inform Doncaster Chamber, Doncaster Council, local, regional and national policy makers and influencers to ensure the local business voice is heard, address any business matters and develop the right policies/structures that support business and the economy.

The results are also fed into the British Chambers of Commerce Quarterly Economic Survey results which act as a significant economic indicator for national and international organisations including the Bank of England.

Thank you for taking the Doncaster Business Insight Survey. For every survey taken by a business with a DN postcode, Doncaster Chamber donates £1 to a local charity.

## We ask. You say. We do

For the full report visit [doncaster-chamber.co.uk/dbi-results](http://doncaster-chamber.co.uk/dbi-results)

## Dates for your diary 2019

### Surveys

Take the survey every quarter:

**Q4 2019:** 4 Nov – 25 Nov

**Q1 2020:** 17 Feb – 9 March

### Forthcoming events

Join us at these key events.

#### 13 November

Roundtable: Climate change and business opportunities in a lower carbon economy

#### 12 December

Doncaster Business Awards

#### 18 December

The Big Breakfast & AGM