

BIG Q

what's stopping you?

Results : 2017 Survey

Growing Locally

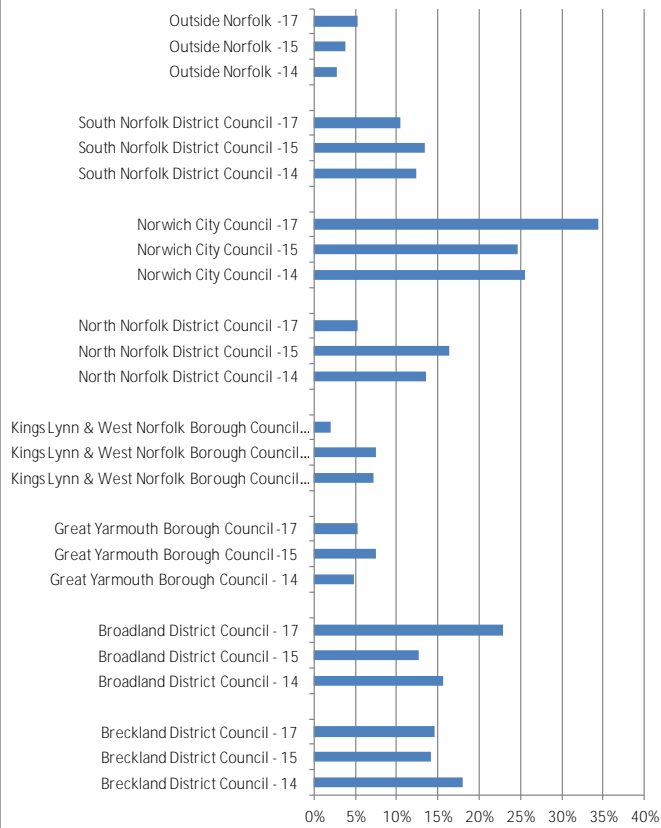
Employing Young People



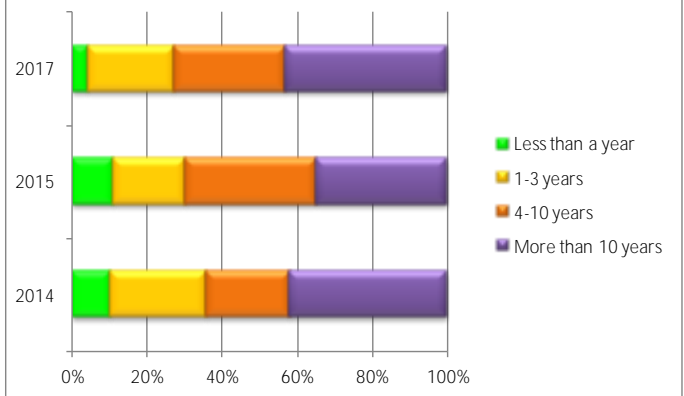
Data Set : Norfolk

Participants 2015 (134) / 2014 (200) / 2017(96)

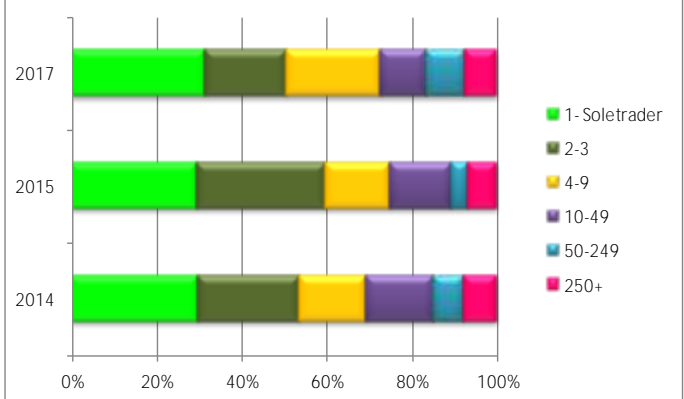
Which Council area is your Head Office based in?



How long have you been trading for?

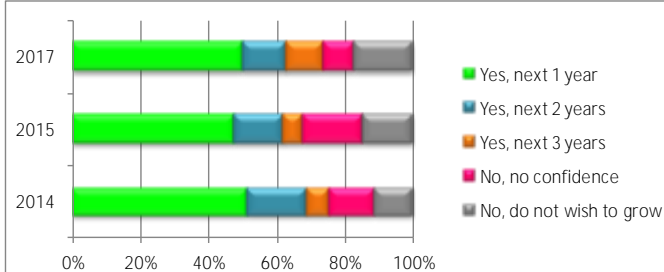


How many people in work your company?

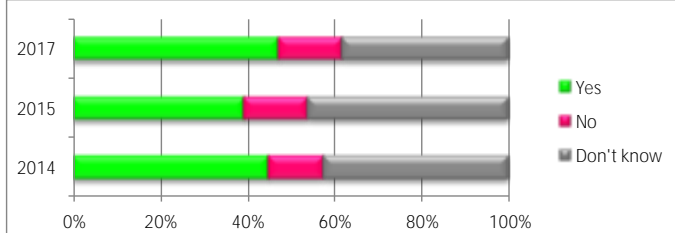


Growth

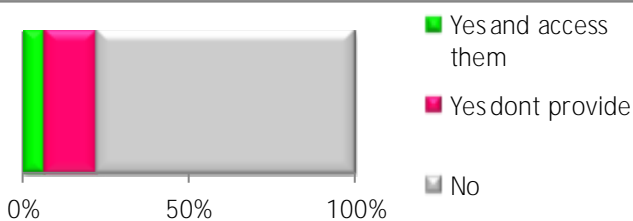
Are you gaining confidence to grow your business?



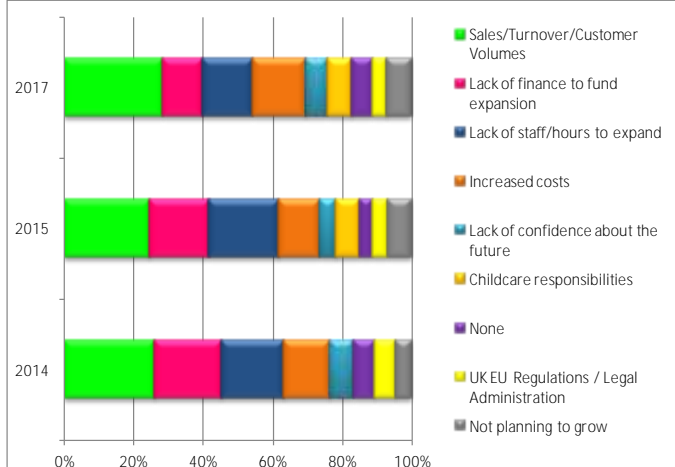
Are other businesses similar to yours growing ?



If Childcare is a barrier for you aware of the support available ?



What are the main barriers to growth?



What one thing would help you grow ?

Increase Customers

Access to large organisations in Norfolk

More paying clients

More work, more customers

more contacts

Reduced competition

more customers

Winning tenders to provide more services

Customer Awareness

Better NHS funding, support and them paying a sensible fee for services rendered

More turnover so I could take on premises and staff

Customers!

More of the right clients!

Support

Support

Further support

a new owner :-)

Staffing

People

More local talent to hire

time

energy!

Time. I am considering an apprentice to support my businesses digital marketing.

Extra human resource

Marketing

Better and affordable publicity

Cheaper networking opportunities

Brand awareness

Advertising

Funding

Funding for staff so I can attend promotional events

Capital to provide funding for growth options

extra funding

Government support

funding

More hours in the day

Better pool of skilled staff

Funding

Access to more funding/ income

Funding/investment

Business Costs / Operations

Getting my production costs down.

Reduced cost of outgoings (utilities, rent, etc)

Working capital!

Removal of business rates

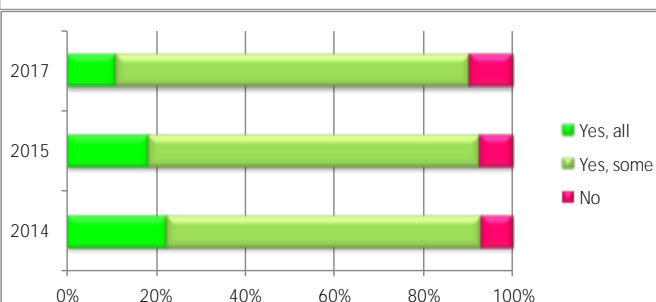
Decrease in overhead costs

Premises

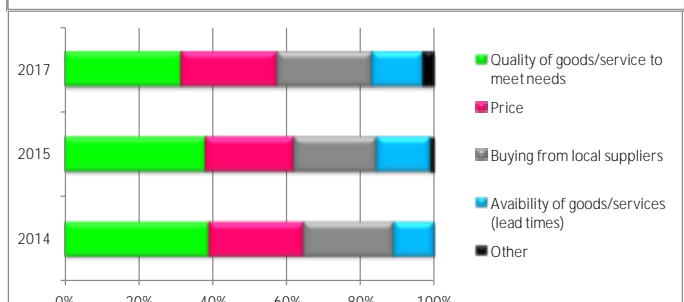
Lower business rates, as a b2b business many of the businesses whom use have their budget restricted by external factors like business rates, car parking charges reducing footfall ect

Buying Locally

Do you buy locally ?



What drives your buying decision ?

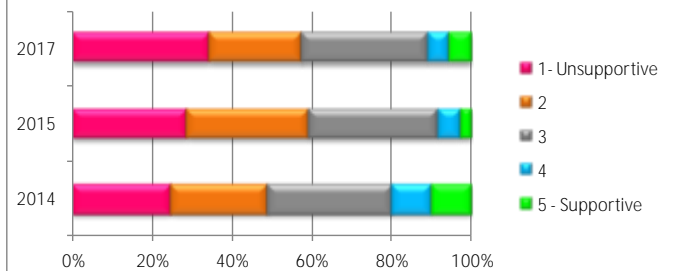


Local Authorities

Do you work with Local Authorities ?



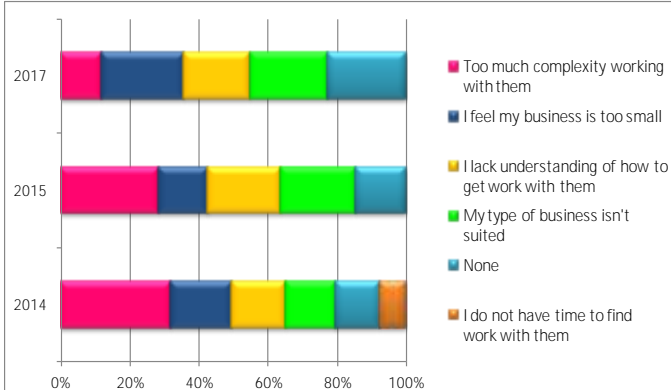
How do you rate your Local Authorities ?



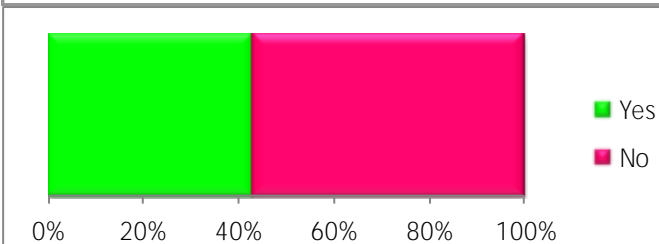
Have you accessed external support in the last 12 months ?



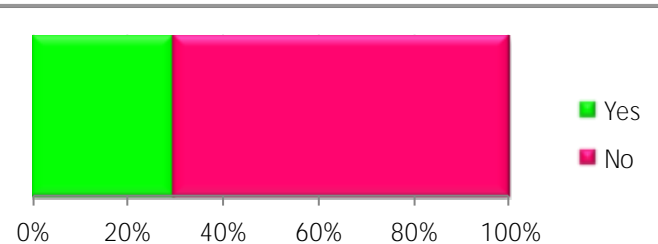
What are the barriers to working with them ?



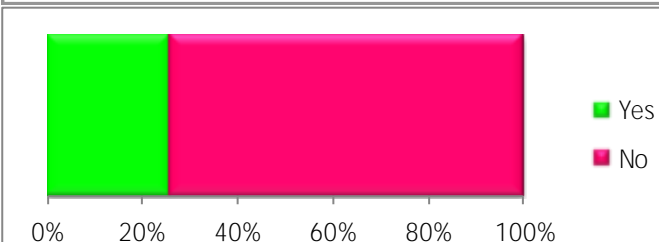
Are you interested in bidding for Public Sector work ?



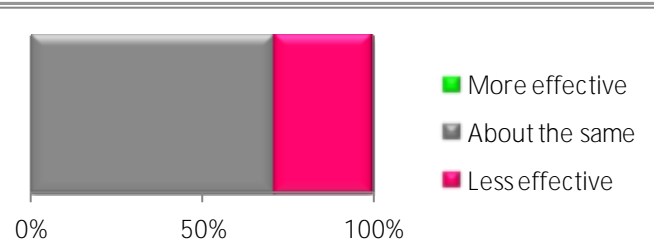
Have you heard of 'Contract Finder' ?



Do you use 'Contract Finder' ?

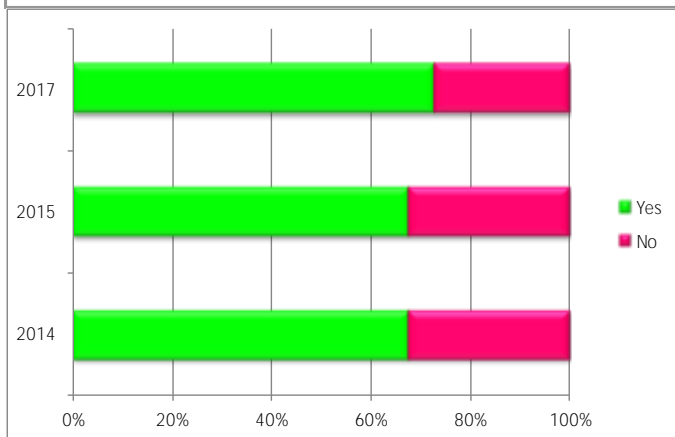


Compared to other searches is 'Contract Finder' ?

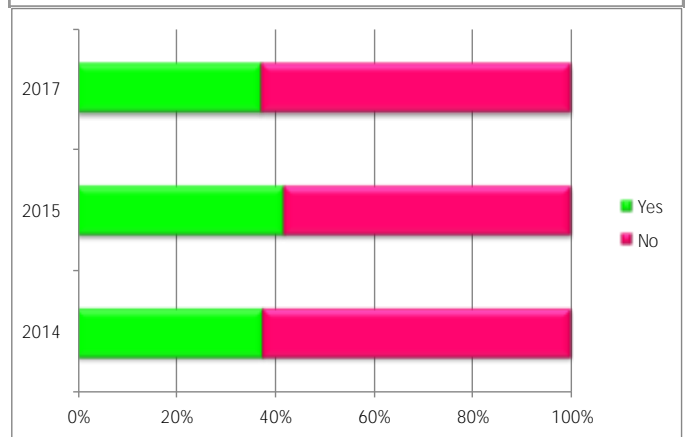


Employing Young People

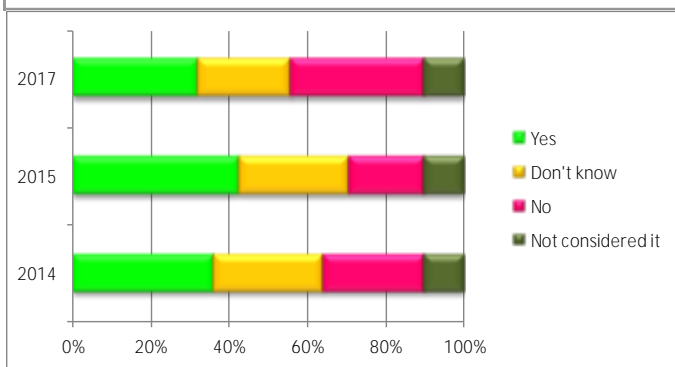
Have you considered taking on a young person ?



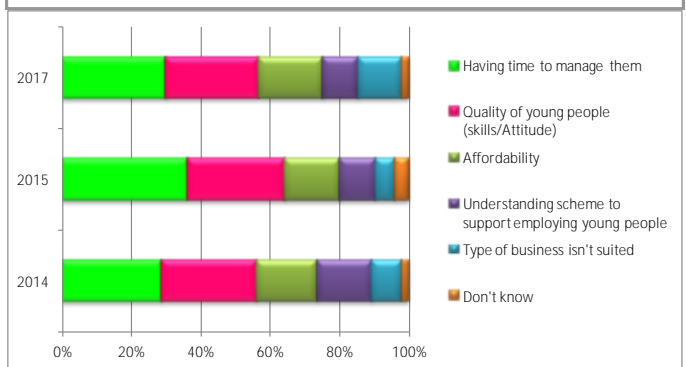
Have you actually taken on a young person ?



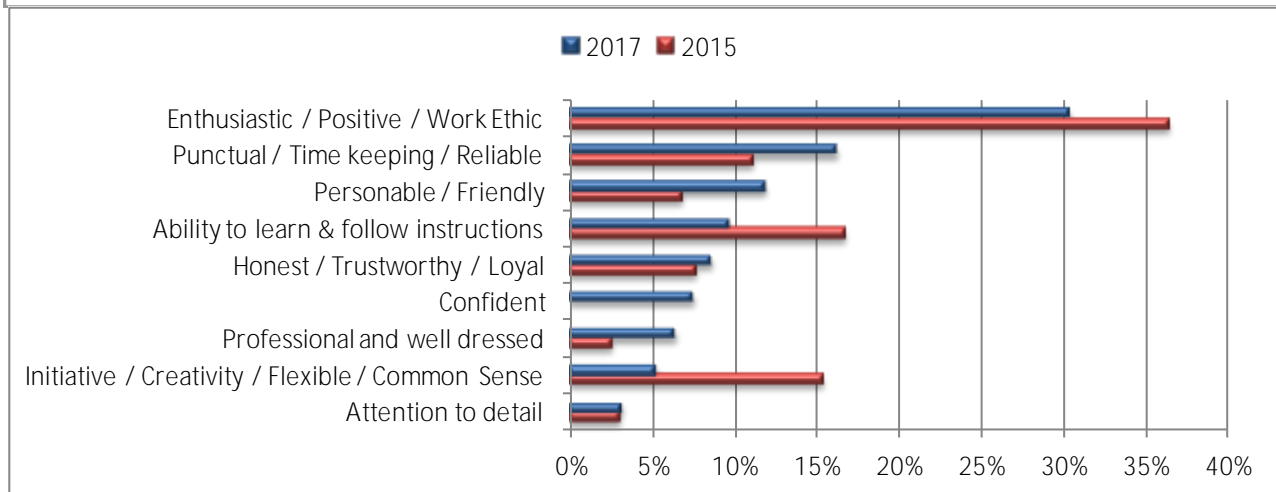
Would young person help free up your time to grow ?



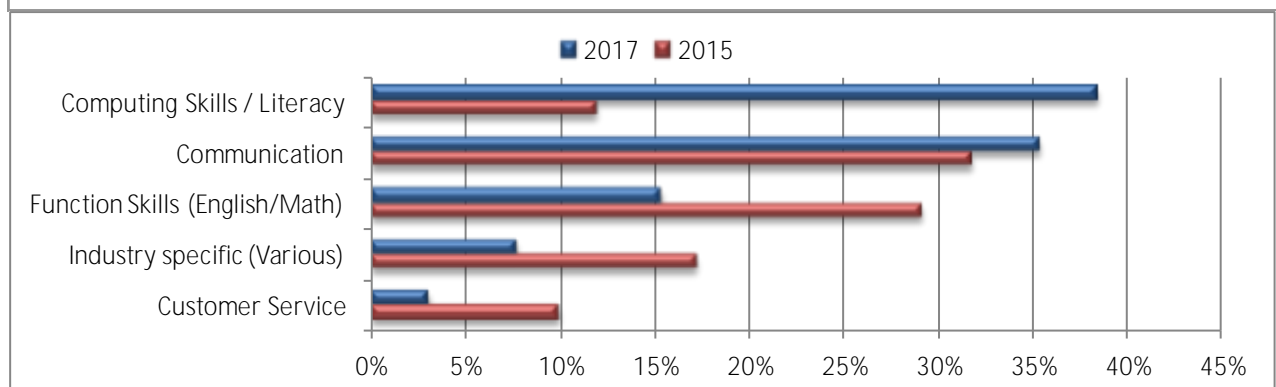
What are the barriers to taking on a young person ?



What are the most important attributes you look for when recruiting a young person? (Responses)

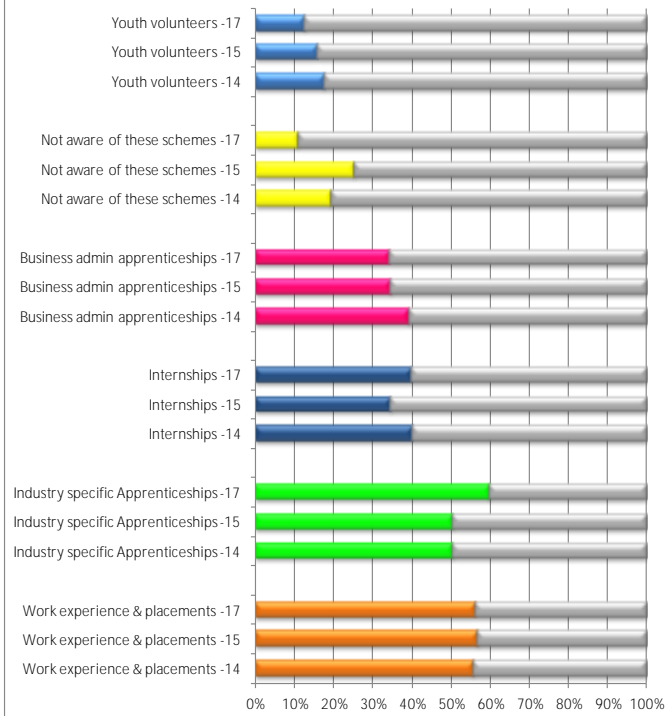


What are the most important skills you look for when recruiting a young person? (Responses)

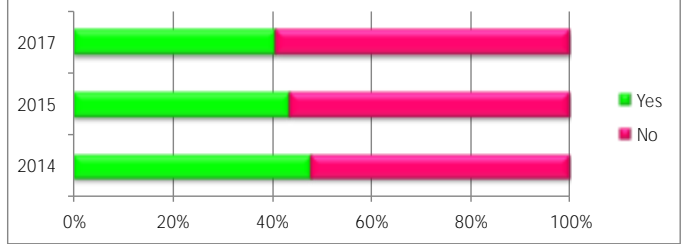


Support

Are you aware of the following schemes ?



Do you know what support is available ?



How would you like to find out about the support ?

