



Federation of Small Businesses

South East Policy Unit

# Lifting the Barriers to Growth 2008

## Surrey & West Sussex





## Lifting the Barriers to Growth Survey

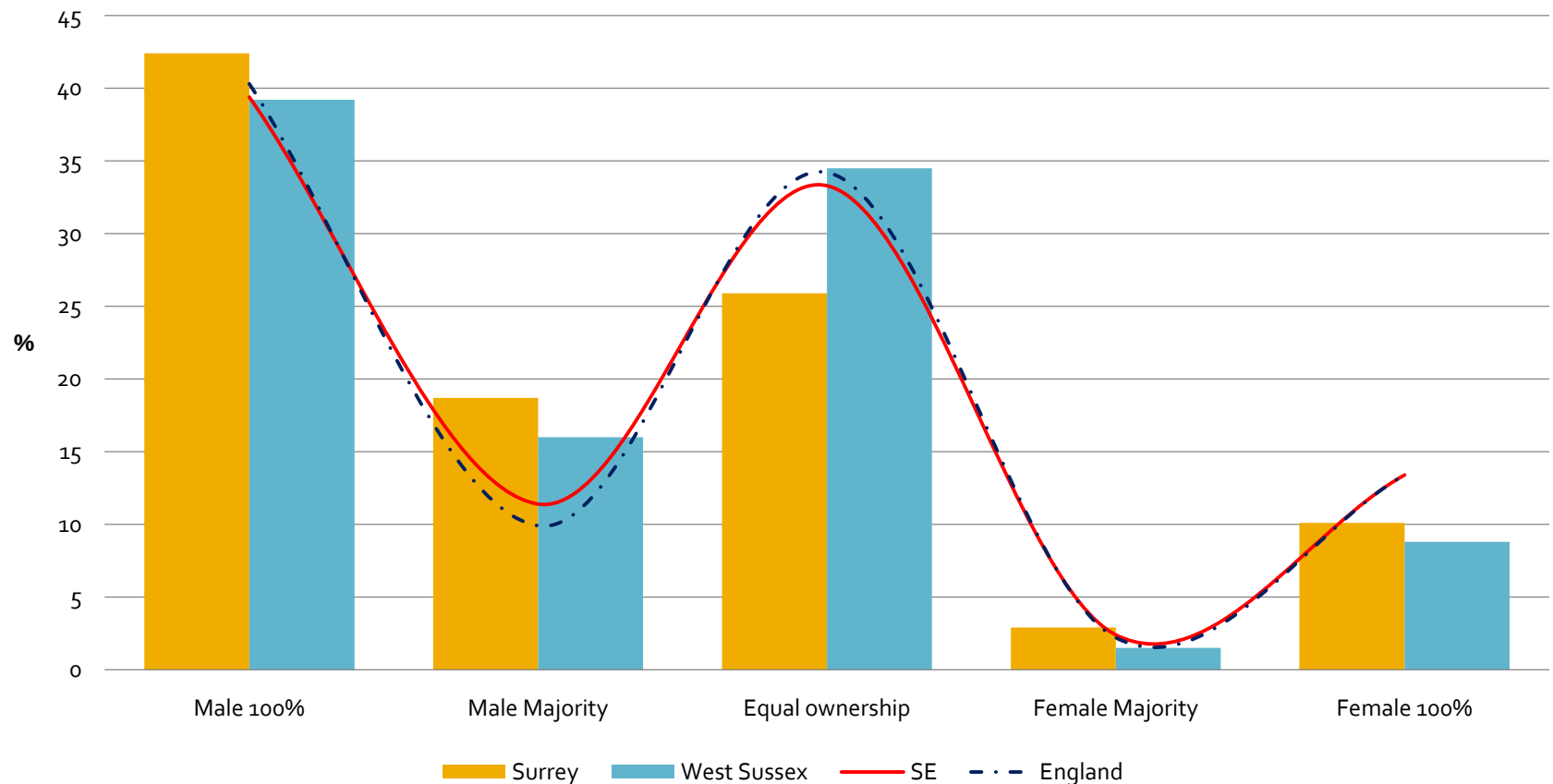
- Largest non-governmental survey of small businesses
- Carried out by Glamorgan University
- Questionnaire distributed to businesses across the UK in March
- 1497 businesses in the South East took part in the survey
- 140 businesses in Surrey completed the questionnaire
- 199 businesses in West Sussex completed the questionnaire





# Lifting the Barriers to Growth 2008

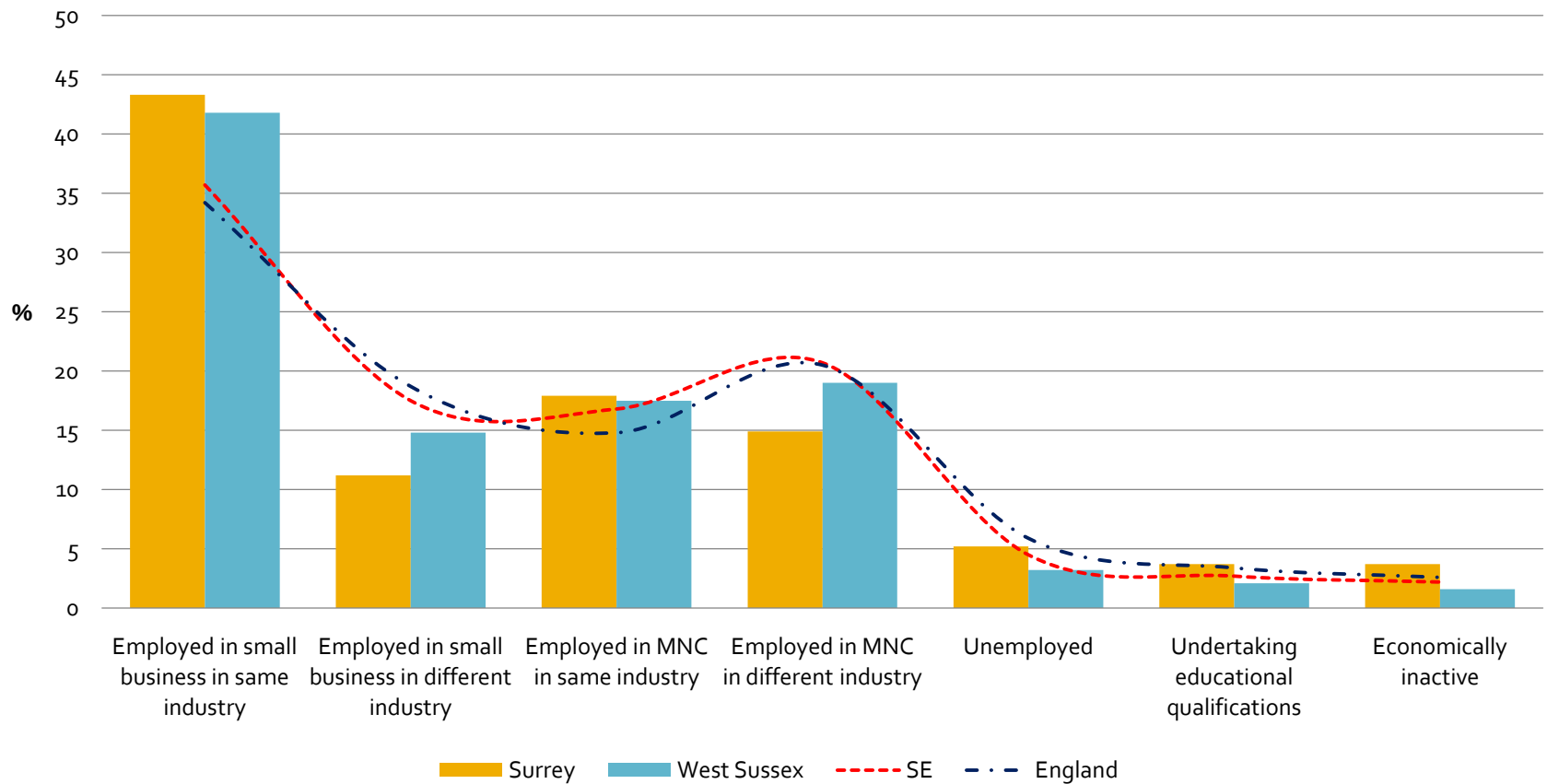
## Business Ownership by gender





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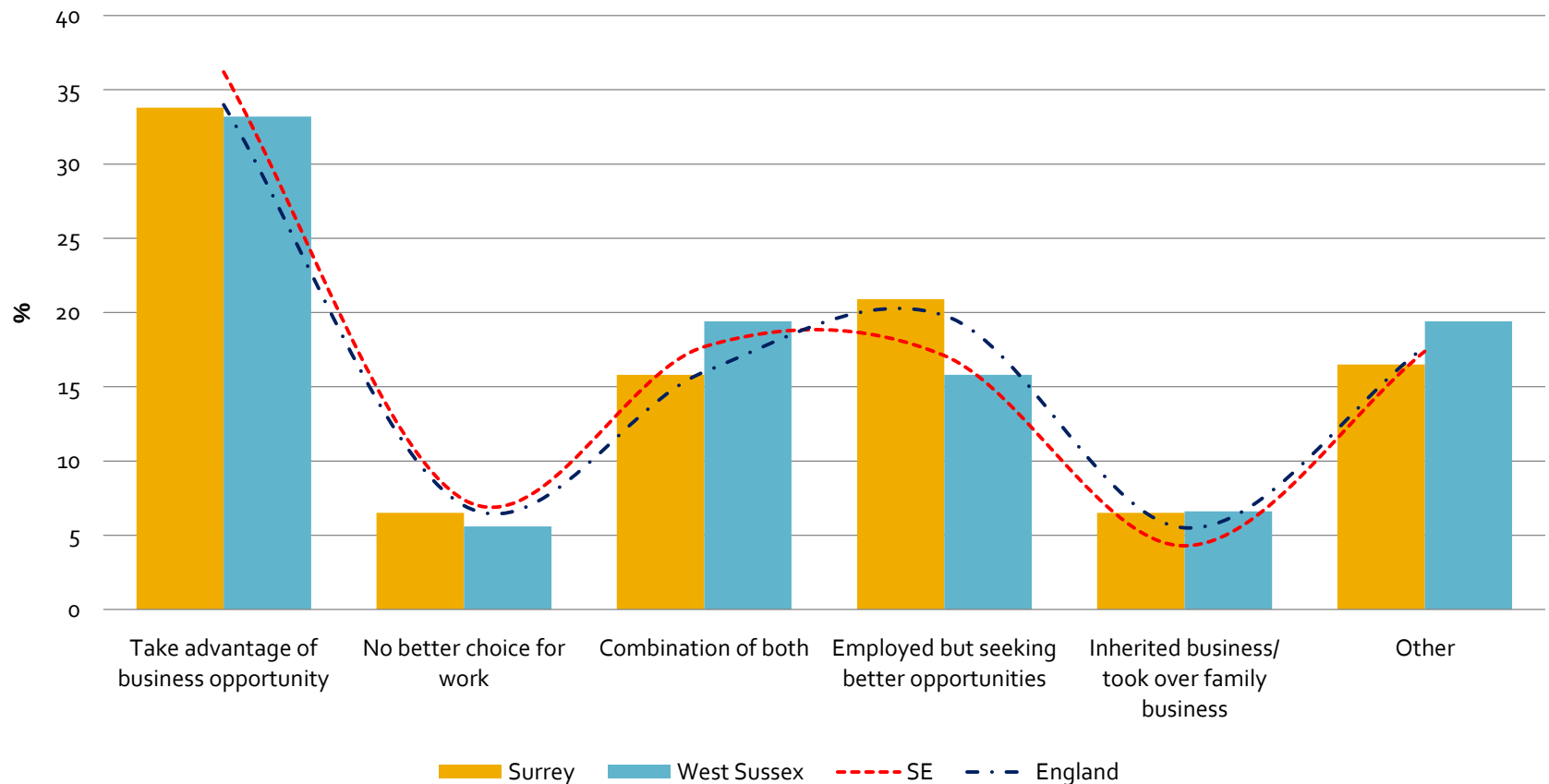
## Employment status prior to ownership of current business





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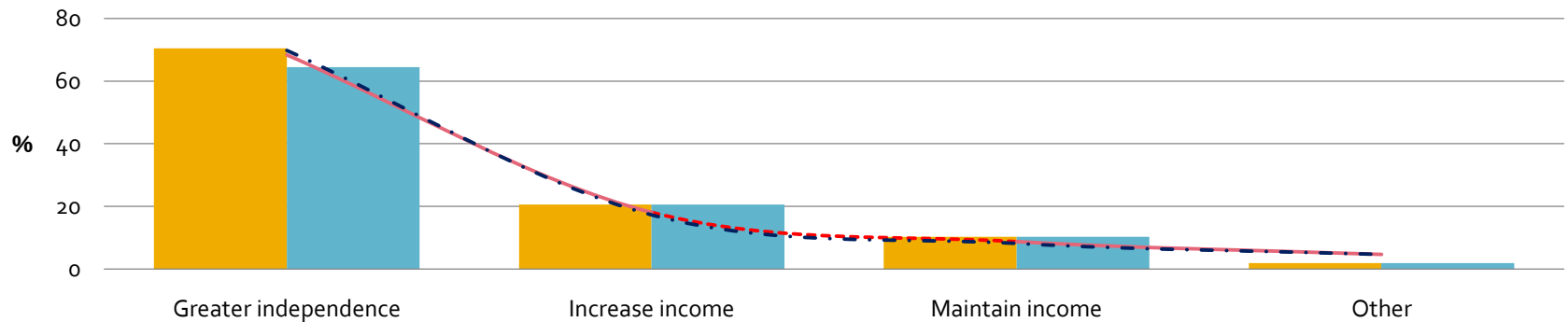
## Motivation for starting current business



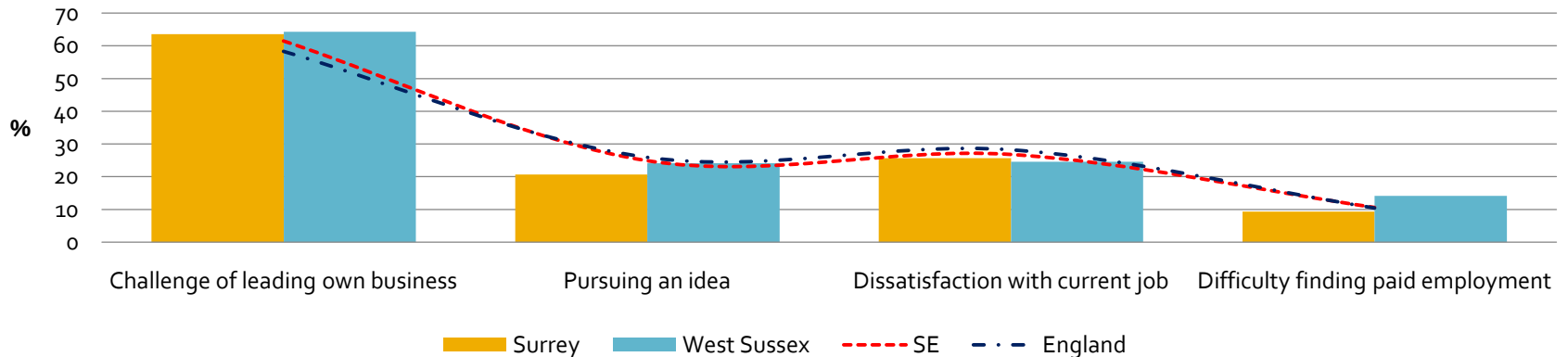


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## Reasons for pursuing a business opportunity



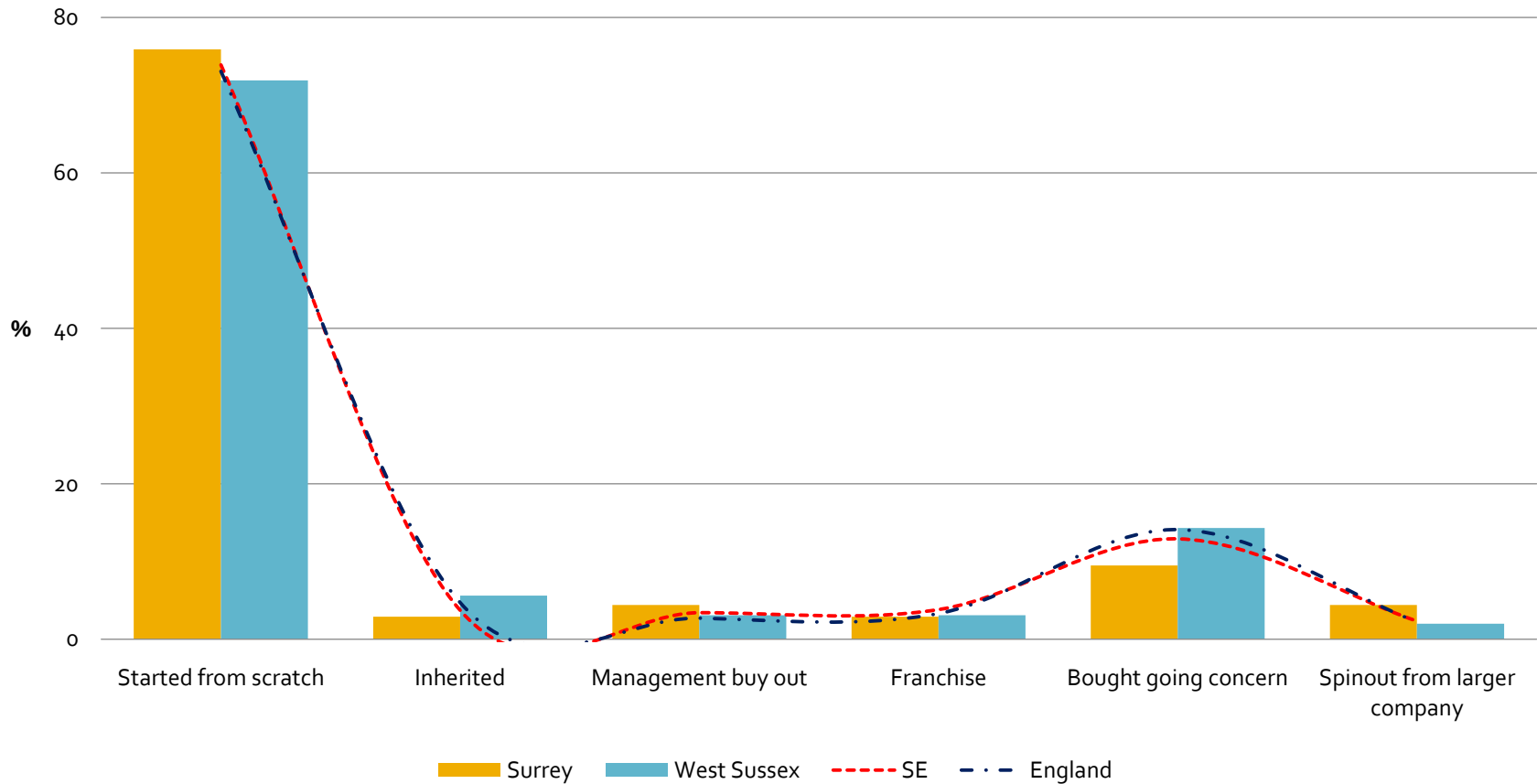
## Other reasons for pursuing a business opportunity





# Lifting the Barriers to Growth 2008

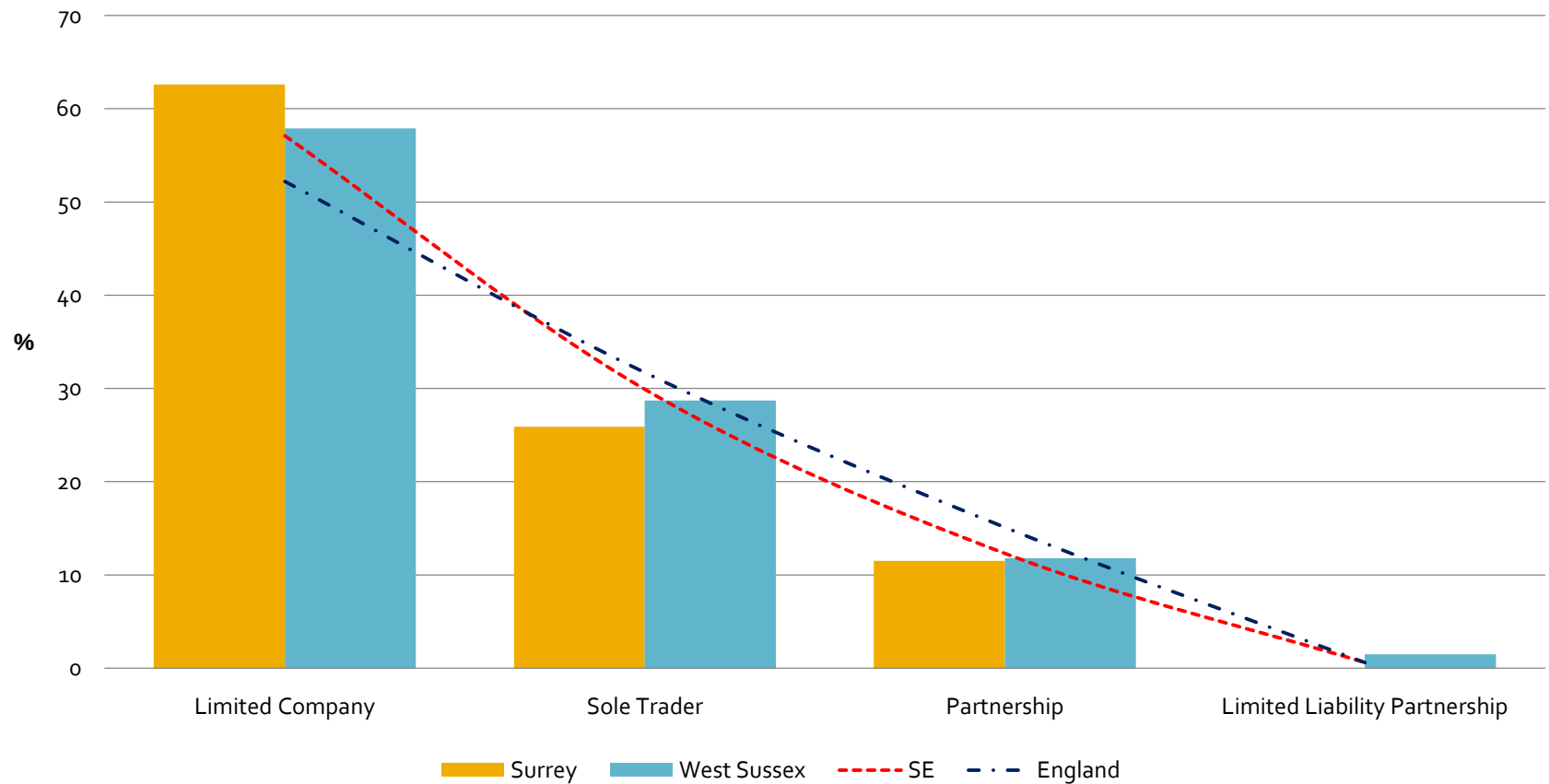
## Method of coming into ownership of current business





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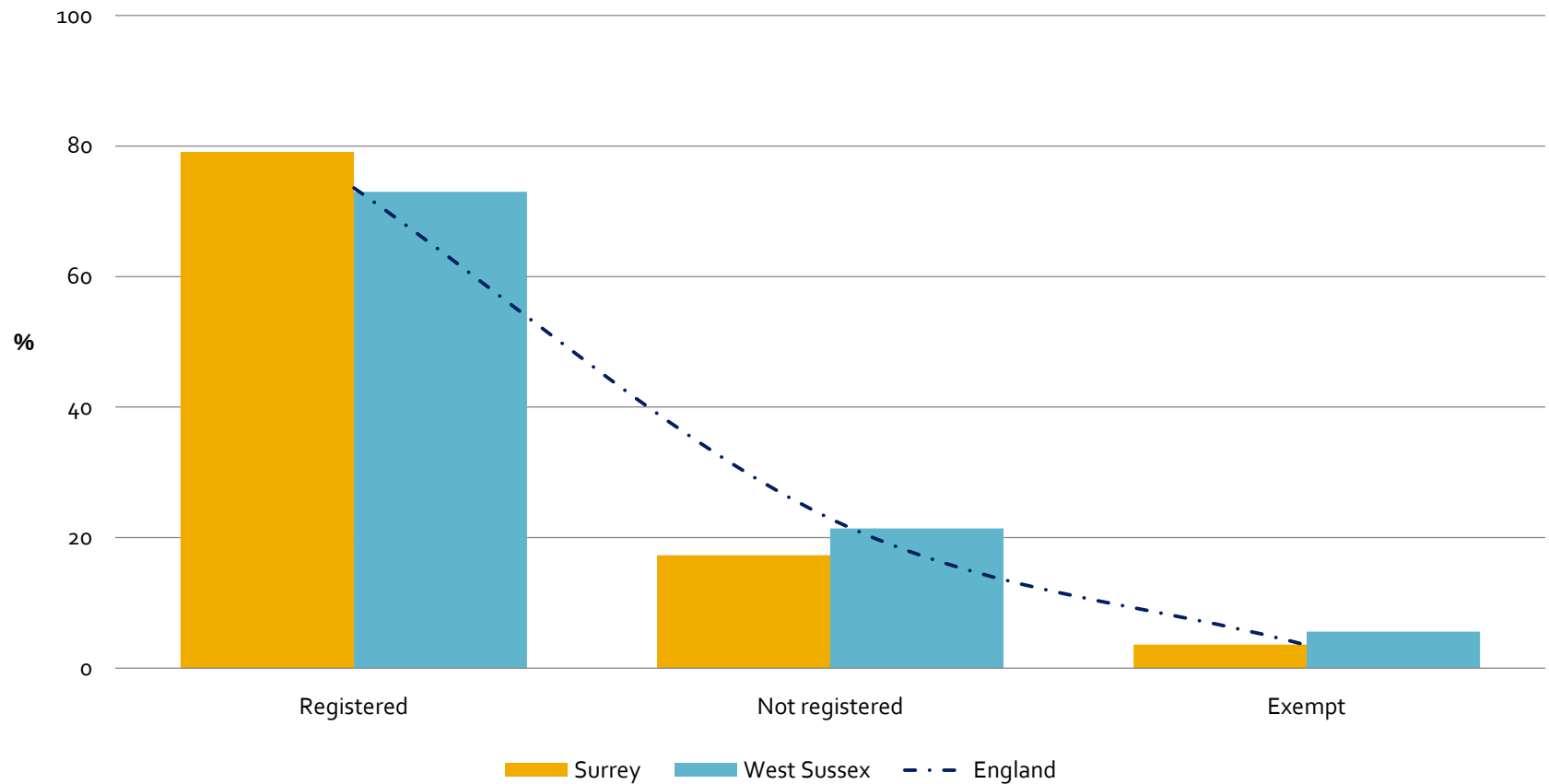
## Form of main business





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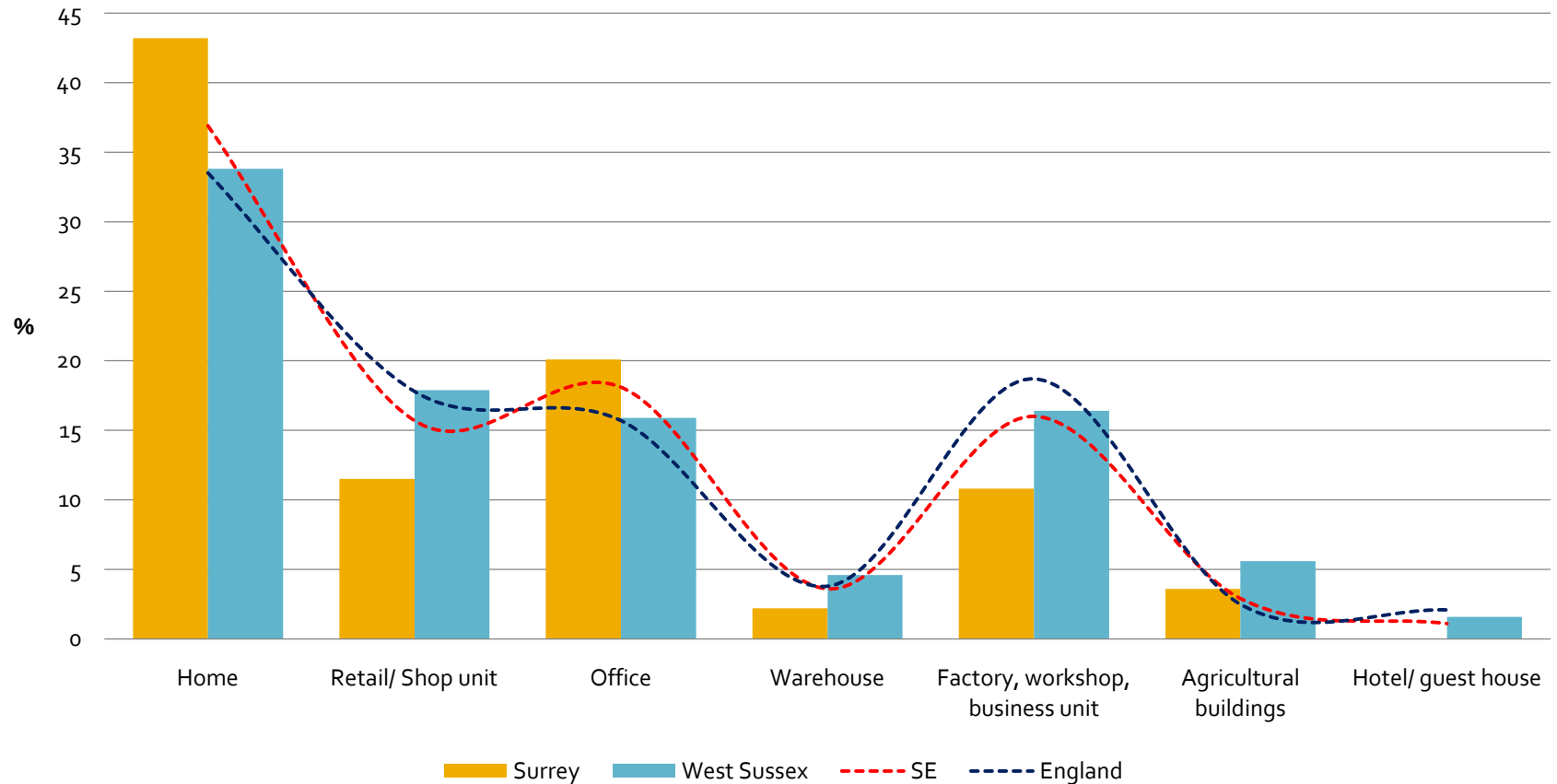
## Is the business registered for VAT





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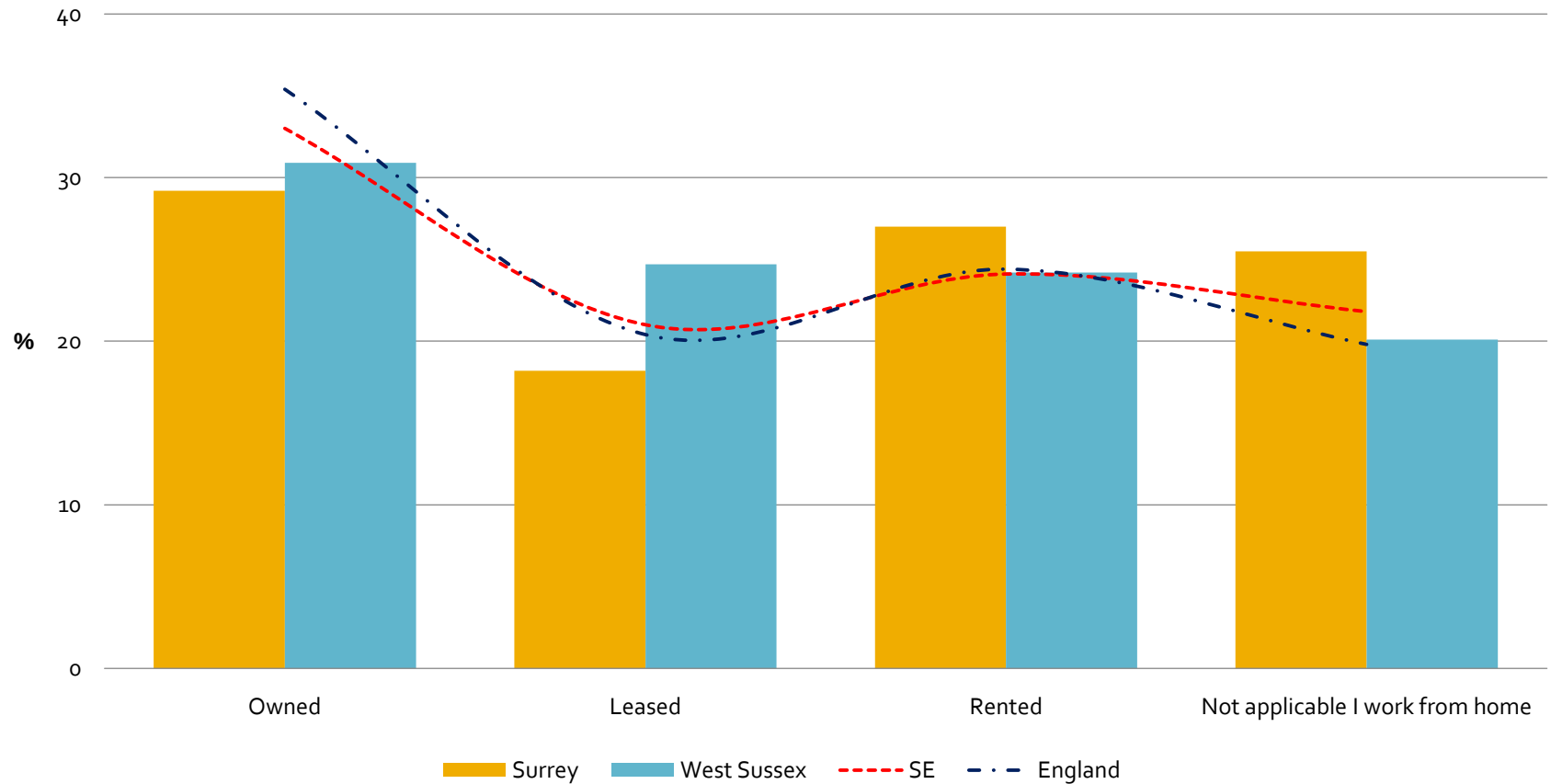
## Type of premises the main business is run from





# Lifting the Barriers to Growth 2008

## Are your premises owned, leased or rented?





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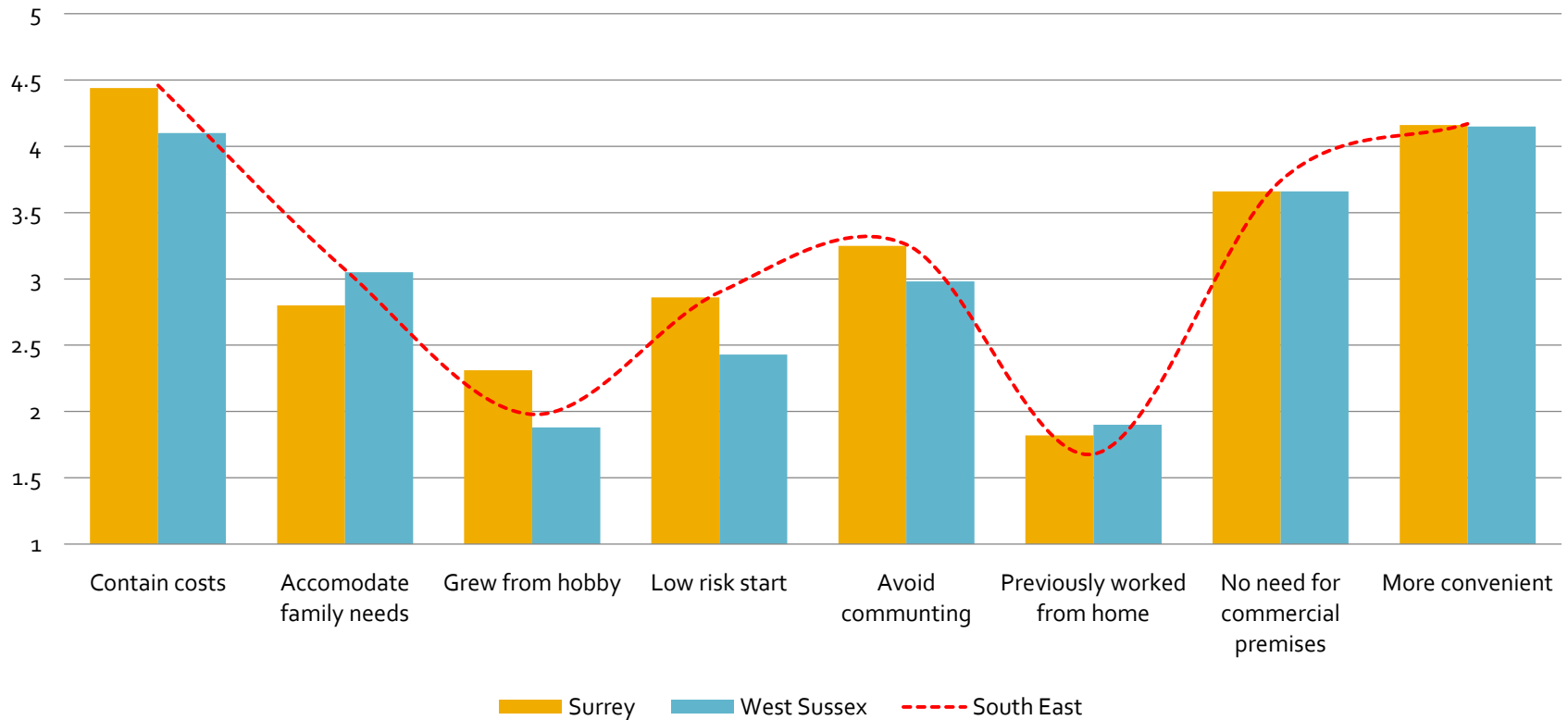
Type of area main business is based in





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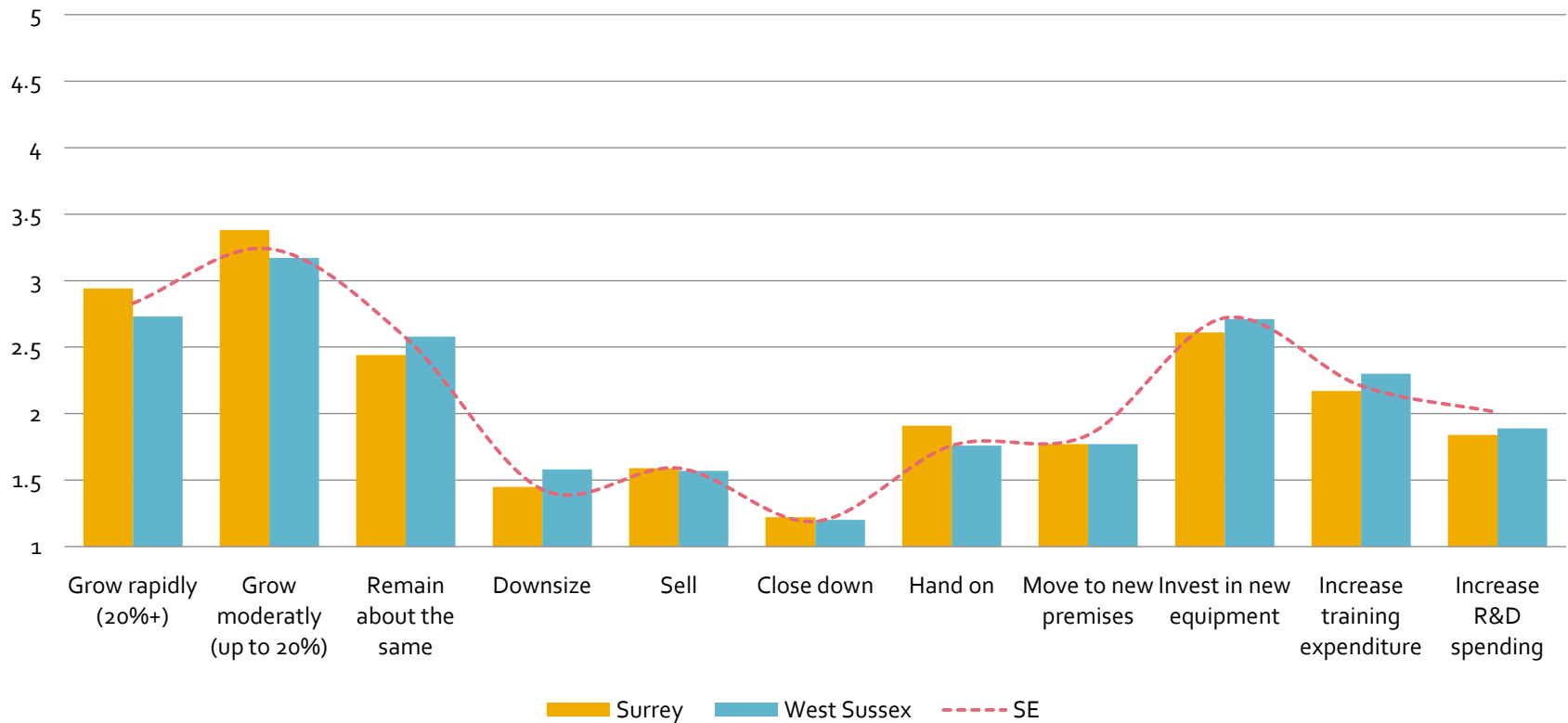
Importance of factors in motivating decision to operate business from home (1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

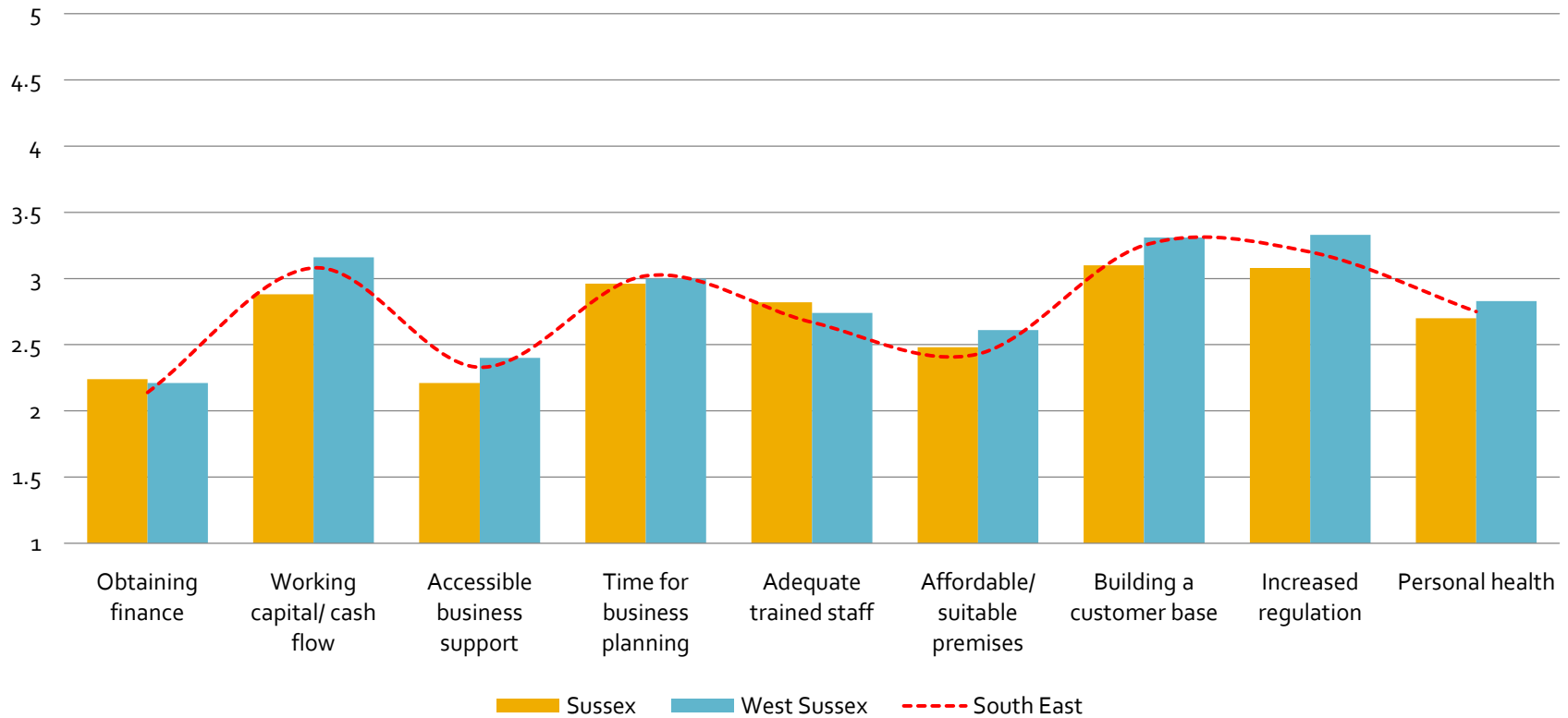
Importance of objectives to business over the last two years  
(1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

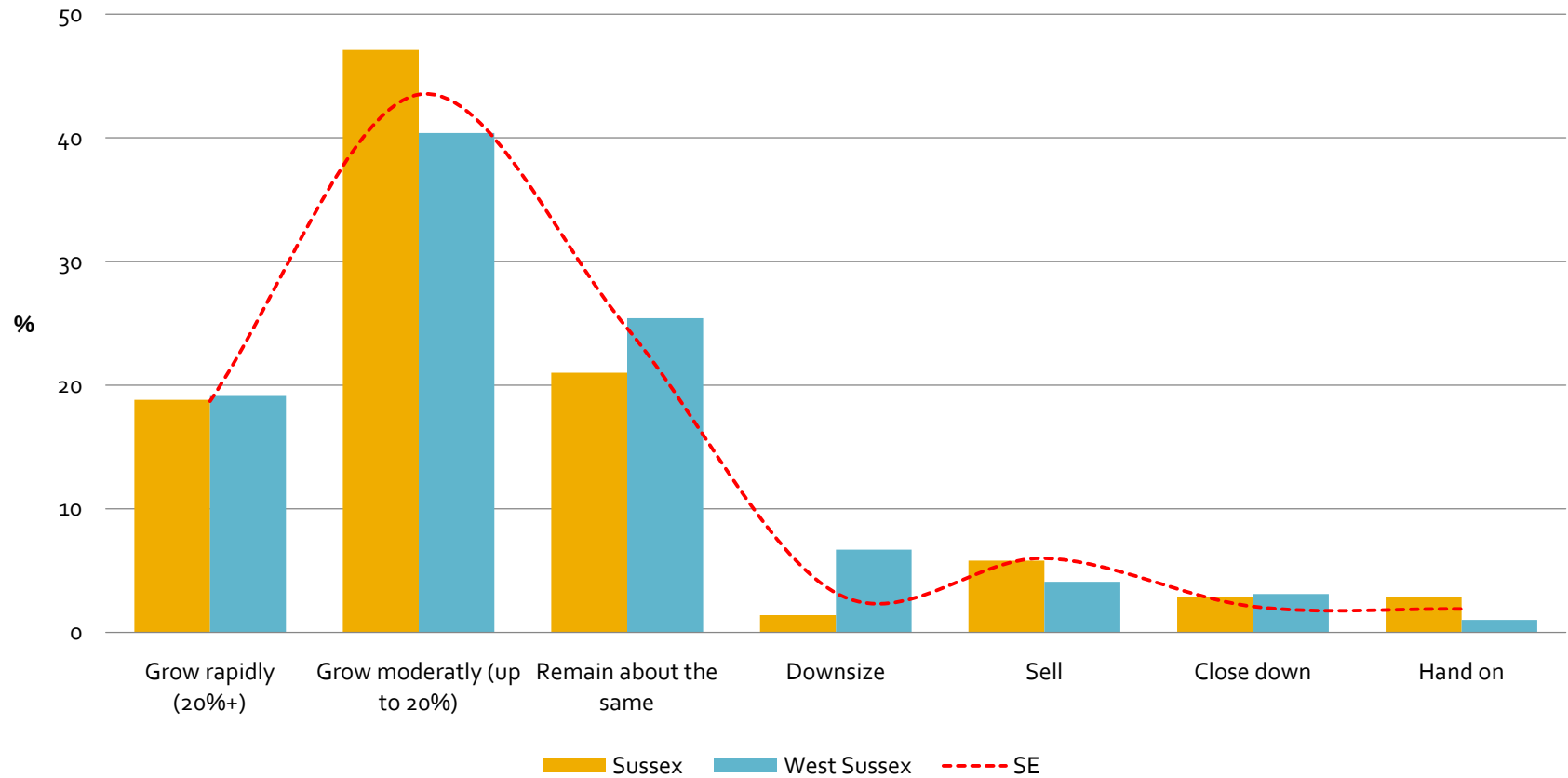
Importance of barriers to meeting business objectives  
(1 not significant – 5 very significant)





# Lifting the Barriers to Growth 2008

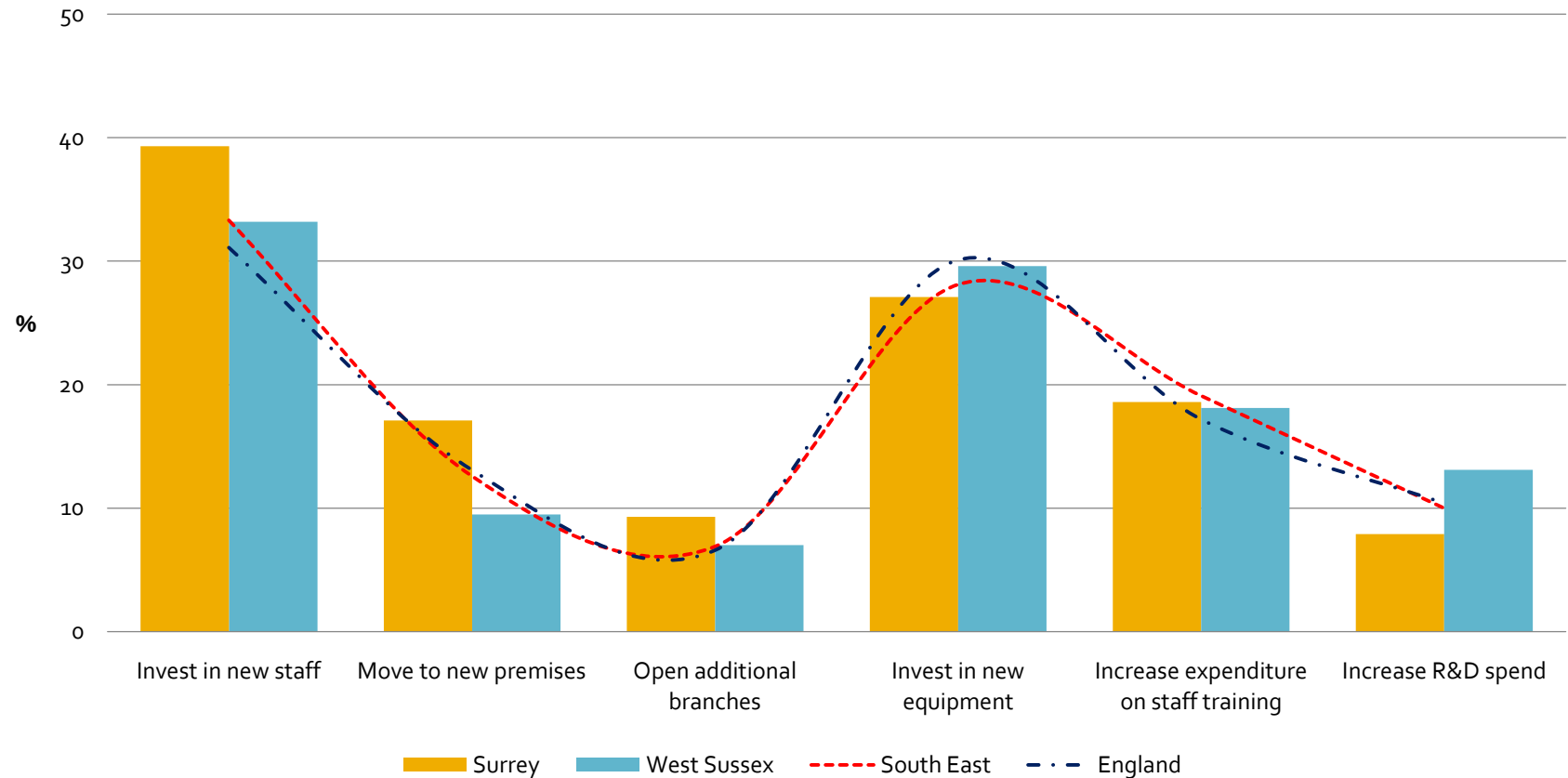
## Main objectives for business in next two years





# Lifting the Barriers to Growth 2008

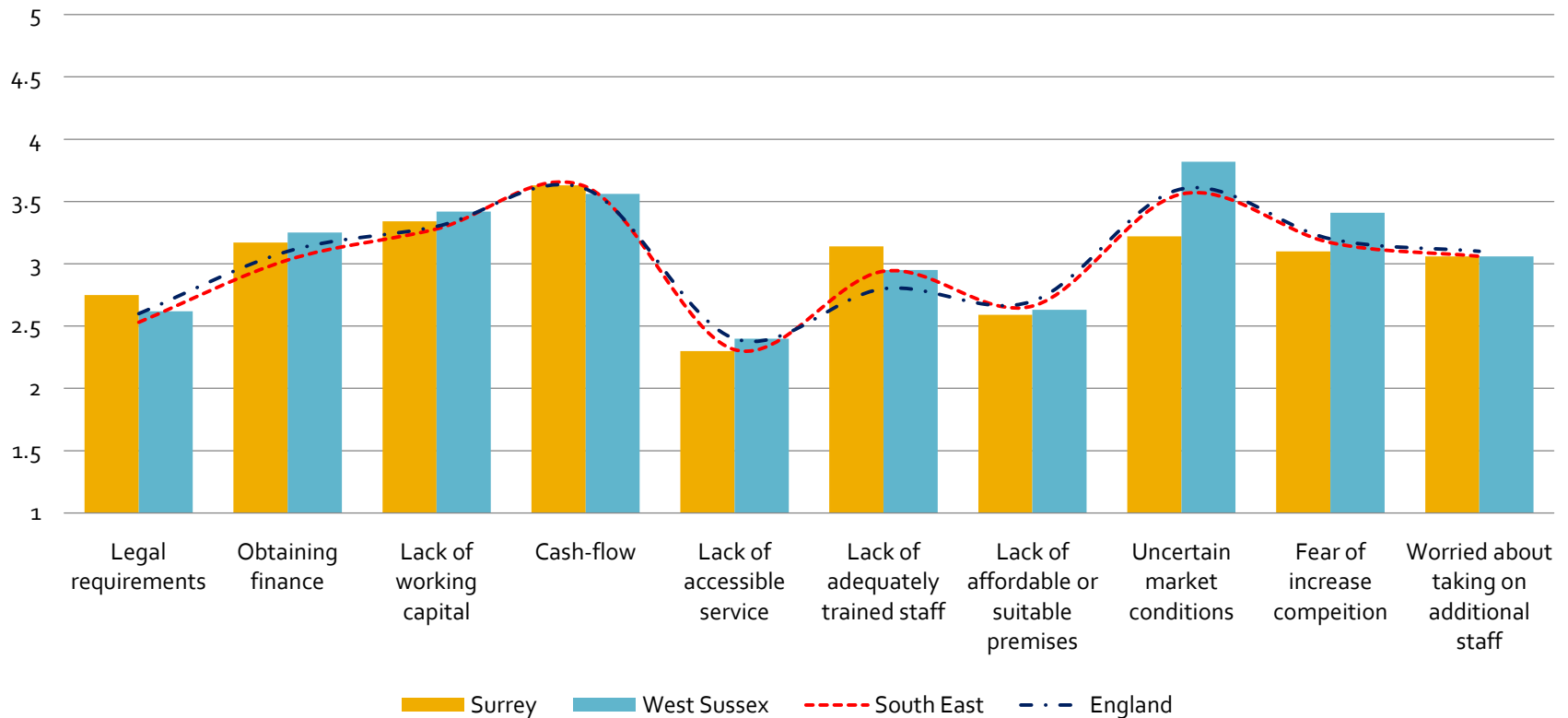
## Actions to be taken to achieve objective





# Lifting the Barriers to Growth 2008

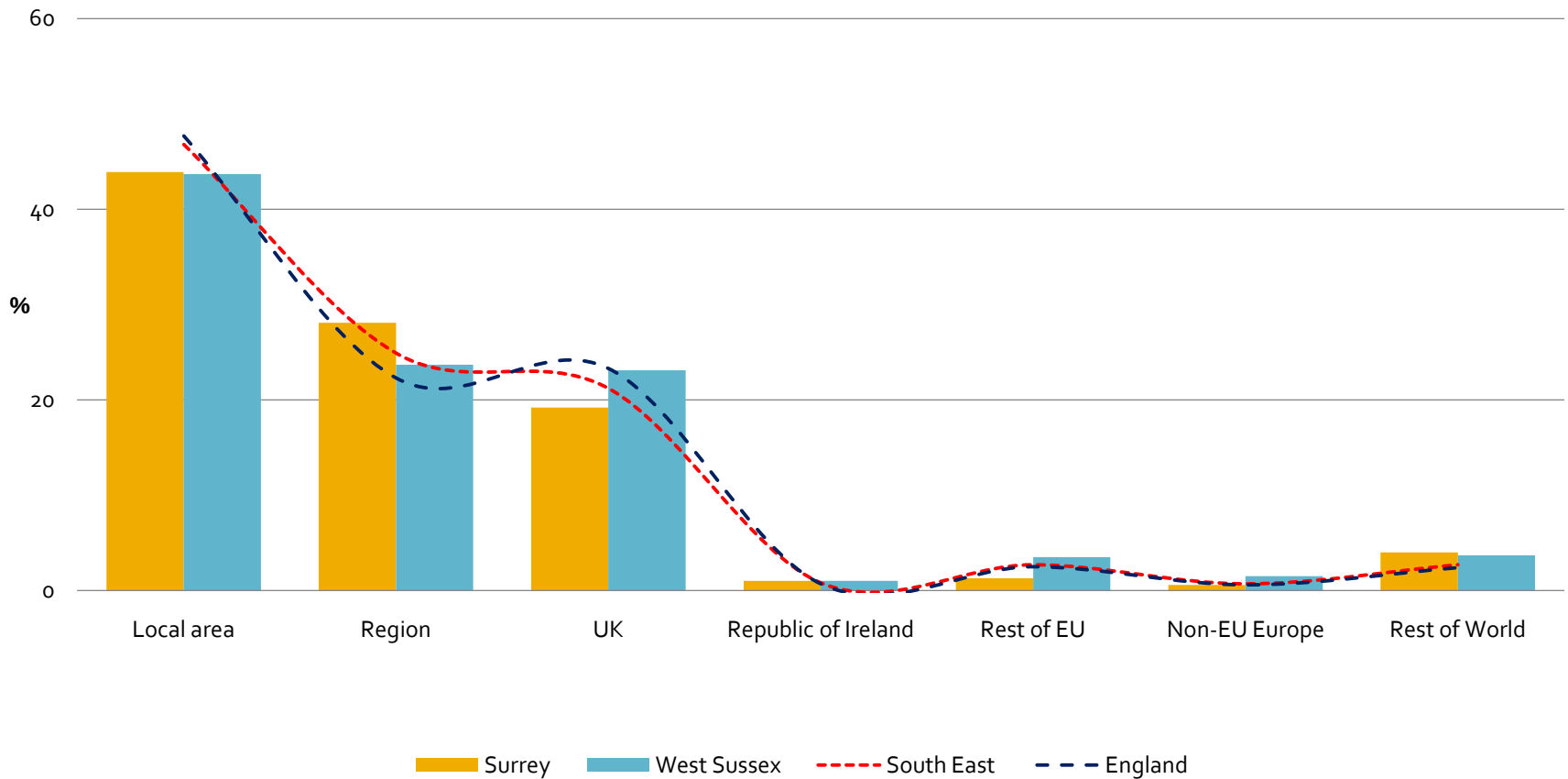
Average importance of factors in providing difficulties in achieving objectives (1 not significant – 5 very significant)





# Lifting the Barriers to Growth 2008

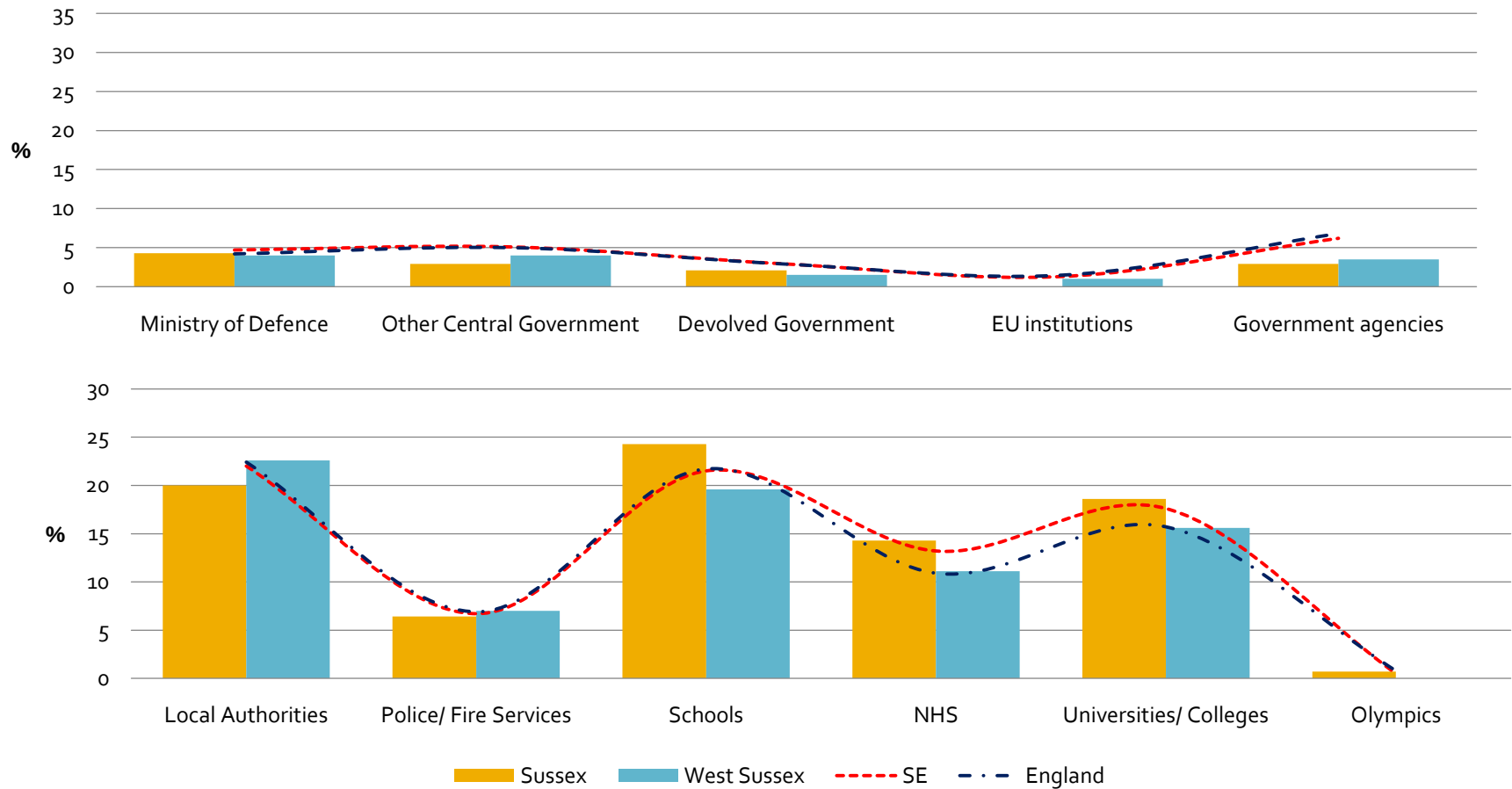
Distribution of trade as a percentage of sales attributable to customers in the following areas





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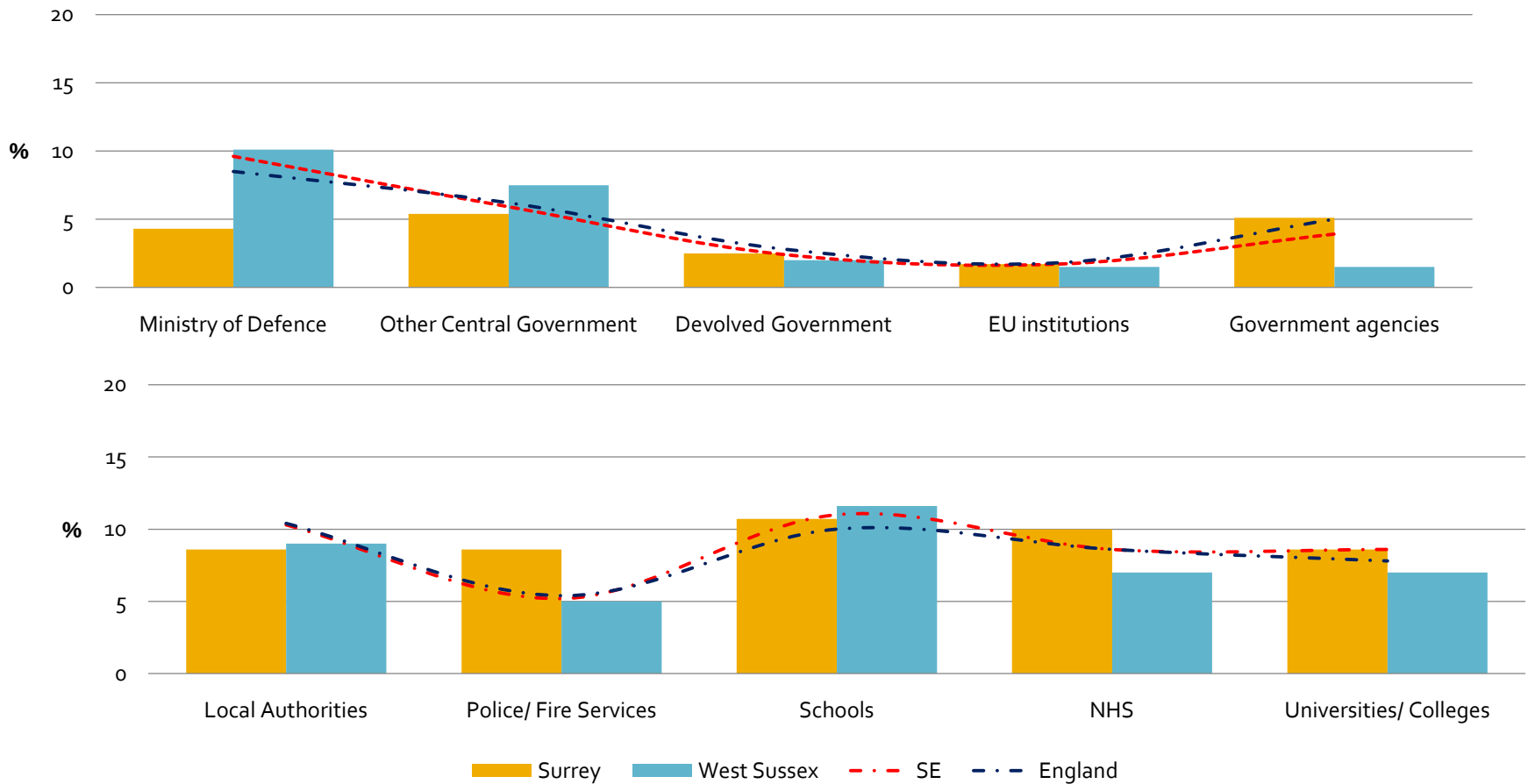
## % of businesses directly supplying public sector bodies





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## % indirectly supplying public sector bodies





# Lifting the Barriers to Growth 2008

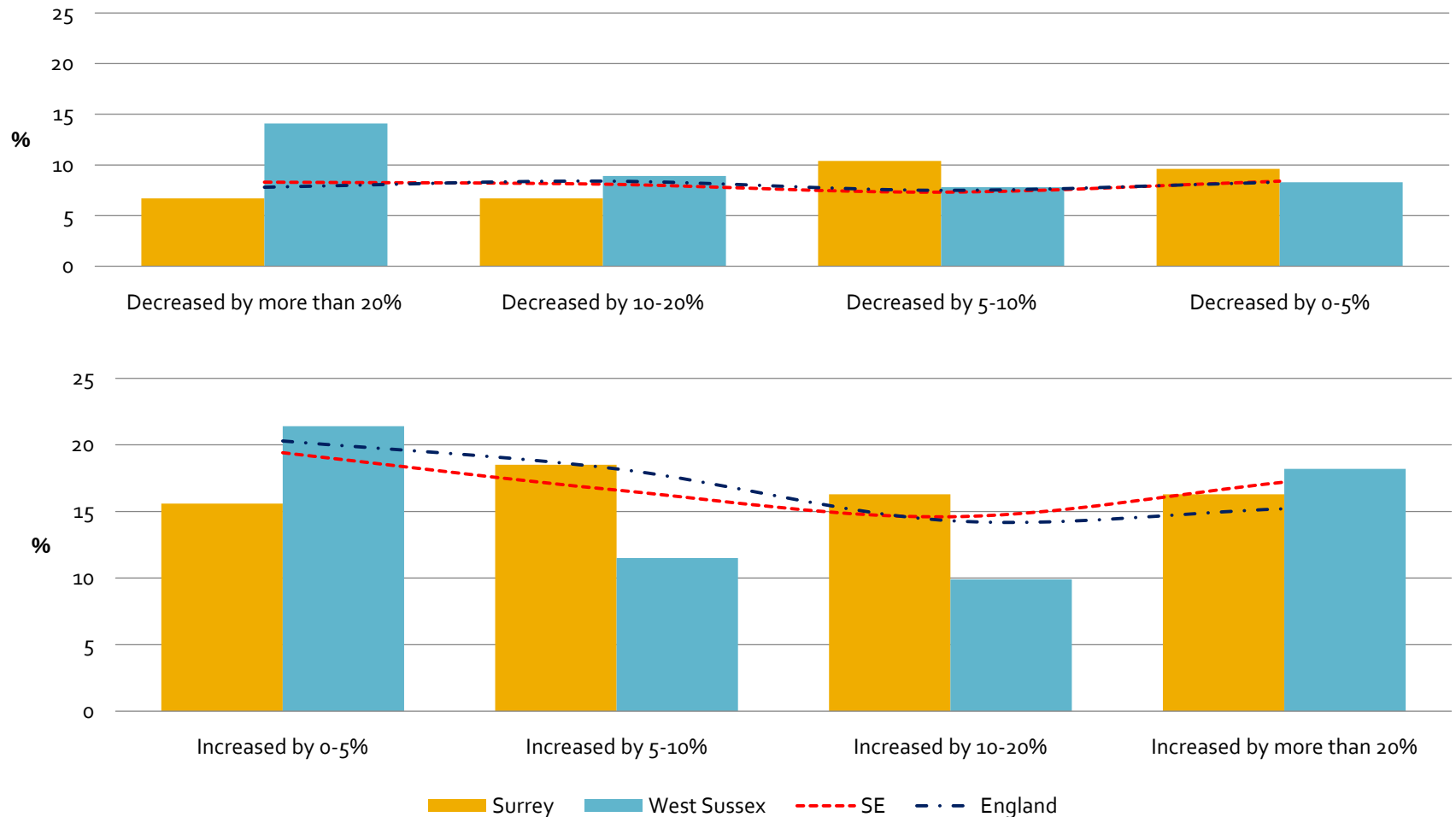
## Level of turnover of business in last financial year





# Lifting the Barriers to Growth 2008

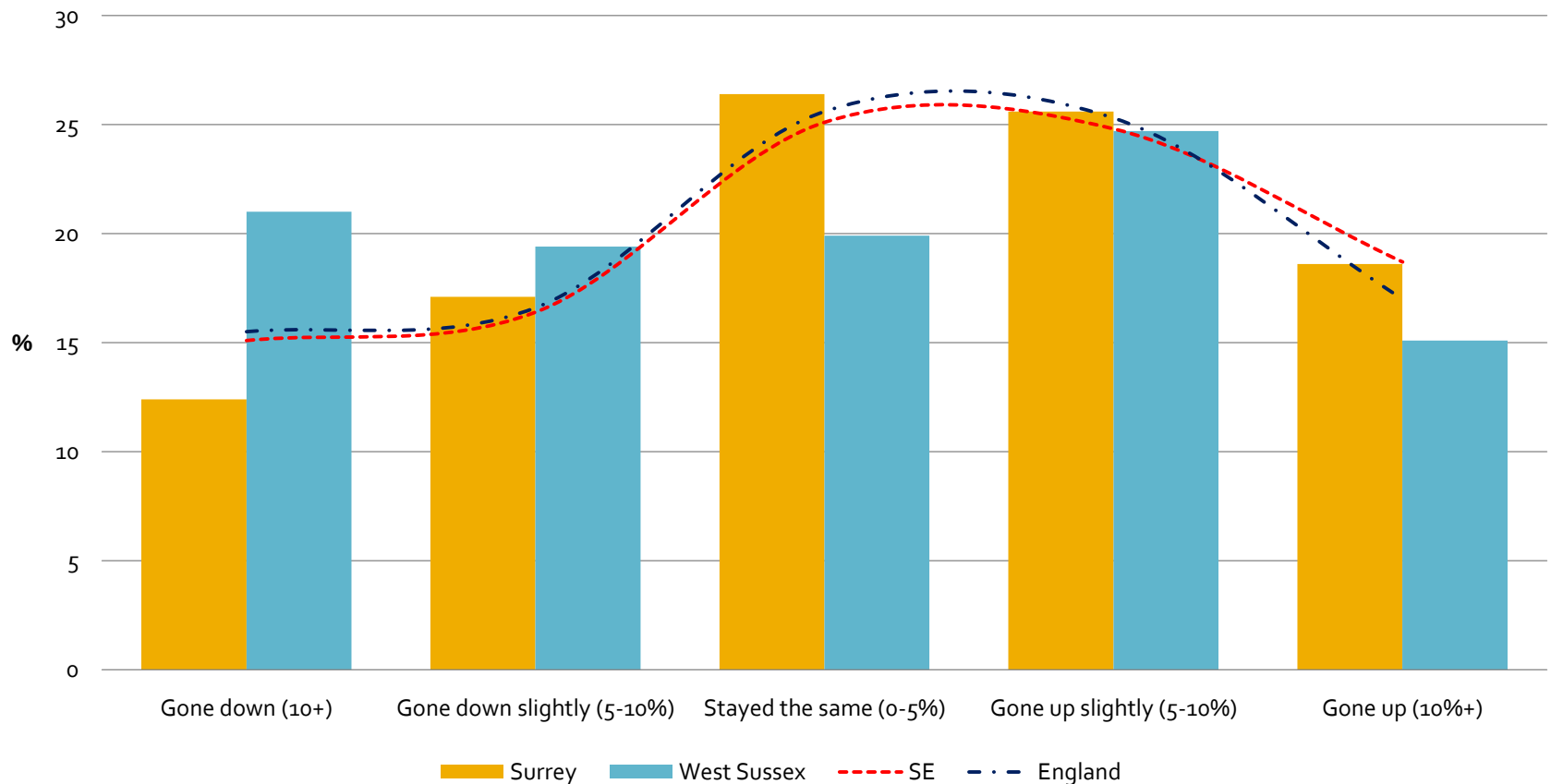
## Changes in sales volume over last financial year





# Lifting the Barriers to Growth 2008

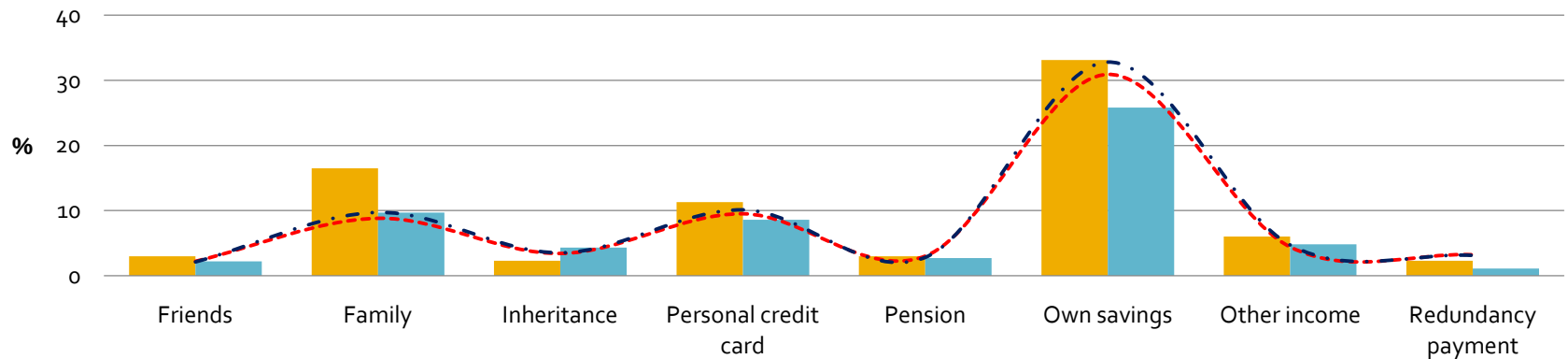
## Change in profitability over the last financial year



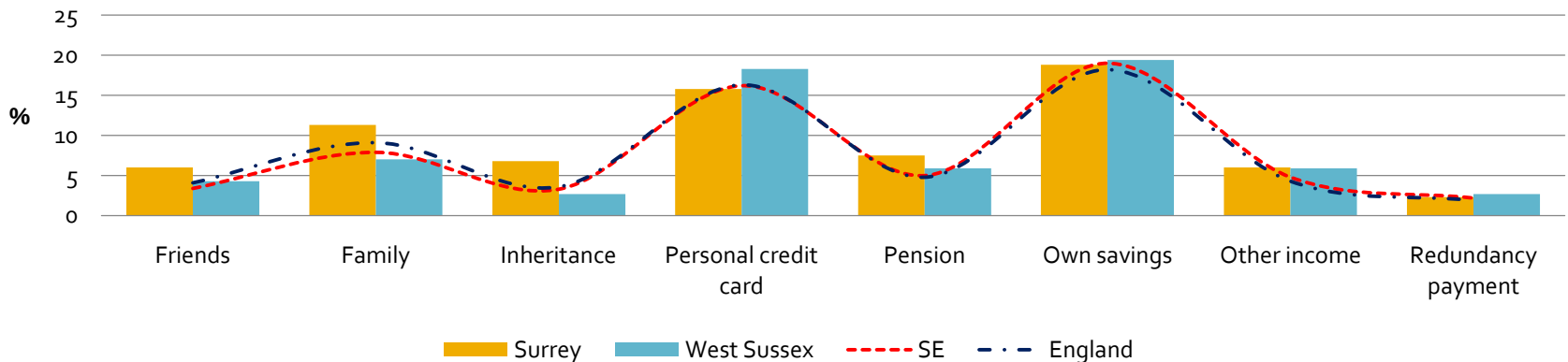


# Lifting the Barriers to Growth 2008

## Personal sources of finance used as a major source



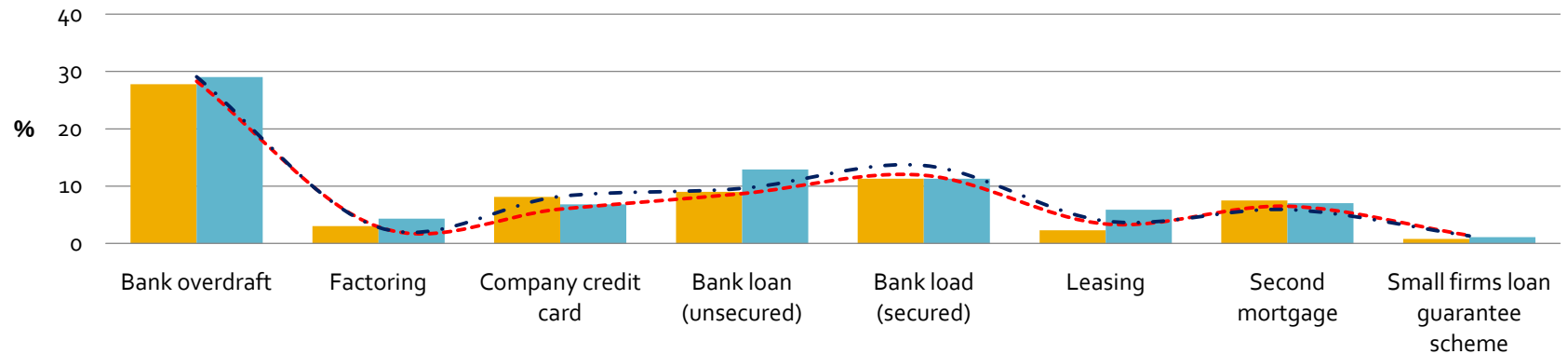
## Personal sources of finance used as a minor source



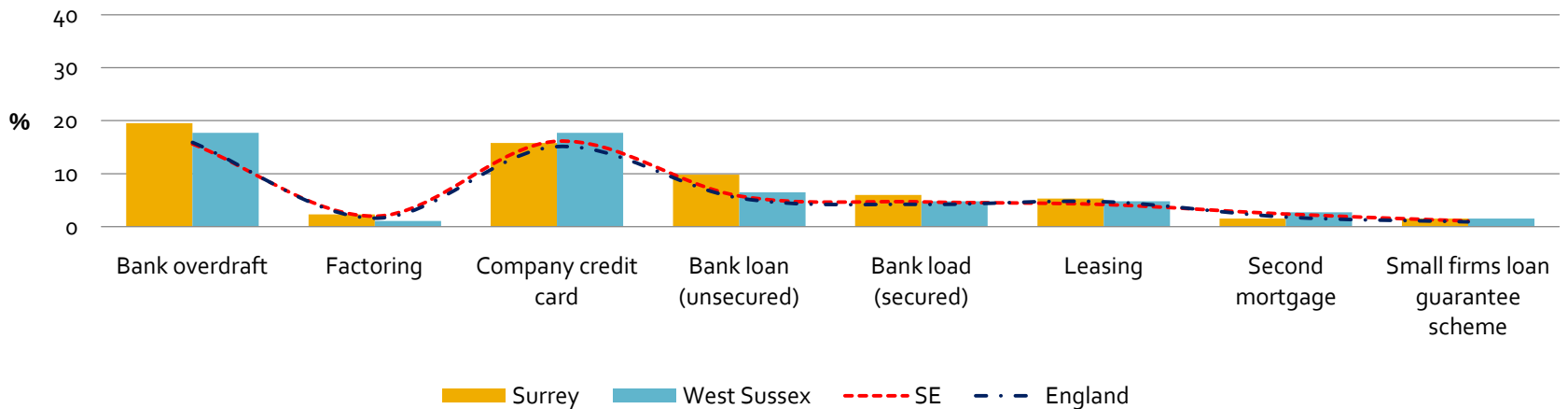


# Lifting the Barriers to Growth 2008

## Financial institutions as a major source of finance



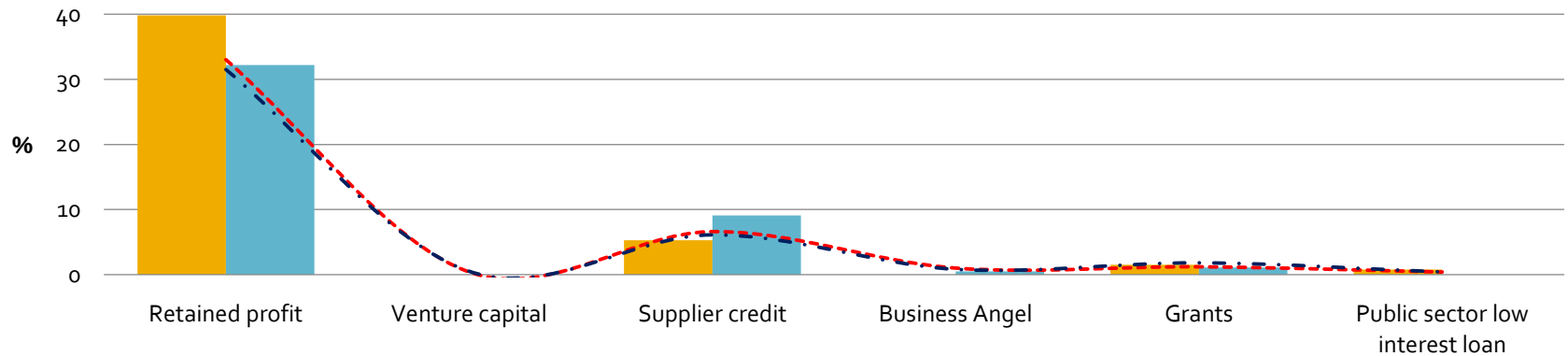
## Financial institutions as a minor source of finance



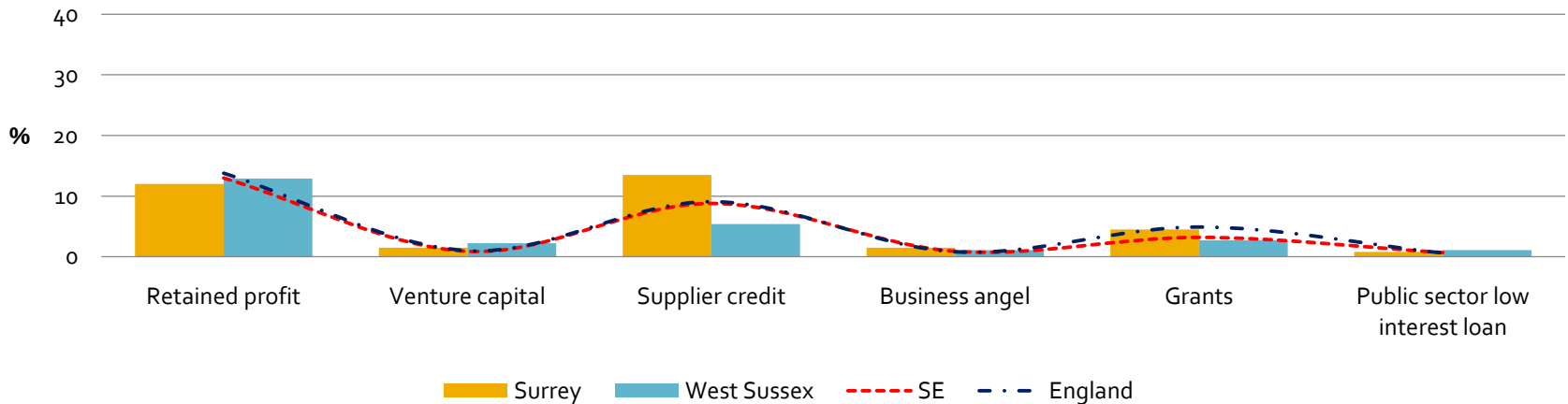


# Lifting the Barriers to Growth 2008

## Government and miscellaneous as major sources of finance



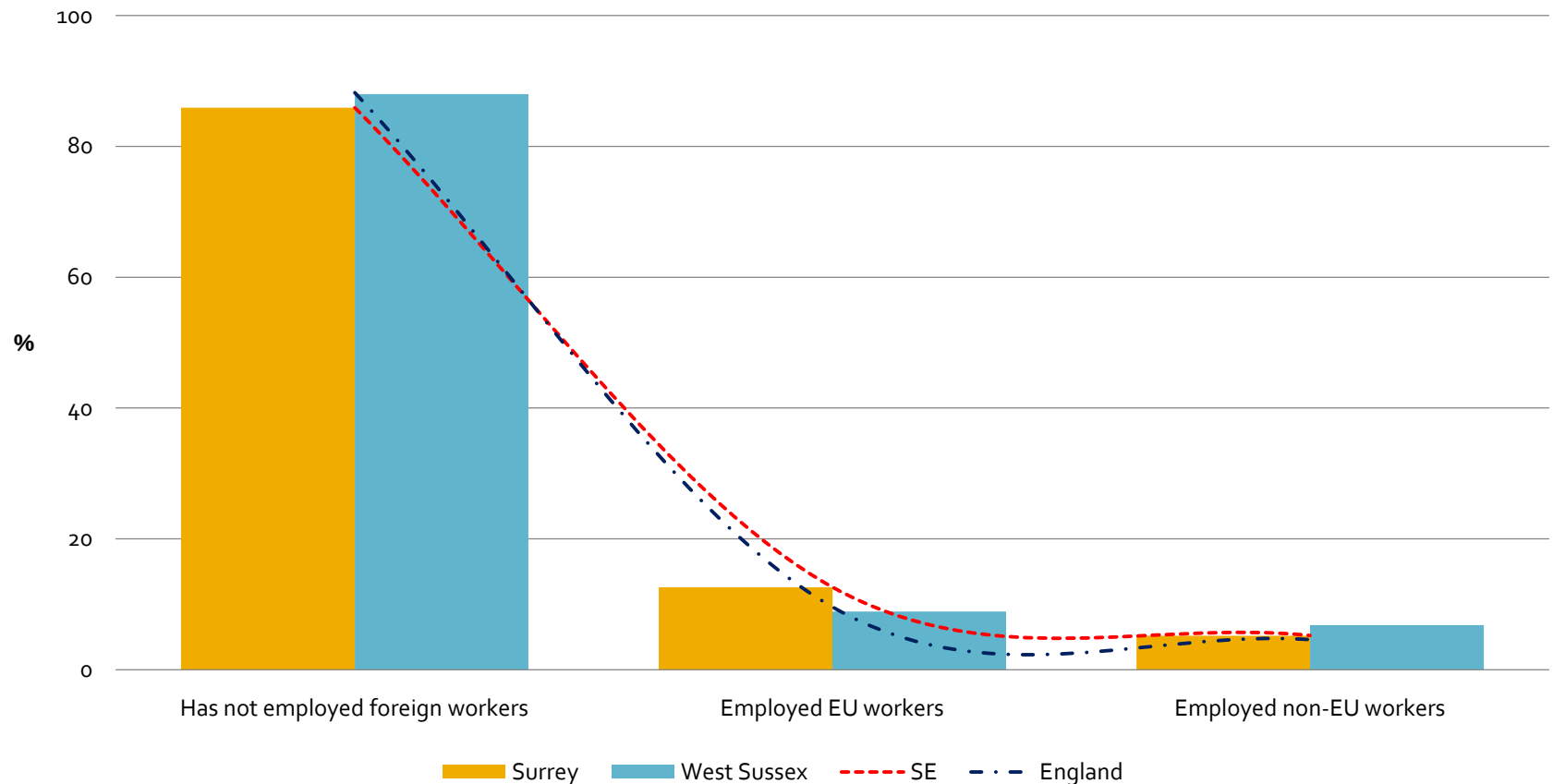
## Government and miscellaneous as a minor source of finance





# Lifting the Barriers to Growth 2008

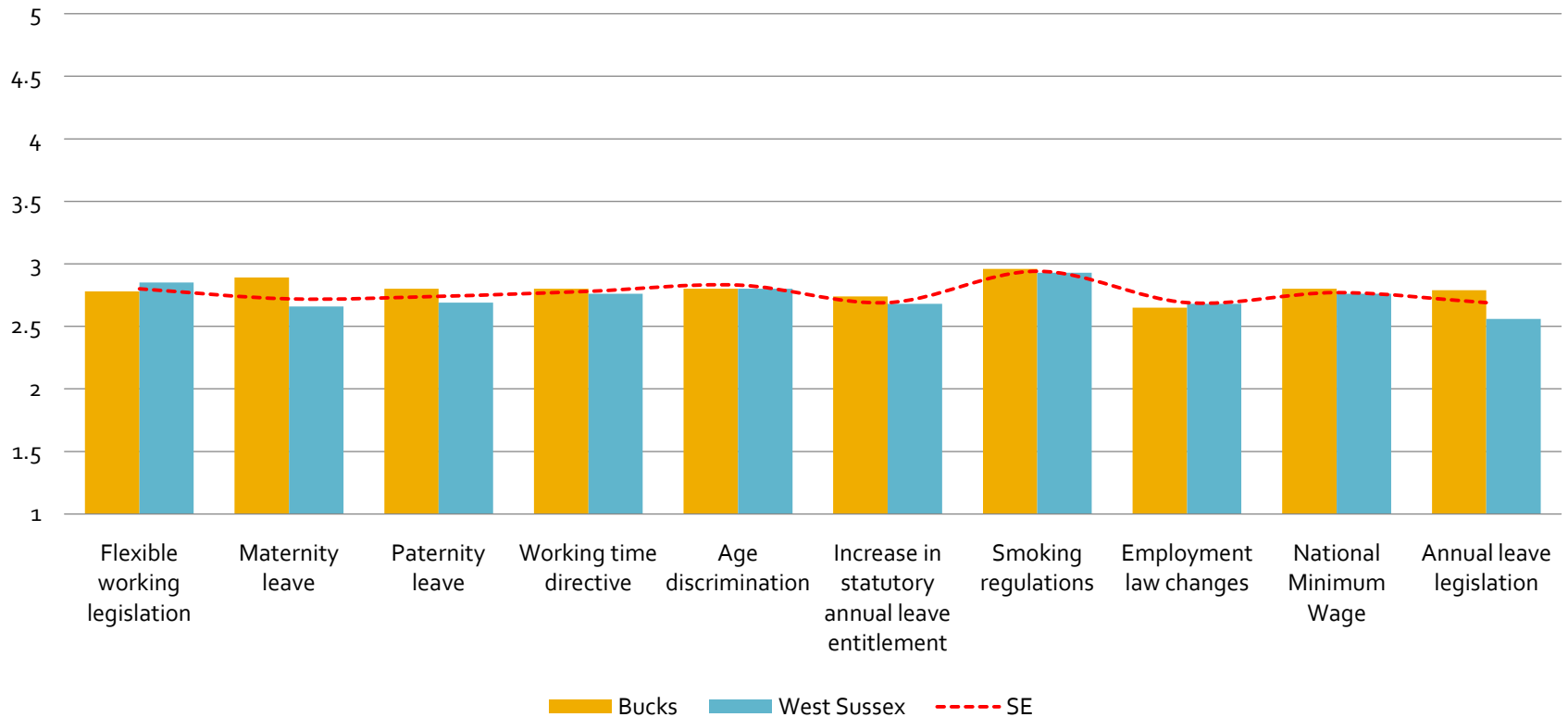
## Employment of foreign workers in the last two years





# Lifting the Barriers to Growth 2008

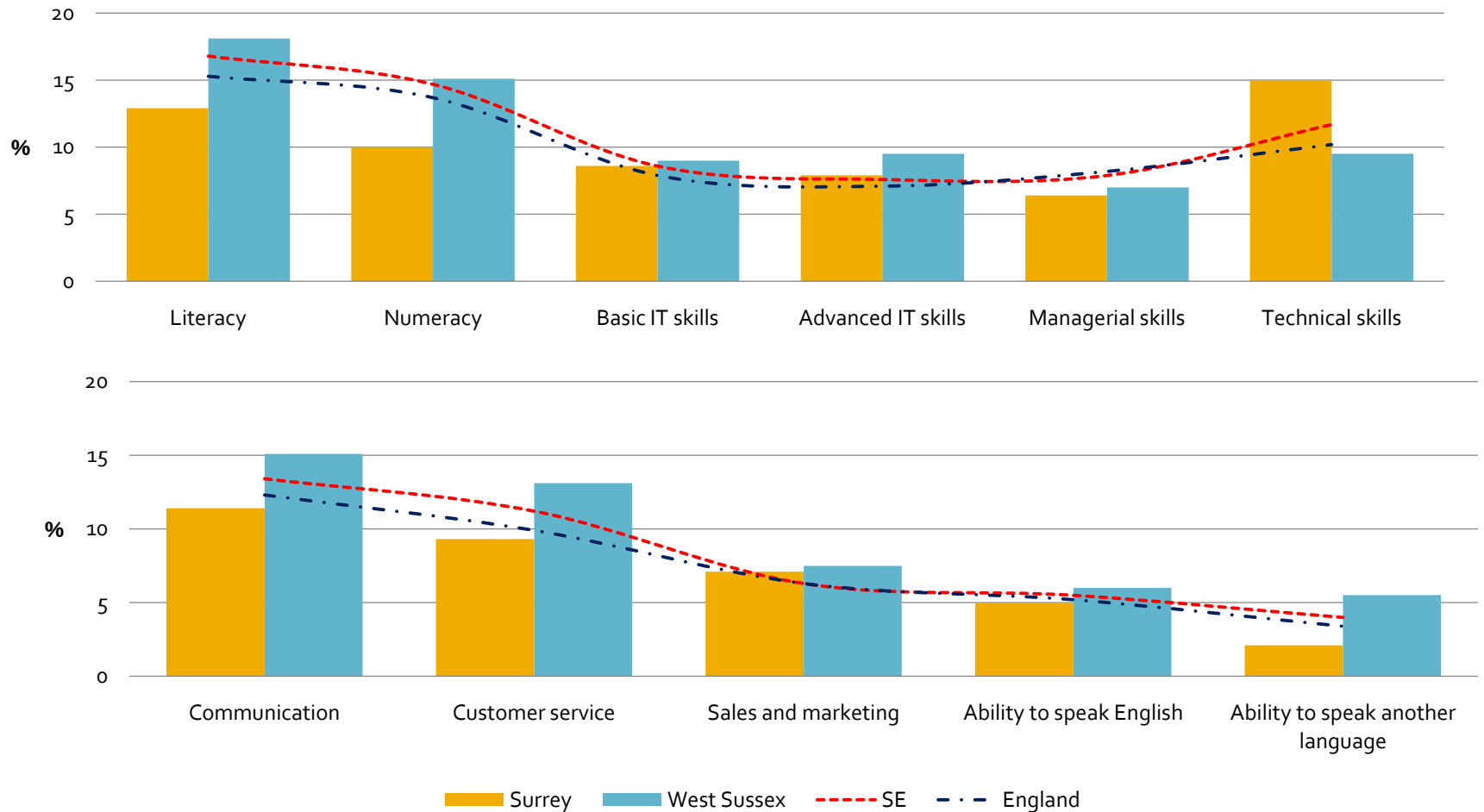
Impact of legislation (1 negatively, 2 quite negatively, 3 not at all, 4 positively, 5 very positively)





# Lifting the Barriers to Growth 2008

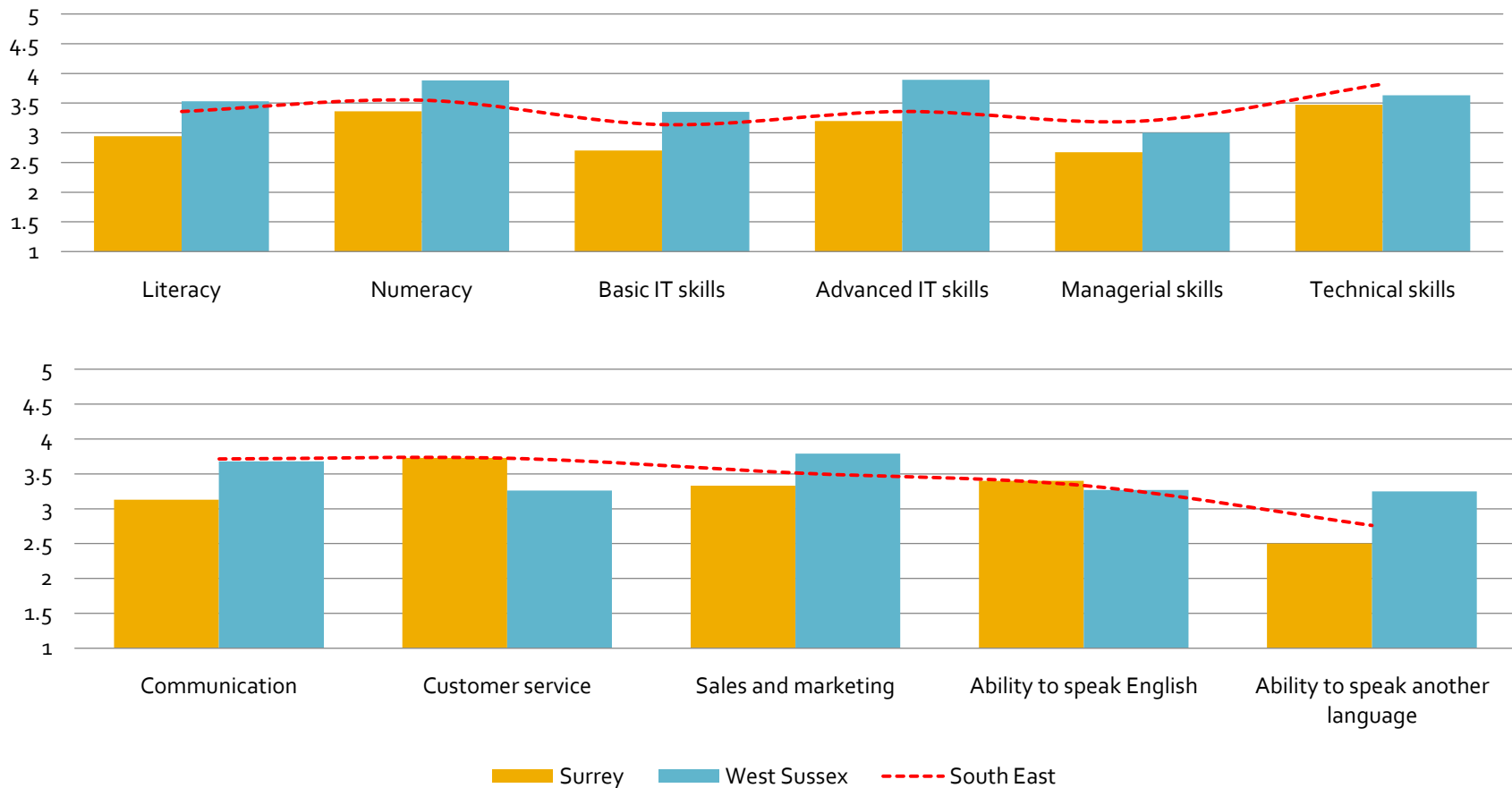
## Shortage of skills encountered in employees aged under 25





# Lifting the Barriers to Growth 2008

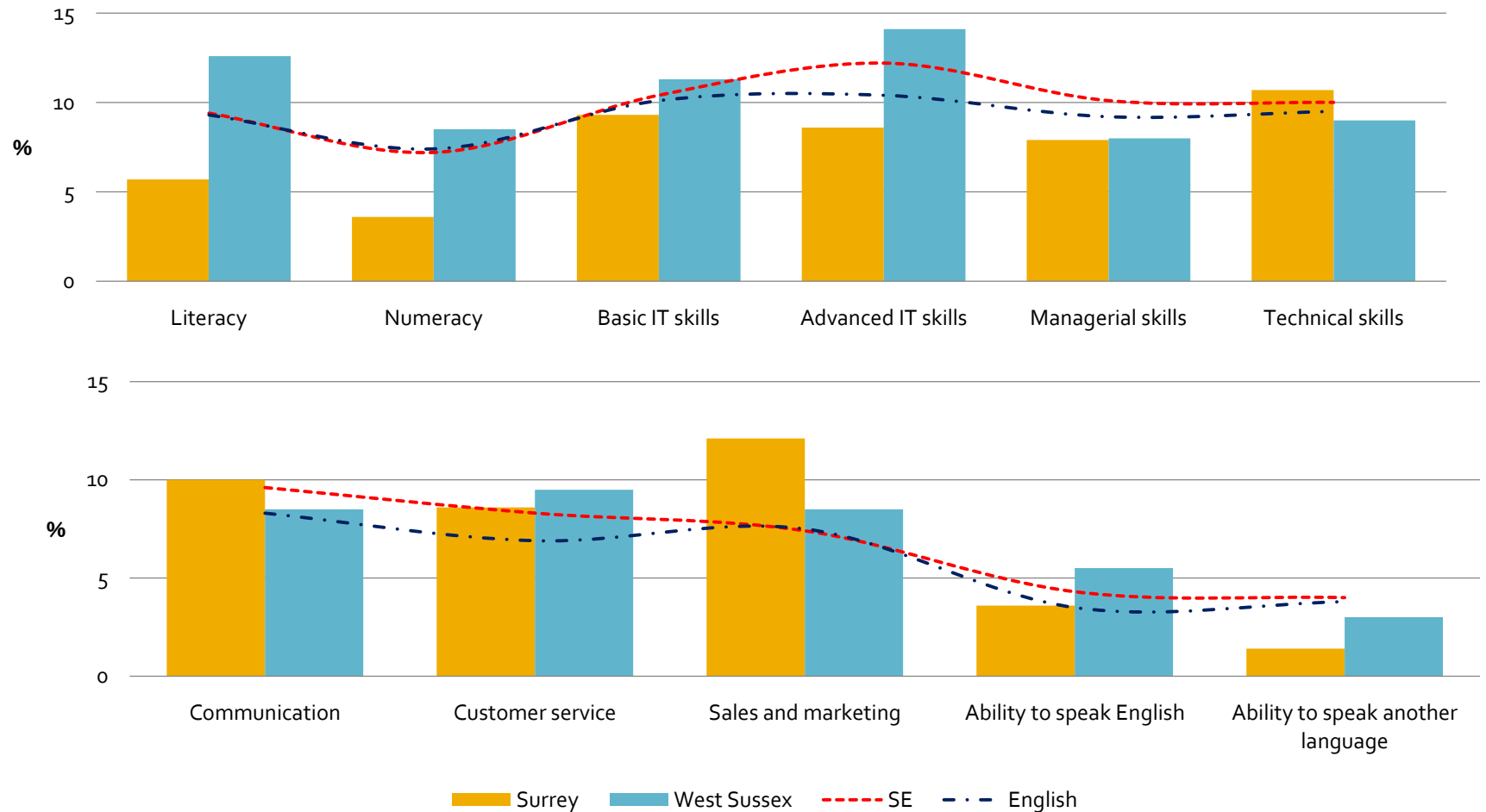
Average importance of skills shortages if encountered in employees aged under 25 (1 not a constraint – 5 significant constraint)





# Lifting the Barriers to Growth 2008

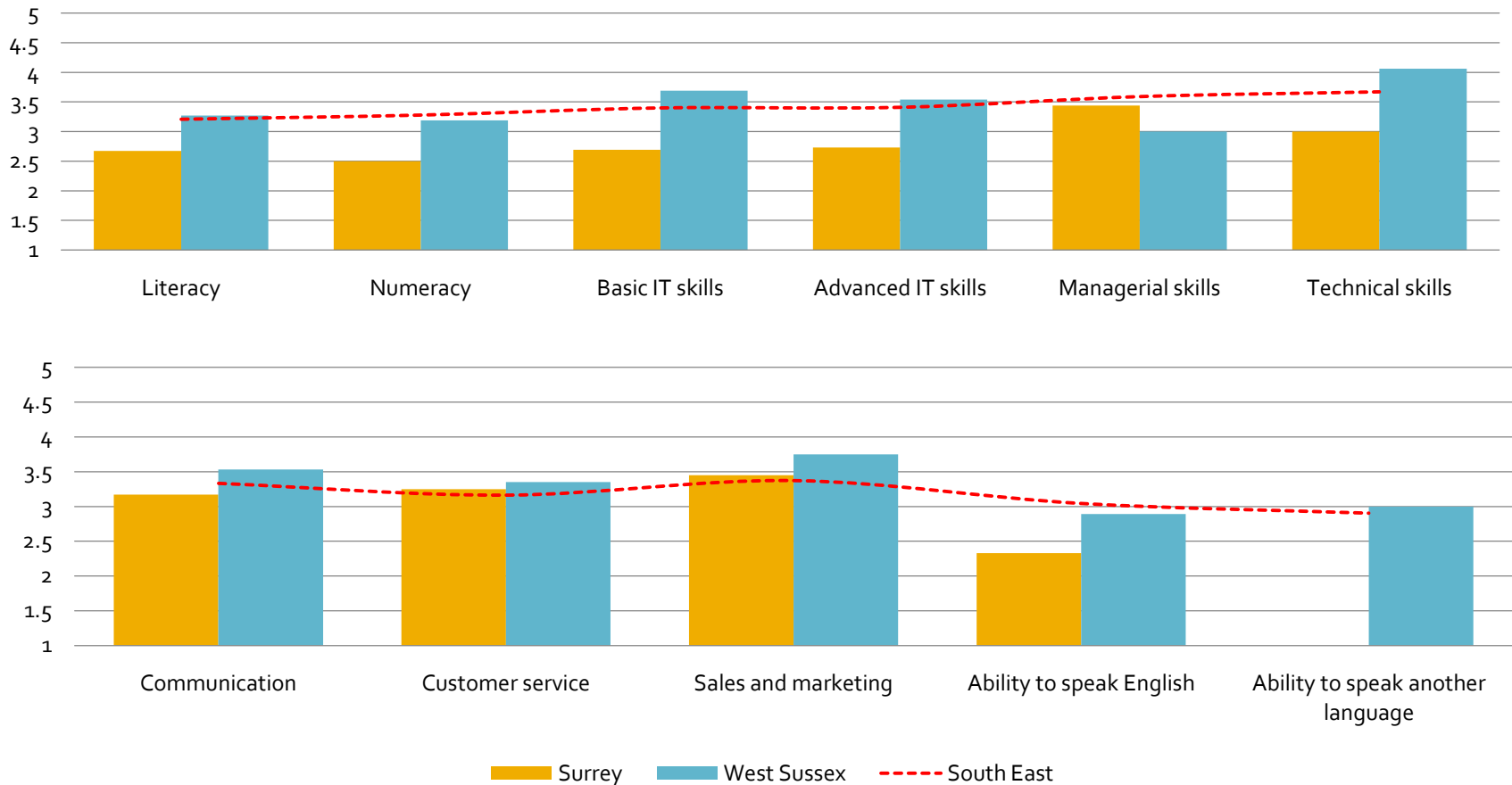
## Shortage of skills encountered in employees aged over 25





# Lifting the Barriers to Growth 2008

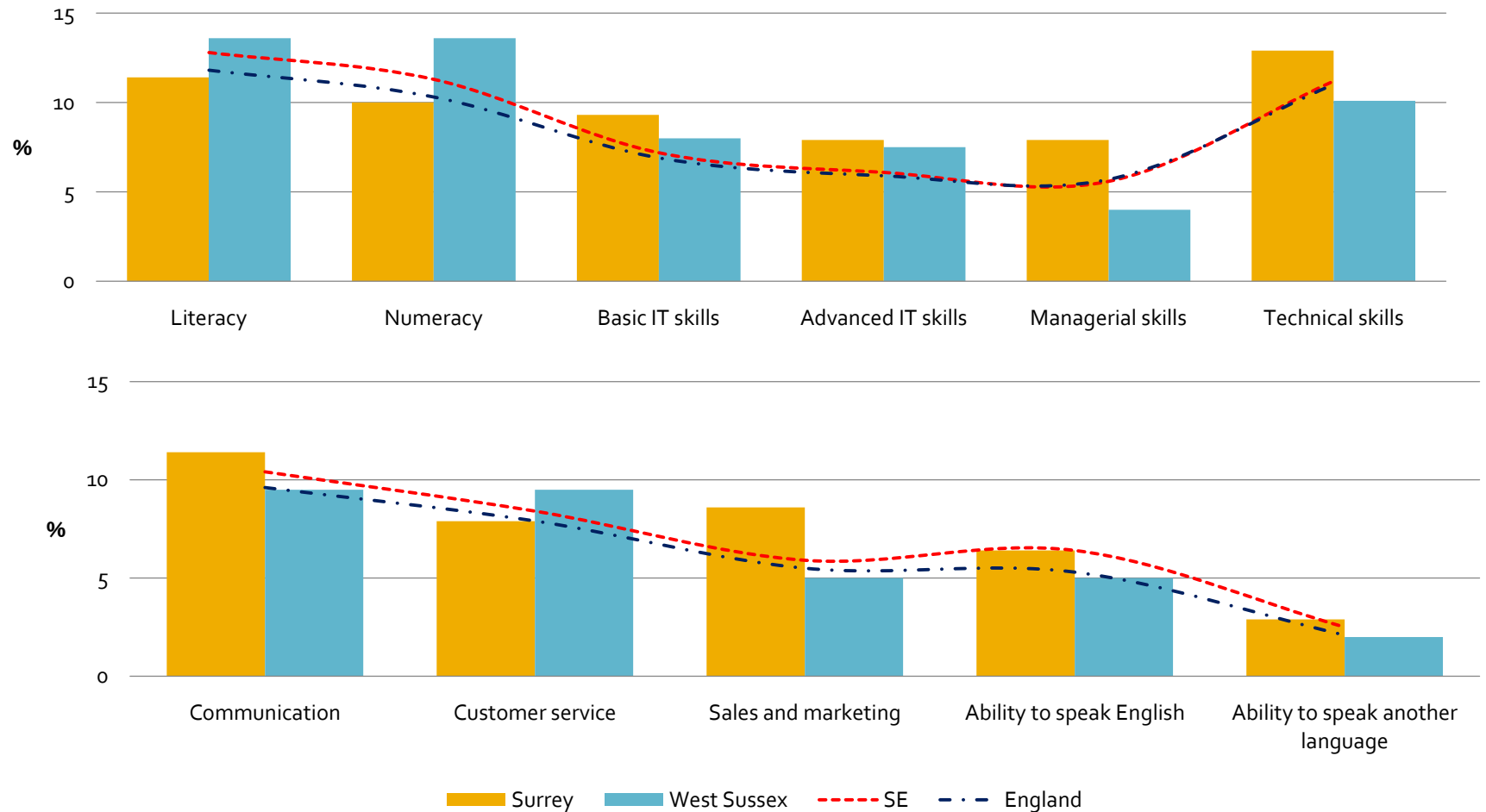
Average importance of skills shortages if encountered in employees aged over 25 (1 not a constraint – 5 significant constraint)





# Lifting the Barriers to Growth 2008

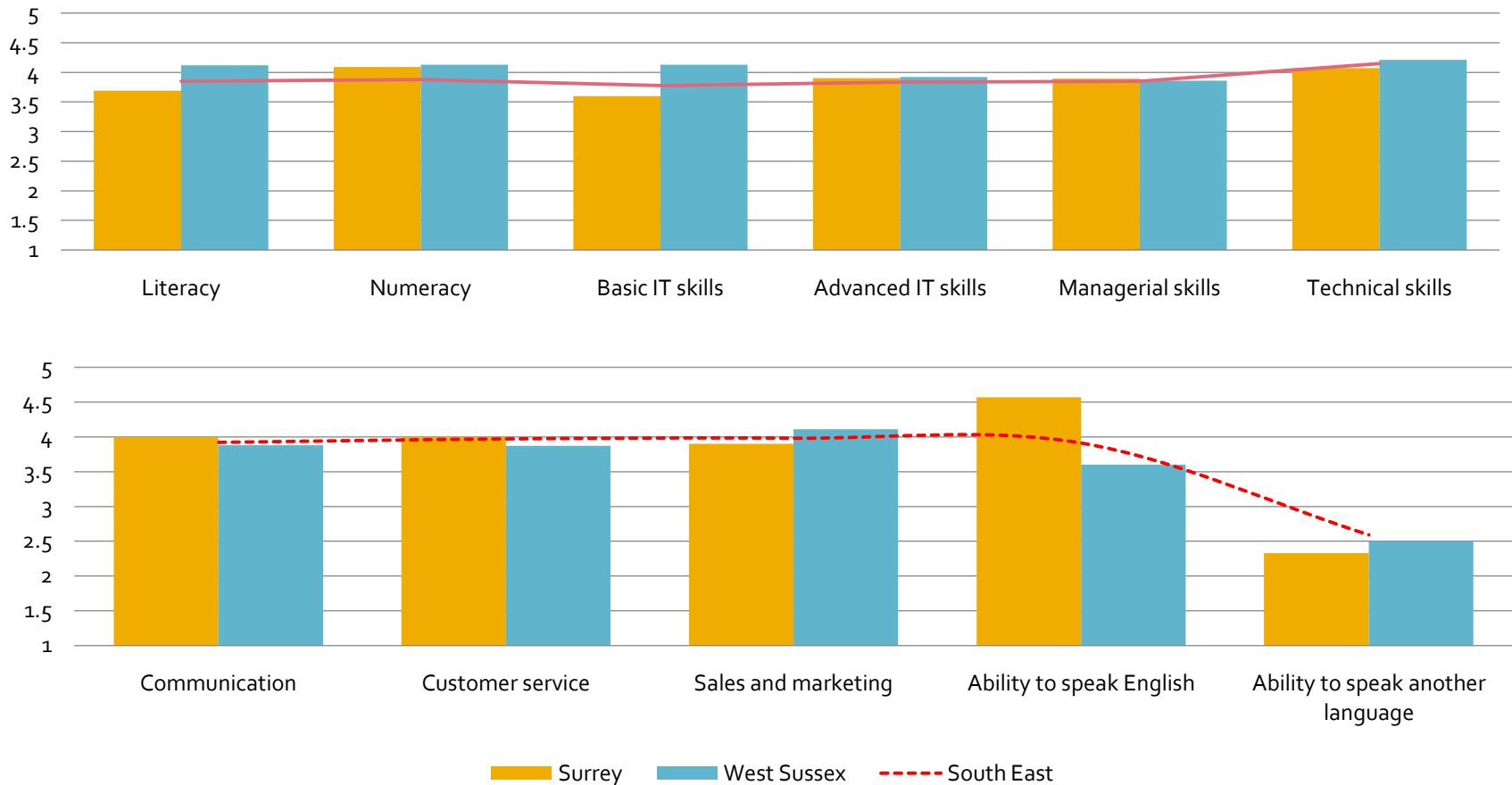
## Shortage of skills encountered when attempting to recruit staff





# Lifting the Barriers to Growth 2008

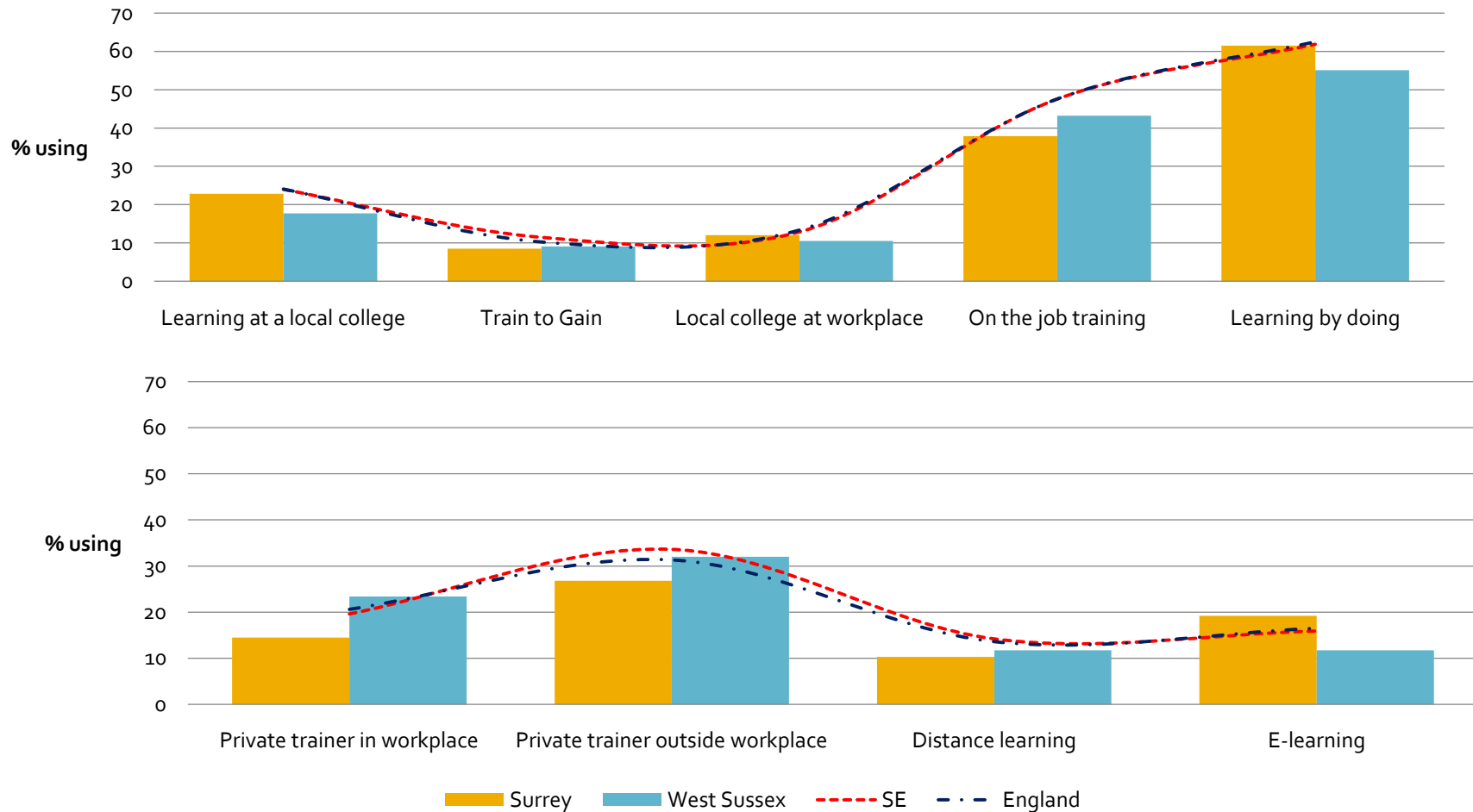
Average importance of skills shortages if encountered when attempting to recruit staff (1 not a constraint – 5 significant constraint)





# Lifting the Barriers to Growth 2008

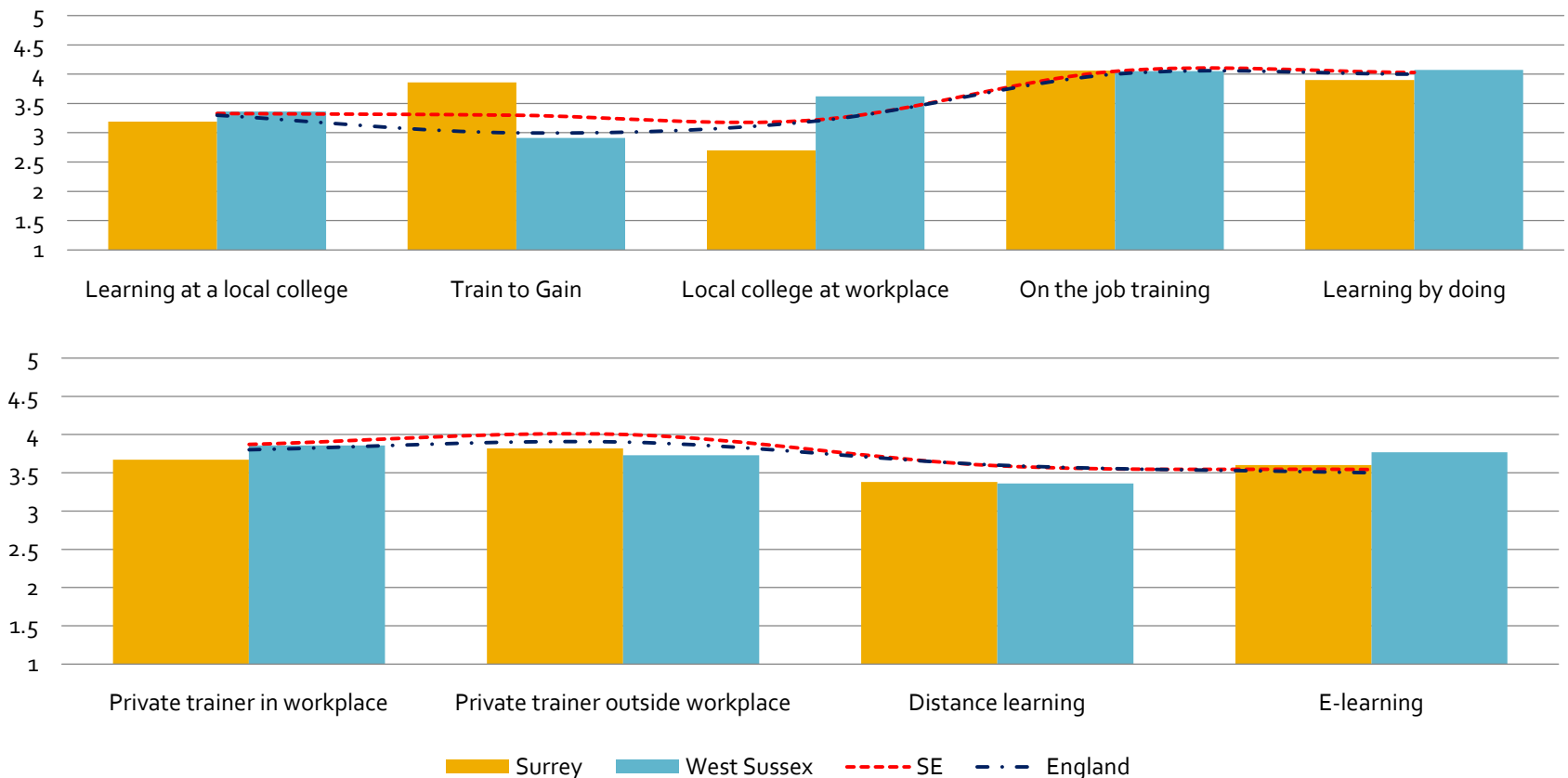
## Use of various sources of training in the last two years





# Lifting the Barriers to Growth 2008

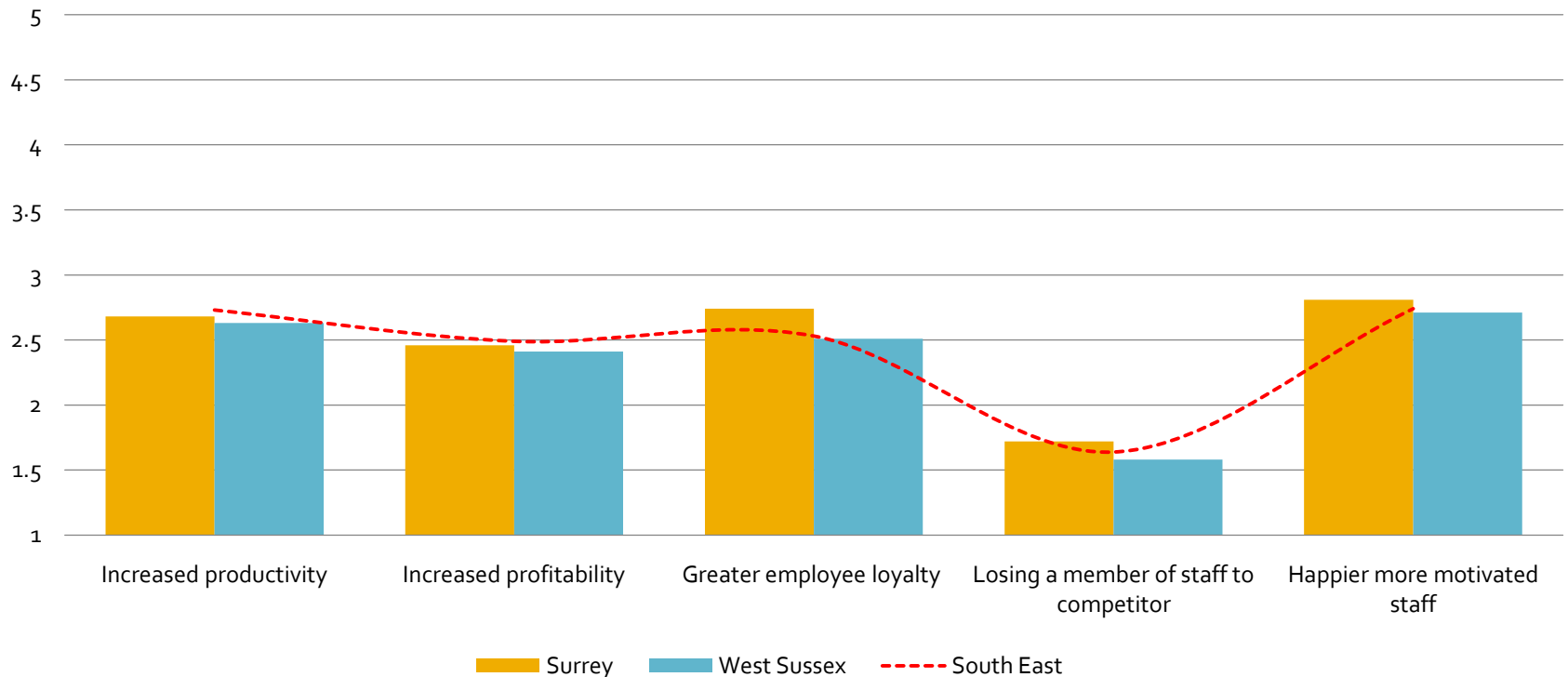
Level of satisfaction with training  
(1 very dissatisfied – 5 very satisfied)





# Lifting the Barriers to Growth 2008

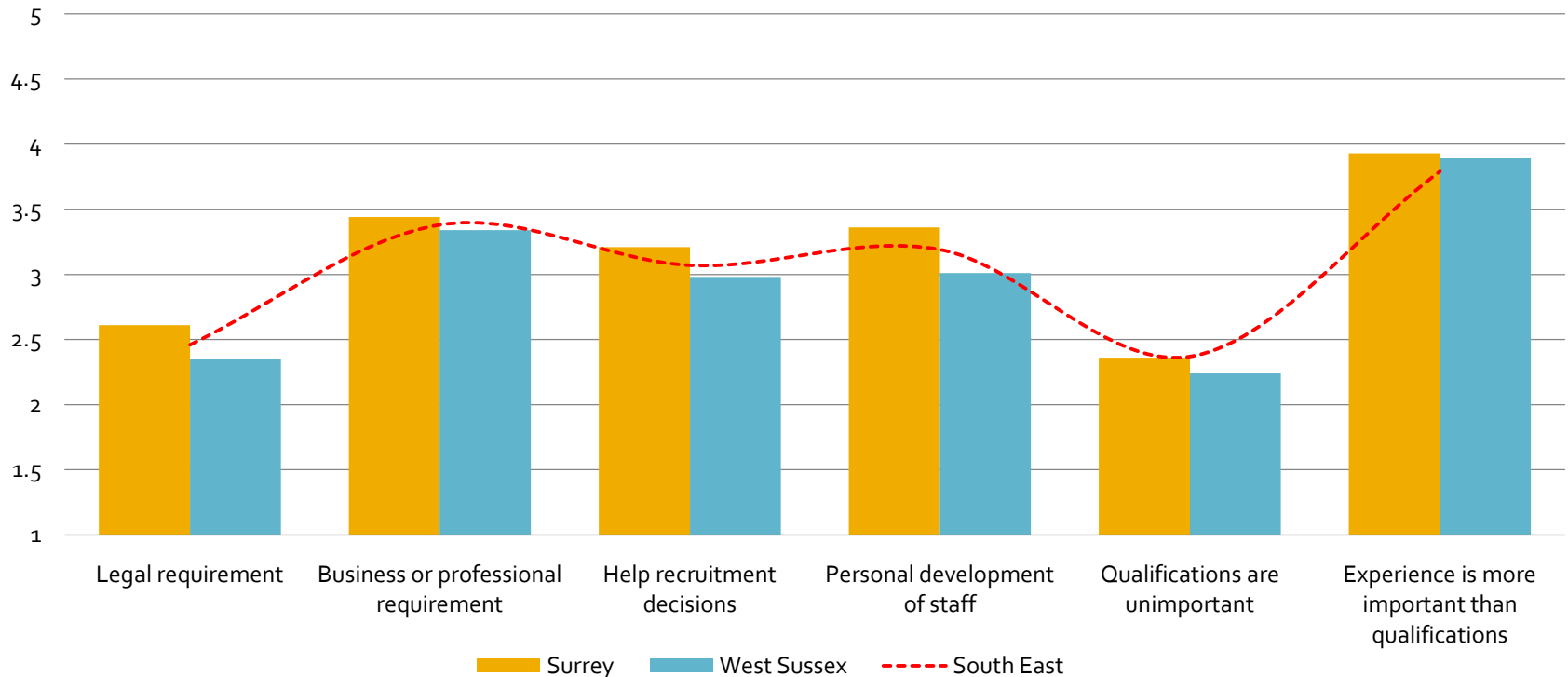
Average outcomes of training (1 no impact – 5 strong impact)





# Lifting the Barriers to Growth 2008

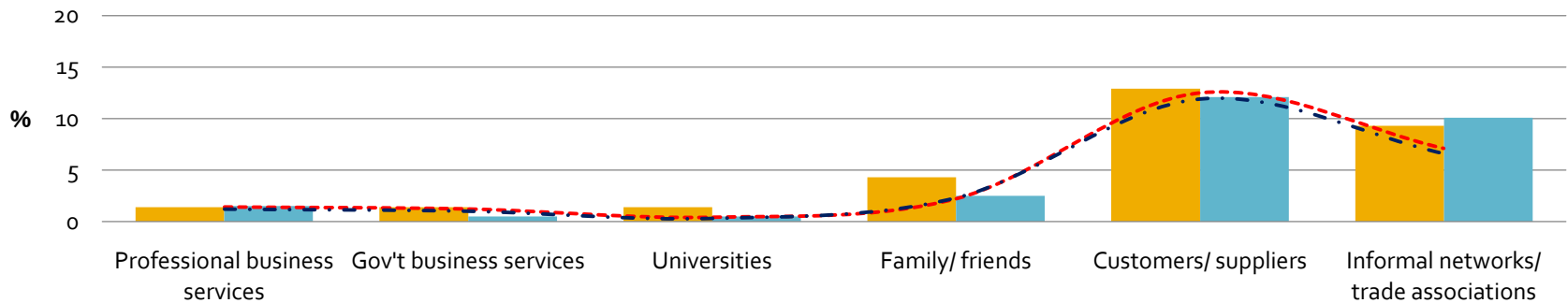
## Importance of qualifications within business (1 strongly disagree – 5 Strongly agree)



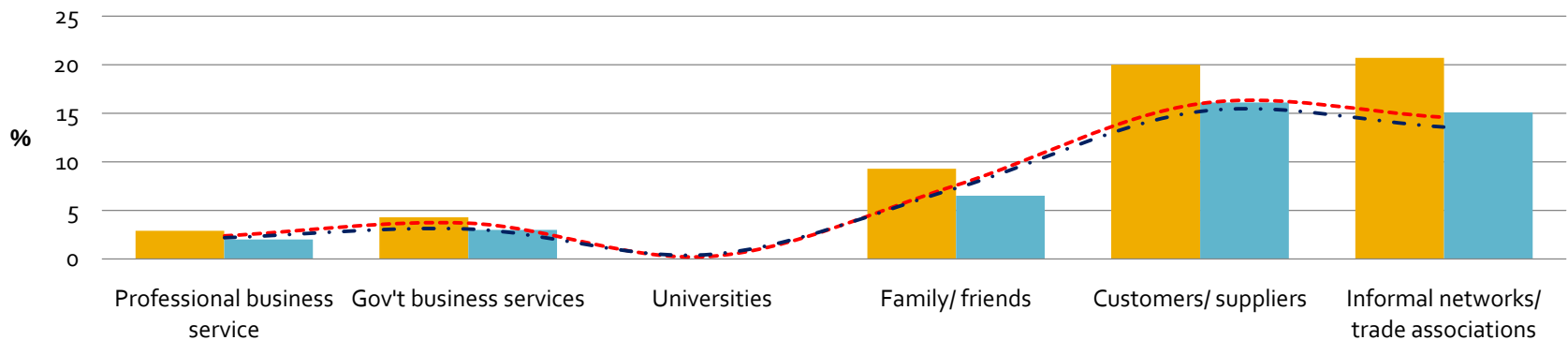


# Lifting the Barriers to Growth 2008

## % indicating sources of advice helped improve supply chain operations



## % indicating sources of advice helped with finding new markets

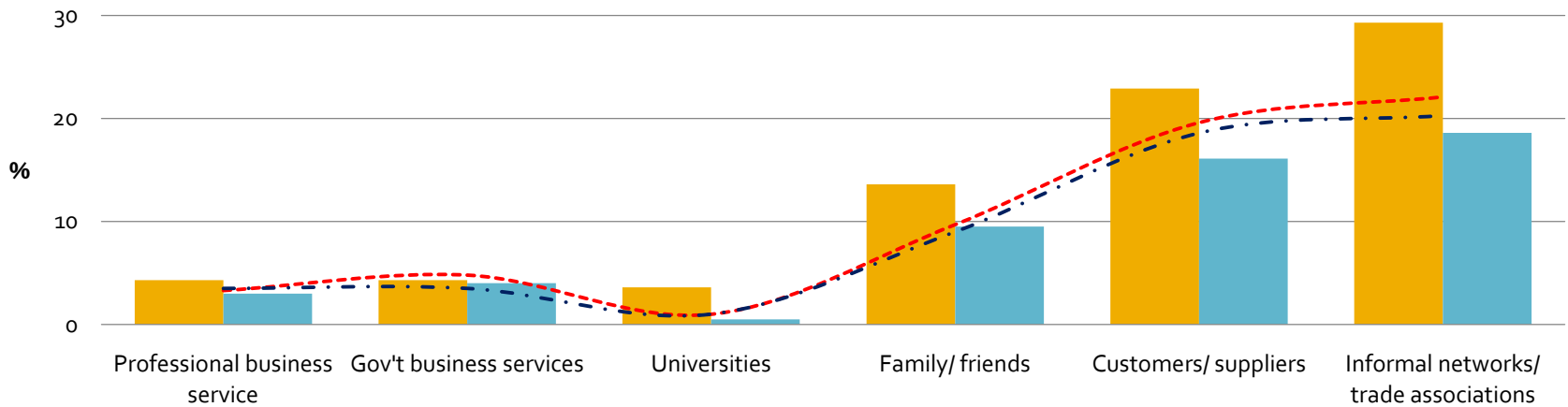


■ Surrey 
 ■ West Sussex 
 - - - SE 
 - · - England

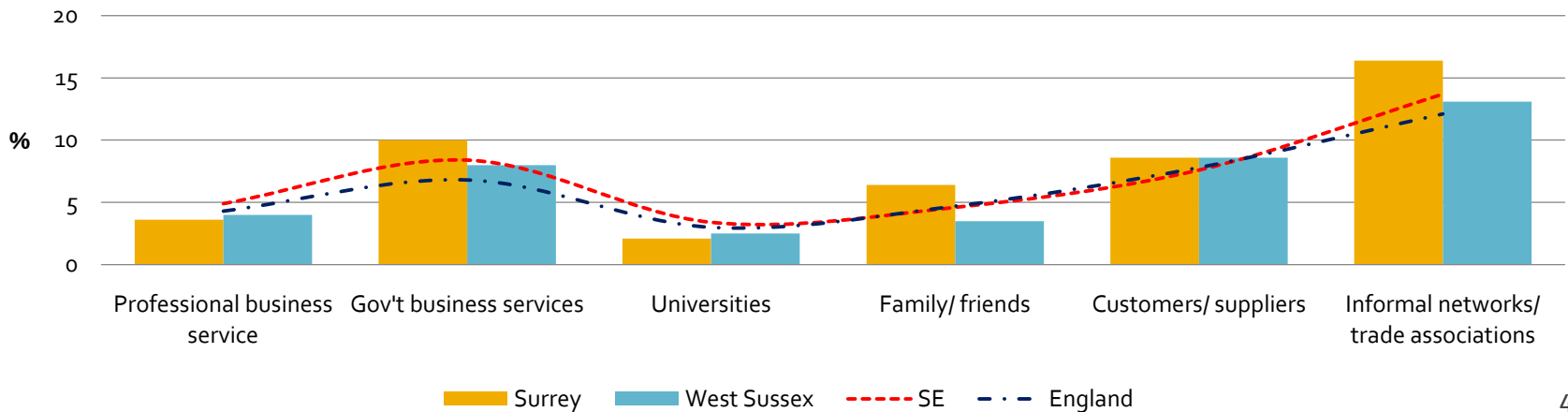


# Lifting the Barriers to Growth 2008

% indicating sources of advice helped with improving contacts



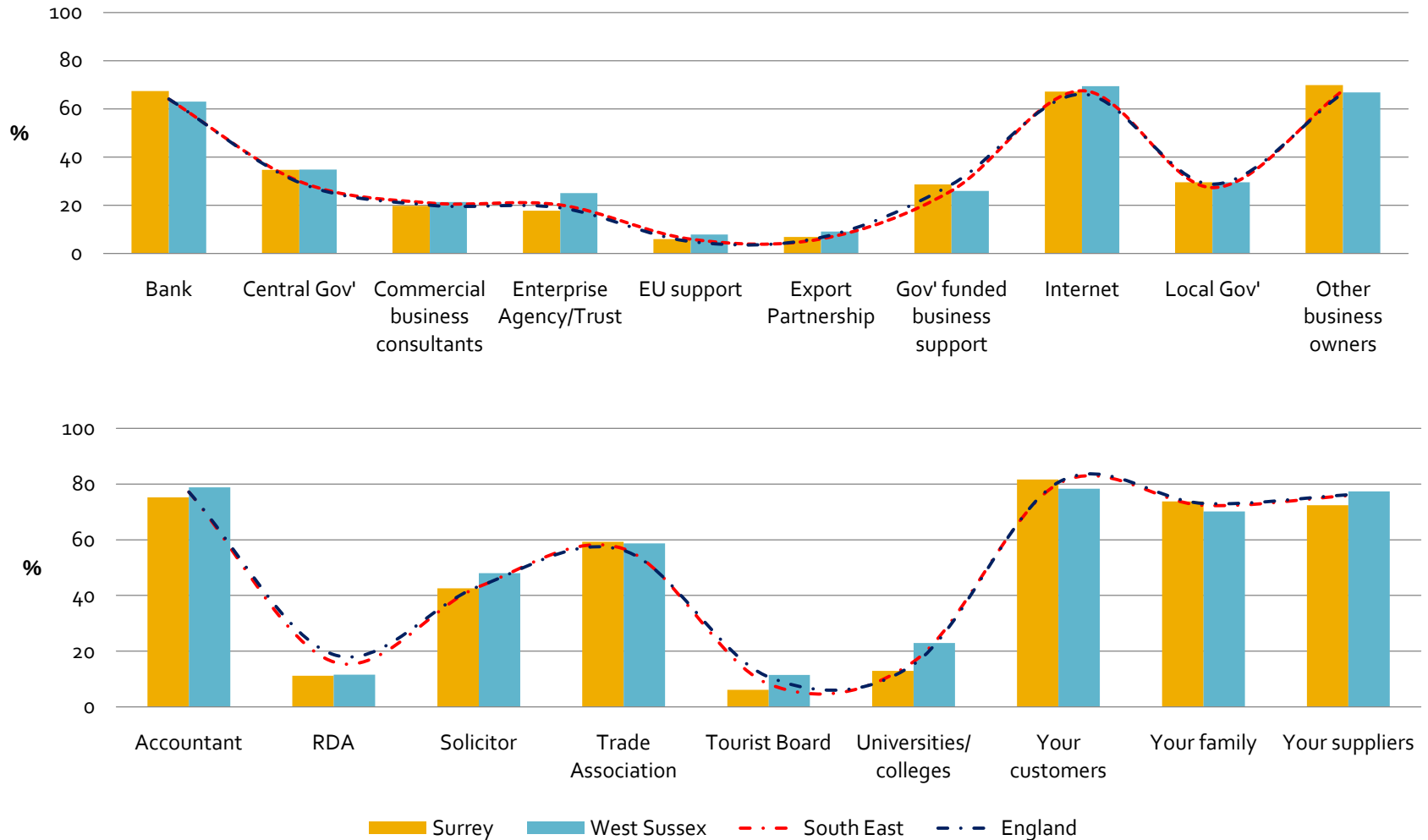
% indicating sources of advice helped with improving skills





# Lifting the Barriers to Growth 2008

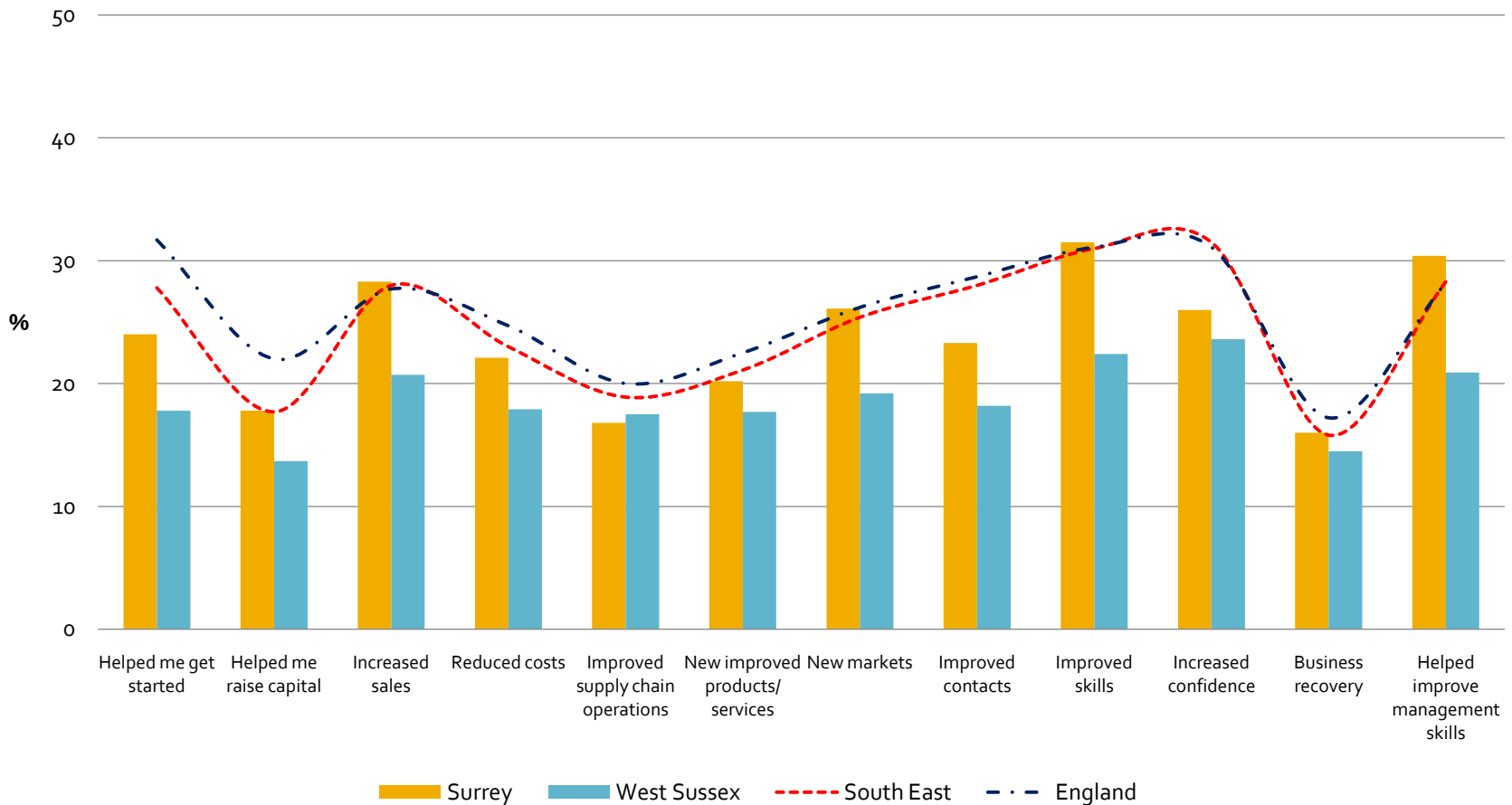
Percentage of business owners using each source of advice





# Lifting the Barriers to Growth 2008

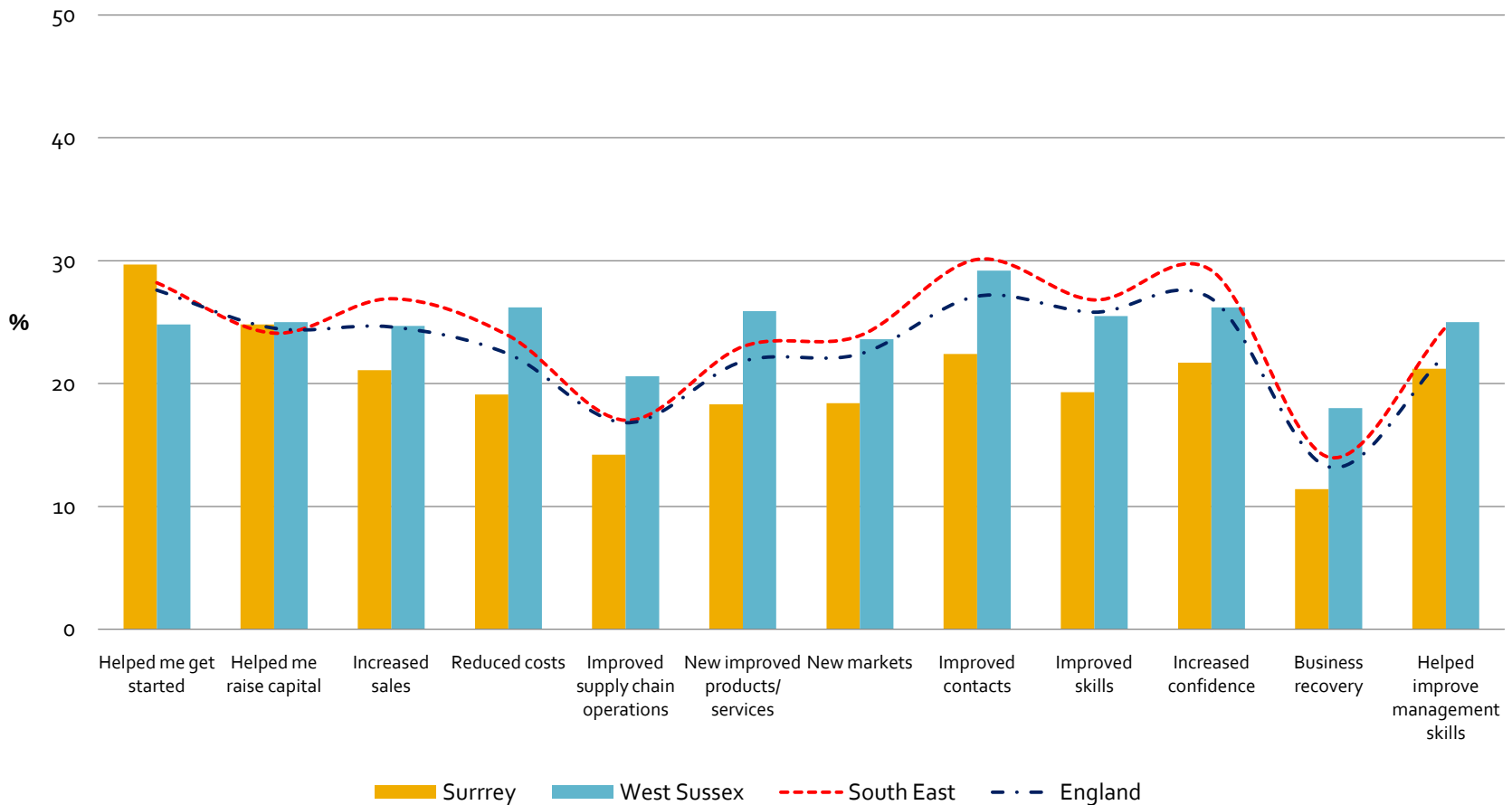
## Use of government funded business support services





# Lifting the Barriers to Growth 2008

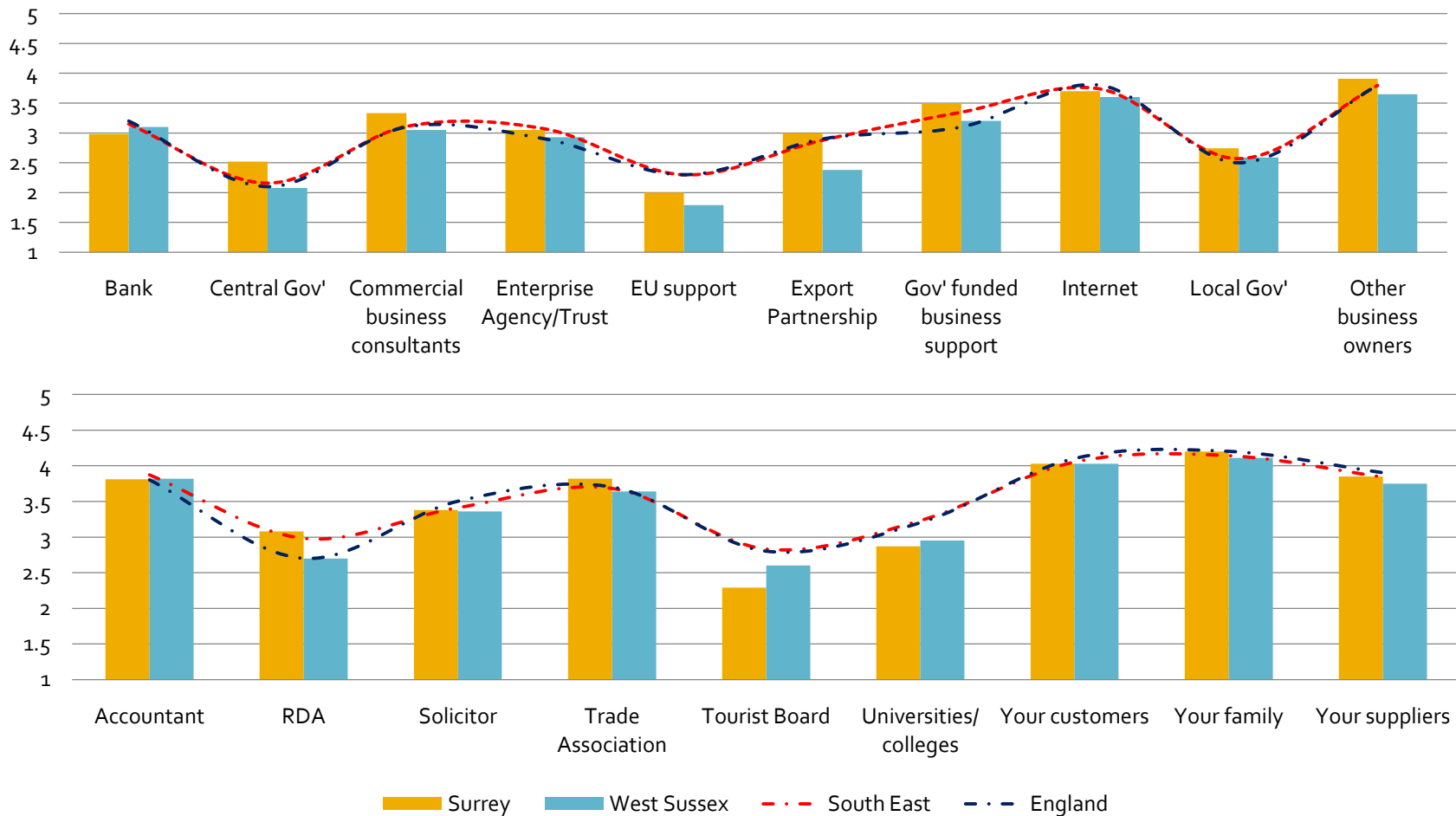
## Use of non-government funded business support services





# Lifting the Barriers to Growth 2008

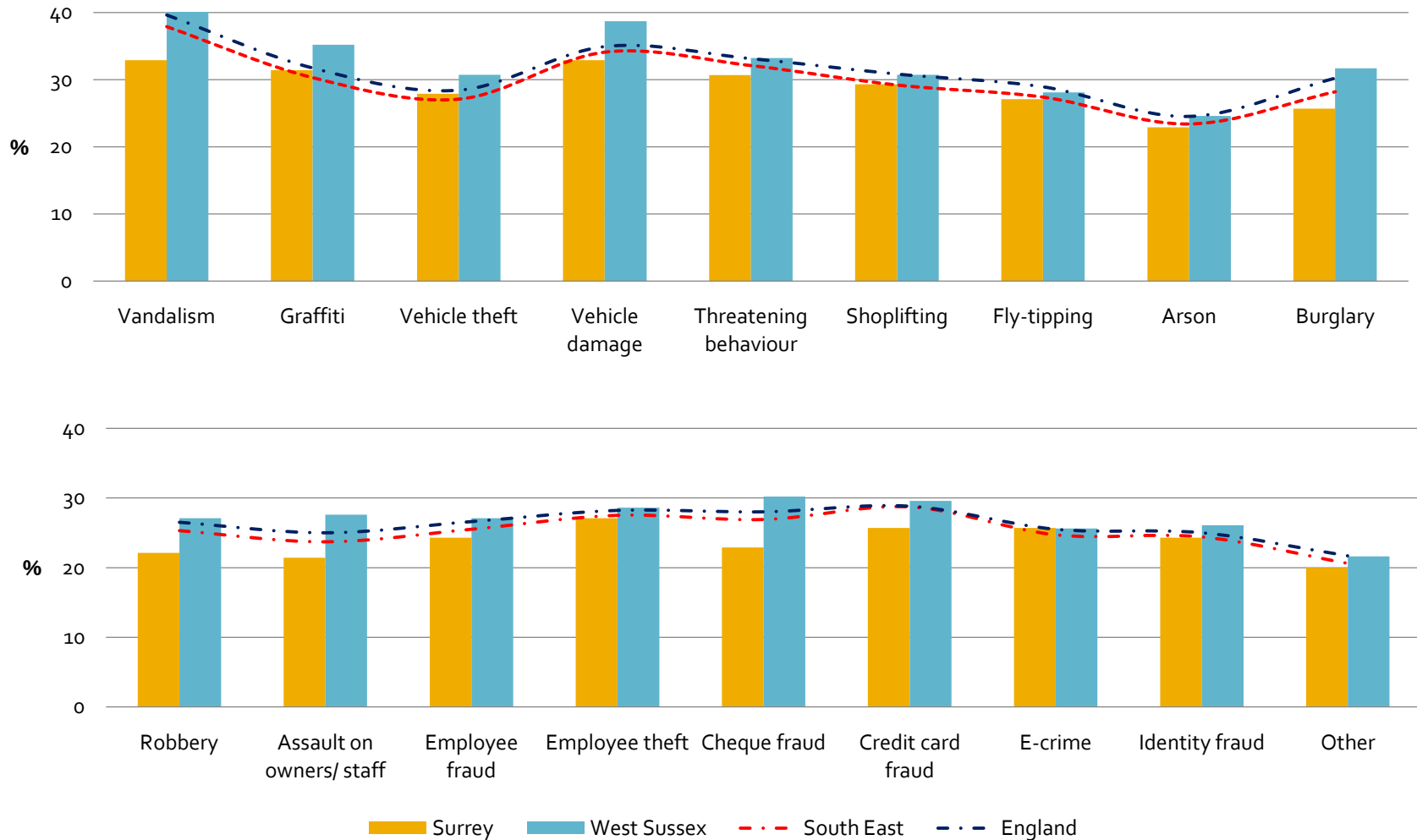
Satisfaction with business support received  
(1 very dissatisfied – 5 very satisfied)





# Lifting the Barriers to Growth 2008

Percentage of members indicating experiencing a crime





# Lifting the Barriers to Growth 2008

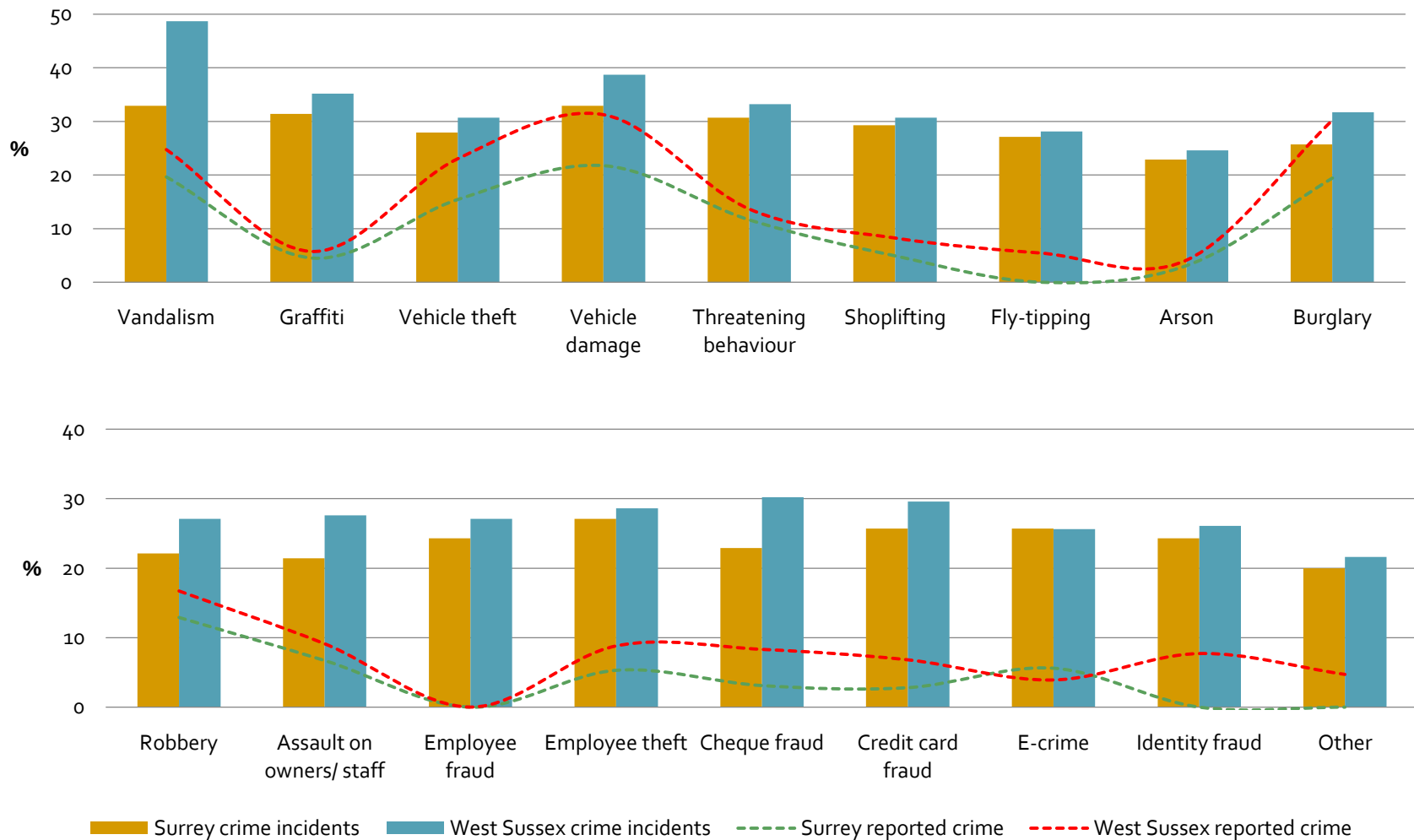
Percentage of respondents reporting crime to police





# Lifting the Barriers to Growth 2008

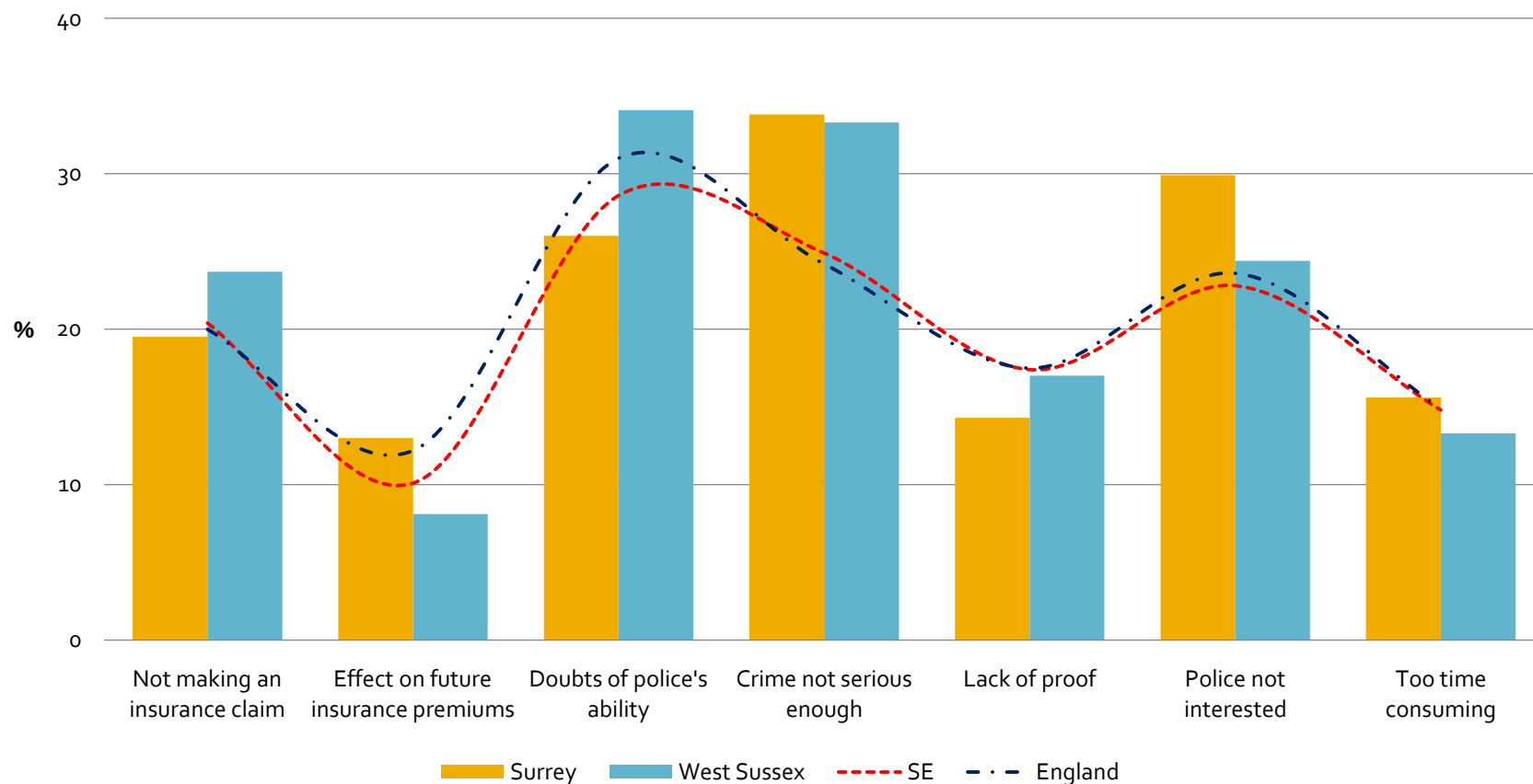
Experience of crime compared to reporting levels





# Lifting the Barriers to Growth 2008

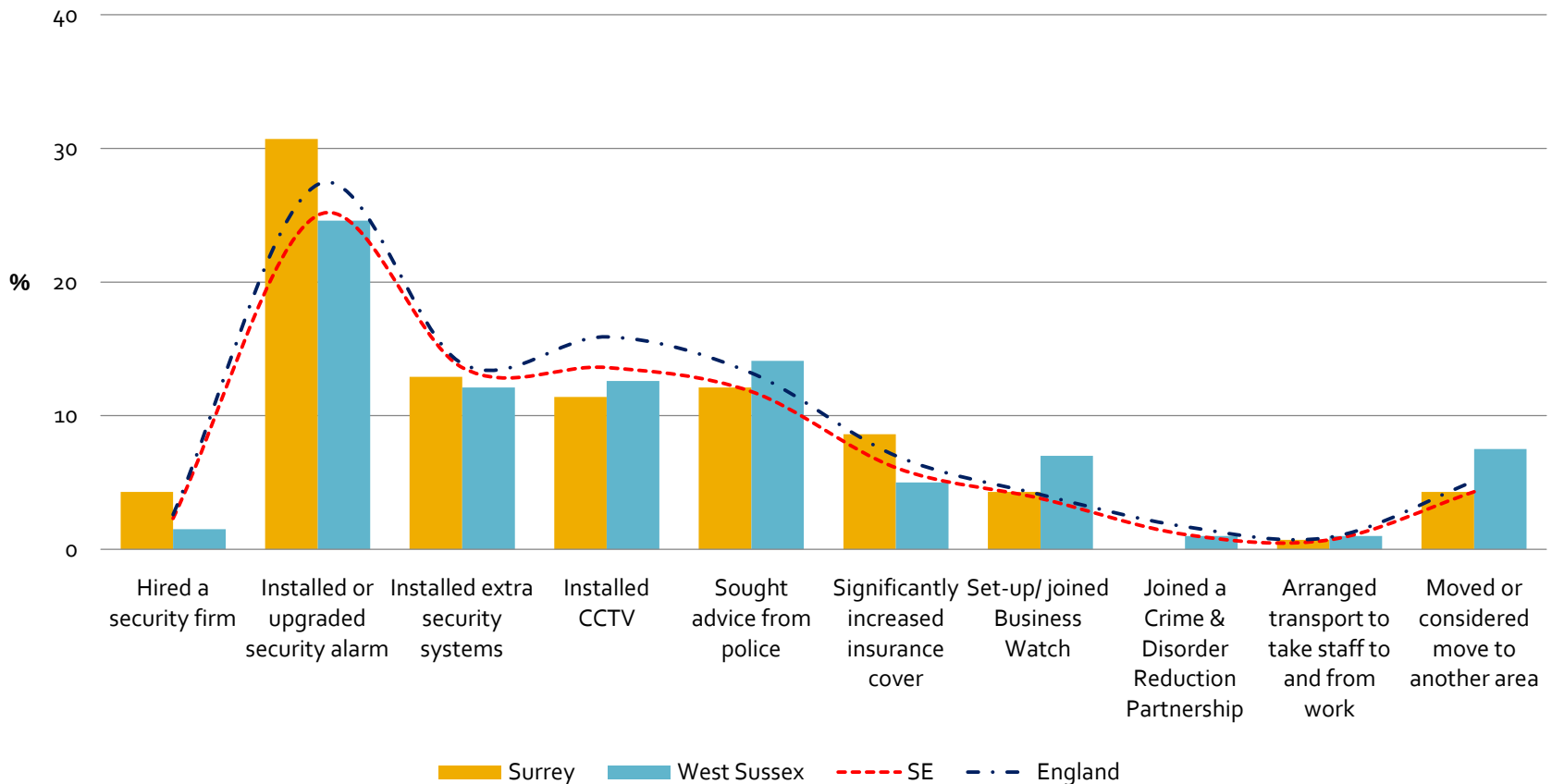
## Reasons for not reporting crime to the police





# Lifting the Barriers to Growth 2008

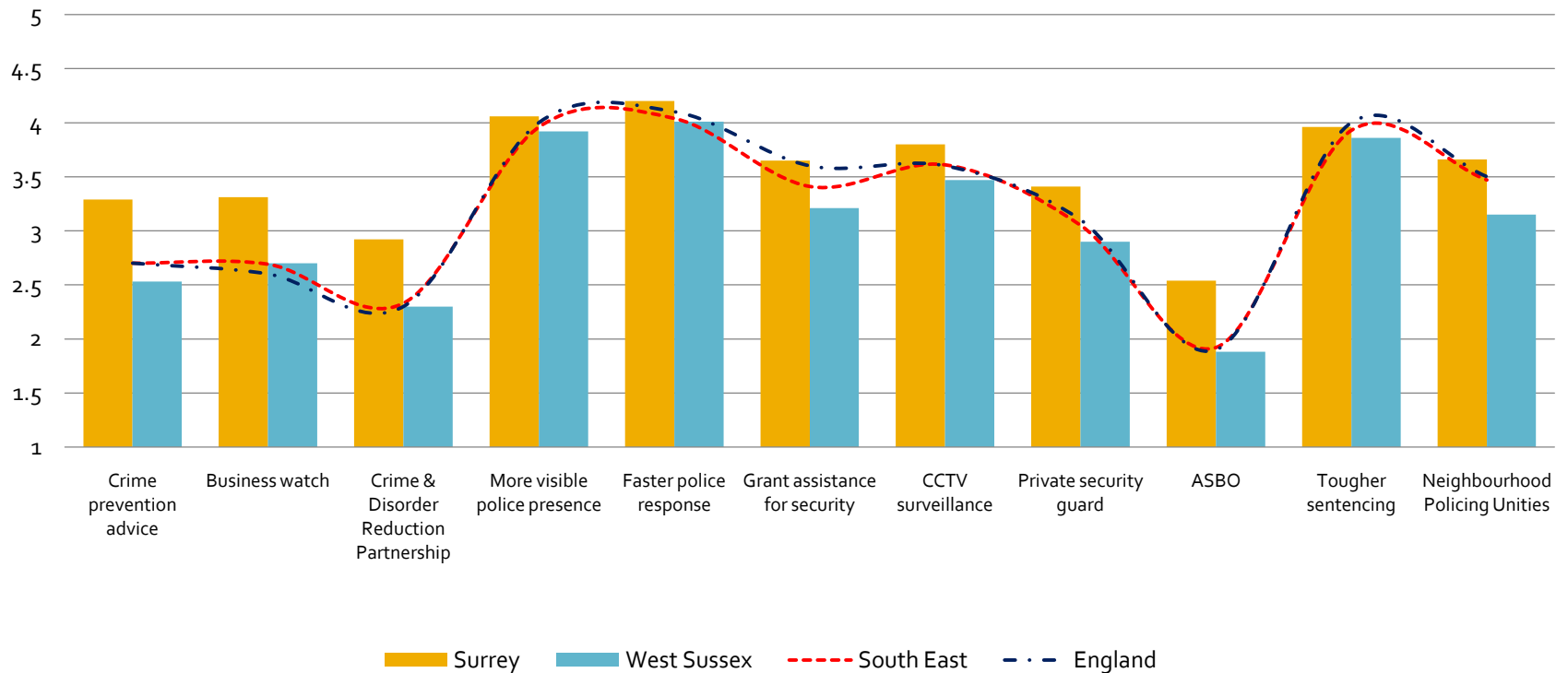
## Crime prevention measures taken





# Lifting the Barriers to Growth 2008

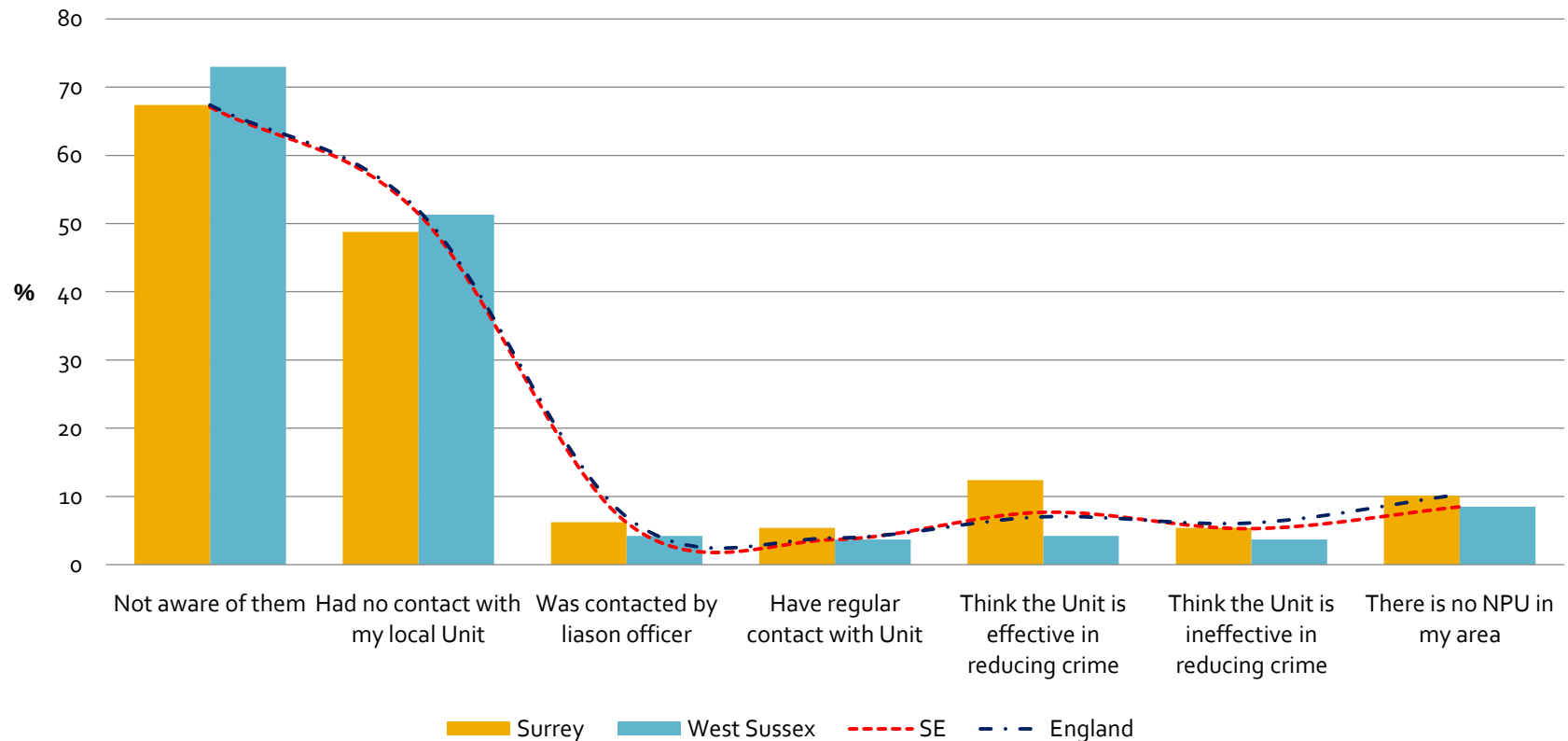
## Effectiveness of crime reduction methods (1 not effective – 5 very effective)





# Lifting the Barriers to Growth 2008

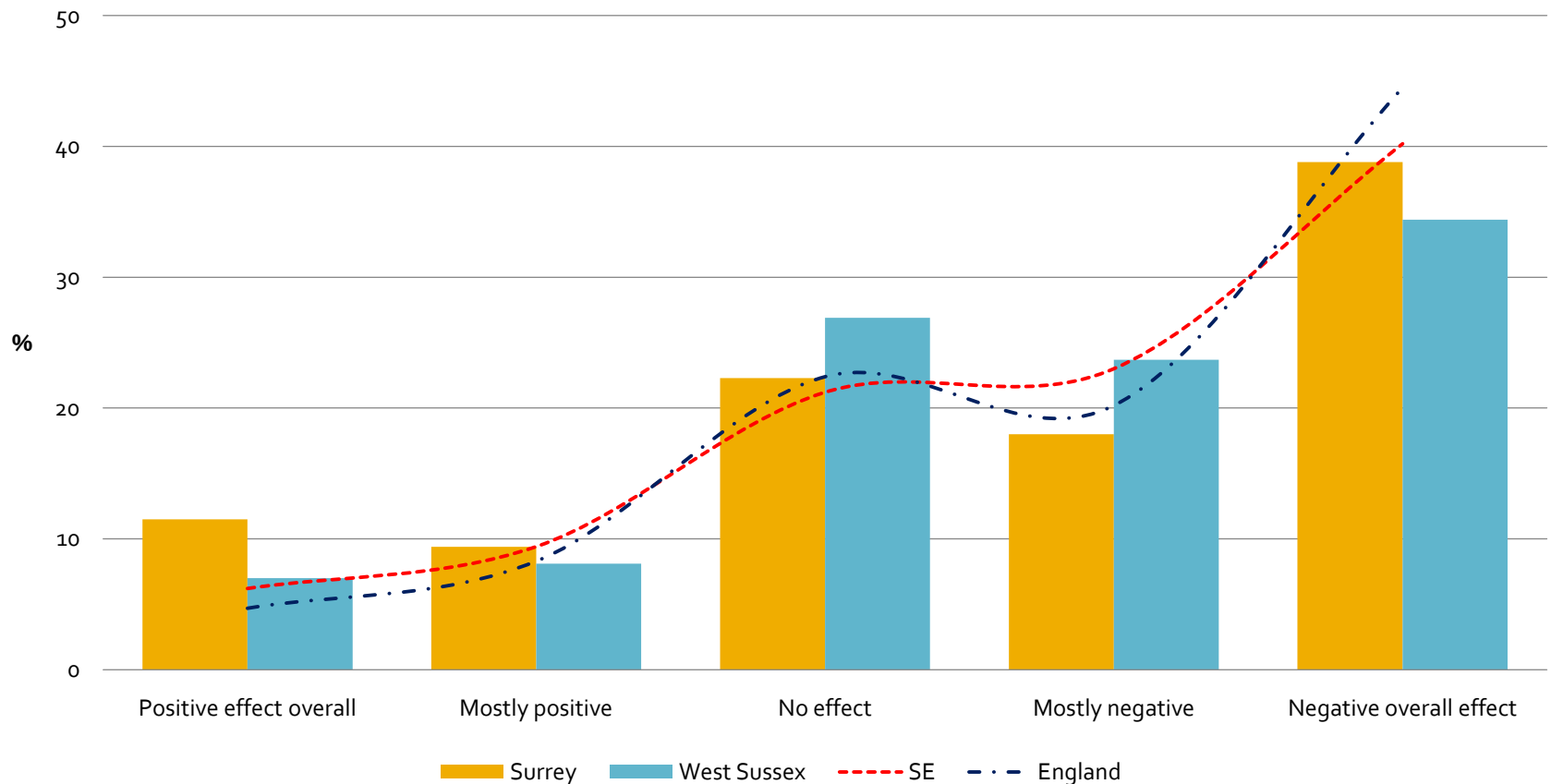
## Understanding and knowledge of Neighbourhood Policing Units (NPU)





# Lifting the Barriers to Growth 2008

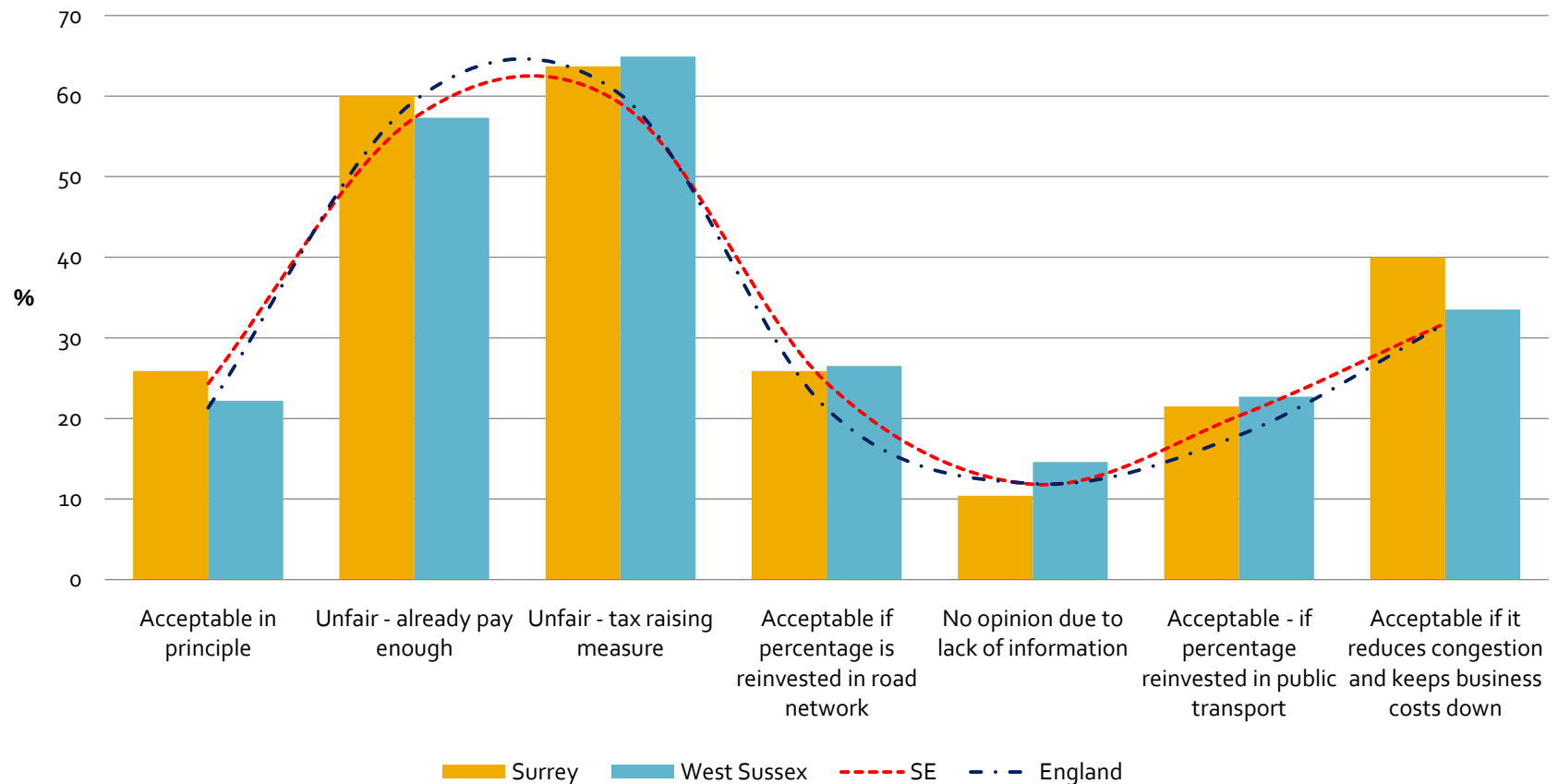
## Perceived effect of road charging scheme on business





# Lifting the Barriers to Growth 2008

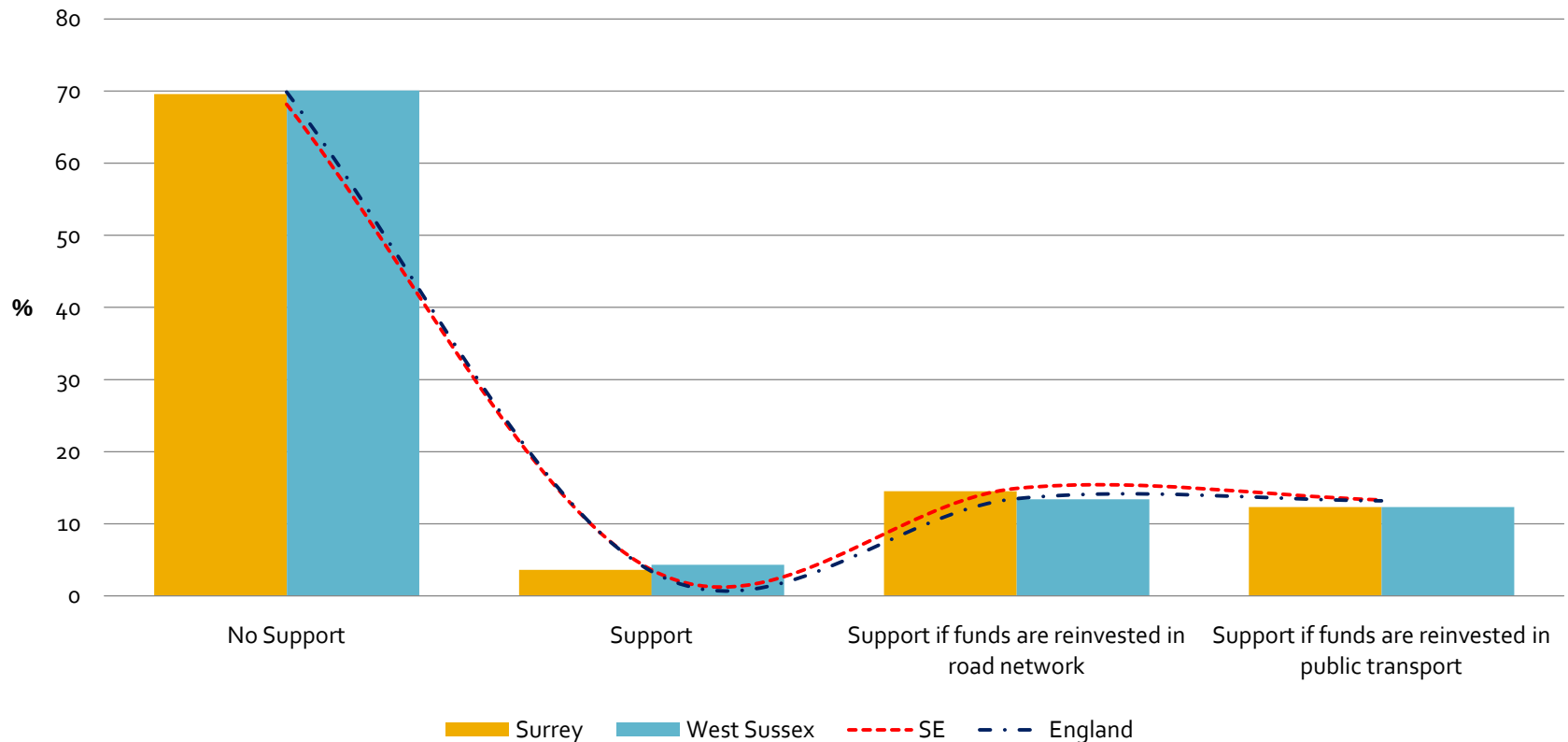
## Opinions relating to road charging





# Lifting the Barriers to Growth 2008

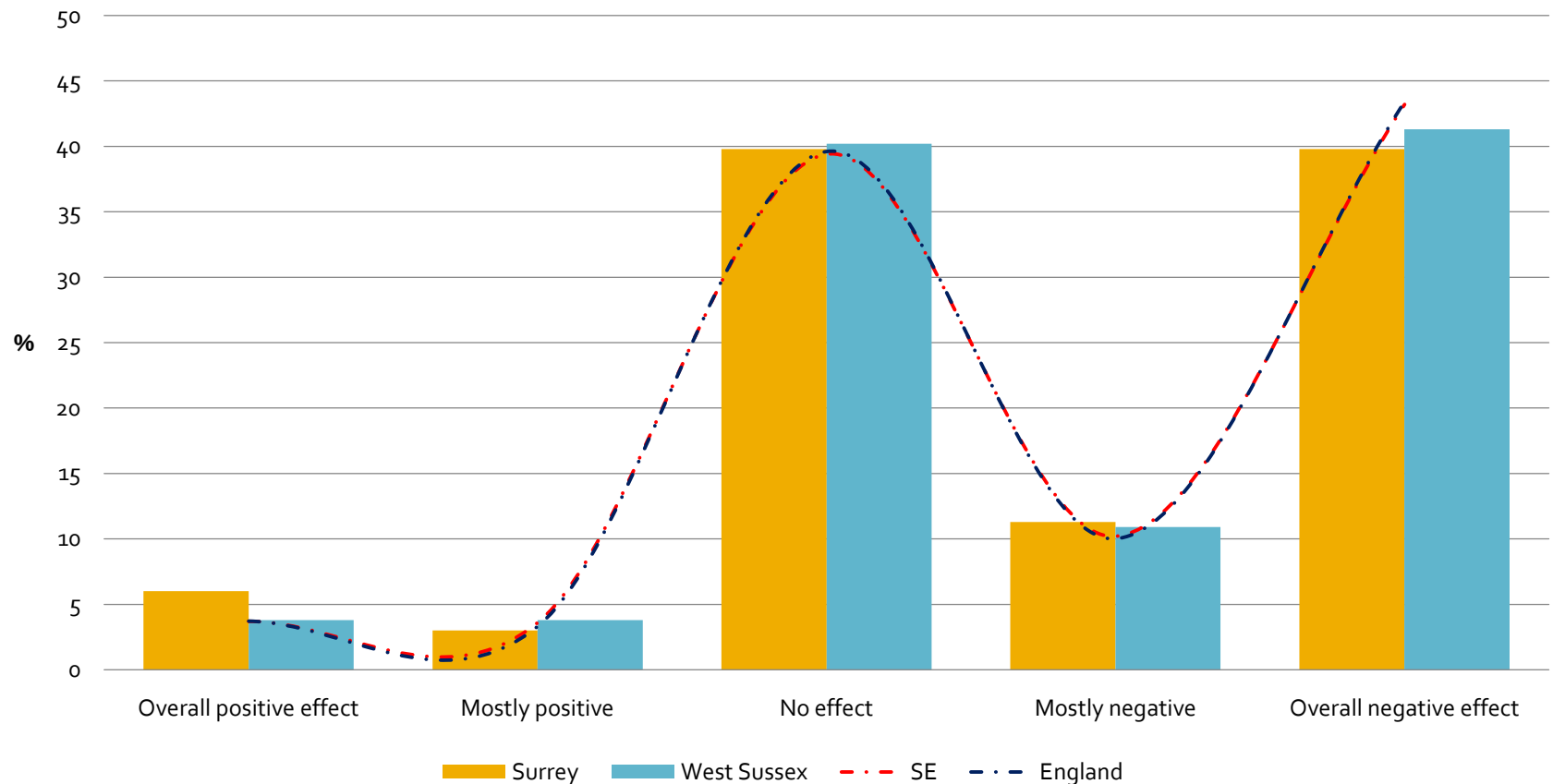
## Opinion towards local authorities being given power to impose traffic charging to ease congestion





# Lifting the Barriers to Growth 2008

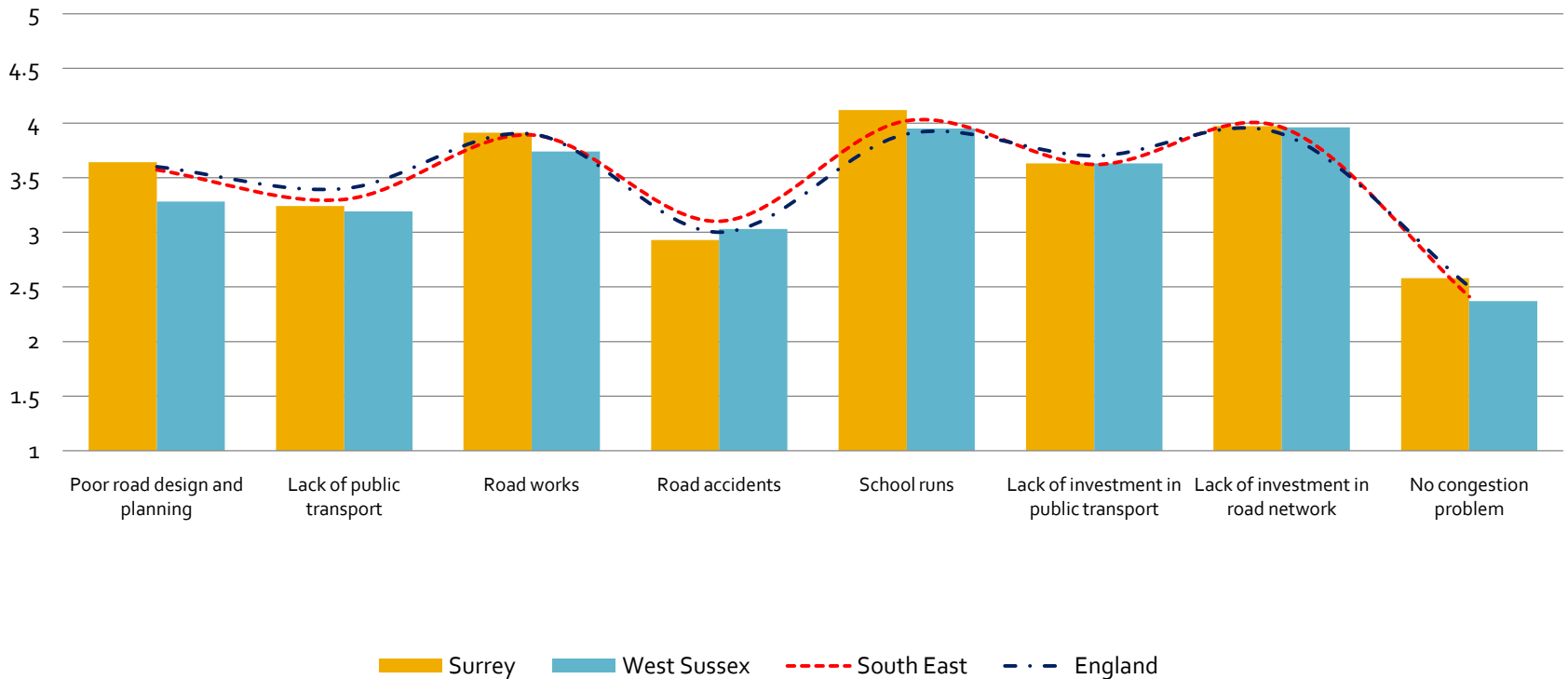
## Effect on business of parking based levies





# Lifting the Barriers to Growth 2008

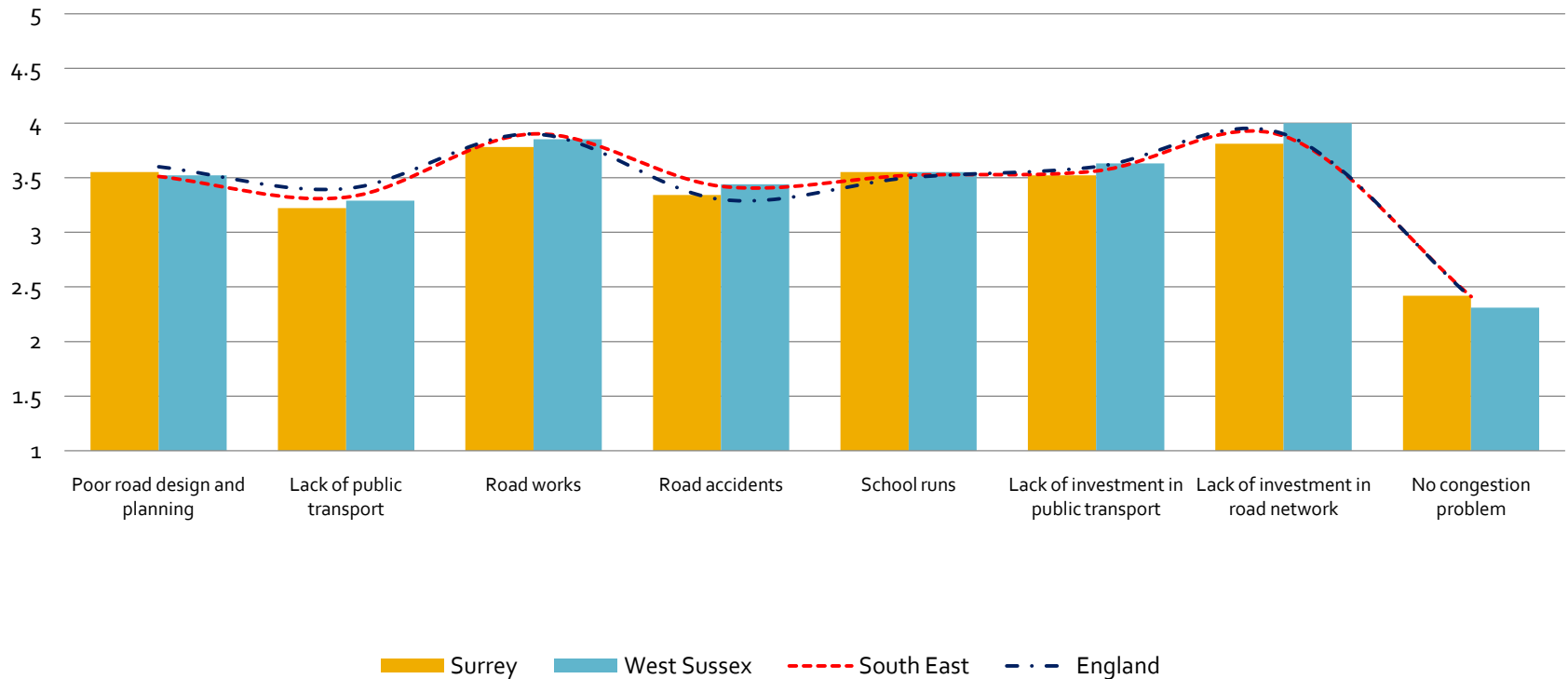
Average importance of factors as causes of congestion on local roads (1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

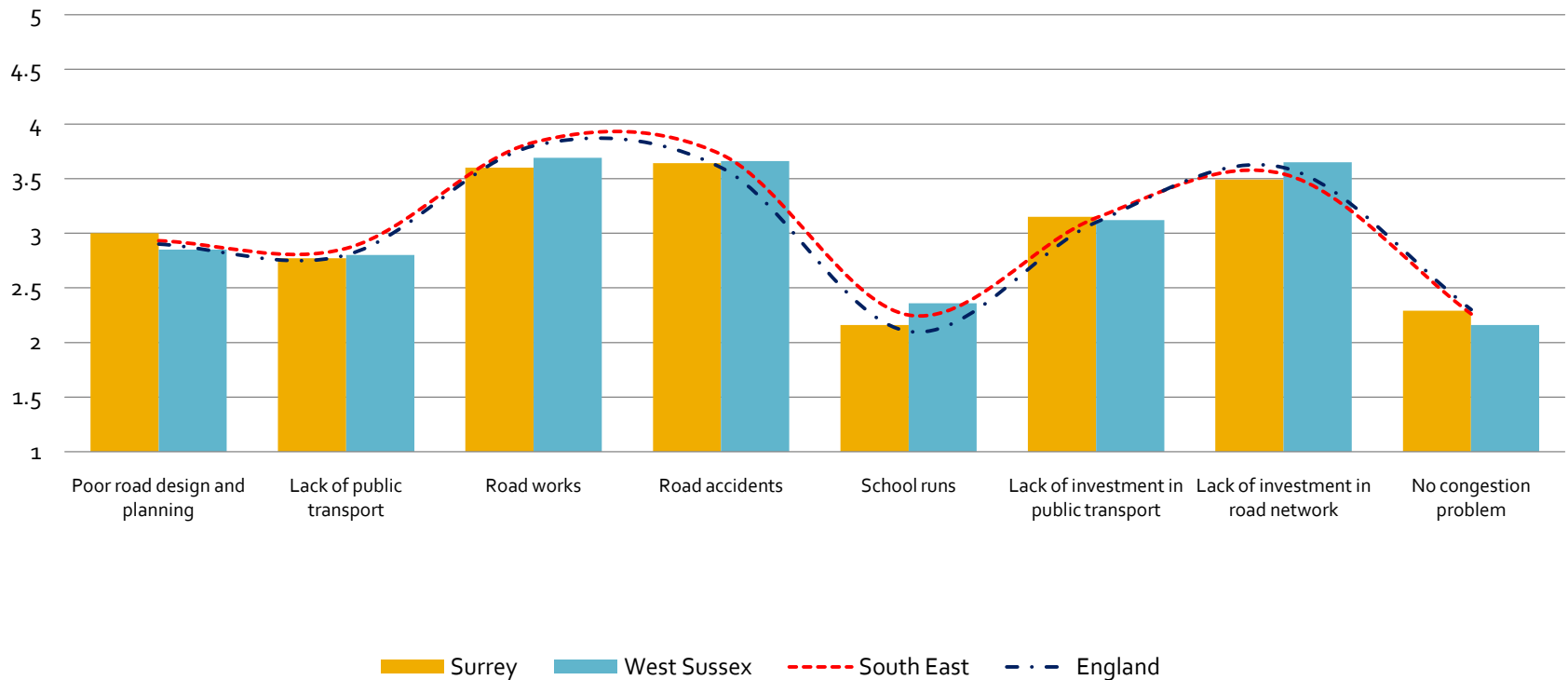
Average importance of factors as causes of congestion on A roads/trunk roads (1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

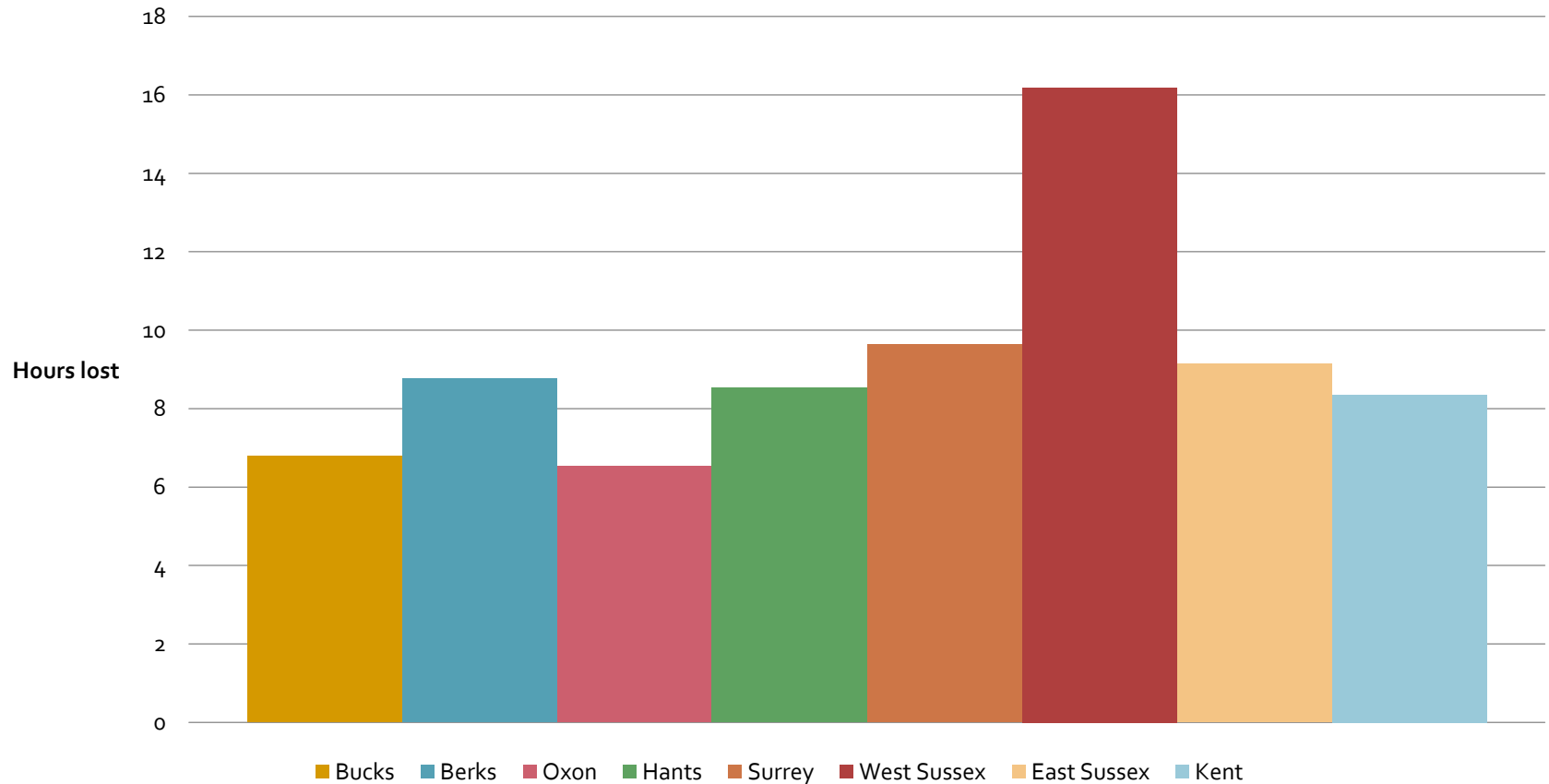
Average importance of factors as causes of congestion on motorways (1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

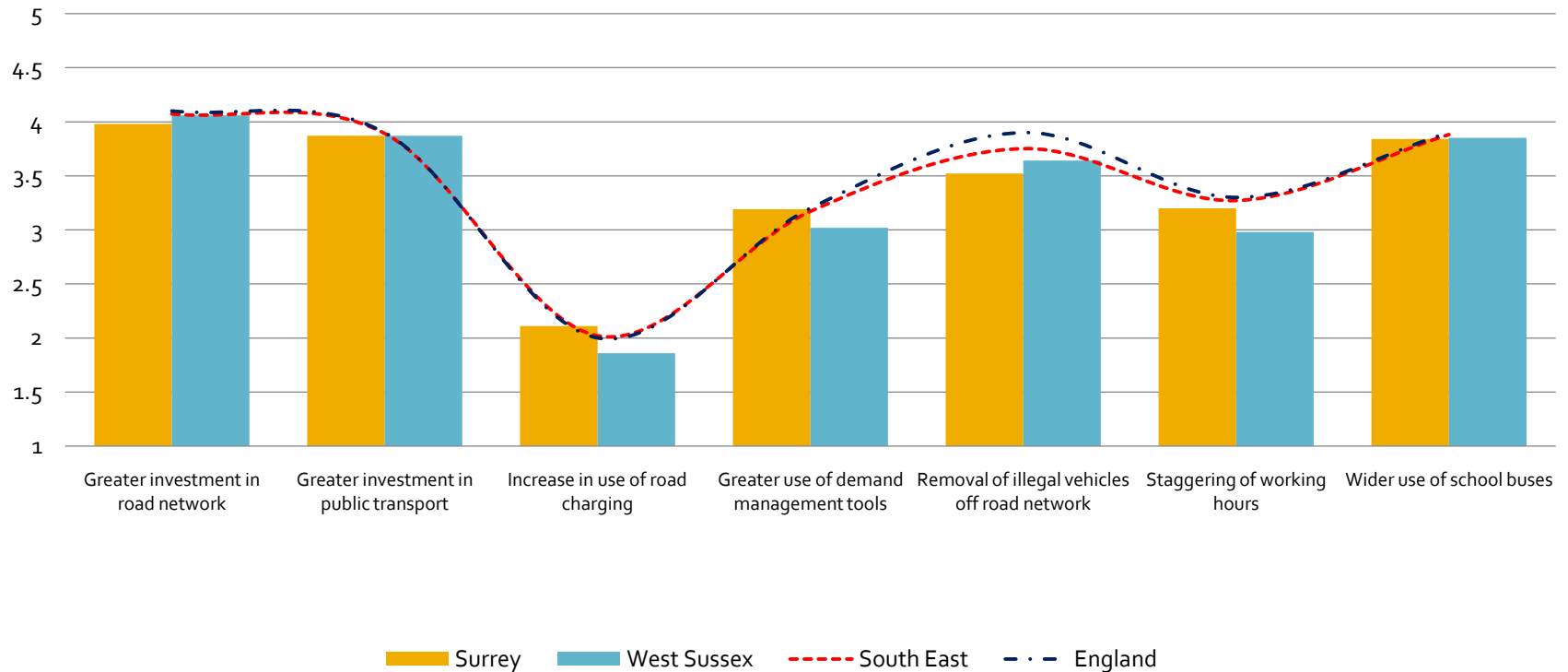
Average working hours lost a week due to congestion





# Lifting the Barriers to Growth 2008

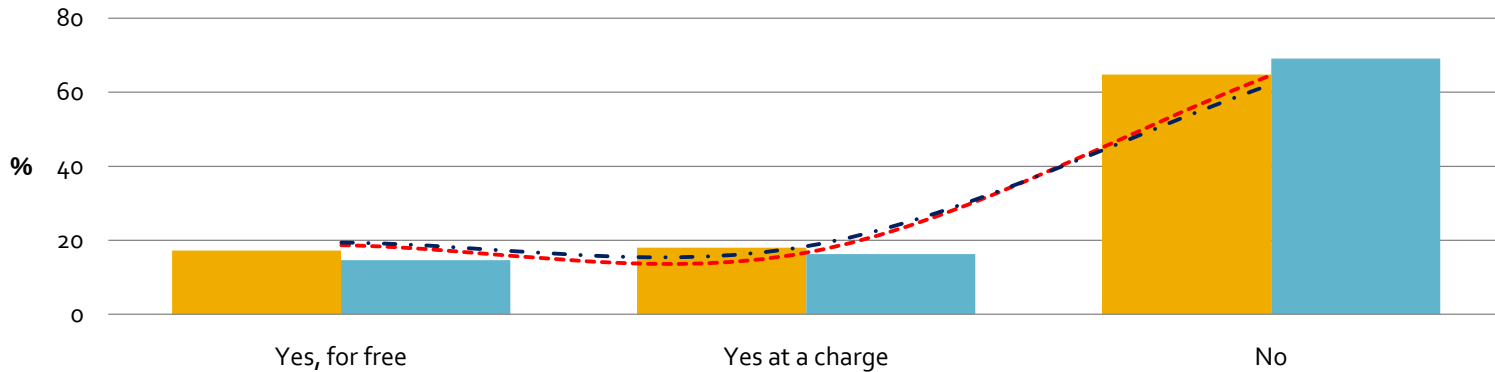
Importance of factors in acting as solutions to congestion (1 not important - 5 very important)



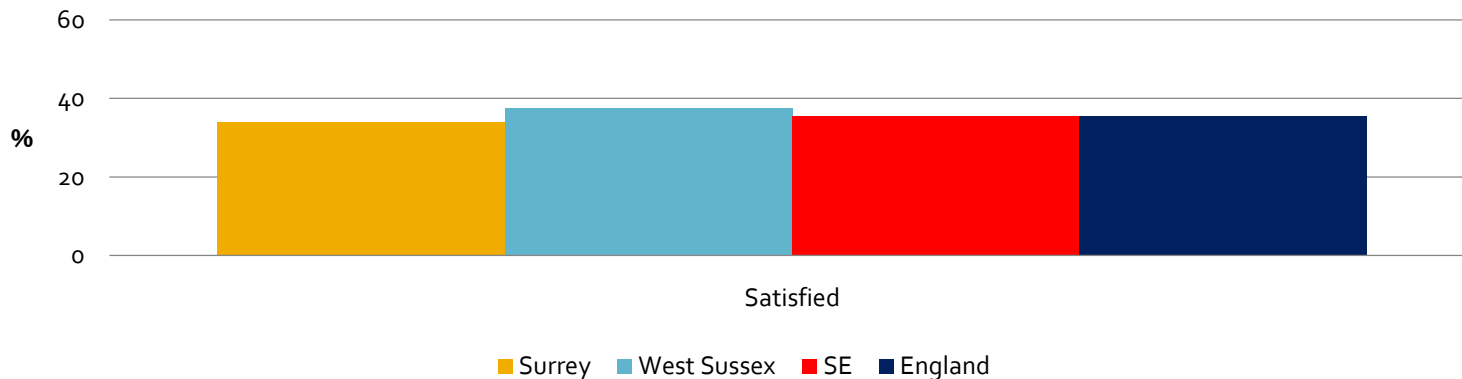


# Lifting the Barriers to Growth 2008

## Does your local authority offer business kerbside recycling?



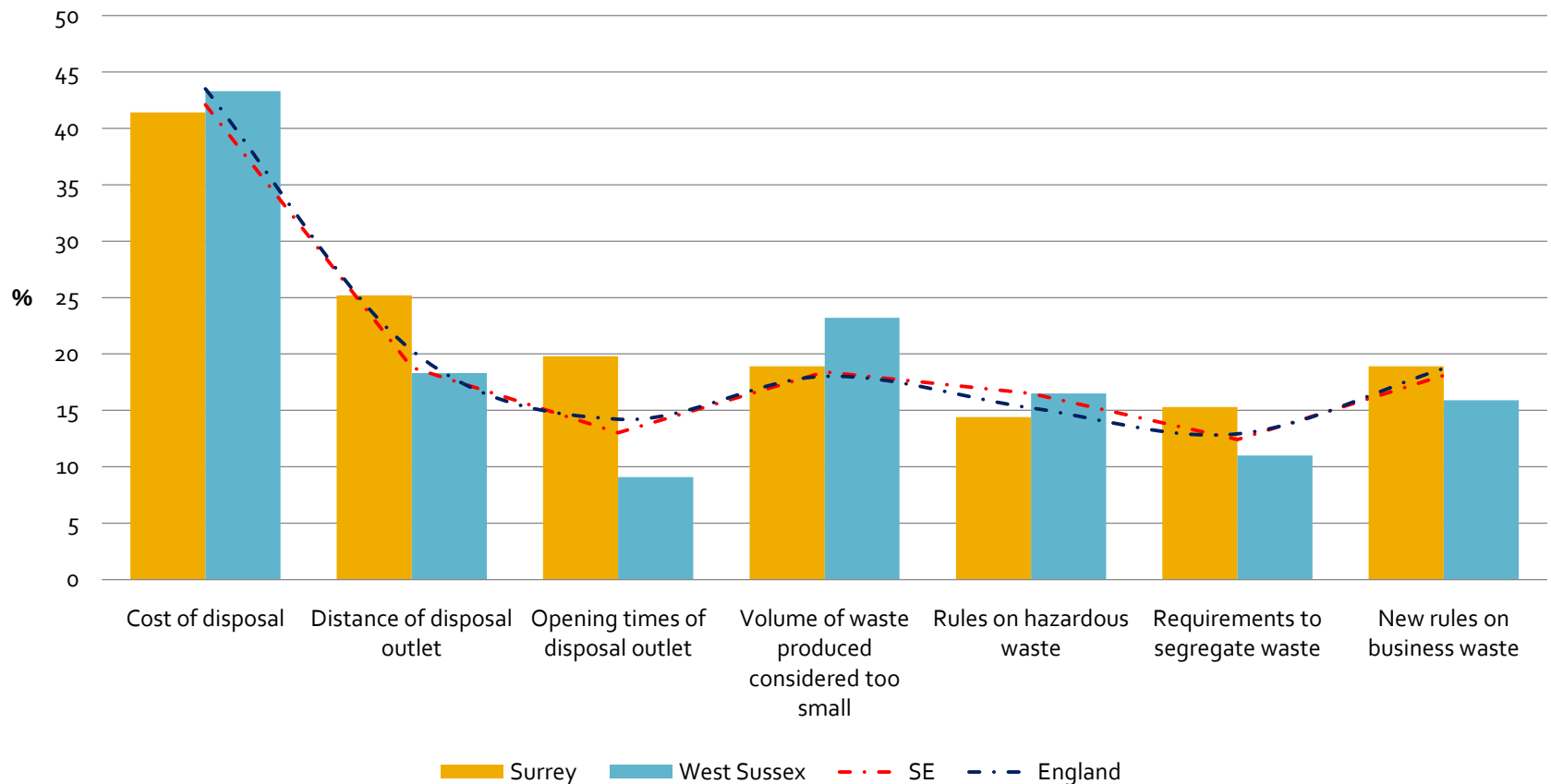
## Are you satisfied with the level of recycling offered by your local authority?





# Lifting the Barriers to Growth 2008

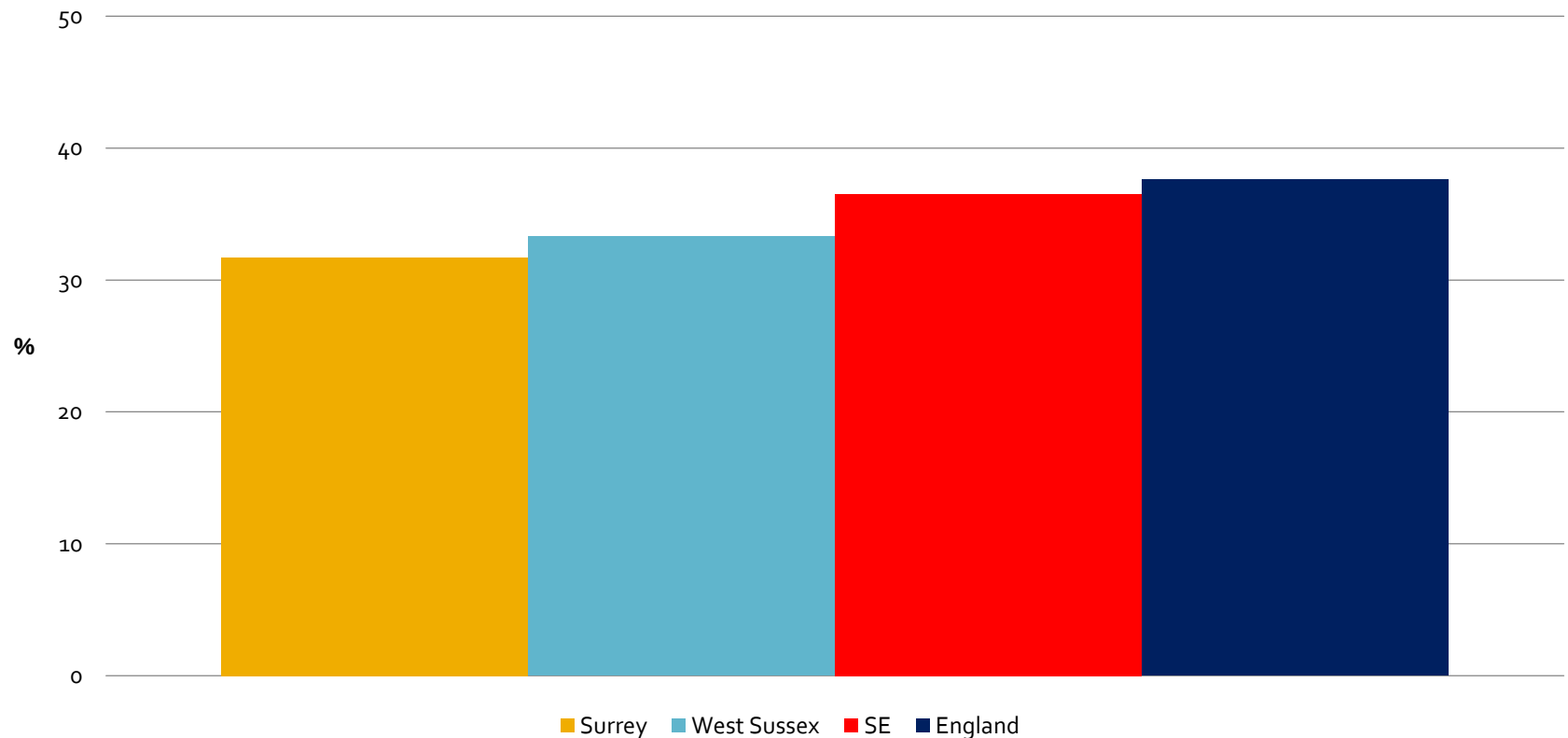
## Difficulties faced in disposal of business waste





# Lifting the Barriers to Growth 2008

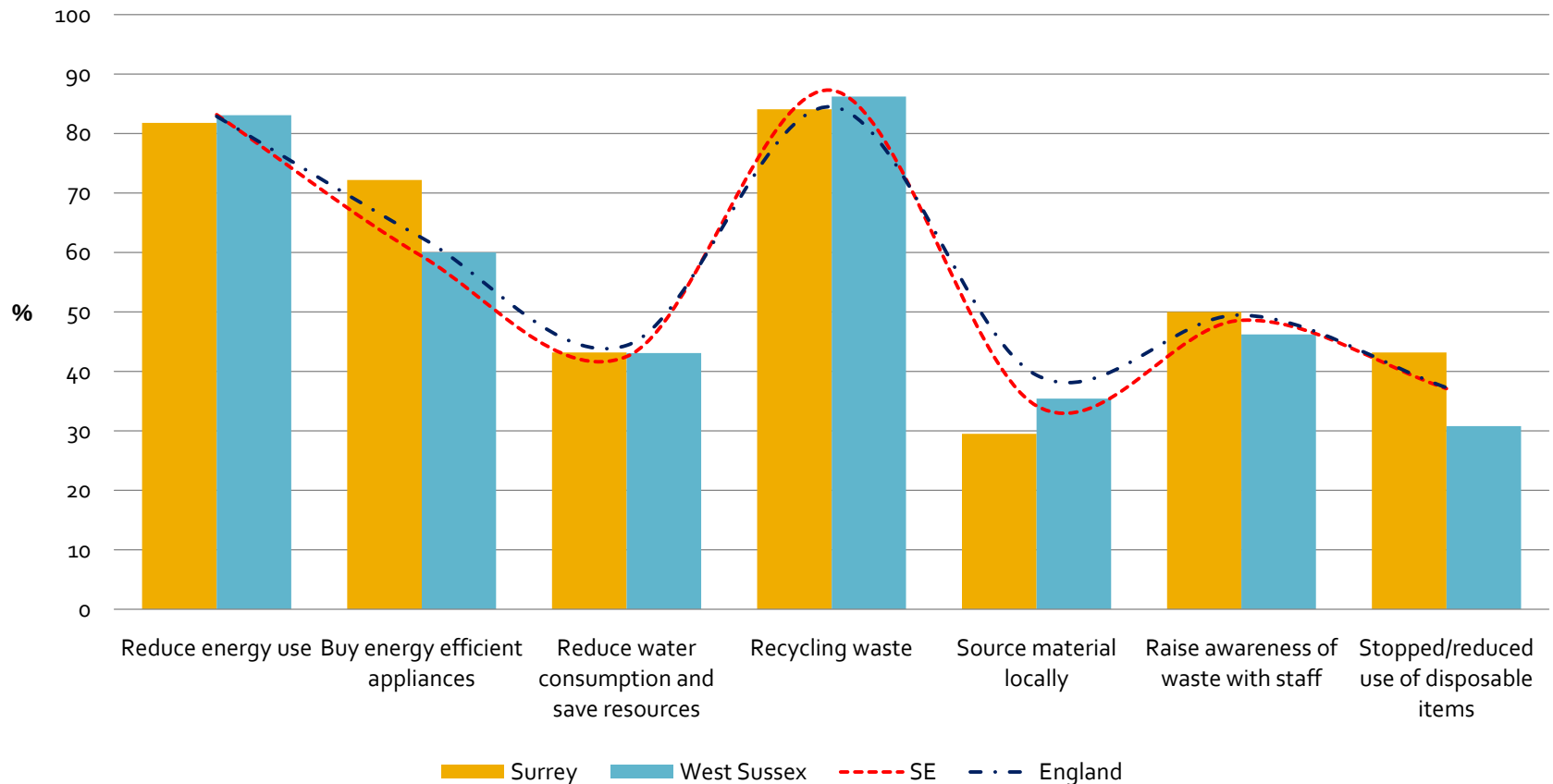
Has the way your business operates changed due to concerns relating to climate change?





# Lifting the Barriers to Growth 2008

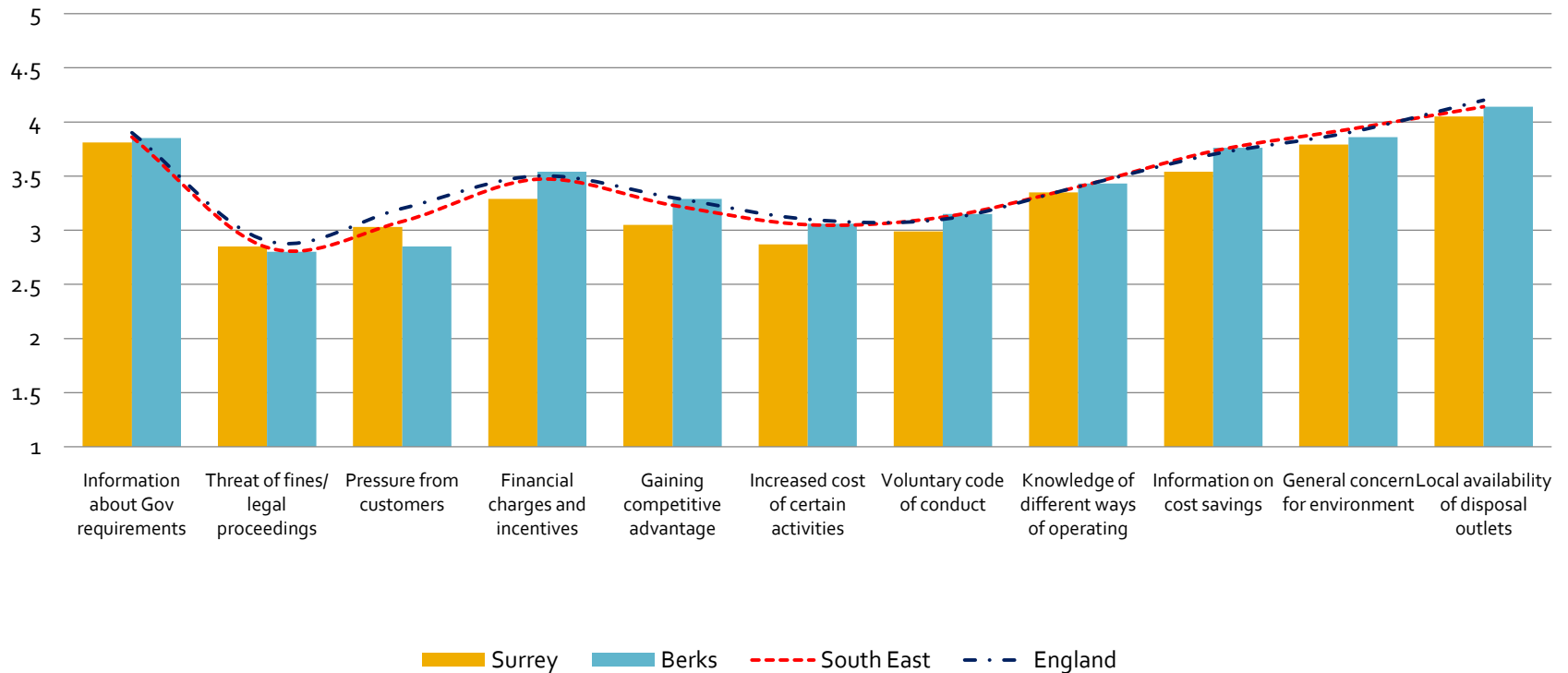
## Changes made to business due to environmental concerns





# Lifting the Barriers to Growth 2008

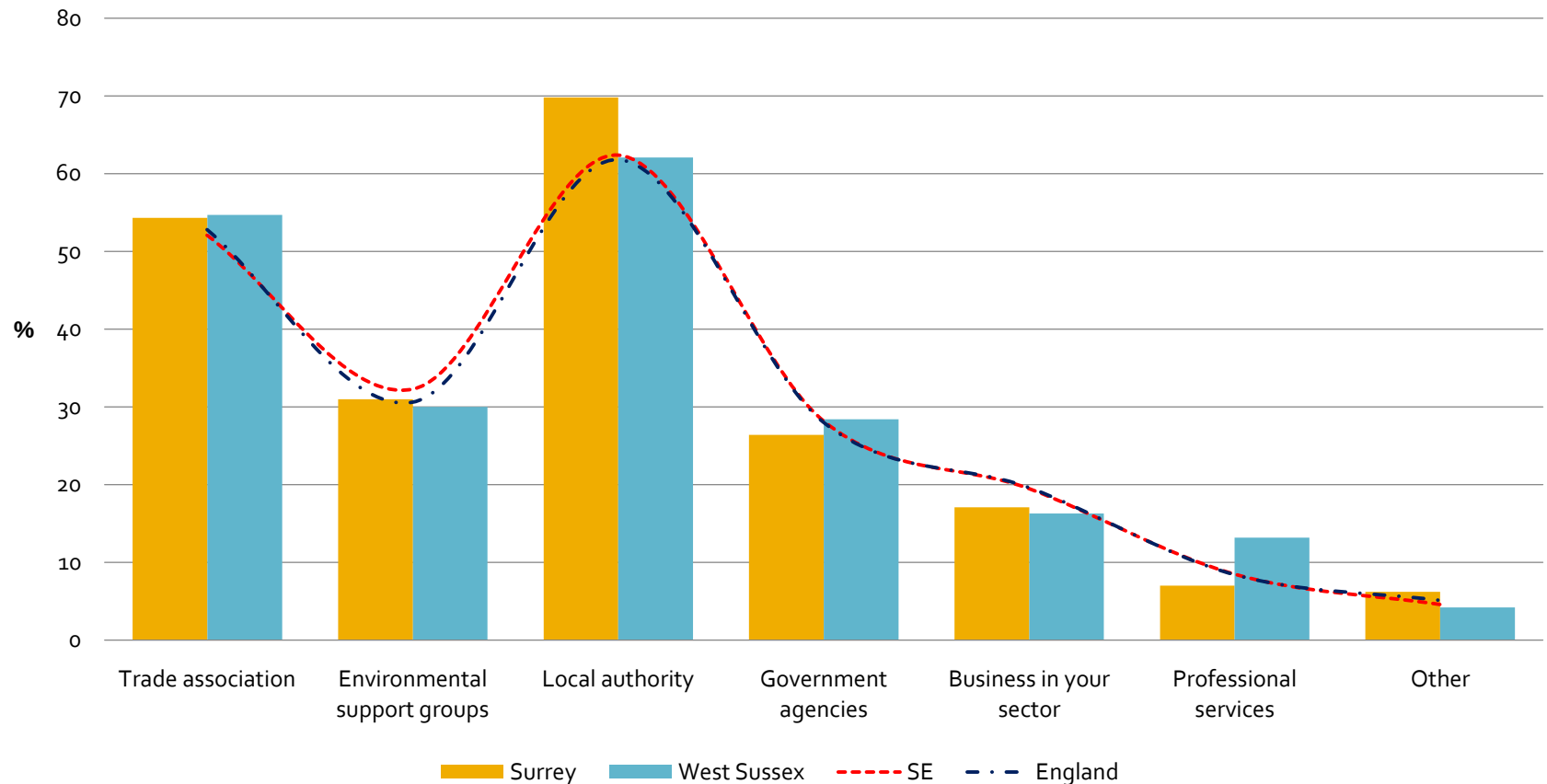
Average importance of factors in encouraging compliance with environmental legislation (1 not important – 5 very important)





# Lifting the Barriers to Growth 2008

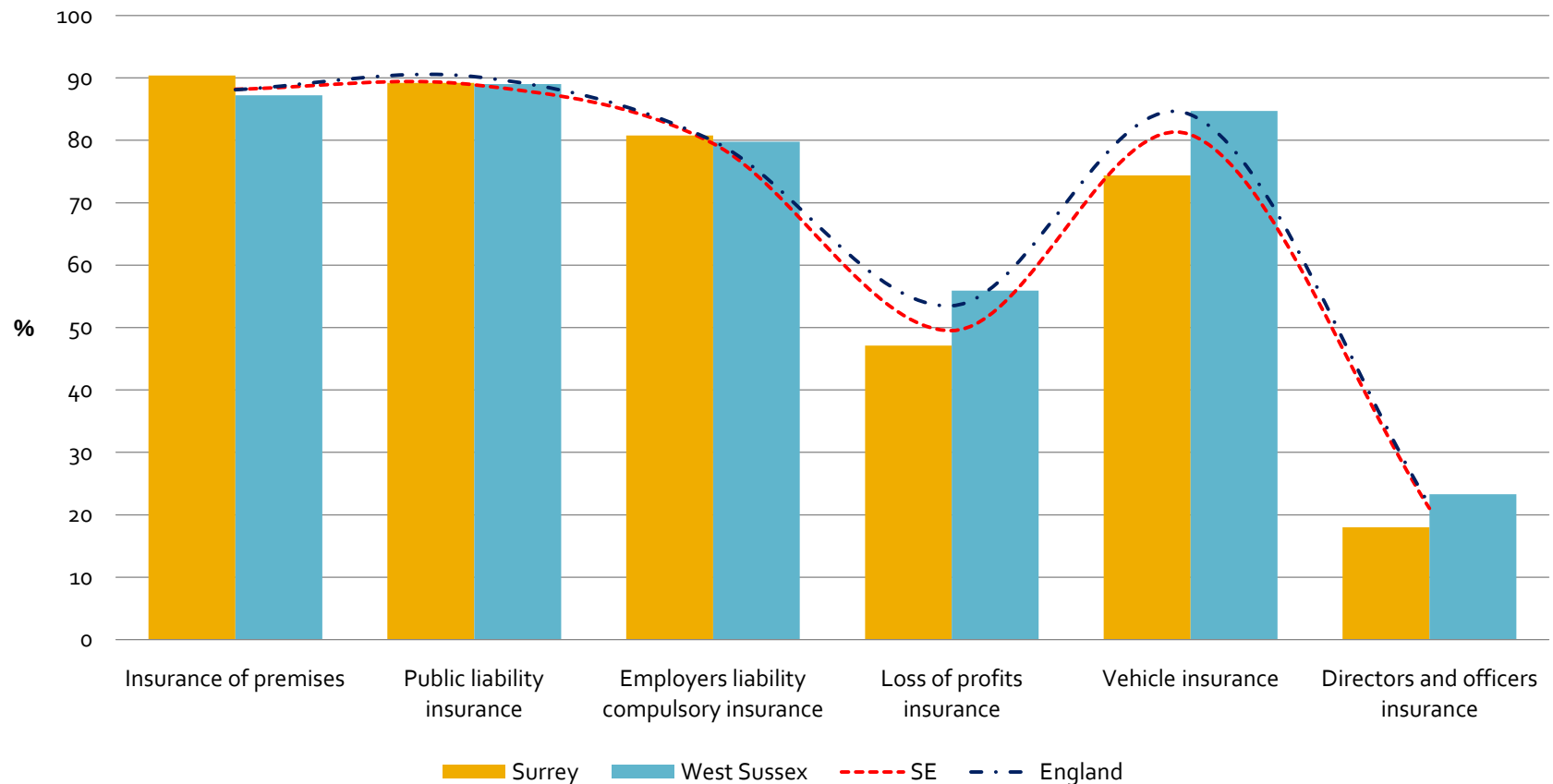
## Sources of advice for environmental legislation





# Lifting the Barriers to Growth 2008

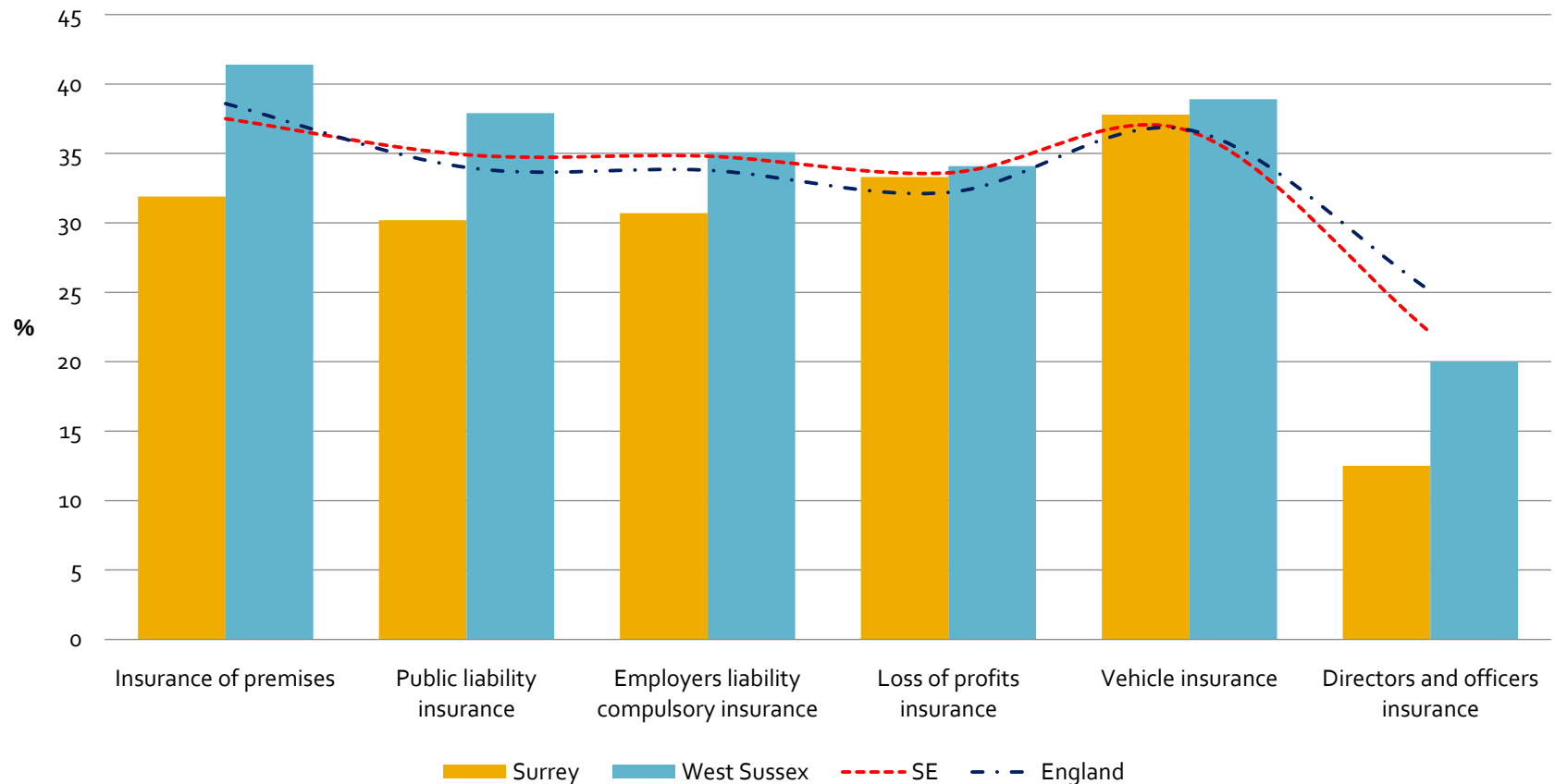
## Types of insurance held





# Lifting the Barriers to Growth 2008

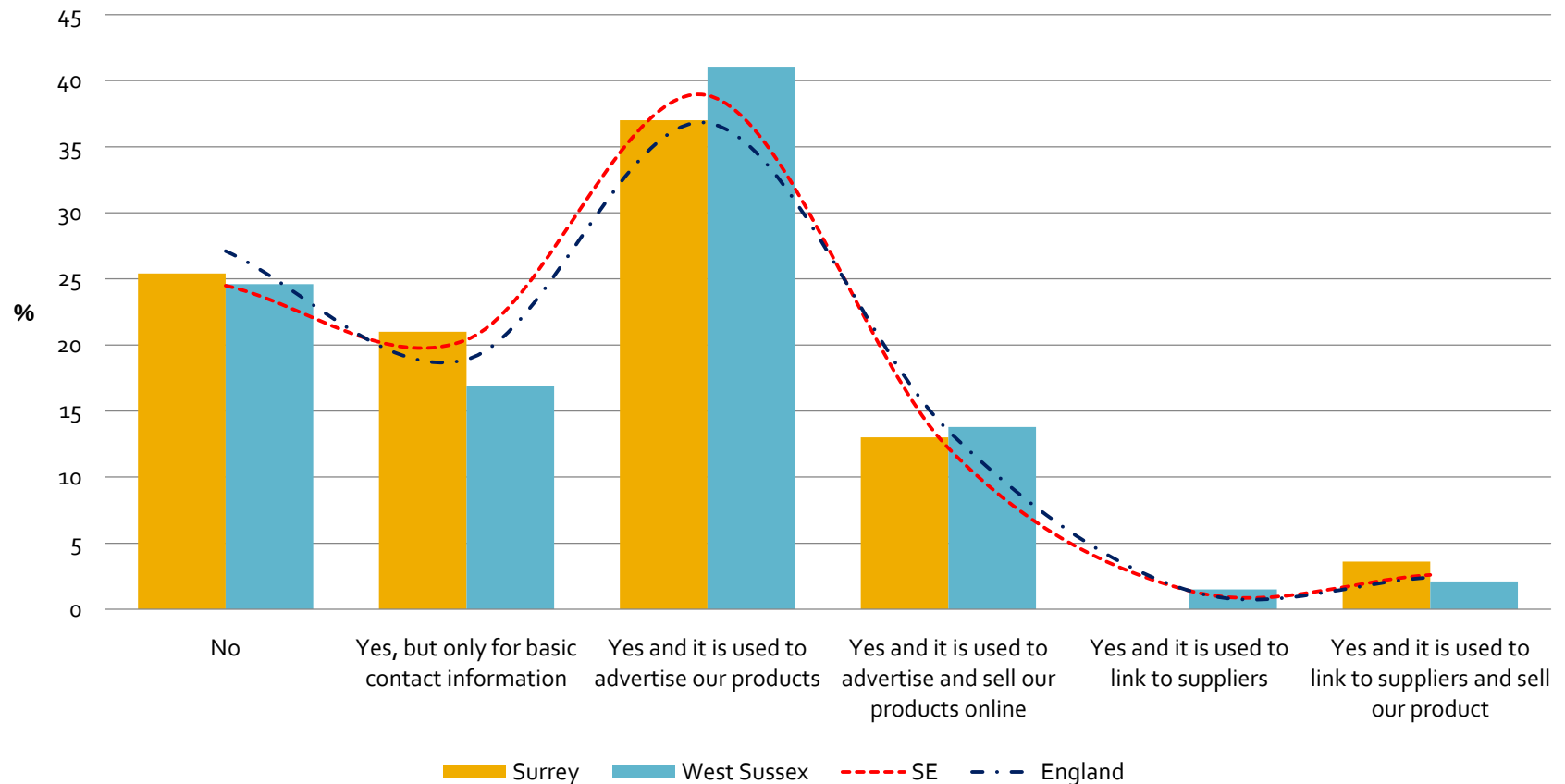
## Insurance premium has increased





# Lifting the Barriers to Growth 2008

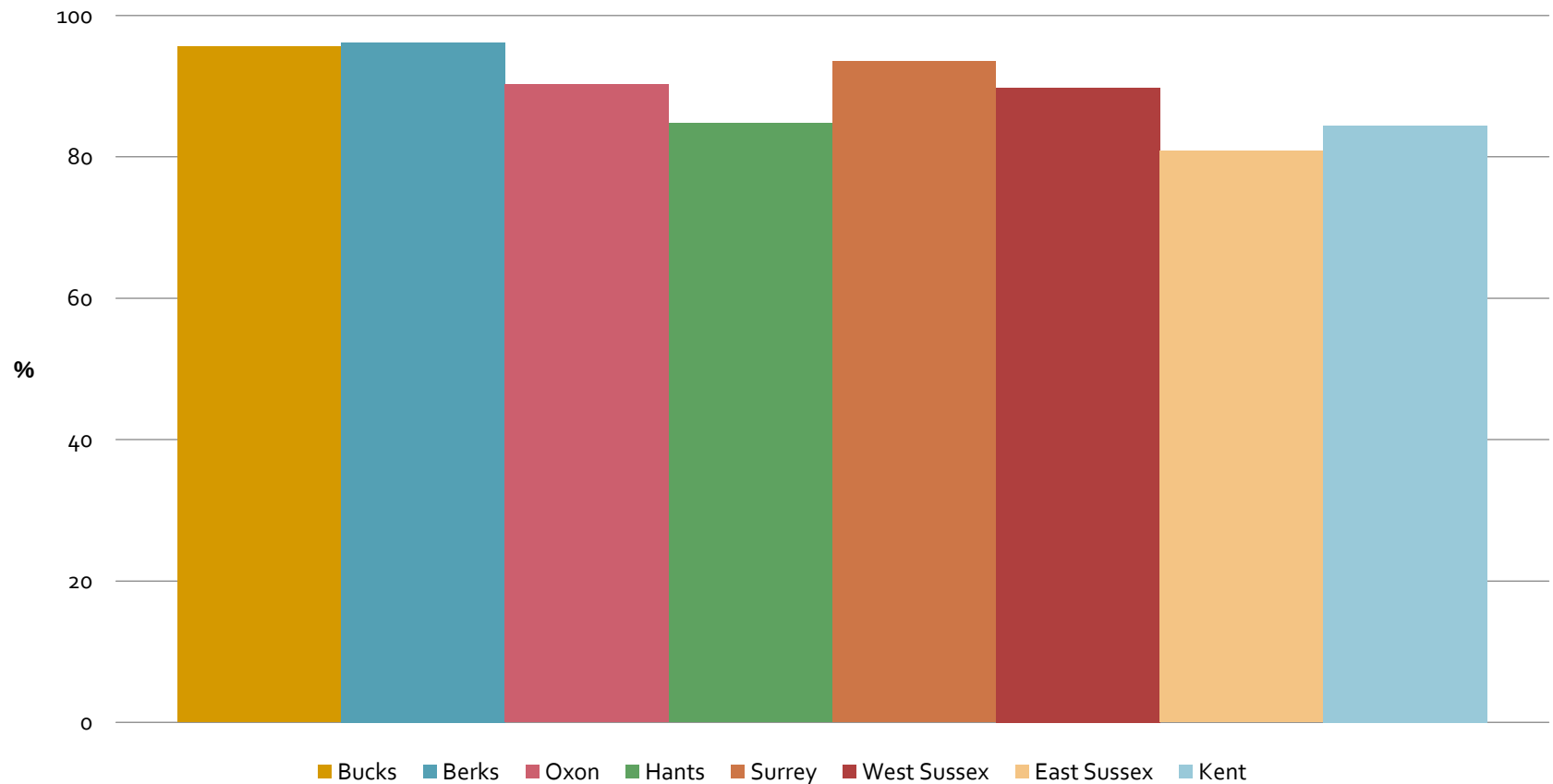
## Presence of a business website and extent of functions





# Lifting the Barriers to Growth 2008

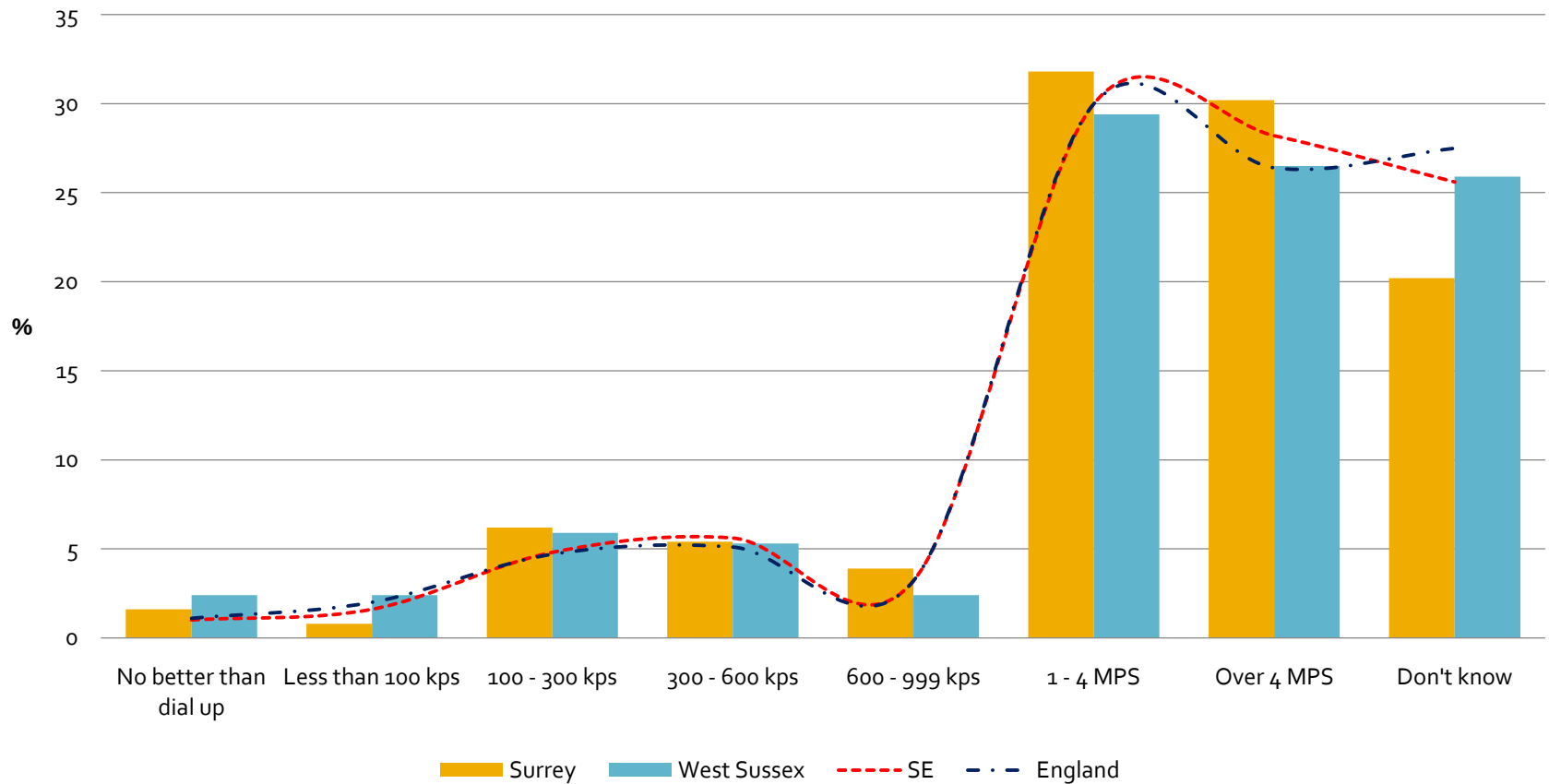
## Access to broadband at business premises





# Lifting the Barriers to Growth 2008

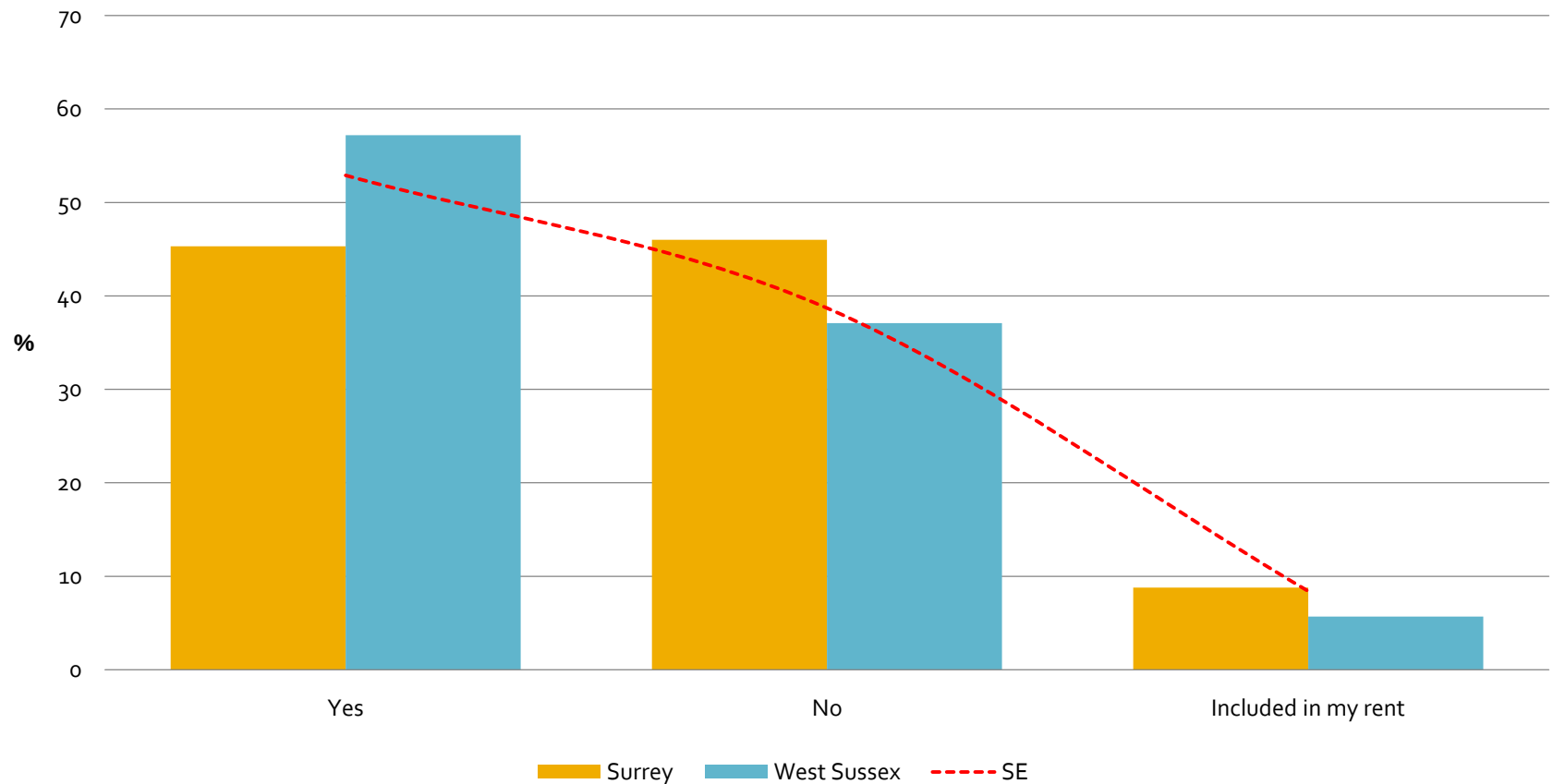
## Broadband bandwidth available





# Lifting the Barriers to Growth 2008

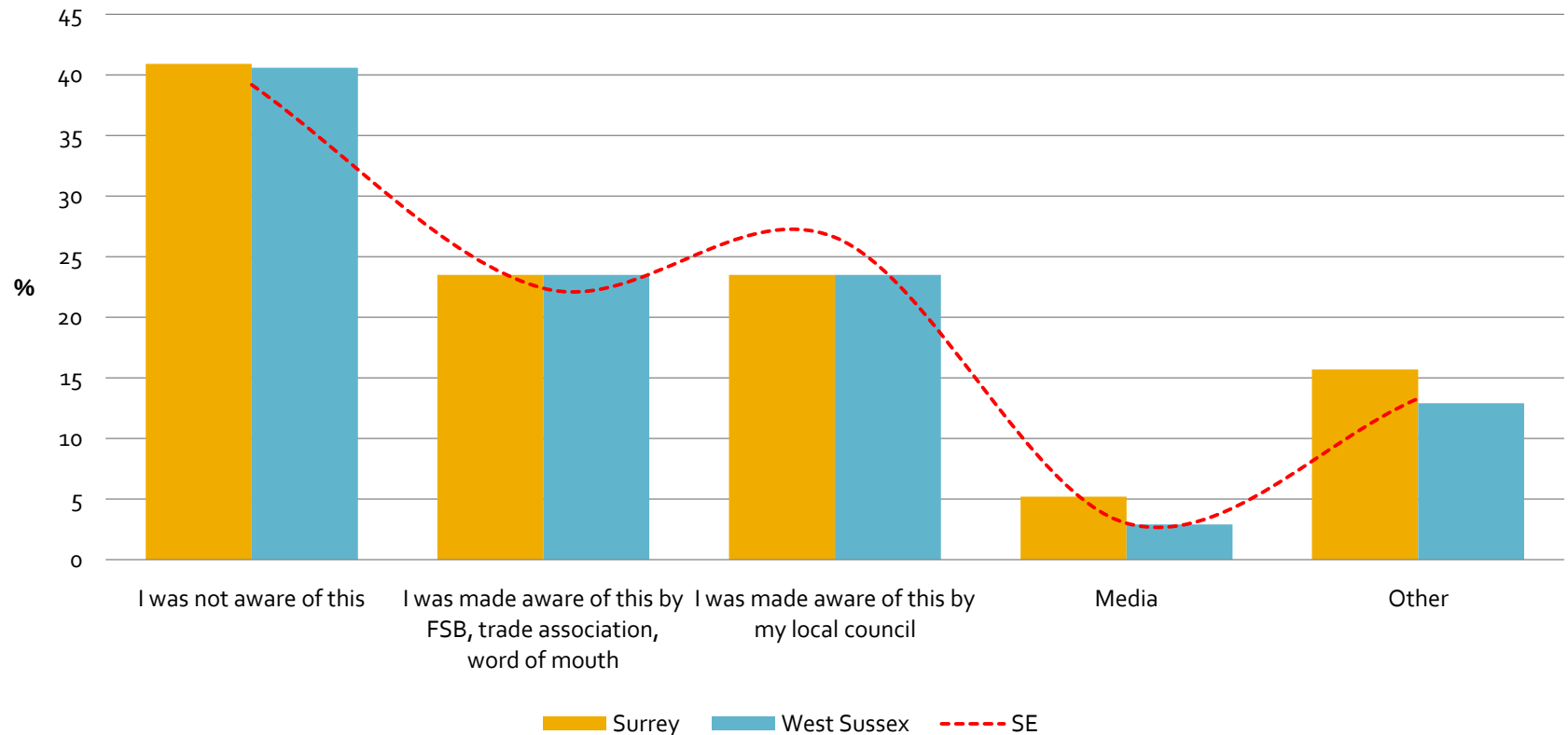
## Payment of business rates





# Lifting the Barriers to Growth 2008

## Knowledge of reduction in business rates for those premises with rateable value of less than £10,000





# Lifting the Barriers to Growth 2008

## Applied for small business rate relief

