



GBA Industry Snapshot

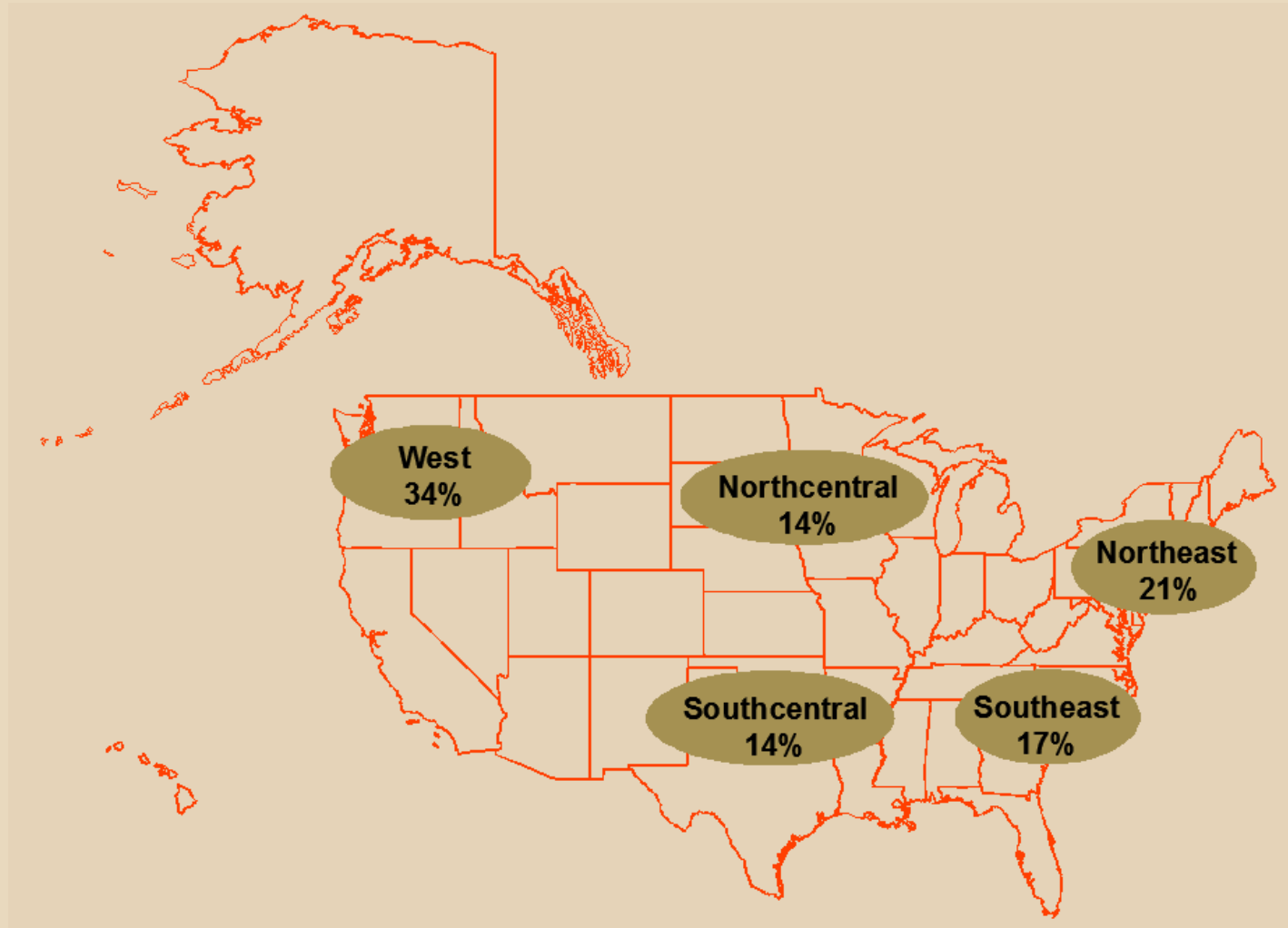
Business Practices Committee
October 2013 Update
Boston, MA

On-Line Survey Responses

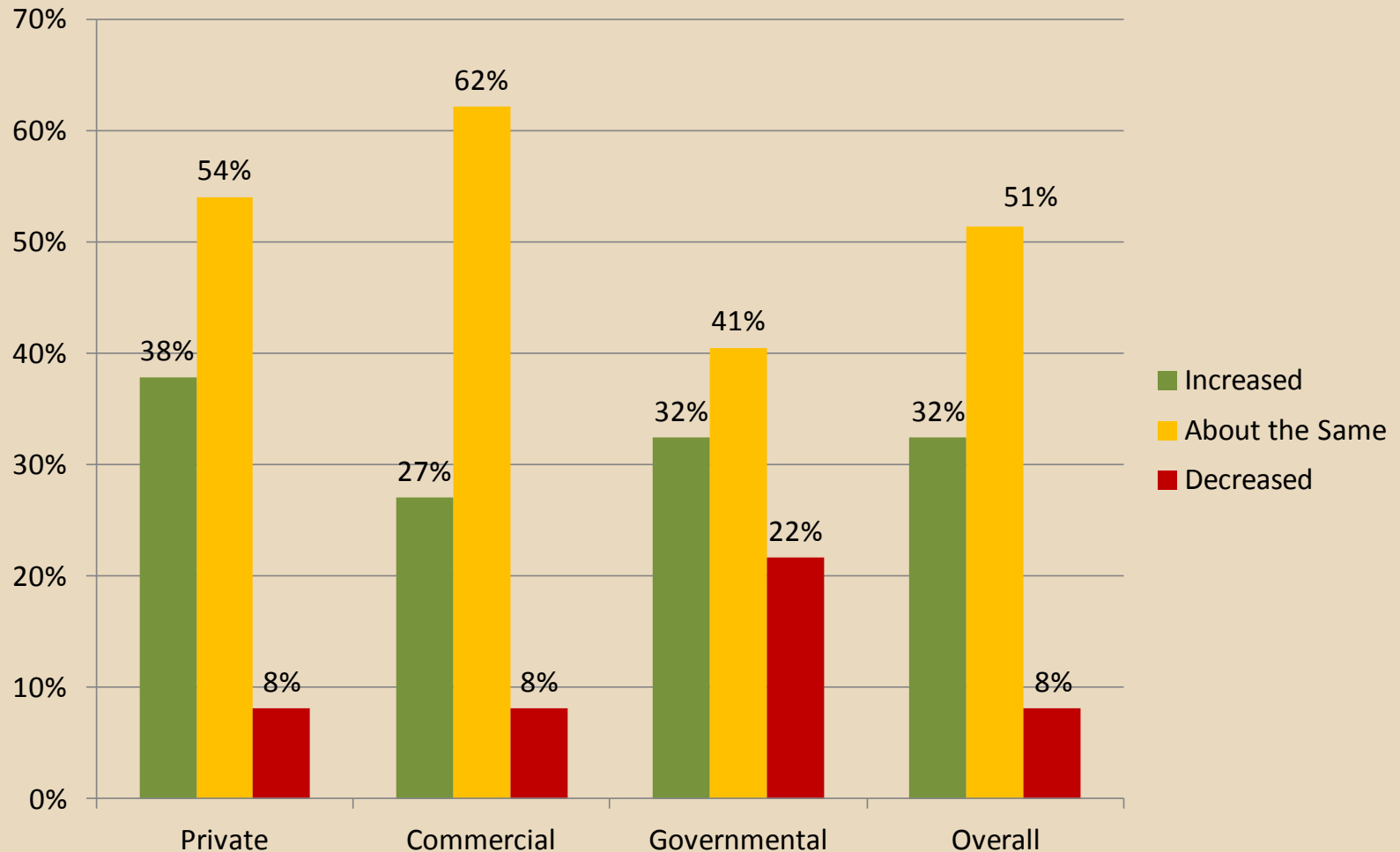
- Surveys confidential
- No data on firm size or profile
- Opinion survey – non-scientific
 - What happened in the last 6 months?
 - What will happen in the next 6 months?



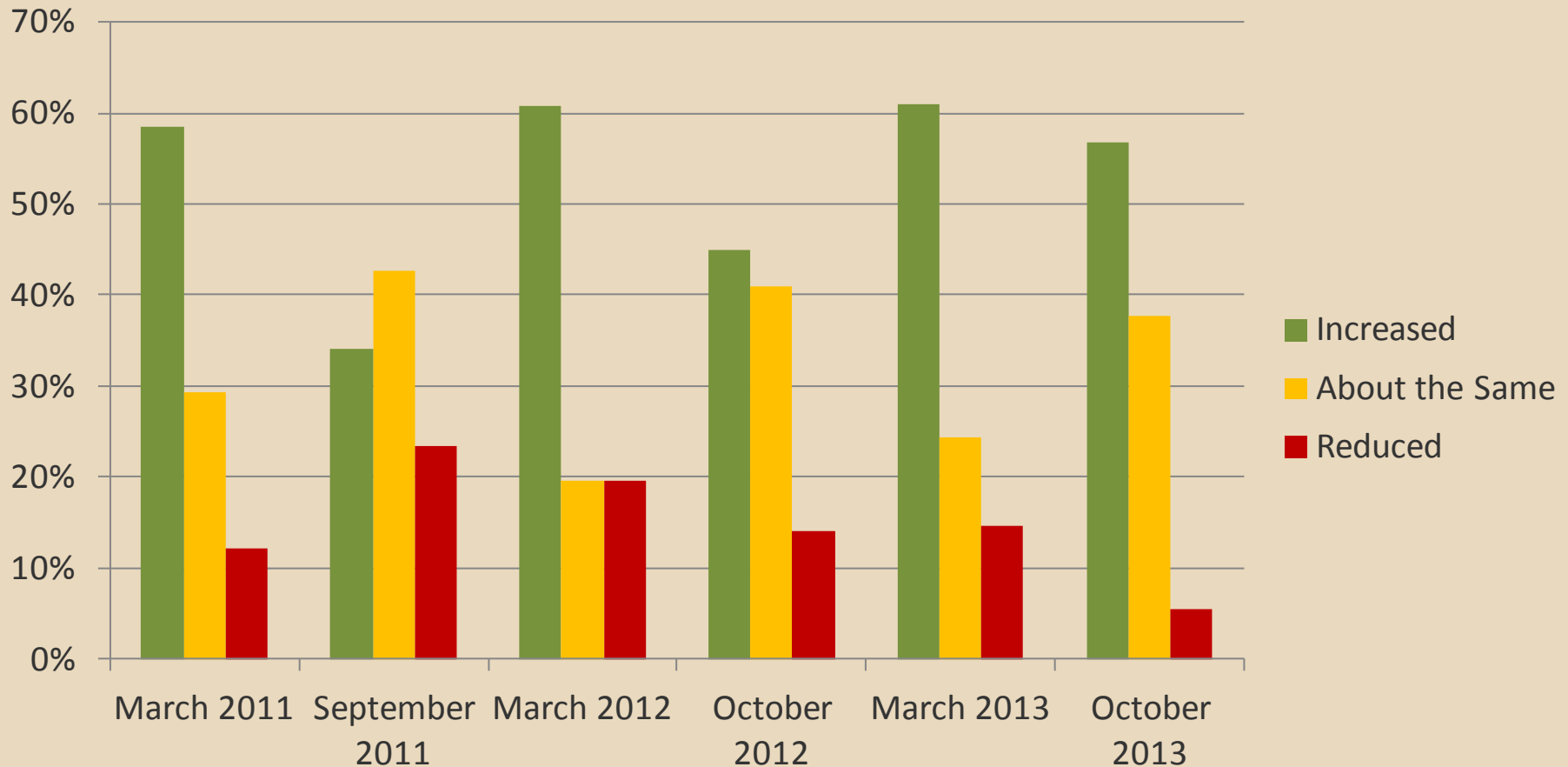
Where did the responses come from?



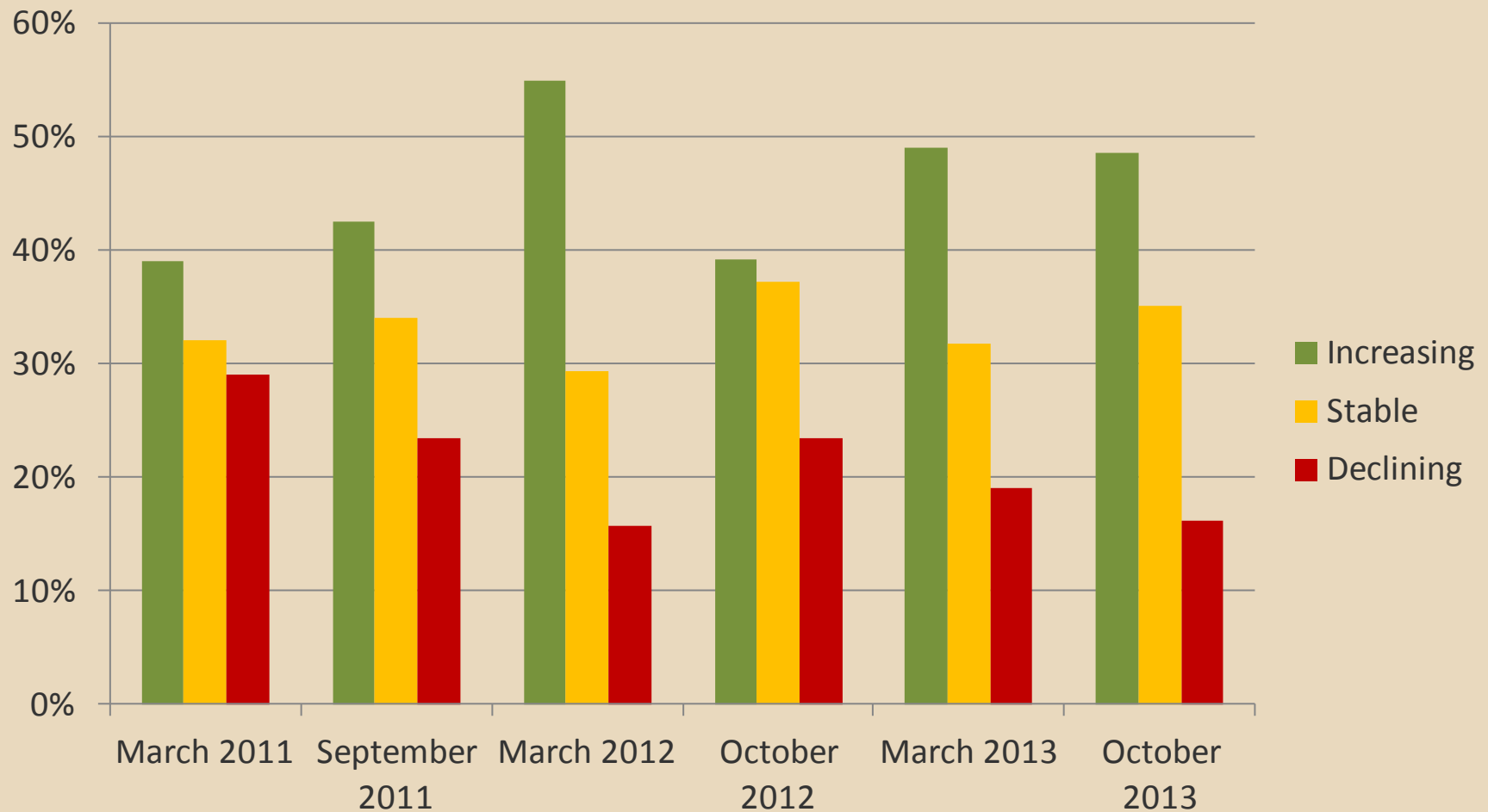
In the last 6 months, what trends have you seen in workload in these areas?



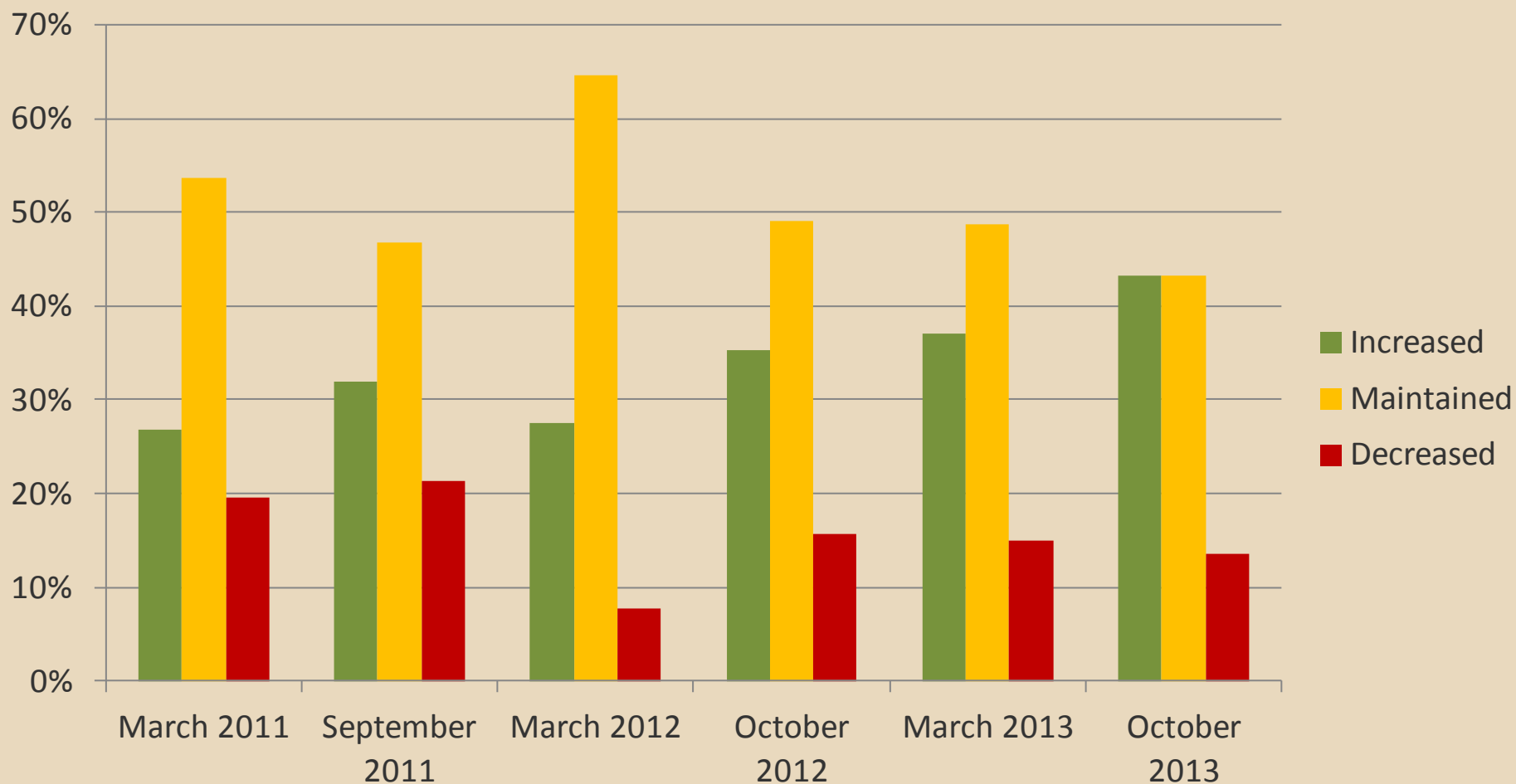
Number of proposals your firm has been asked to submit in the last 6 months?



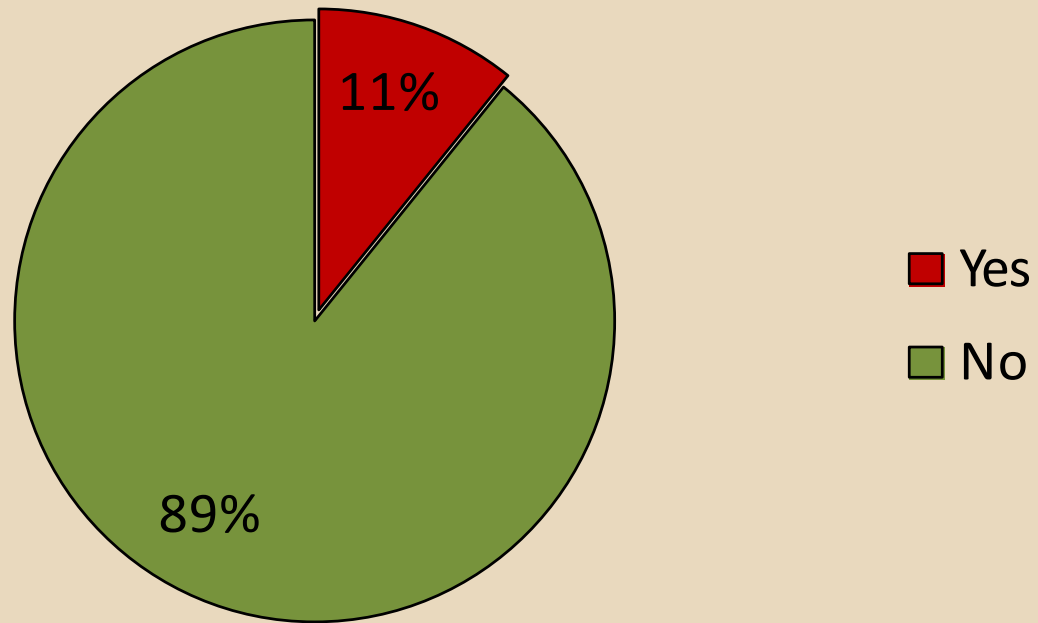
Revenue: The last 6 months



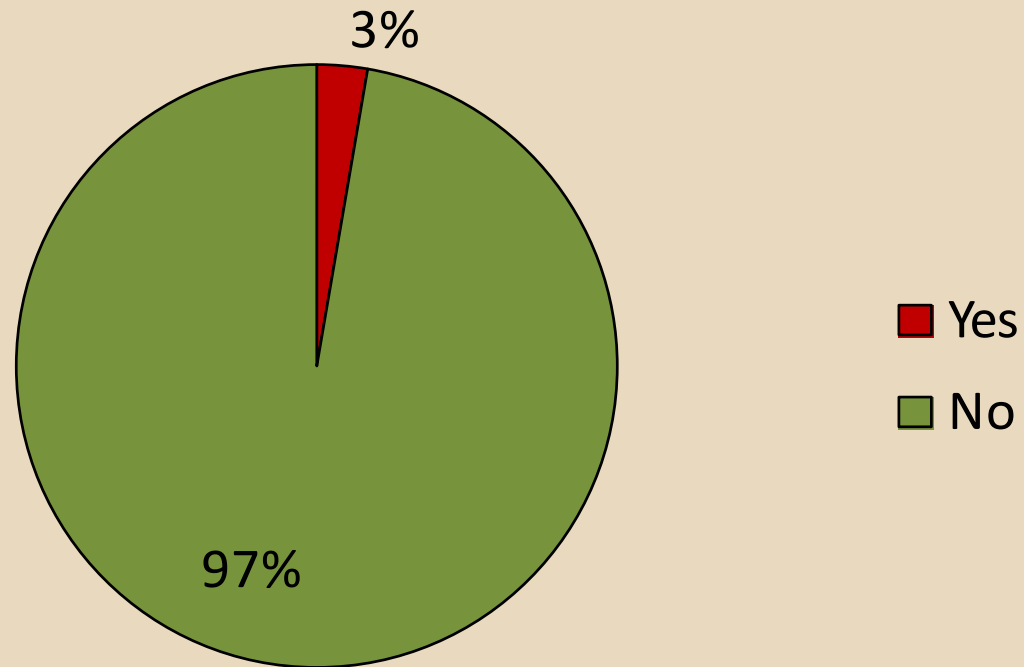
Staff: The last 6 months



Staff Reductions: The last 6 months



Expect to reduce staff in next 6 months?

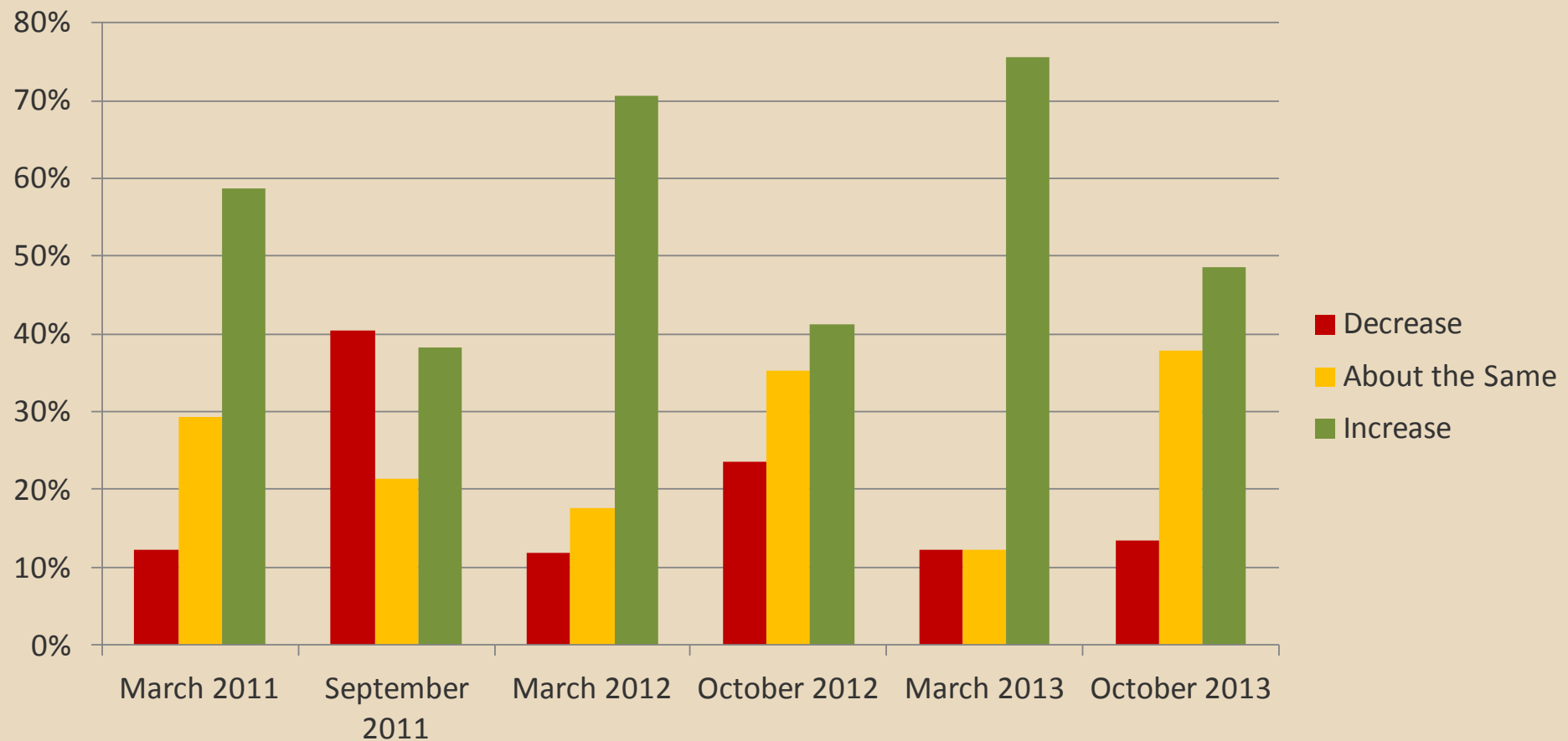


If you are planning on adding staff, at what level?

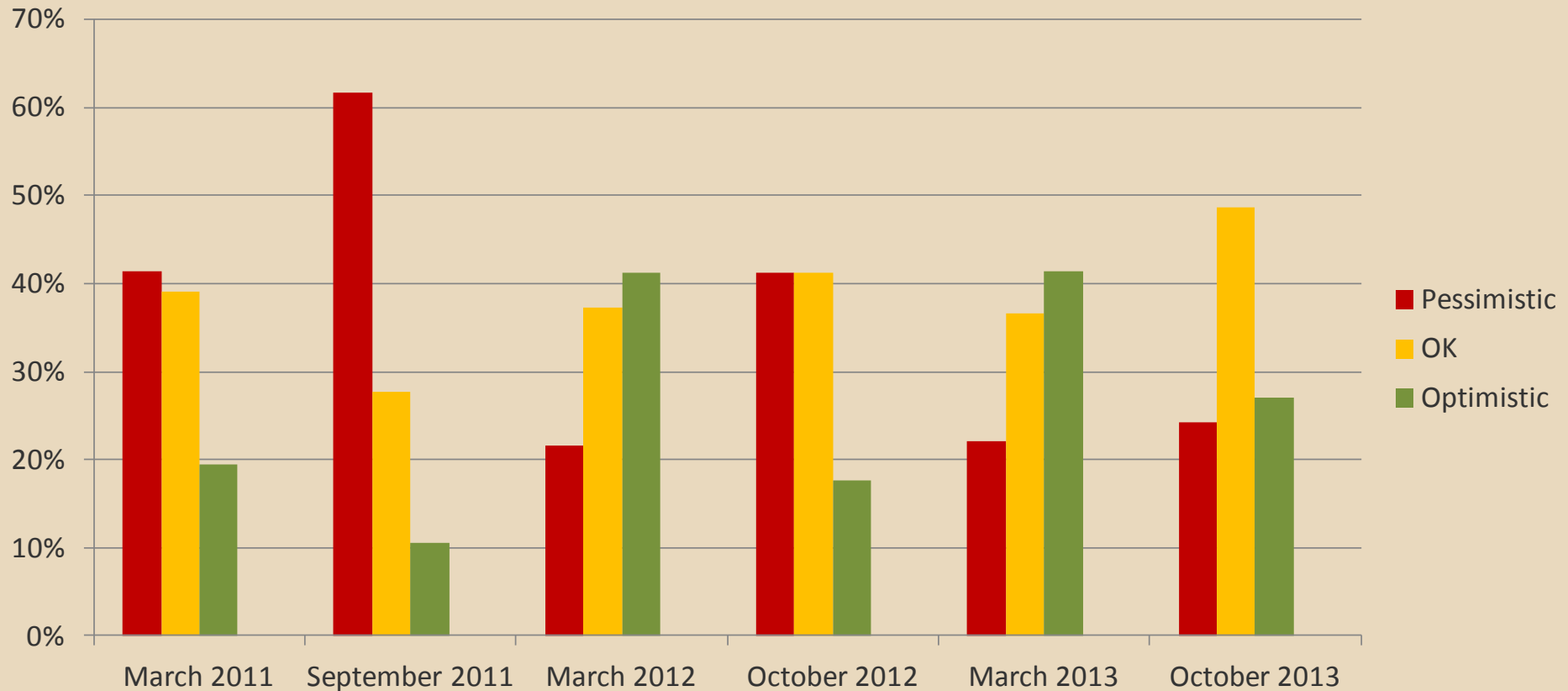
October 2013



Revenues: next 6 months compared to previous 6 months



How do you feel about the economy?



In Summary

Better response rate would be nice

Last 6 months:

- 83% reported steady or increasing workloads
- Number of RFP's & proposals are again up significantly
- 85% said revenue was steady or up (up slightly from 6 months ago)
- 43% reported increased staffing in last 6 months

Next 6 months:

- Only 3% expect more staffing reductions (down from 16% 6 months ago)
- 49% of respondents anticipate increasing revenues (75% in March)
- Not as much optimism about the economy, but better than October 2012



GBA Business Practices Committee

- ▶ Snapshots every six months before the semiannual conference
- ▶ Please respond to the survey

