



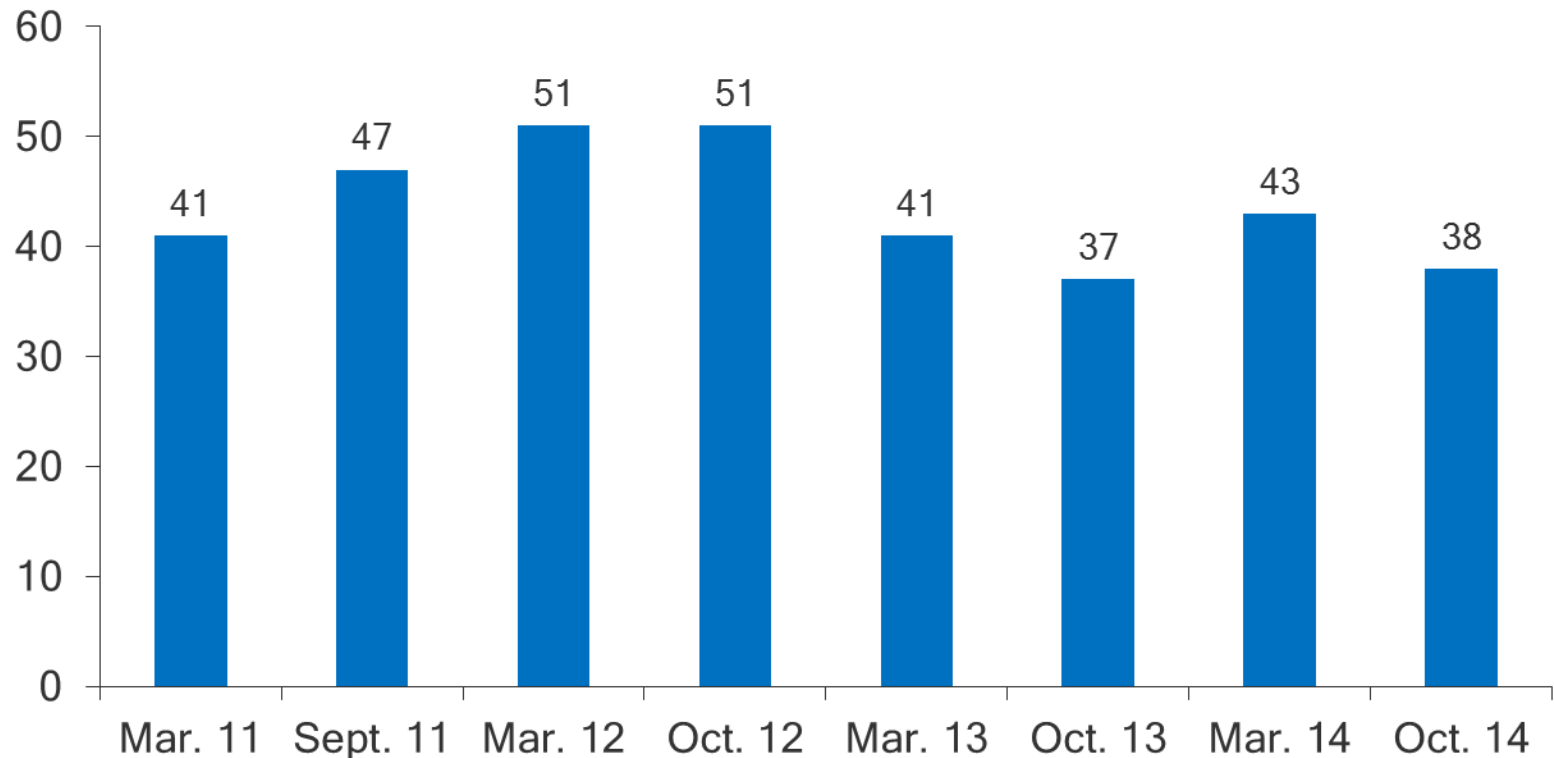
Business Conditions Survey

Matt Moler, P.E.

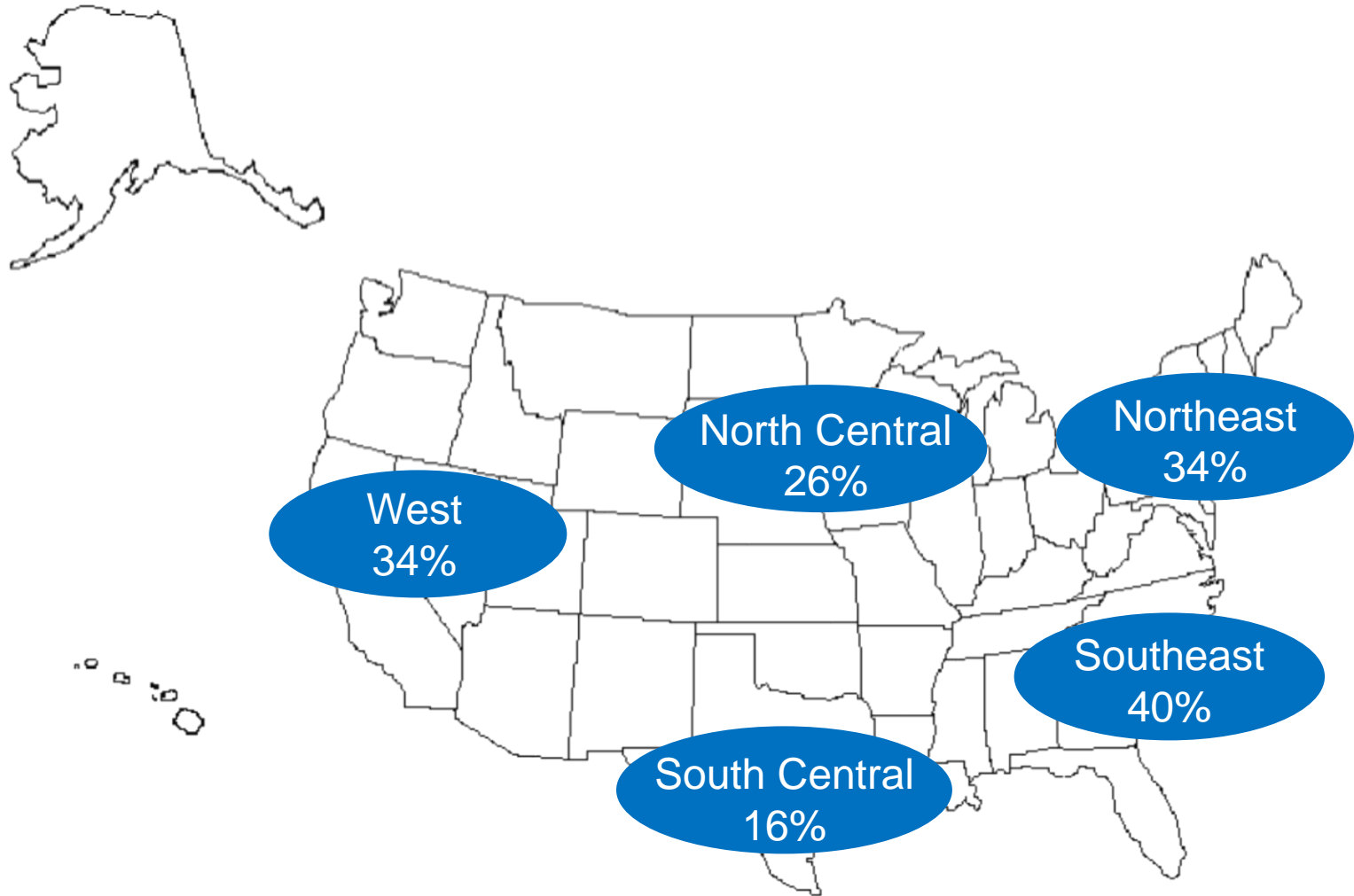
Business Practices Committee

Survey Overview

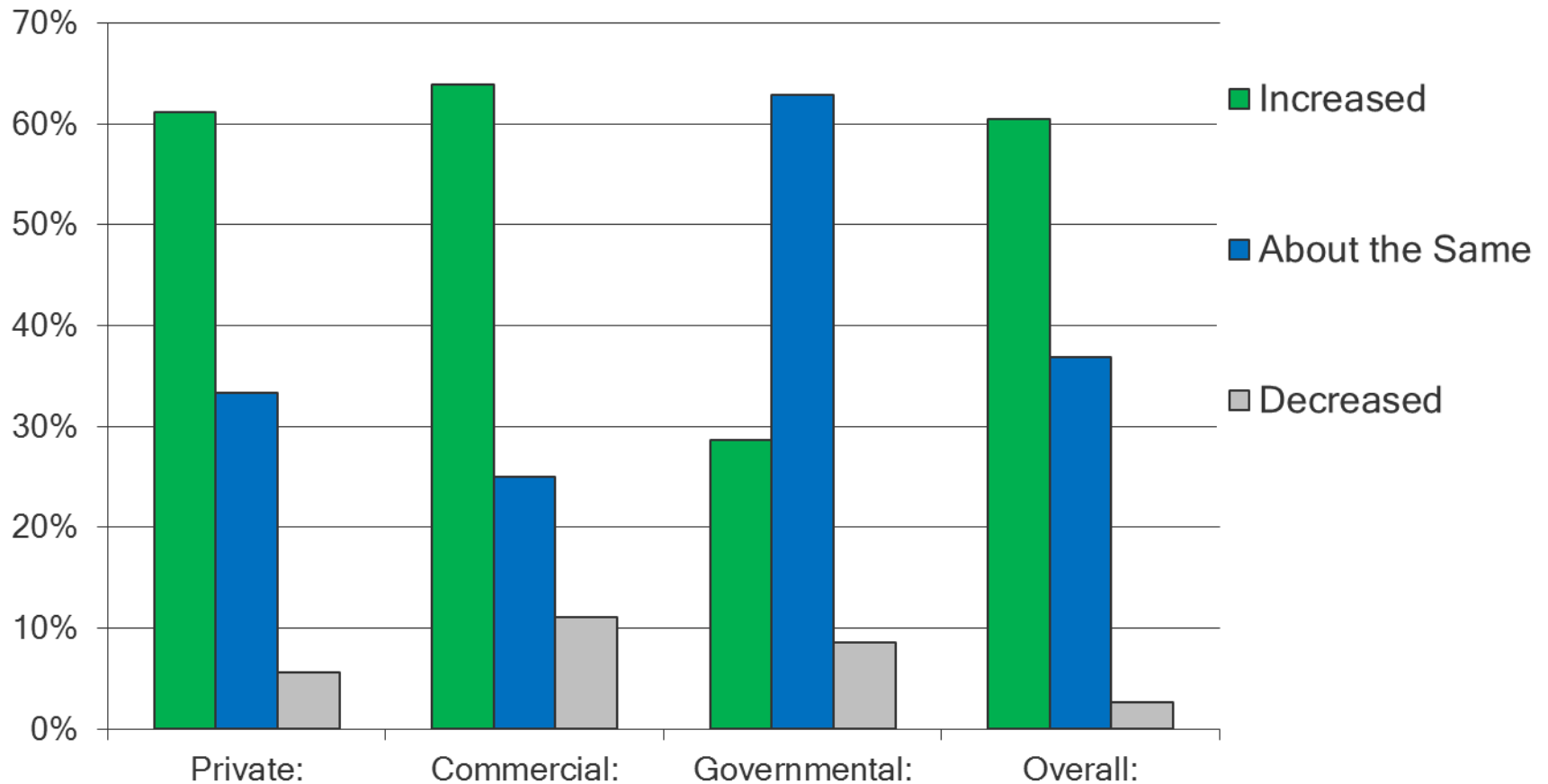
- Personal Opinions
- Confidential
- No data on firm size / profile



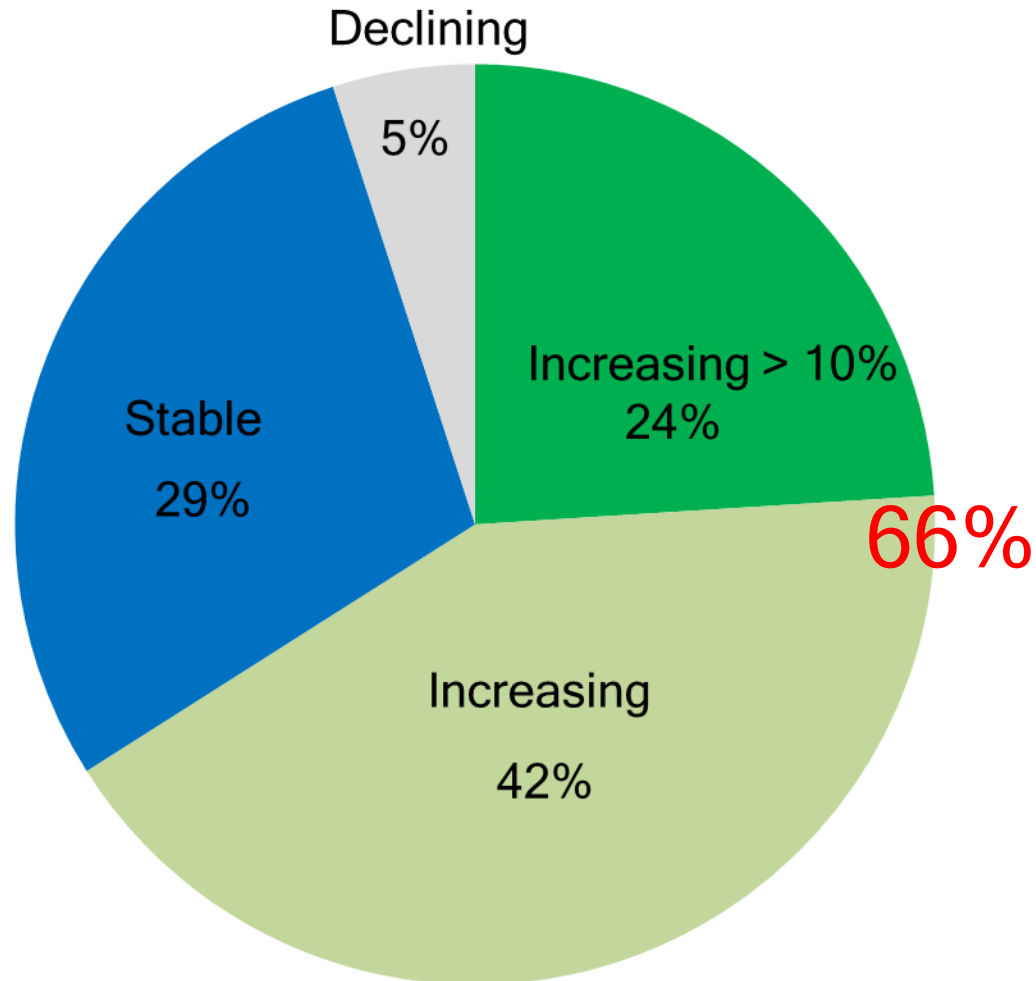
Where do the responders practice?



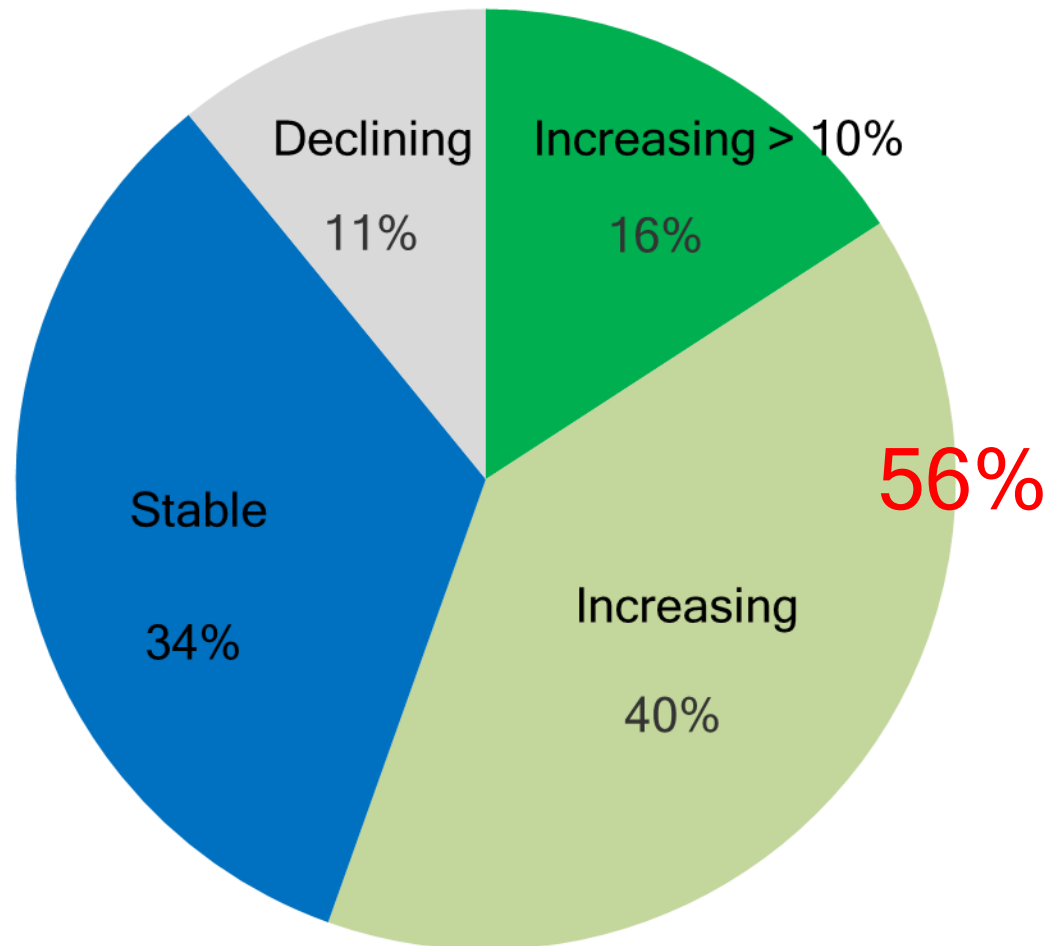
In the last 6 months, what trends have you seen in workload?



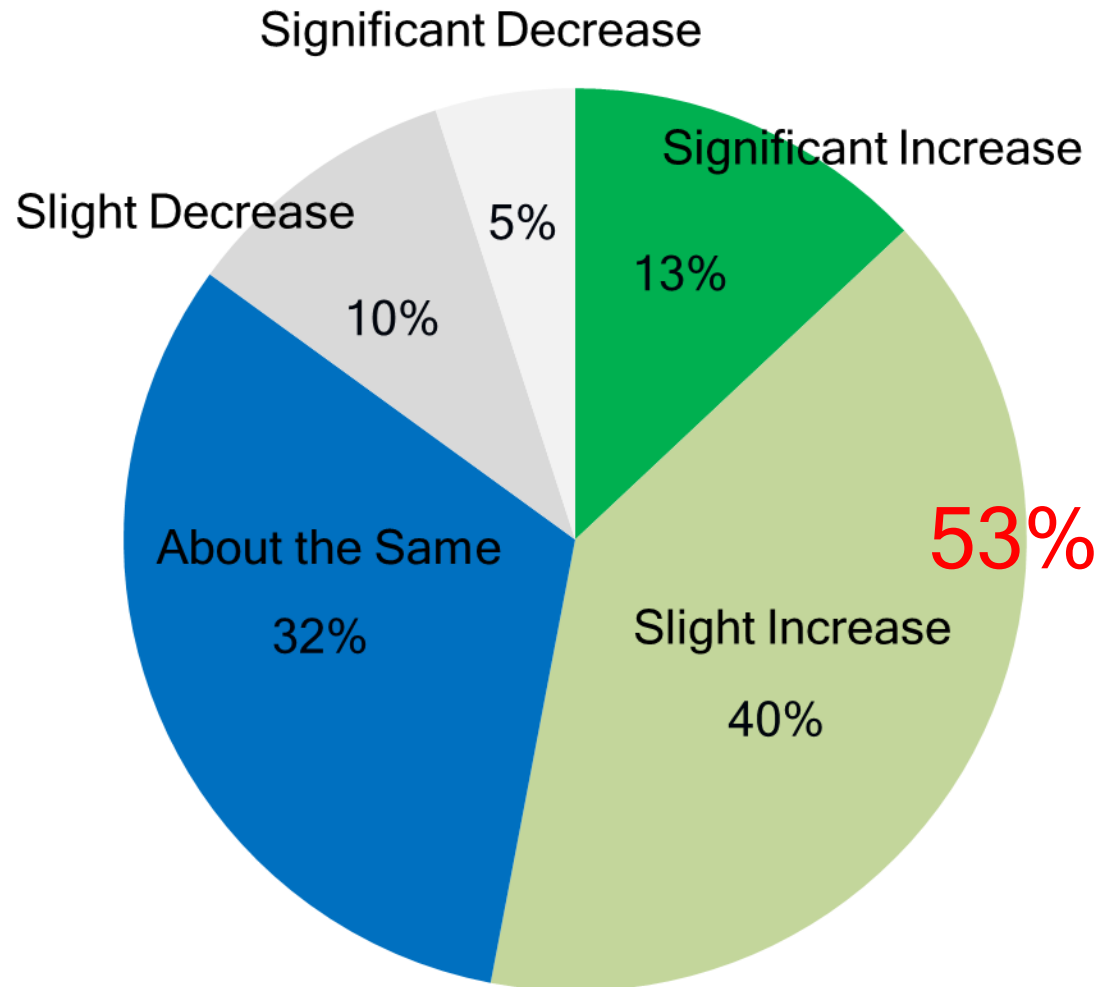
Revenue: The last 6 months



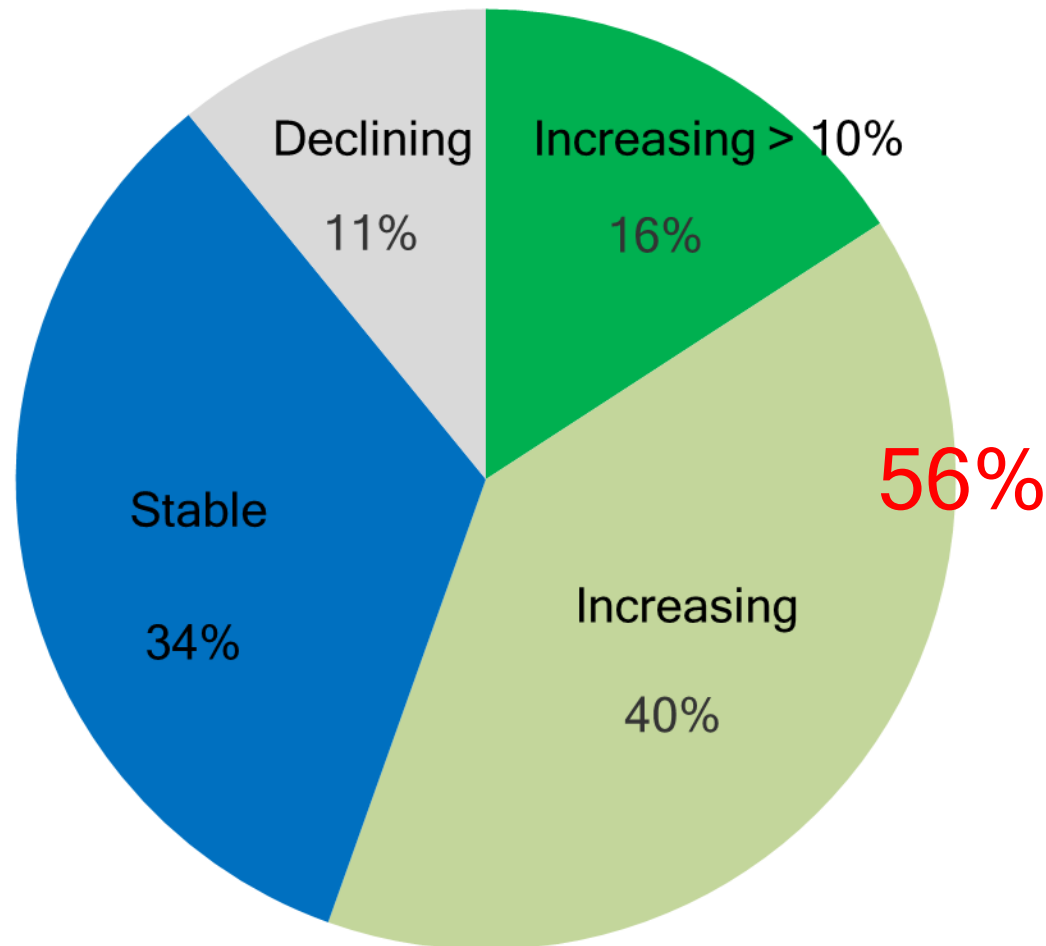
Staff: The last 6 months



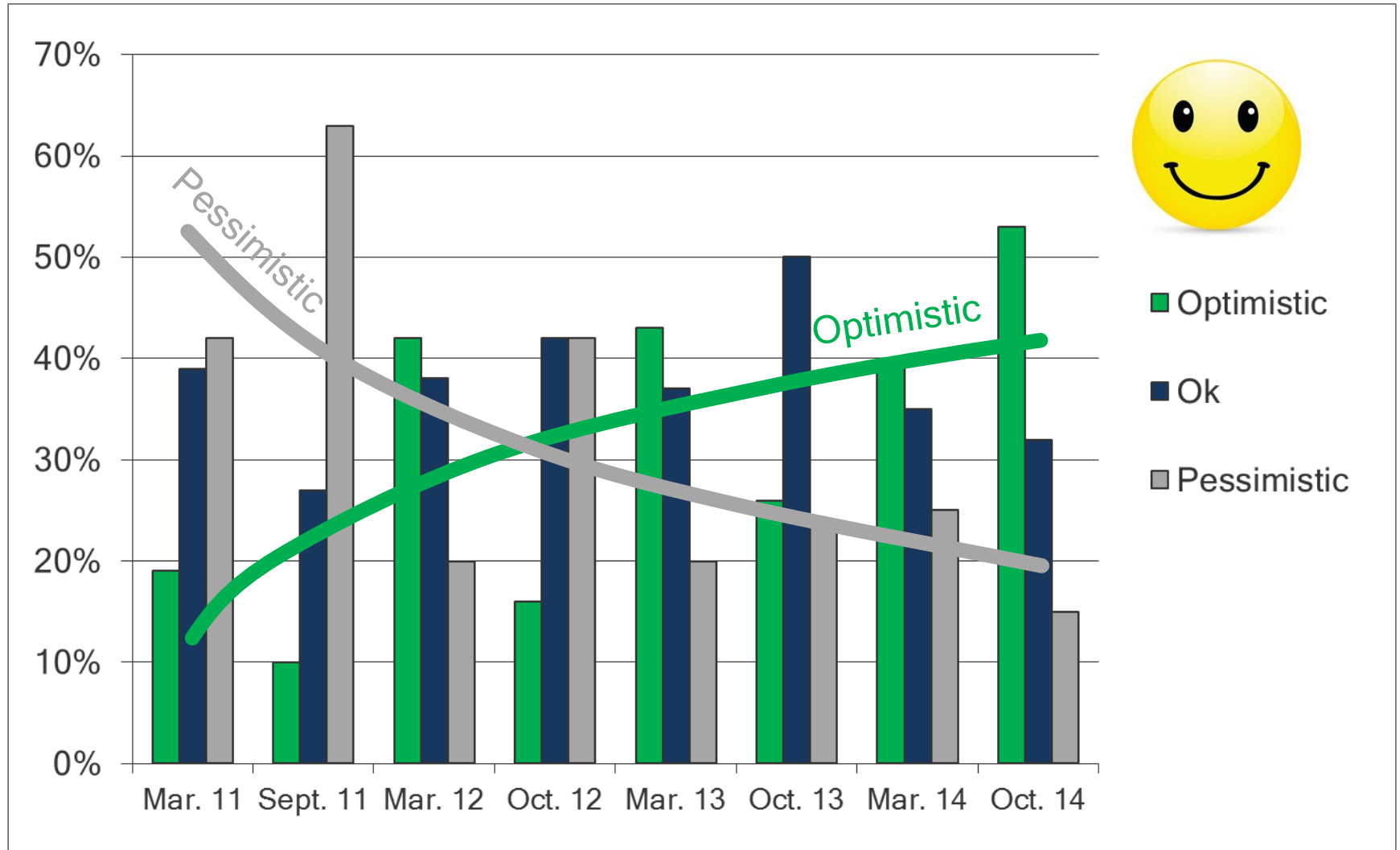
Revenues: next 6 months compared to previous 6 months



Staff: The next 6 months



How do you feel about the economy?



Risks to Our Firms and Clients?



Top 5 Risks to Our Firms...

- Lack of Sufficient Profit
- Lack of Growth
- Lack of Leadership or Vision
- Government Regulations/Taxes
- Technology

Top 5 Risks to Our Clients...

- Lack of Sufficient Profit
- Lack of Growth
- Lack of Leadership or Vision
- Government Regulations/Taxes
- Return on Investment for Stockholders

Same risks
for our firms.

Effective Methods to Minimize these Risks...

- Communication
- Quality Programs/Systems
- Focus on Employee Engagement/Retention
- Appropriate Contracts
- Client Education

GBA Resources!!



2015



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Business Practices Committee

