

ASFE Industry Snap Shot

Business Practice Committee

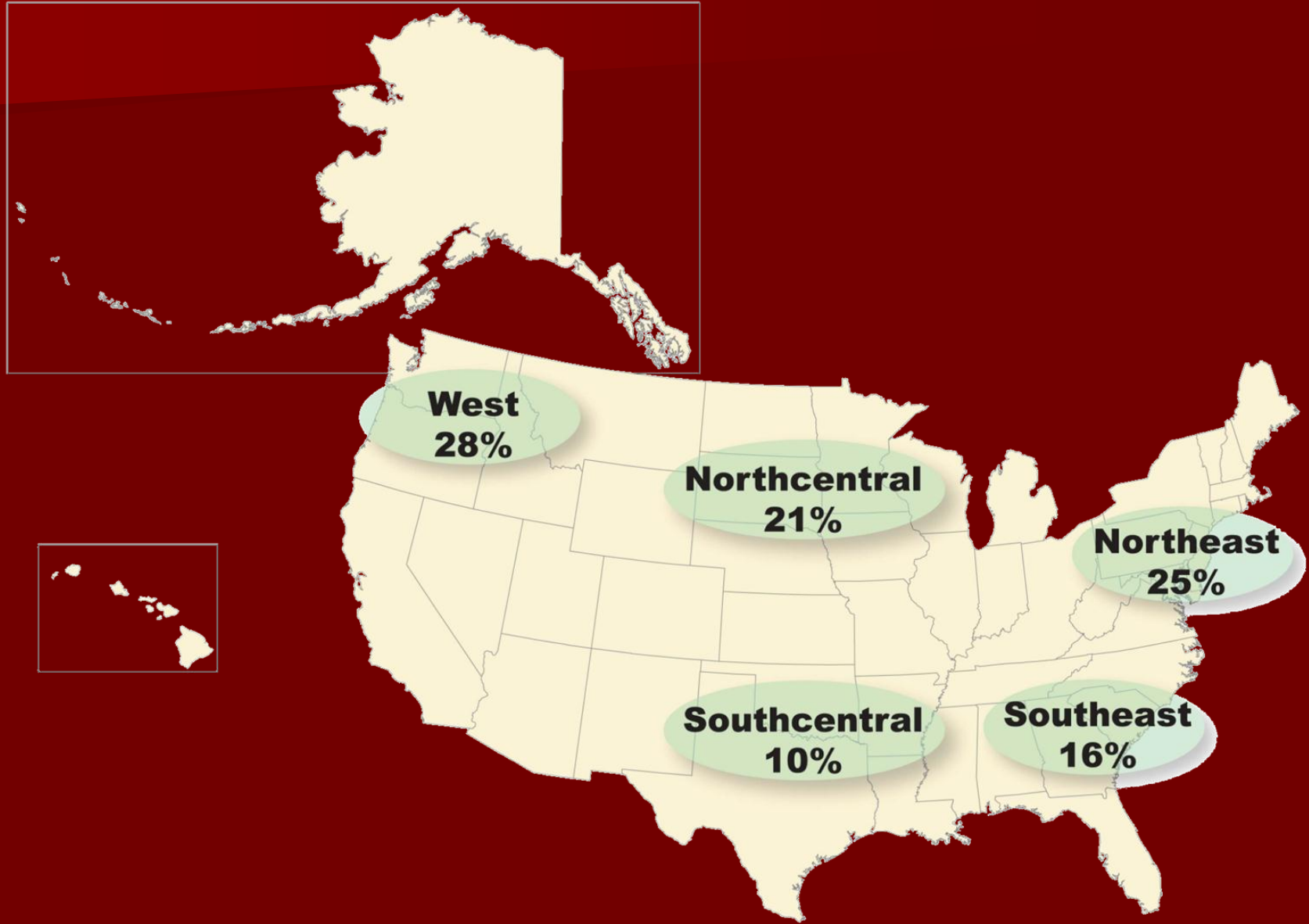
September 2011 Update

On-Line Survey Responses

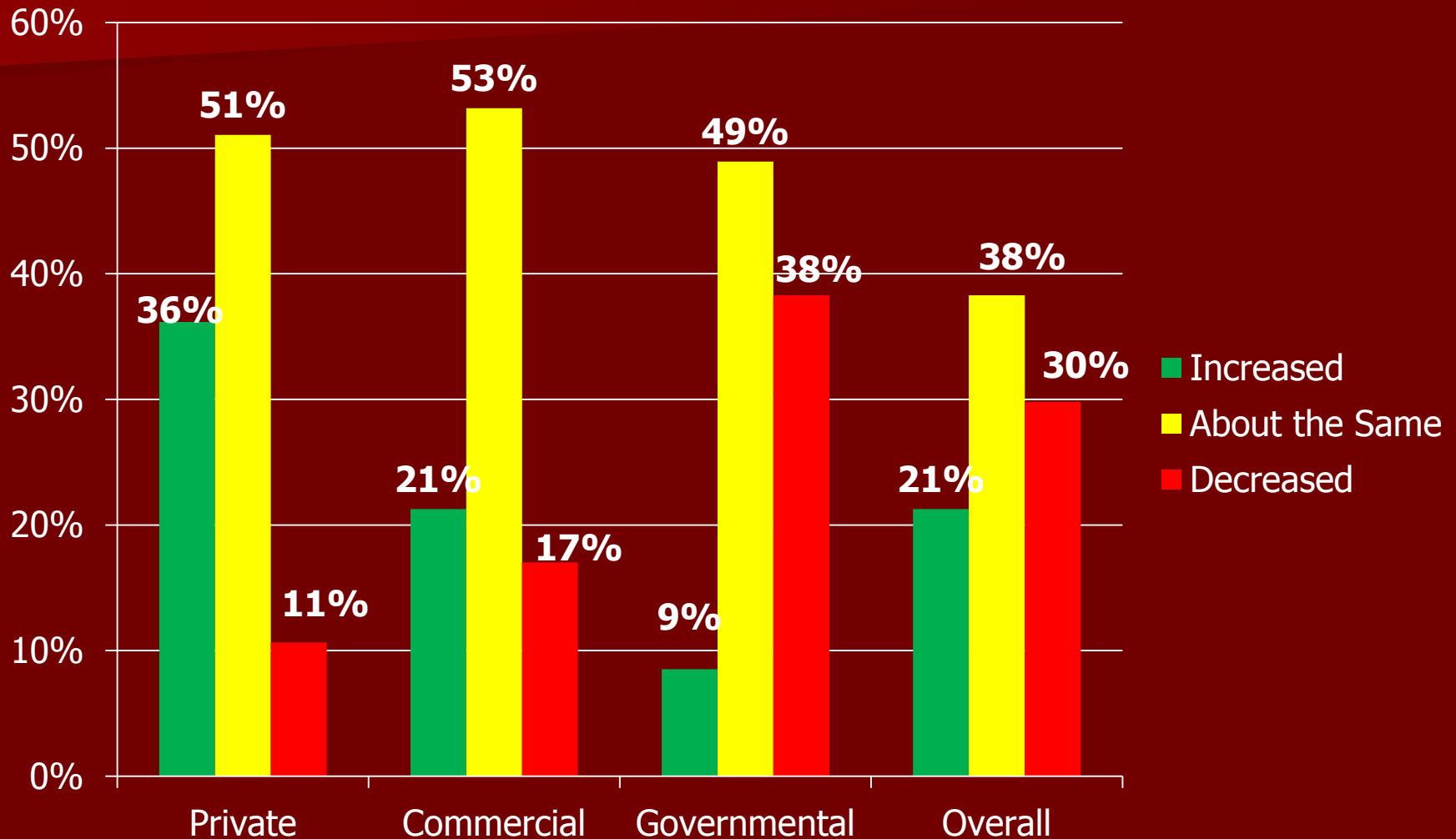
- Surveys confidential
- No data on firm size or profile
- Opinion survey – non-scientific
 - What happened in the last 6 months?
 - What will happen in the next 6 months?



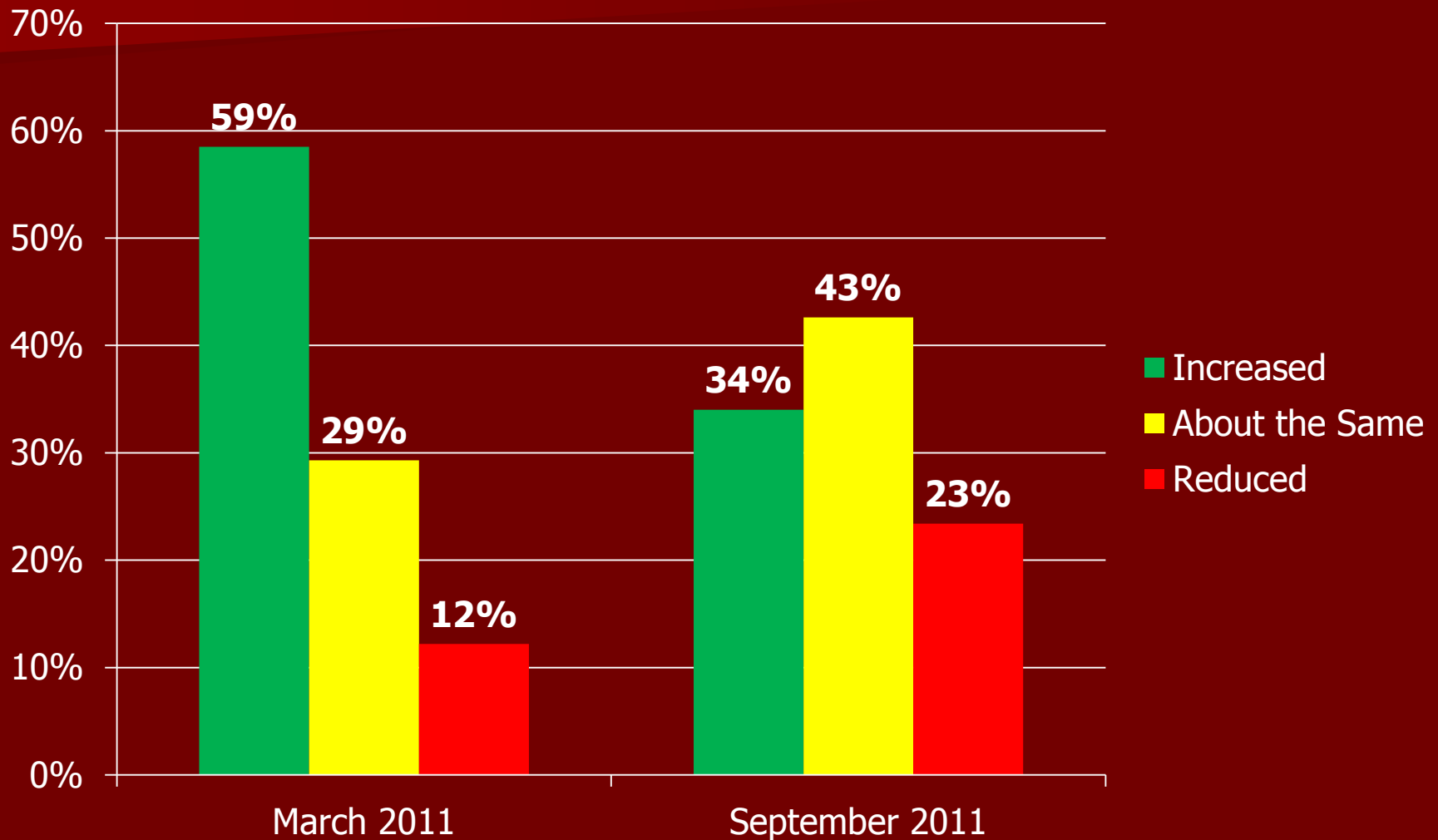
Where did the responses come from?



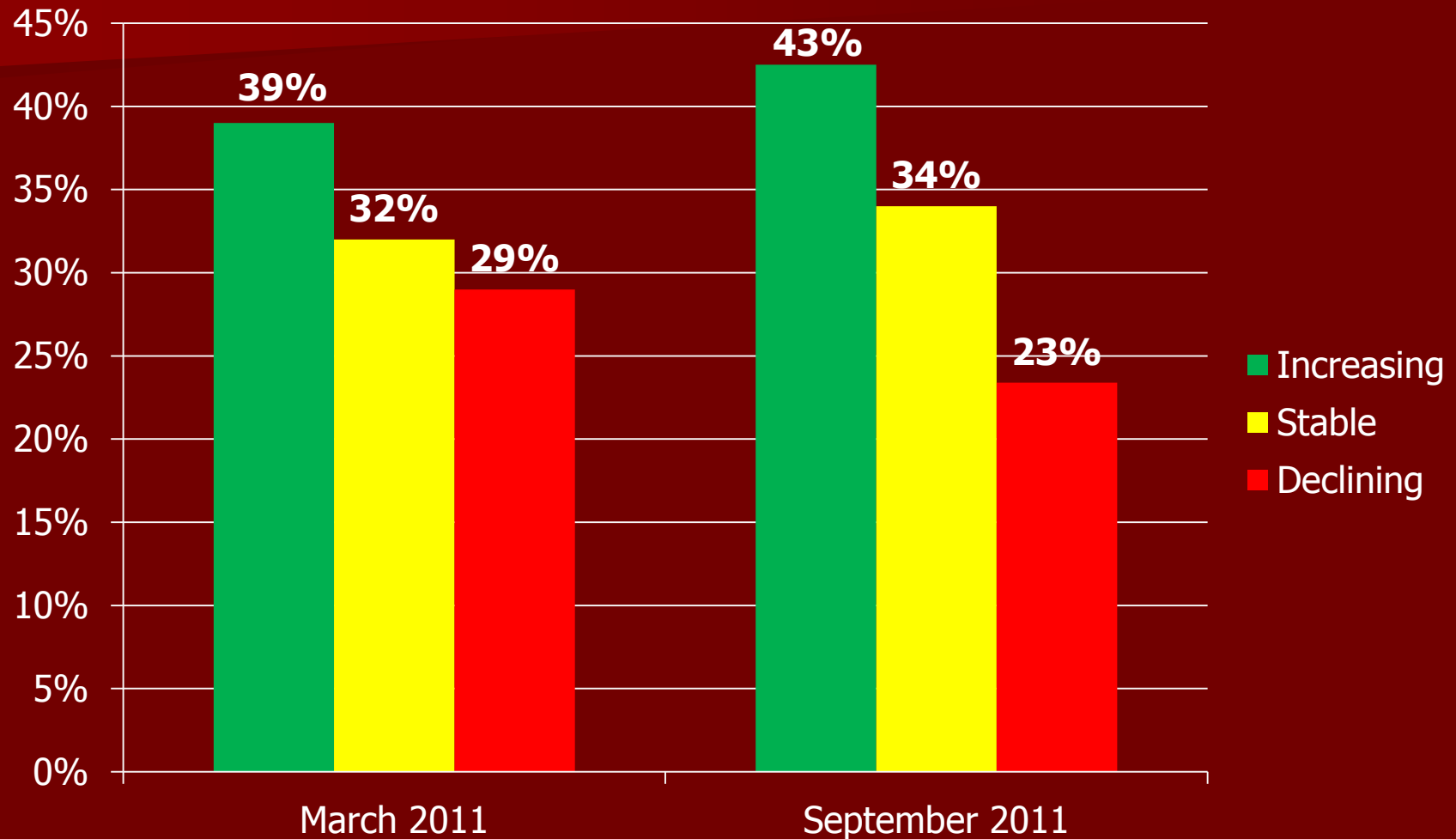
In the last 6 months, what trends have you seen in workload in these areas?



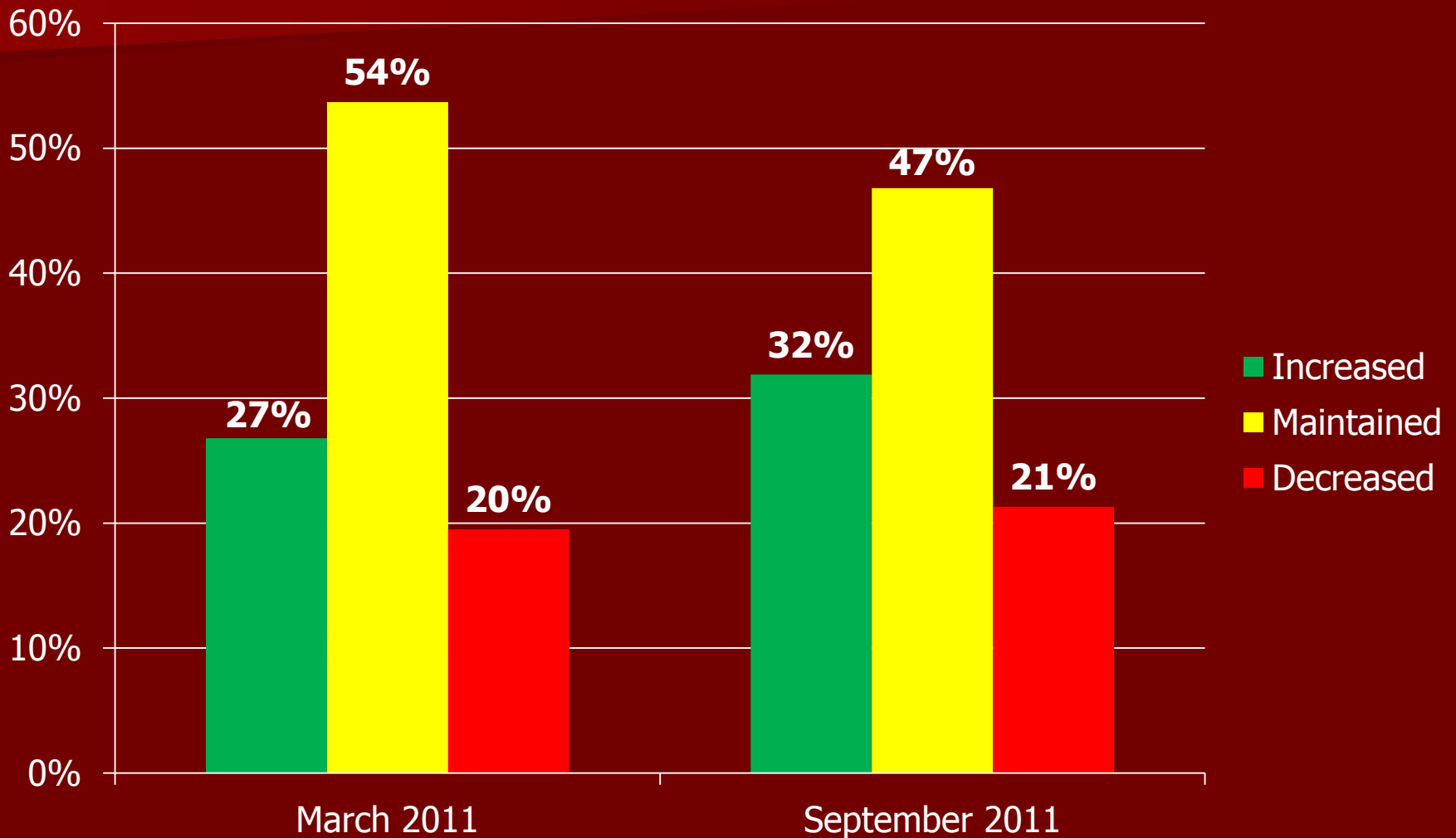
Number of proposals your firm has been asked to submit in the last 6 months?



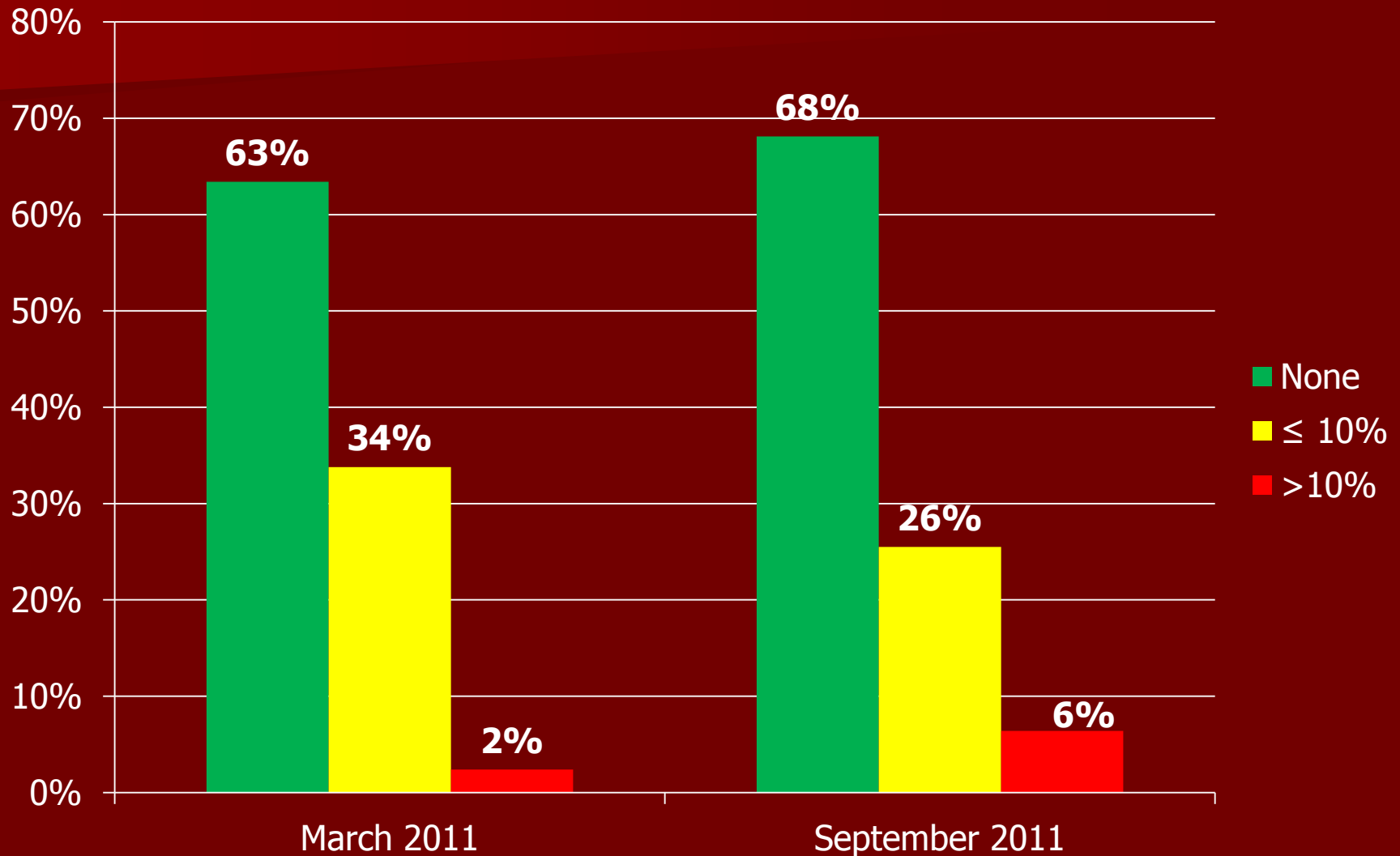
Revenue: The last 6 months



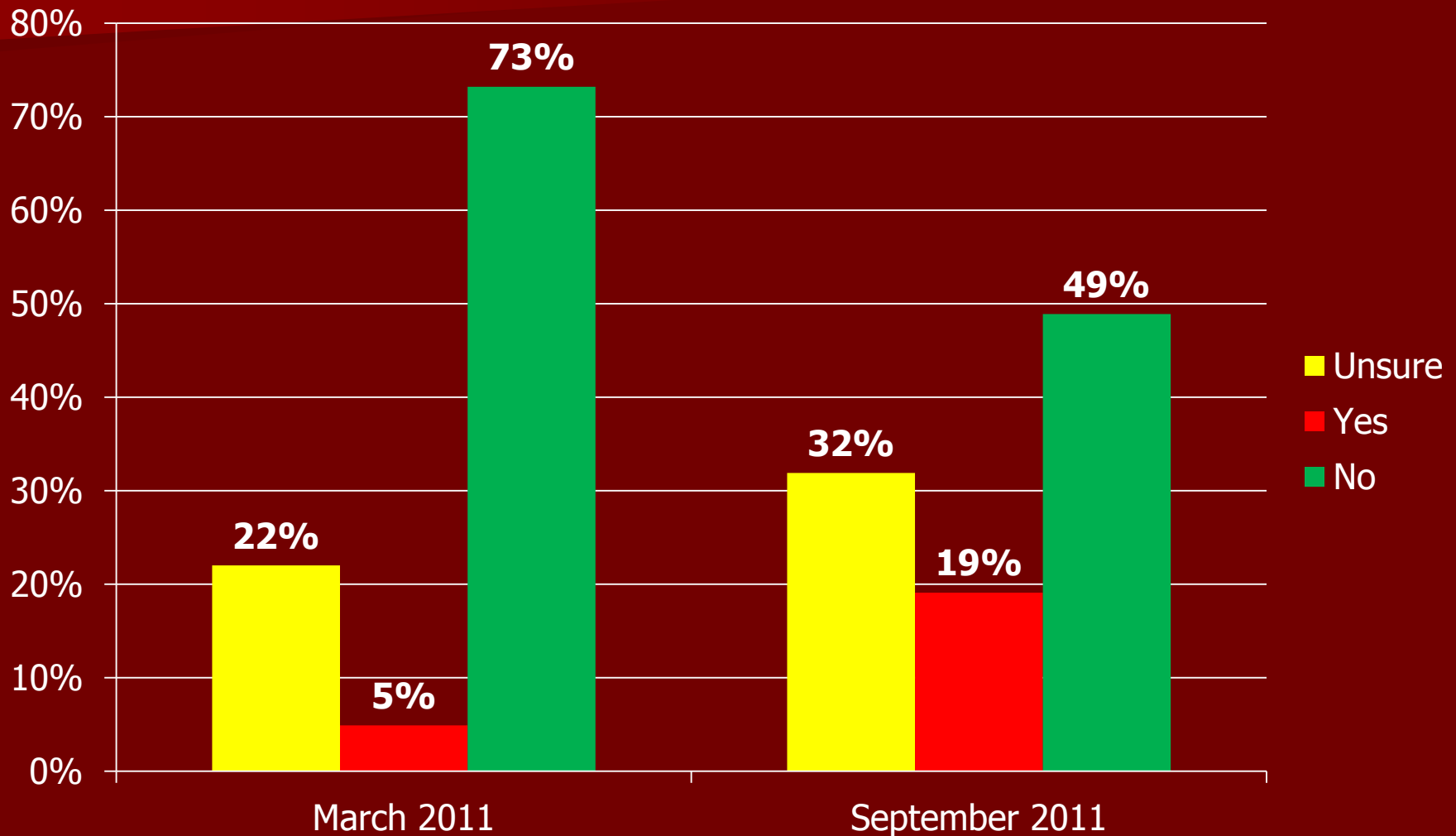
Staff: The last 6 months



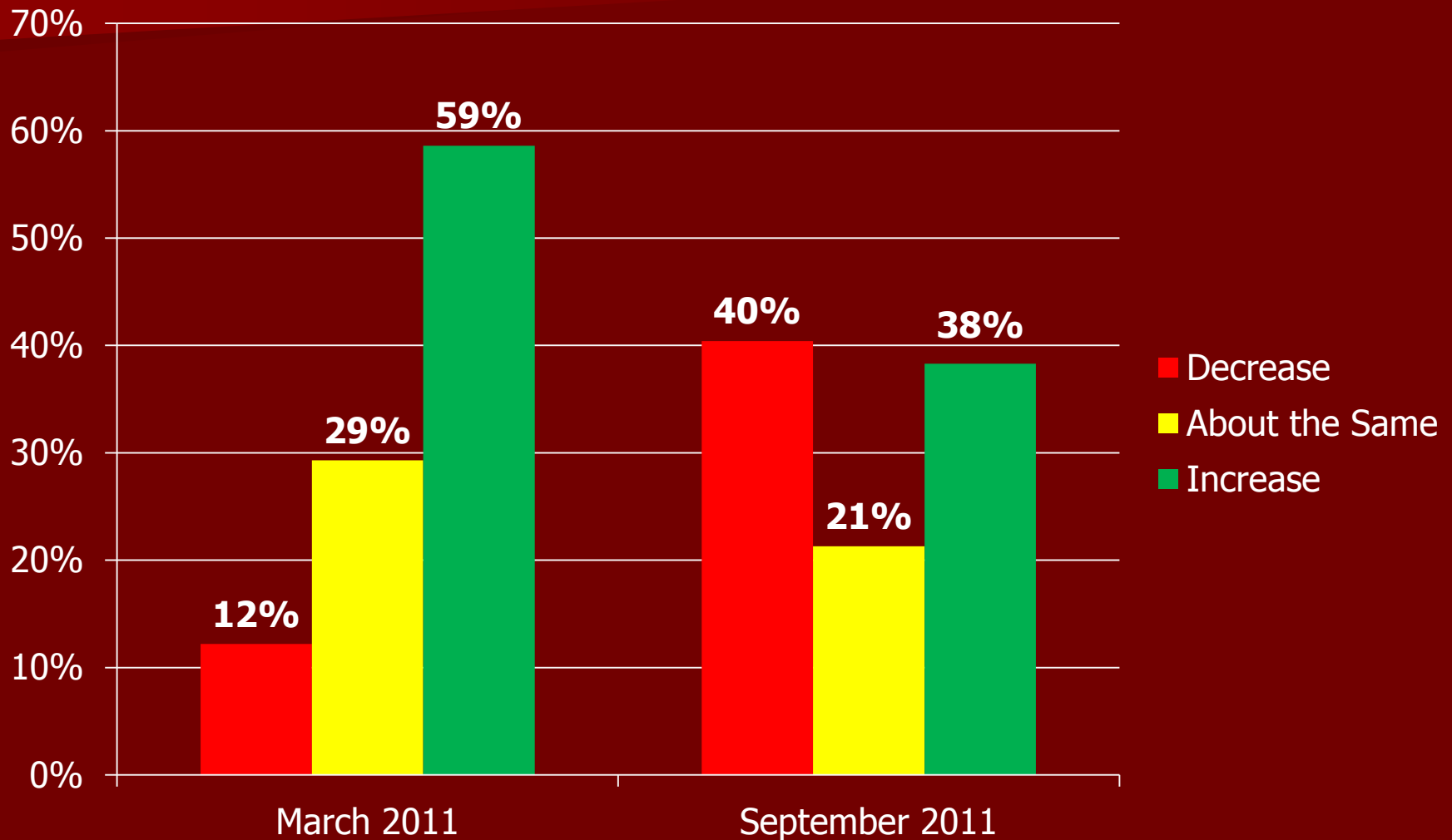
Layoffs: The last 6 months



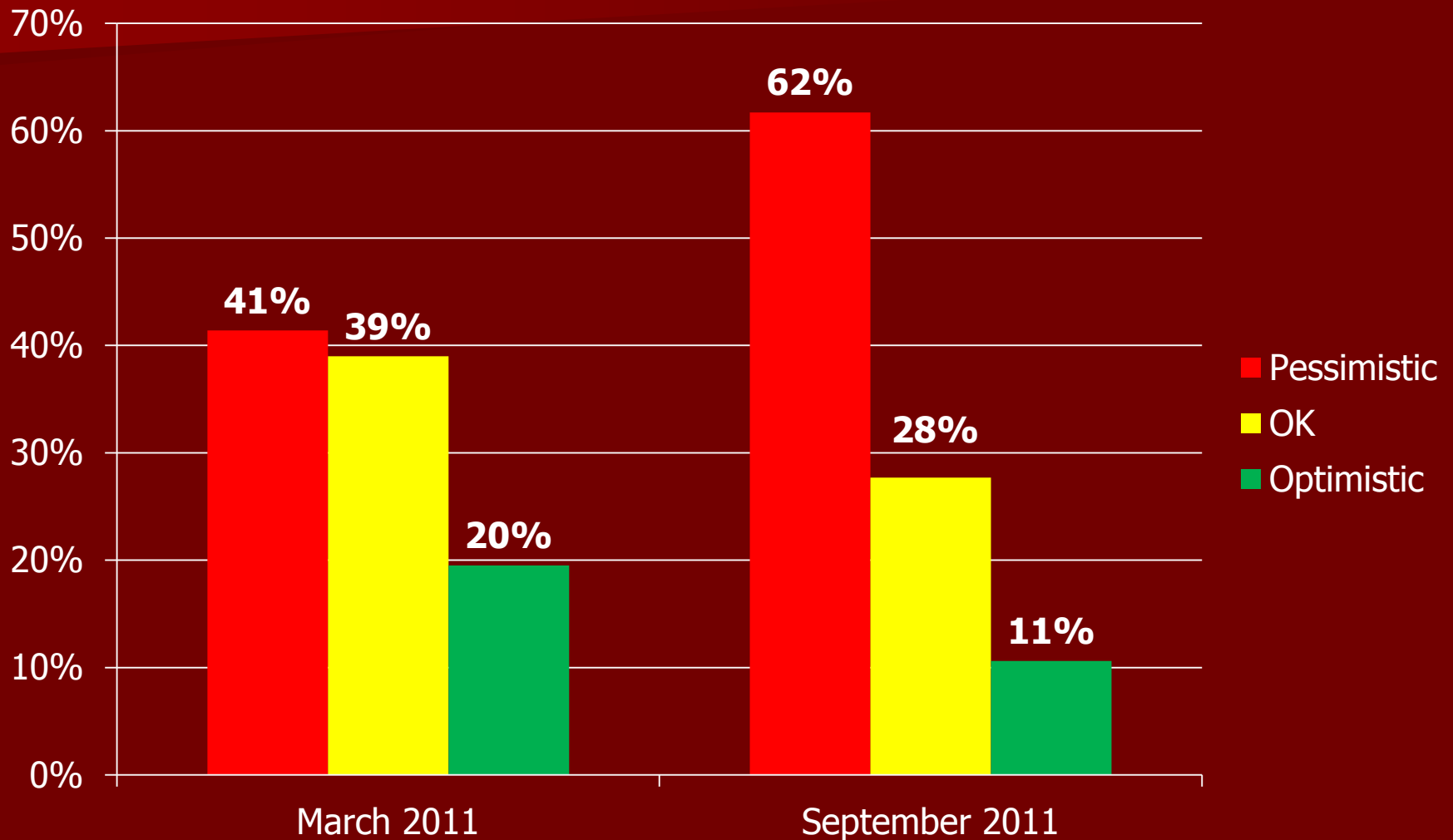
Expect more layoffs in next 6 months?



Revenues: next 6 months compared to previous 6 months



How do you feel about the economy?



In summary

Last 6 months:

- ▶ Private sector workload trending up, government down
- ▶ Fewer firms reporting increased proposal requests
- ▶ Revenue and staff numbers are steady and consistent with 6 months ago

Next 6 months:

- ▶ Heightened uncertainty about future layoffs
- ▶ Many more respondents anticipate revenue erosion
- ▶ 6 in 10 respondents are pessimistic about the economy

ASFE

Business Practice Committee

- ▶ Snapshots every 6 months prior to bi-annual meeting
- ▶ Please respond to the survey
- ▶ Thanks for listening