

ASFE Industry Snap Shot

Business Practices Committee

March 2013 Update

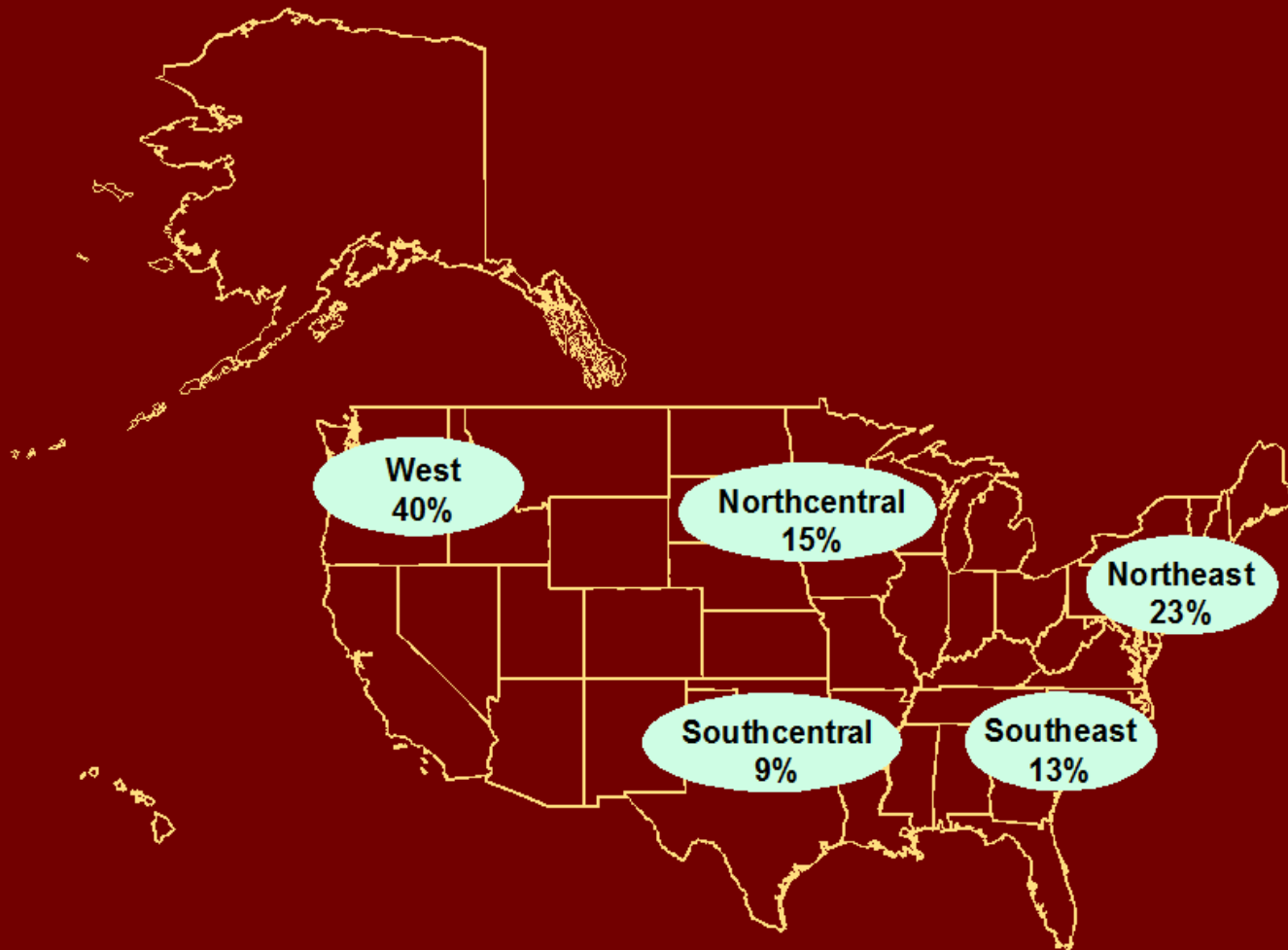
Charleston, SC

On-Line Survey Responses

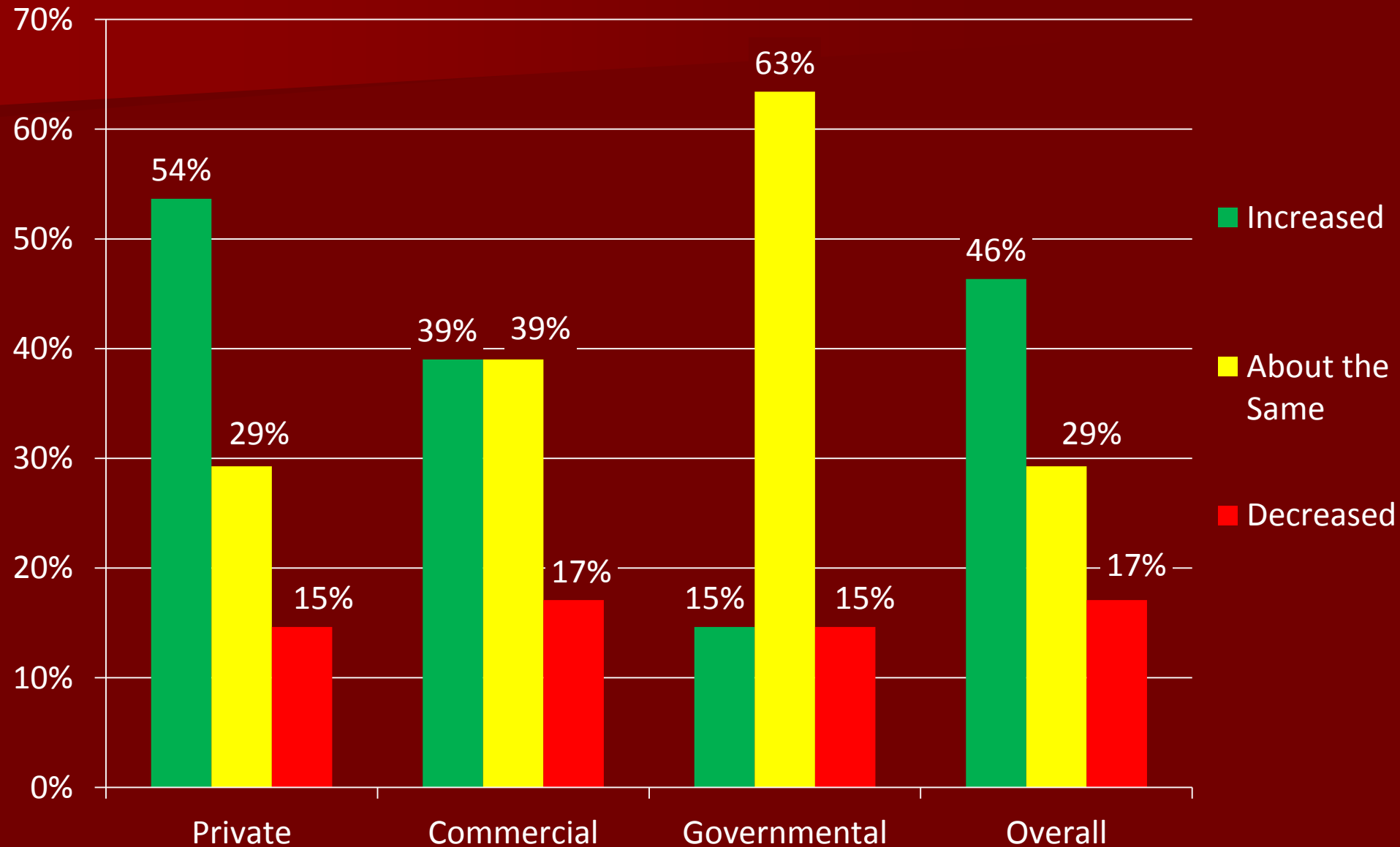
- Surveys confidential
- No data on firm size or profile
- Opinion survey – non-scientific
 - What happened in the last 6 months?
 - What will happen in the next 6 months?



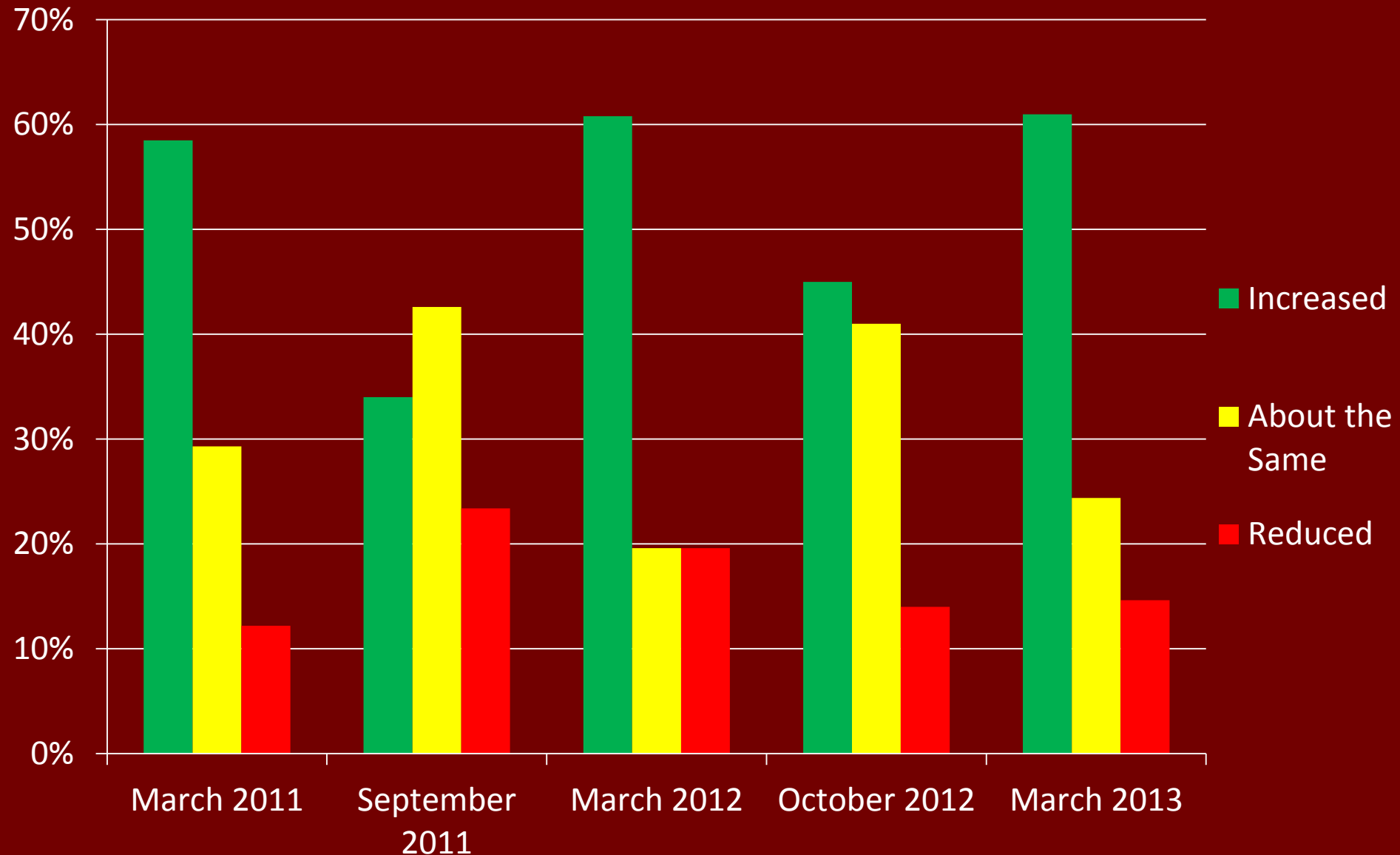
Where did the responses come from?



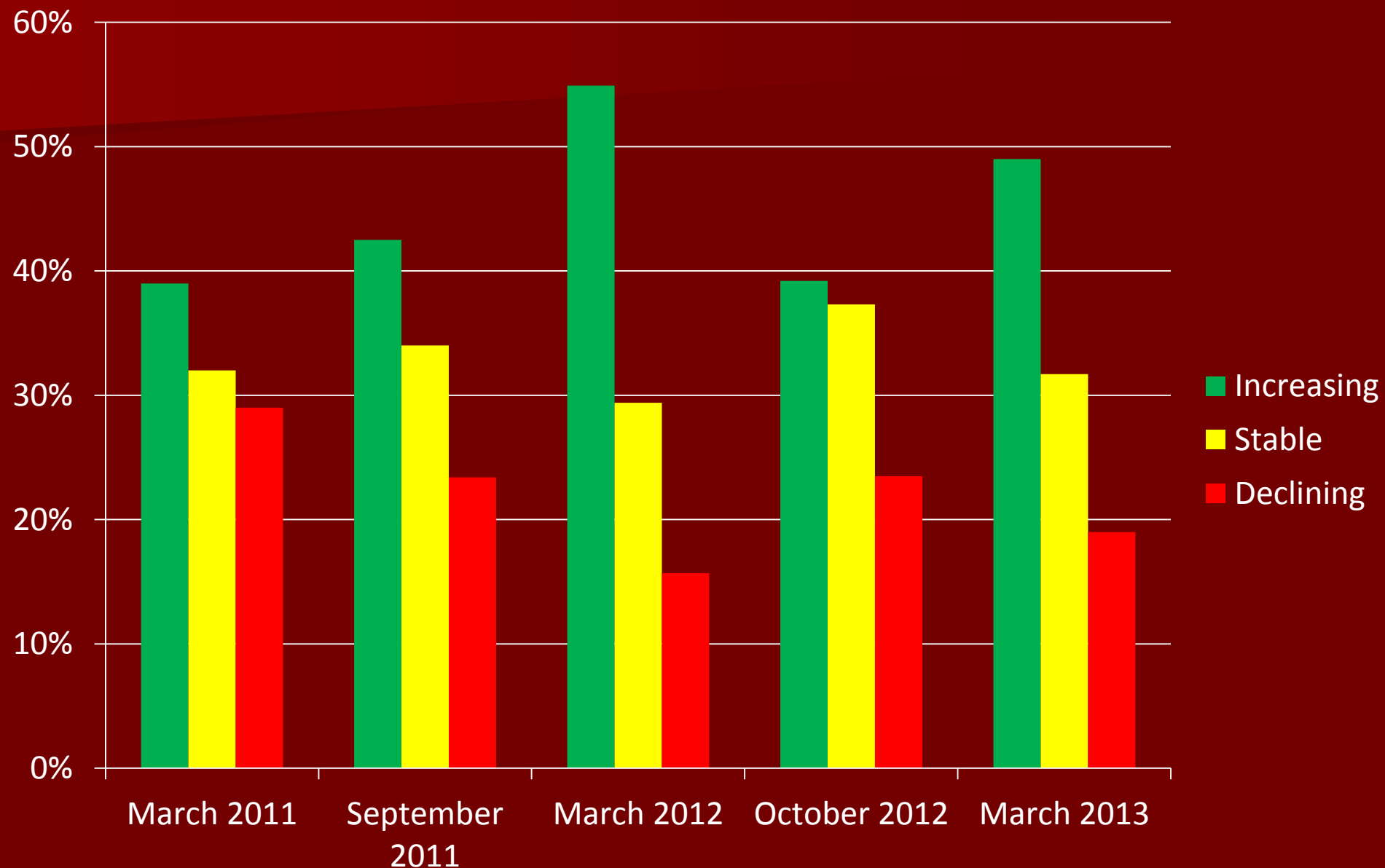
In the last 6 months, what trends have you seen in workload in these areas?



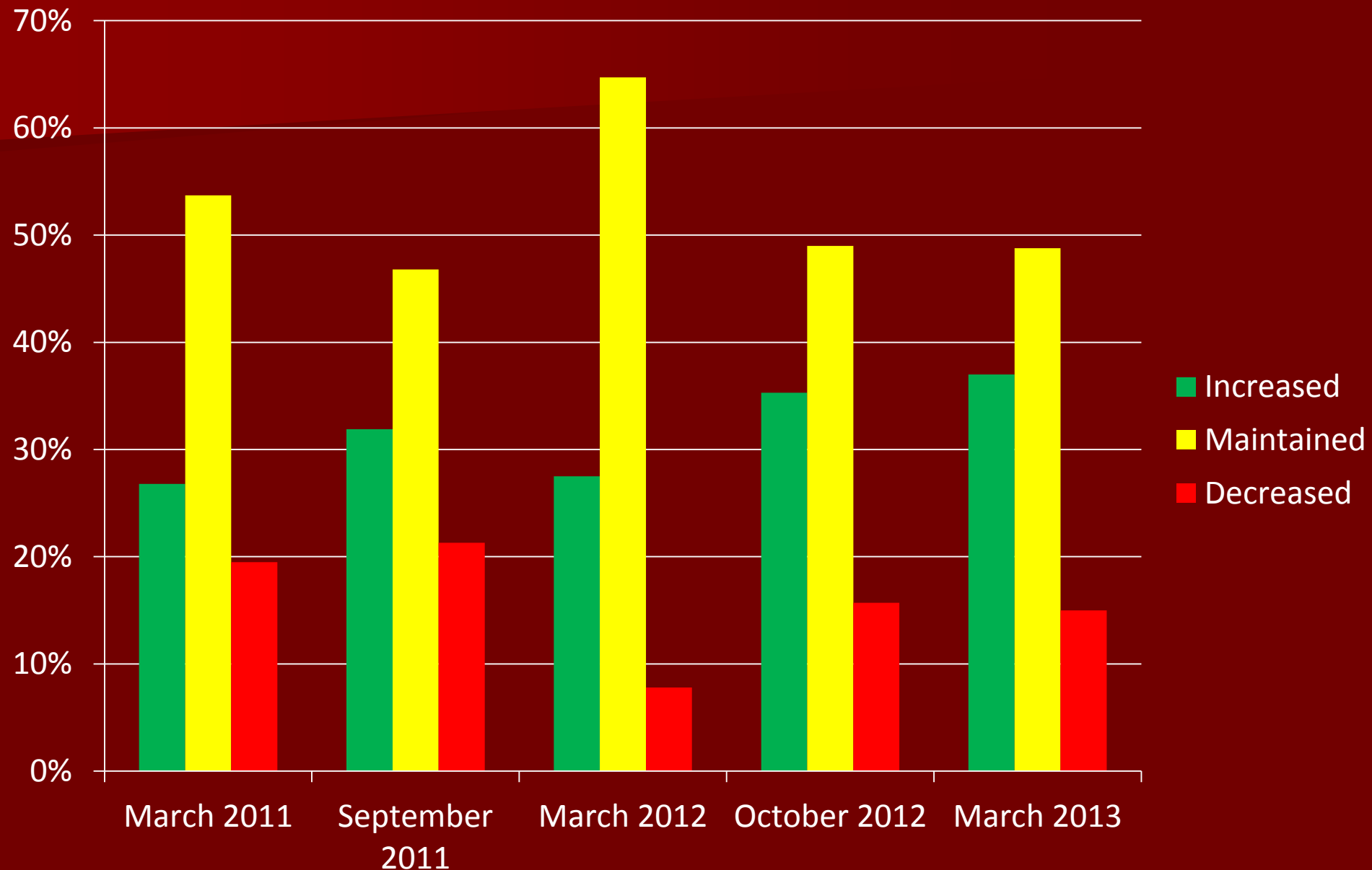
Number of proposals your firm has been asked to submit in the last 6 months?



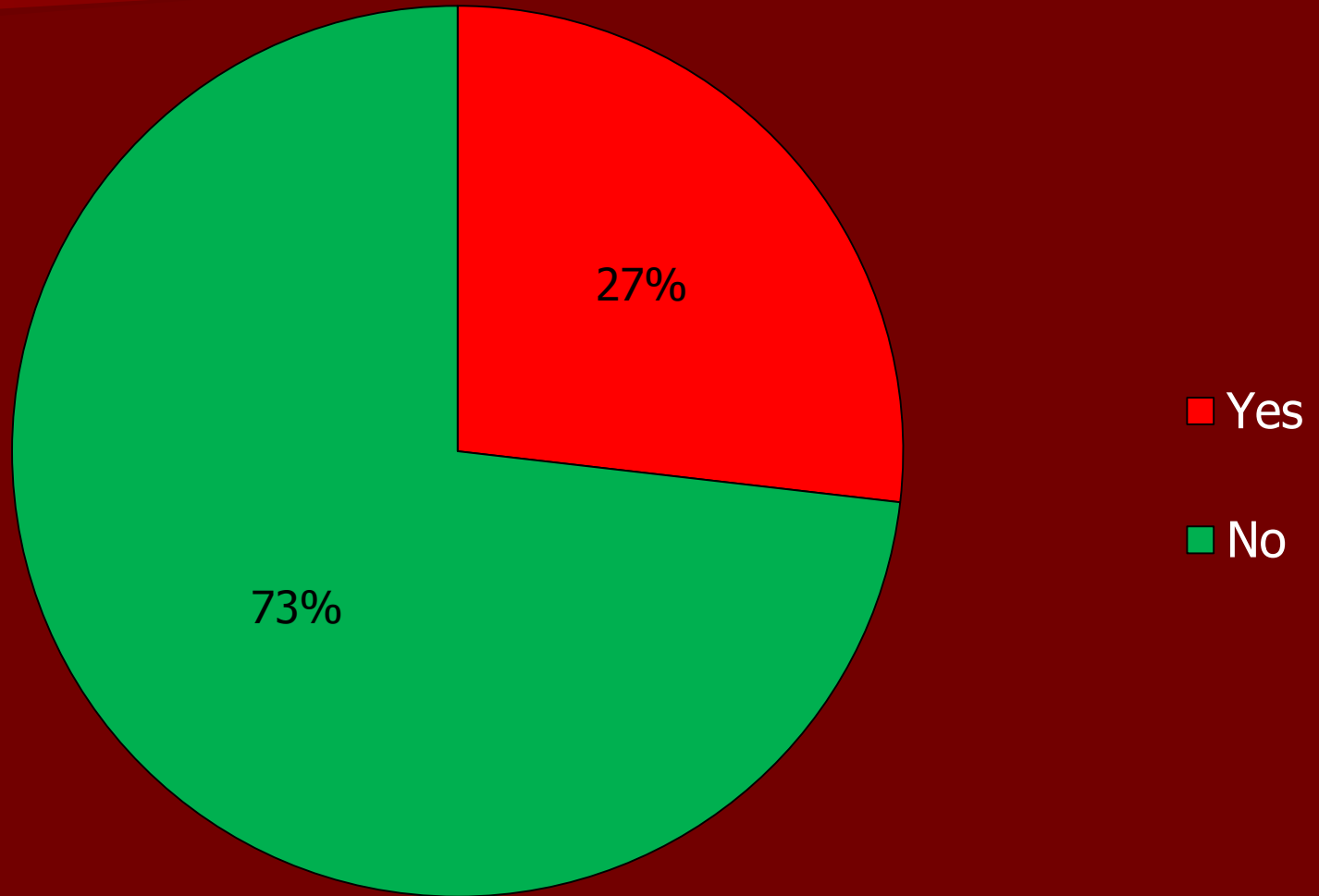
Revenue: The last 6 months



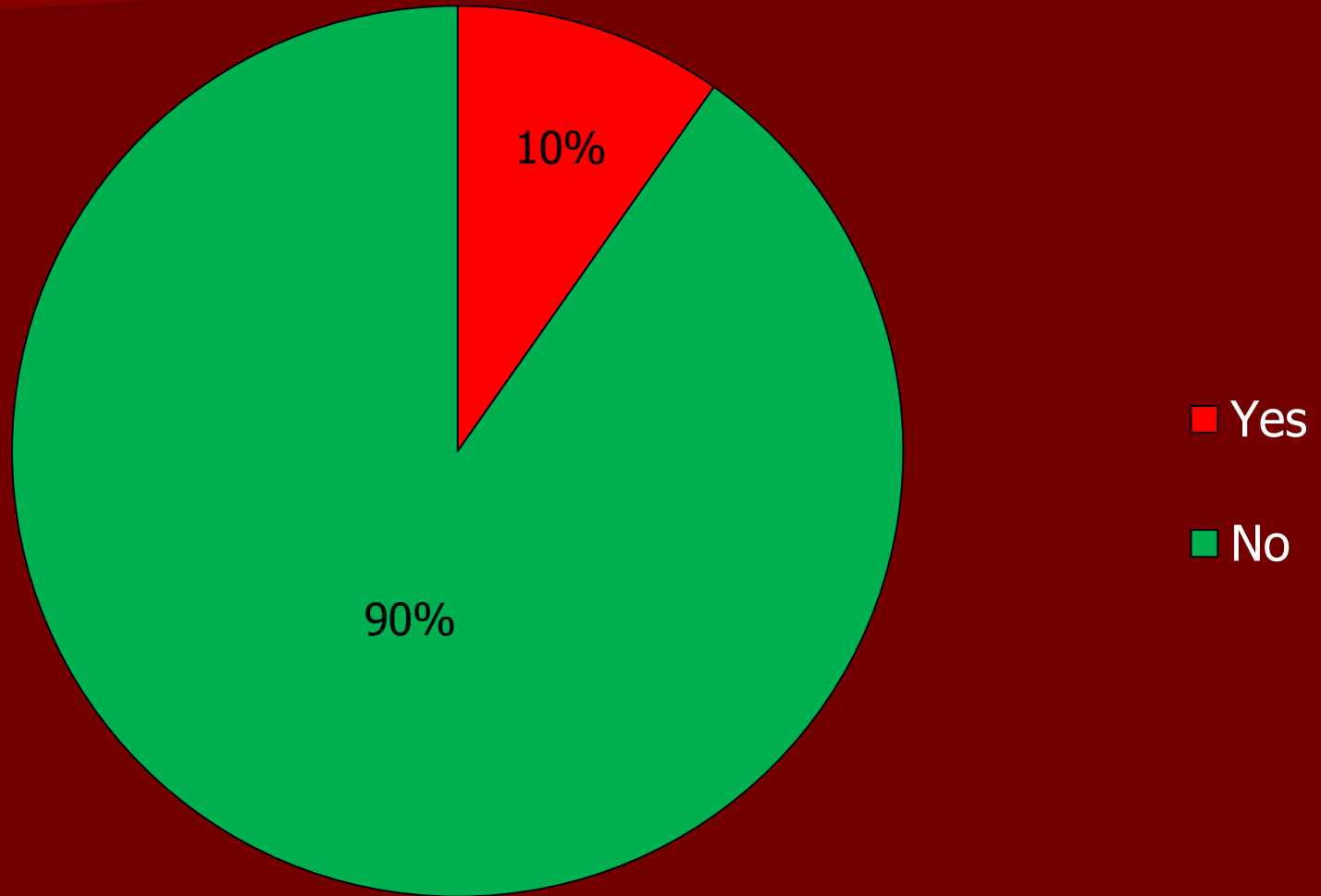
Staff: The last 6 months



Staff Reductions: The last 6 months

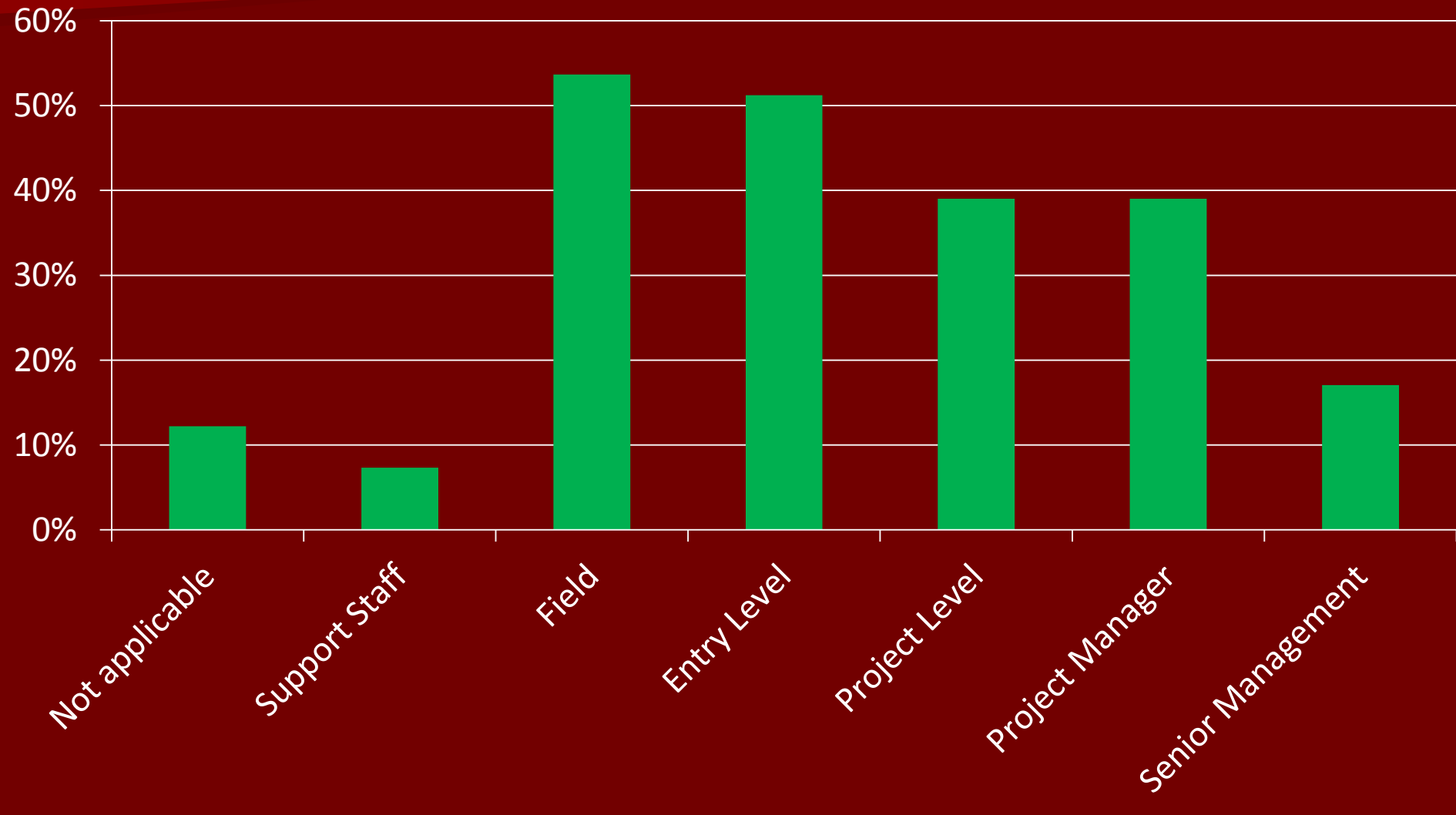


Expect to reduce staff in next 6 months?

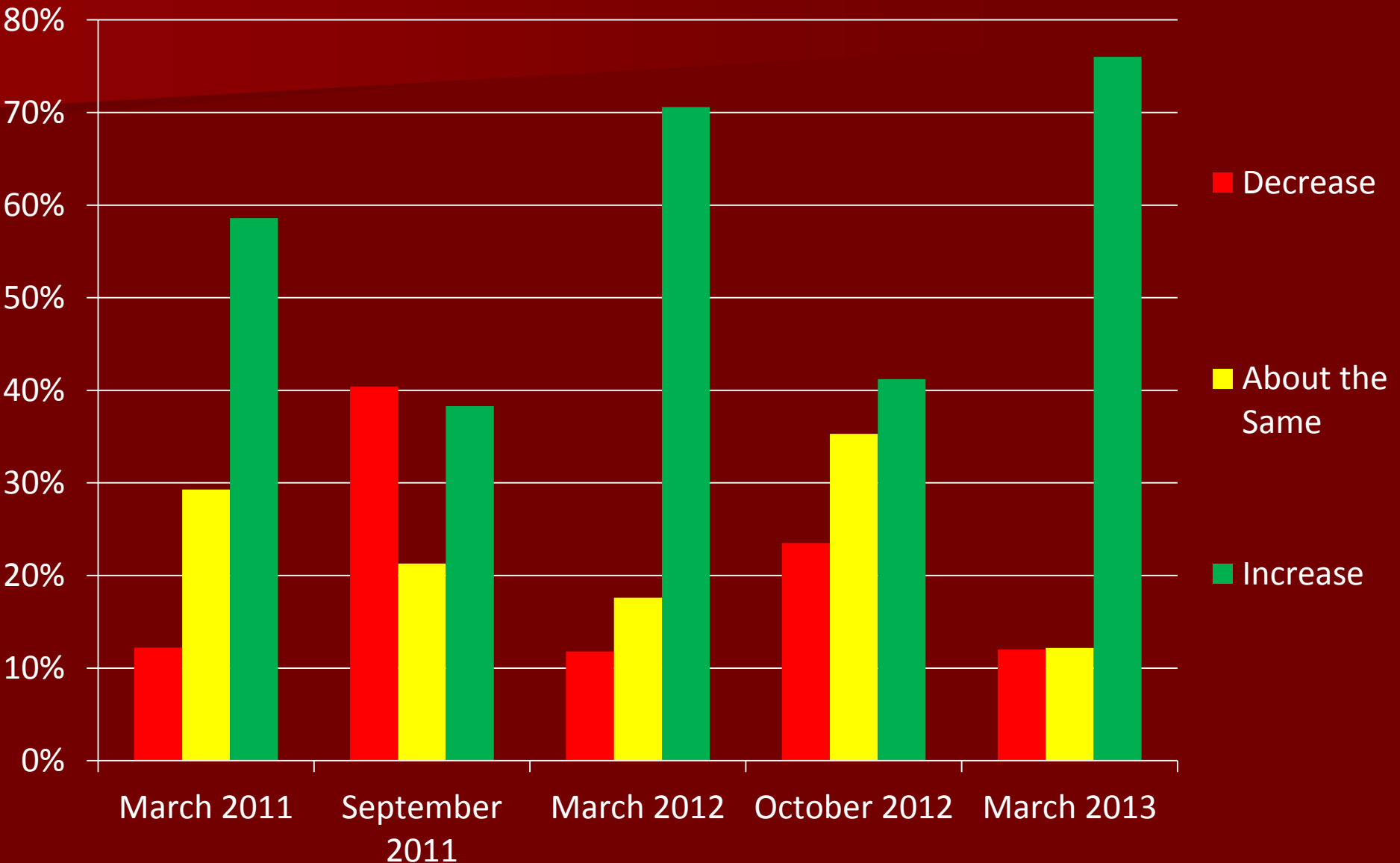


If you are planning on adding staff, at what level?

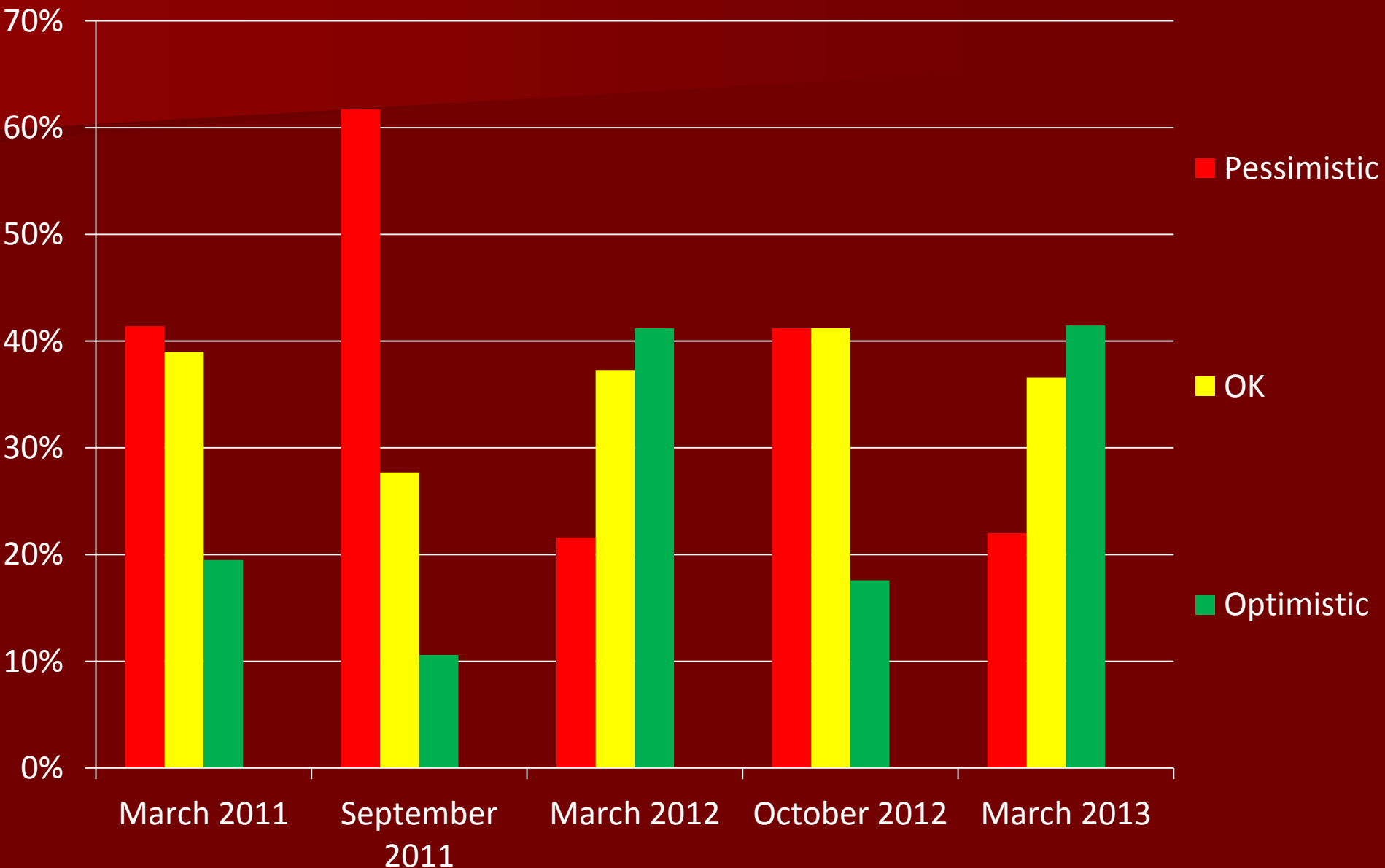
March 2013



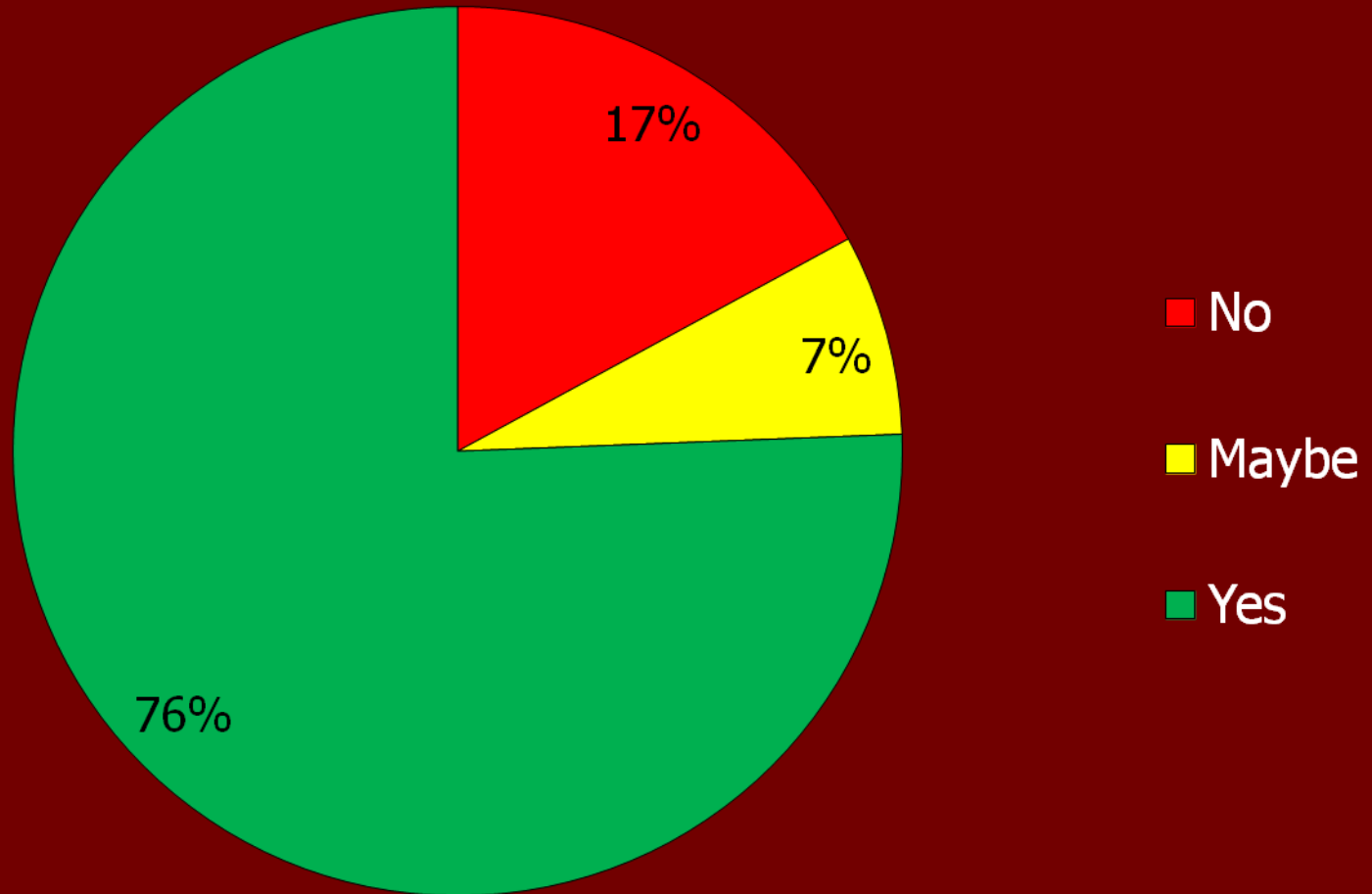
Revenues: next 6 months compared to previous 6 months



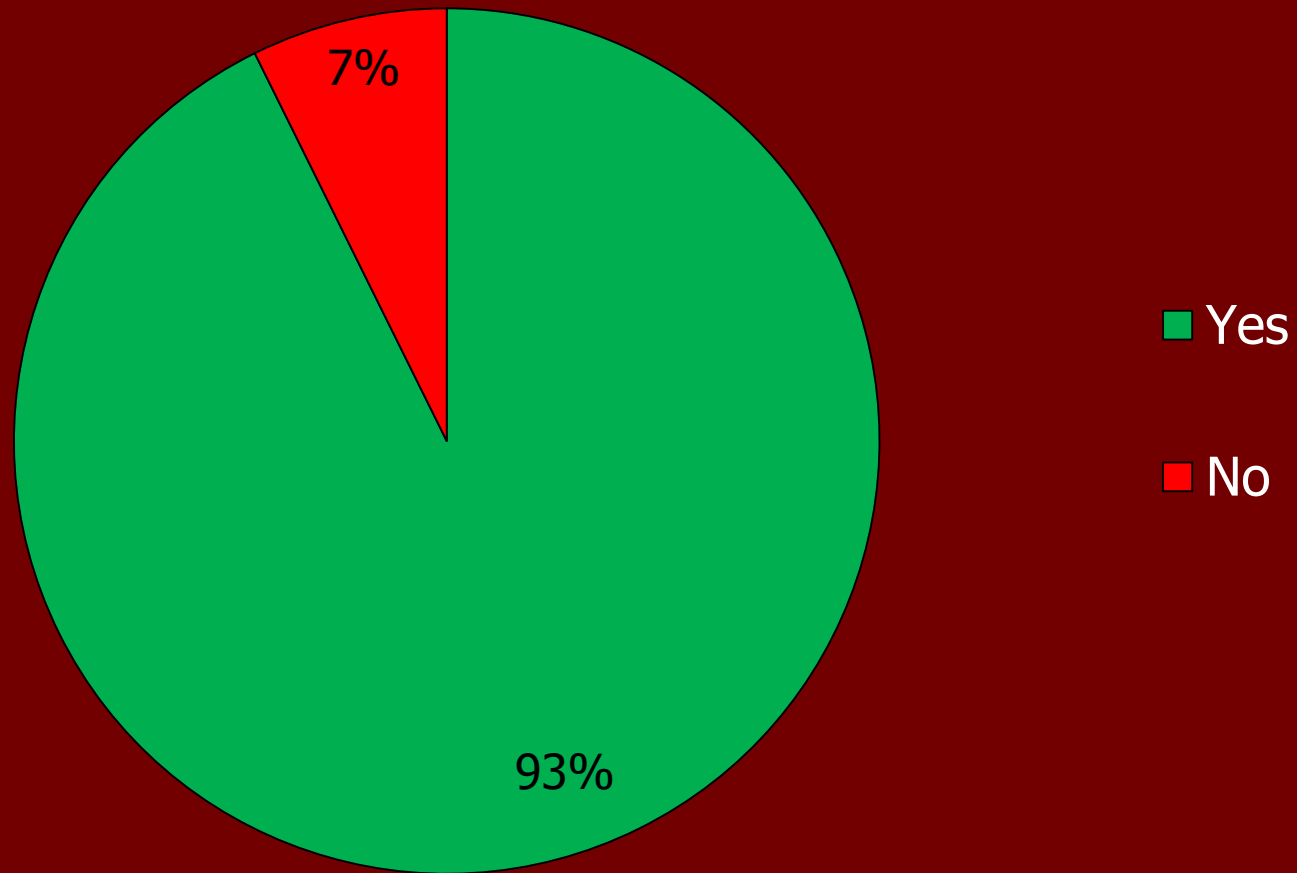
How do you feel about the economy?



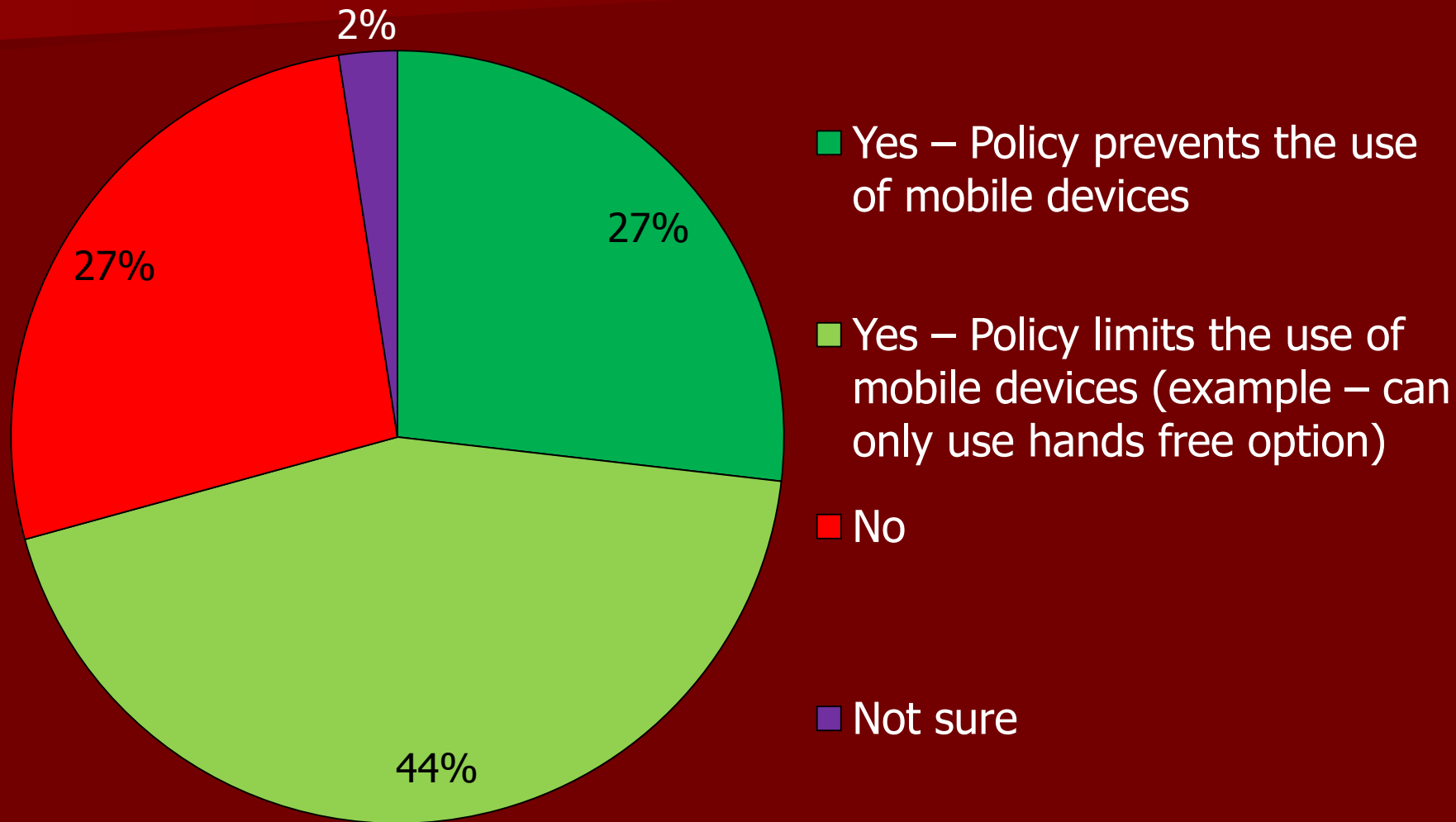
Do you believe that your firm participates in the annual financial survey completed by ASFE?



Does your firm place adequate emphasis on developing a safety culture?



Does your firm have a policy which limits or prohibits the use of a cell phone/mobile device while driving?



In summary

Better response rate would be nice

Last 6 months:

- 75% report steady or increasing workloads
- Number of RFP's & proposals up significantly
- 80% say revenue is steady or up (up slightly from 6 months ago)
- 27% report staffing reductions in last 6 months

Next 6 months:

- 10% expect more staffing reductions (down from 16% 6 months ago)
- 75% of respondents anticipate increasing revenues (only 40% in October)
- 80% of respondents feel optimistic or okay about the economy (60% in October)
- Much more optimism overall about the economy than 6 months ago

ASFE

Business Practice Committee

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