

Business Conditions Survey – Spring 2016

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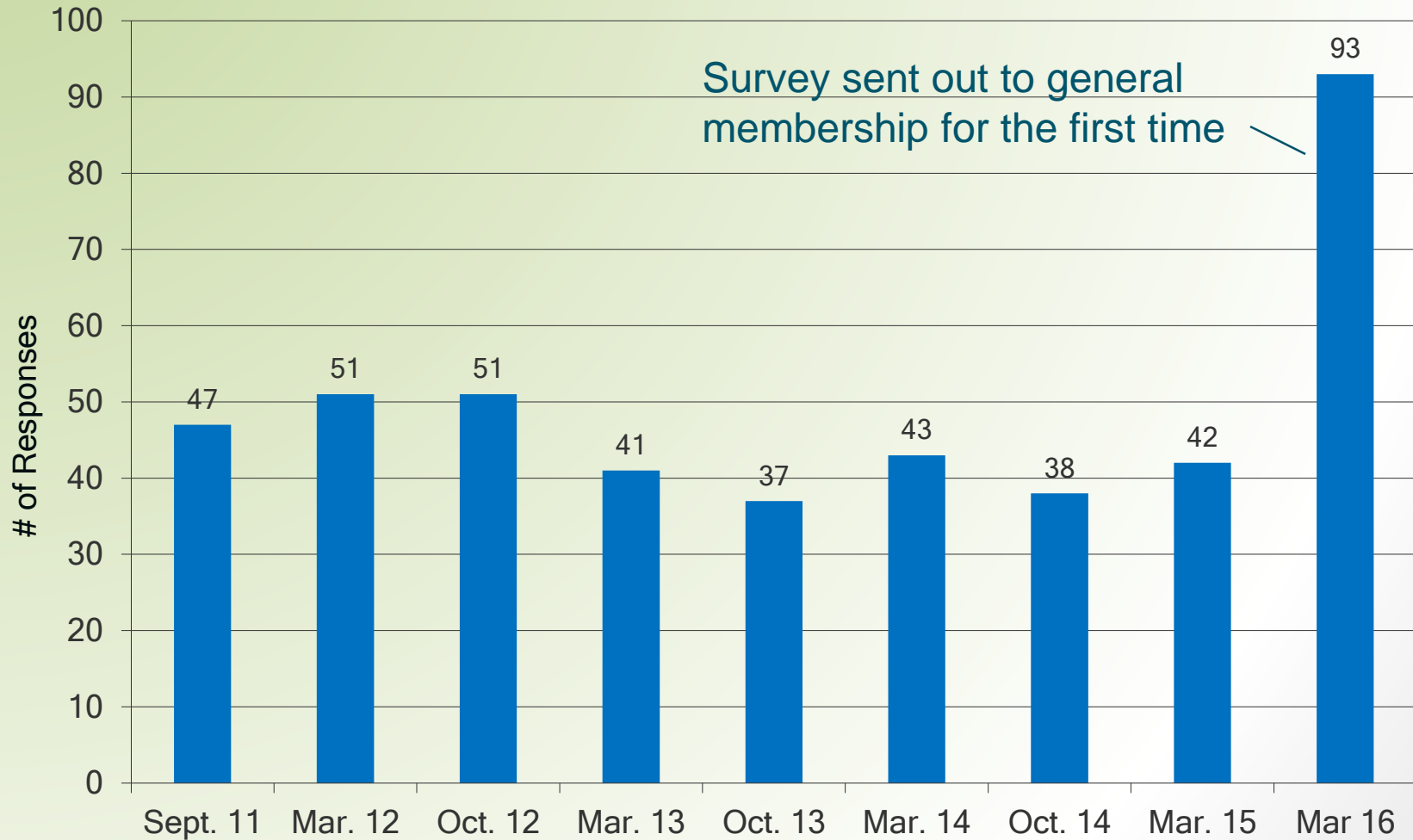
Business Practices Committee

Survey Overview

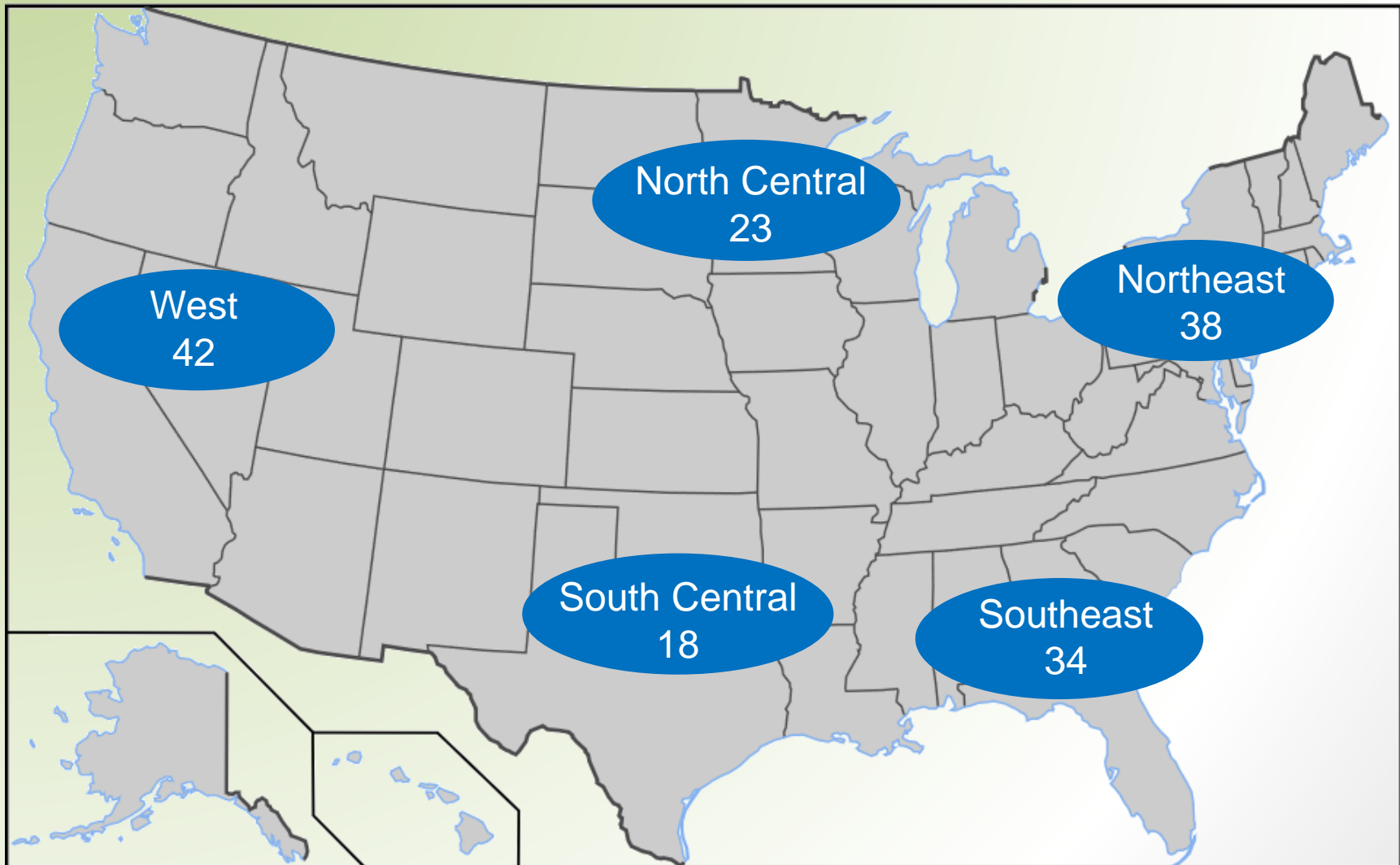
- Personal opinions
- Anonymous
- No data on firm size / profile
- Survey frequency



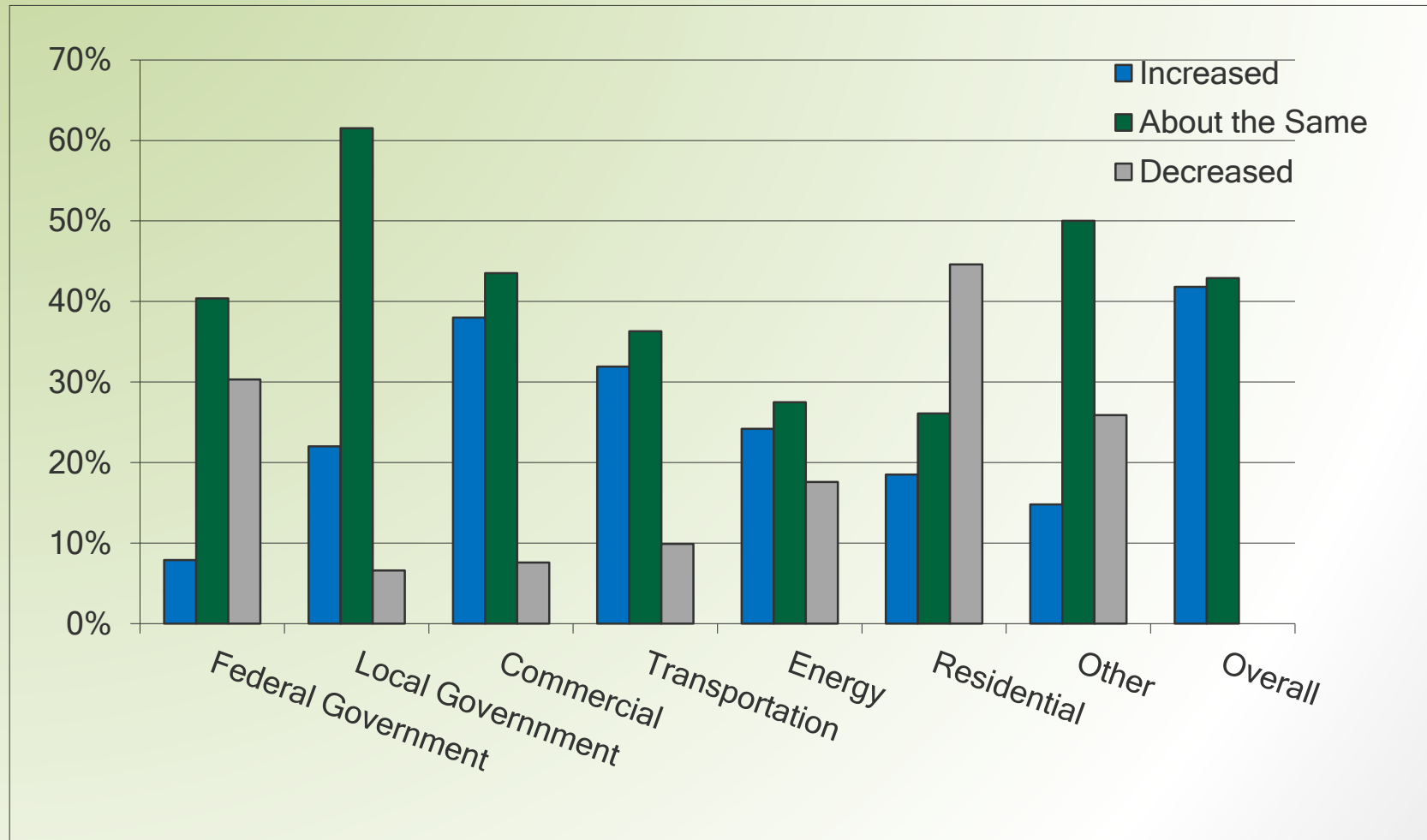
Response Rate



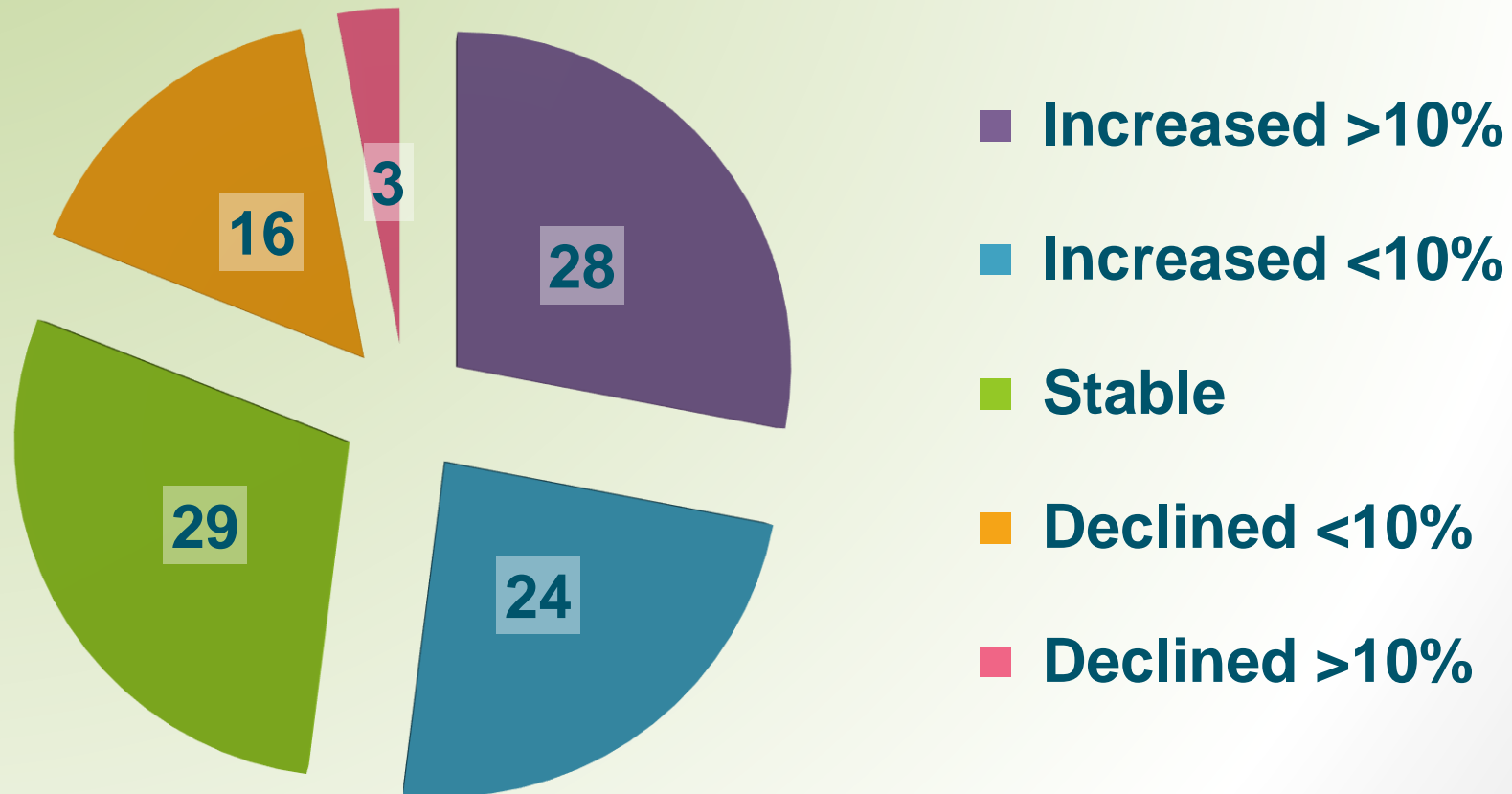
1. In which geographic areas does your firm practice?



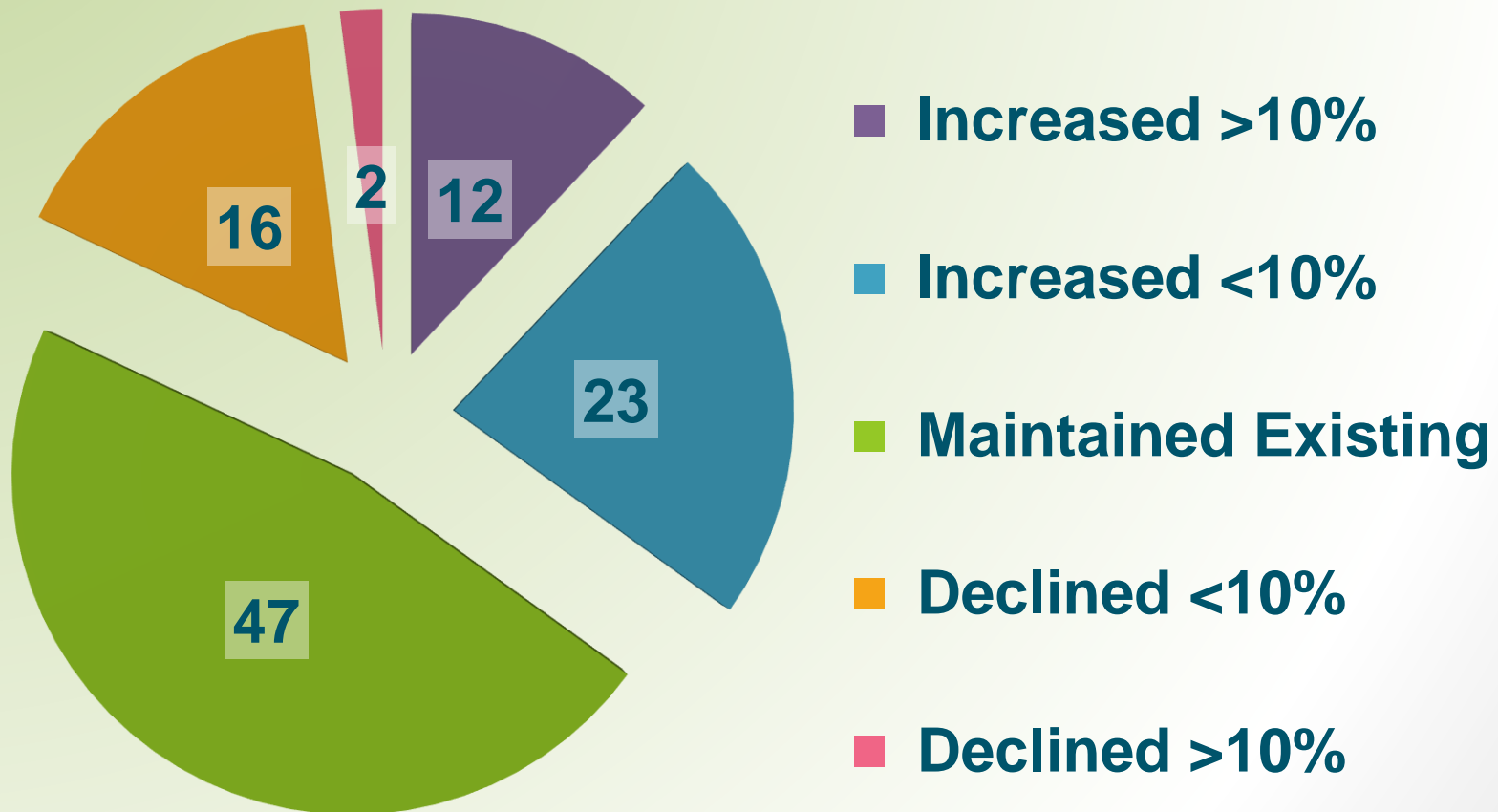
2. In the last 6-12 months, what trends have you seen in your firm's workload in the following areas?



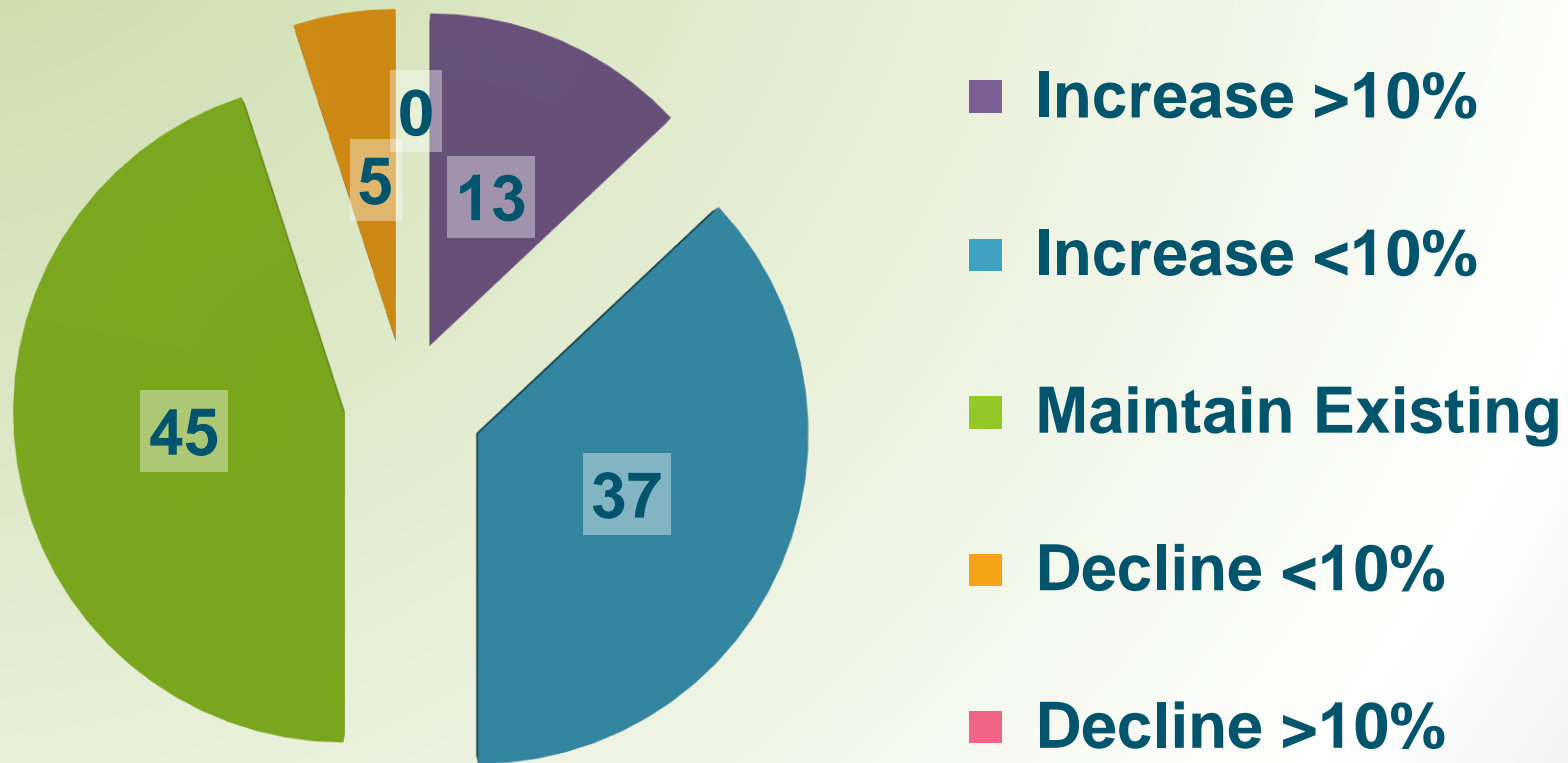
3. What has occurred in the last 6 months regarding your revenue?



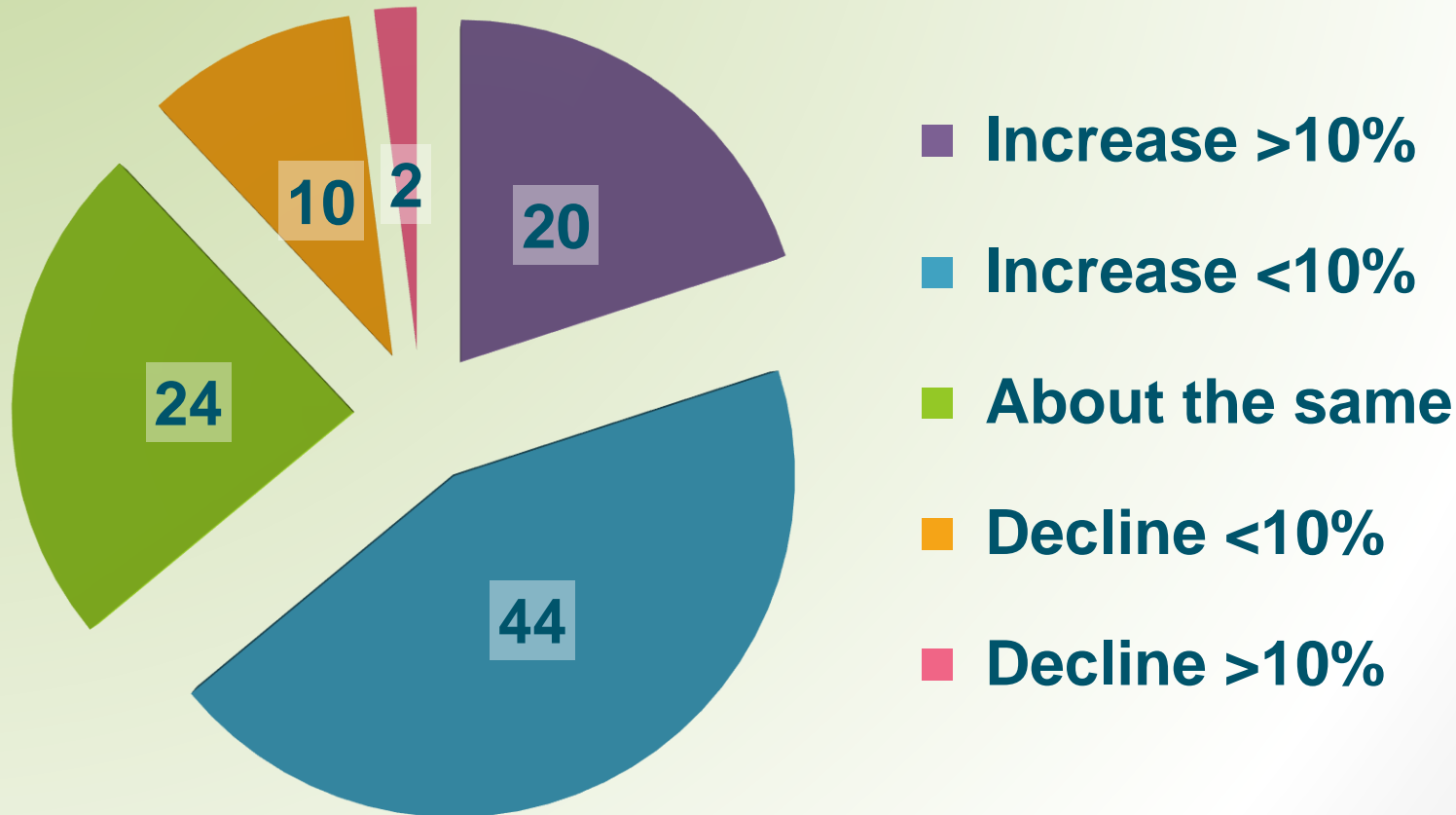
4. What has occurred in the last 6 months regarding your staff?



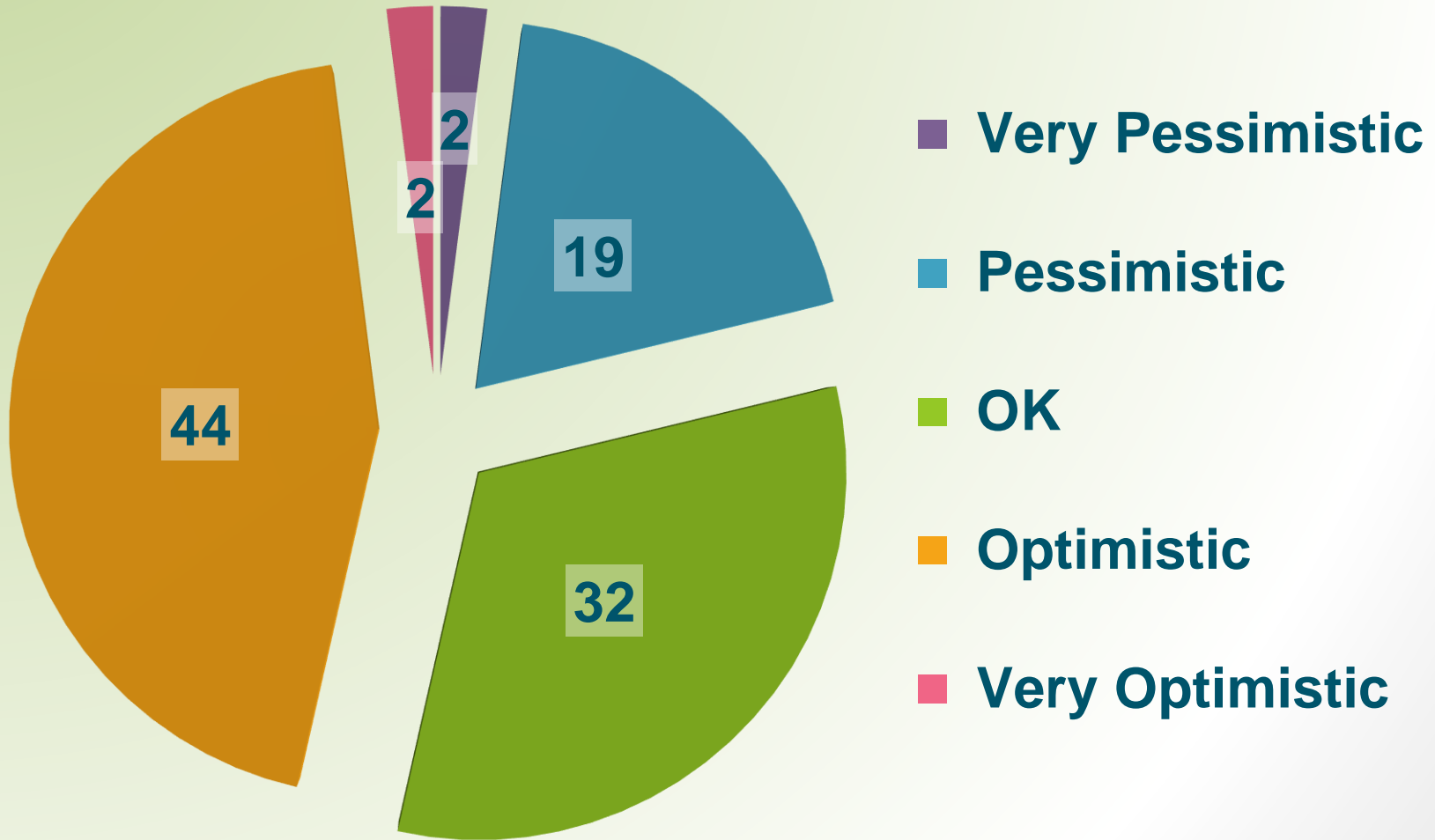
5. How do you expect staff size to change in the next 6 months?



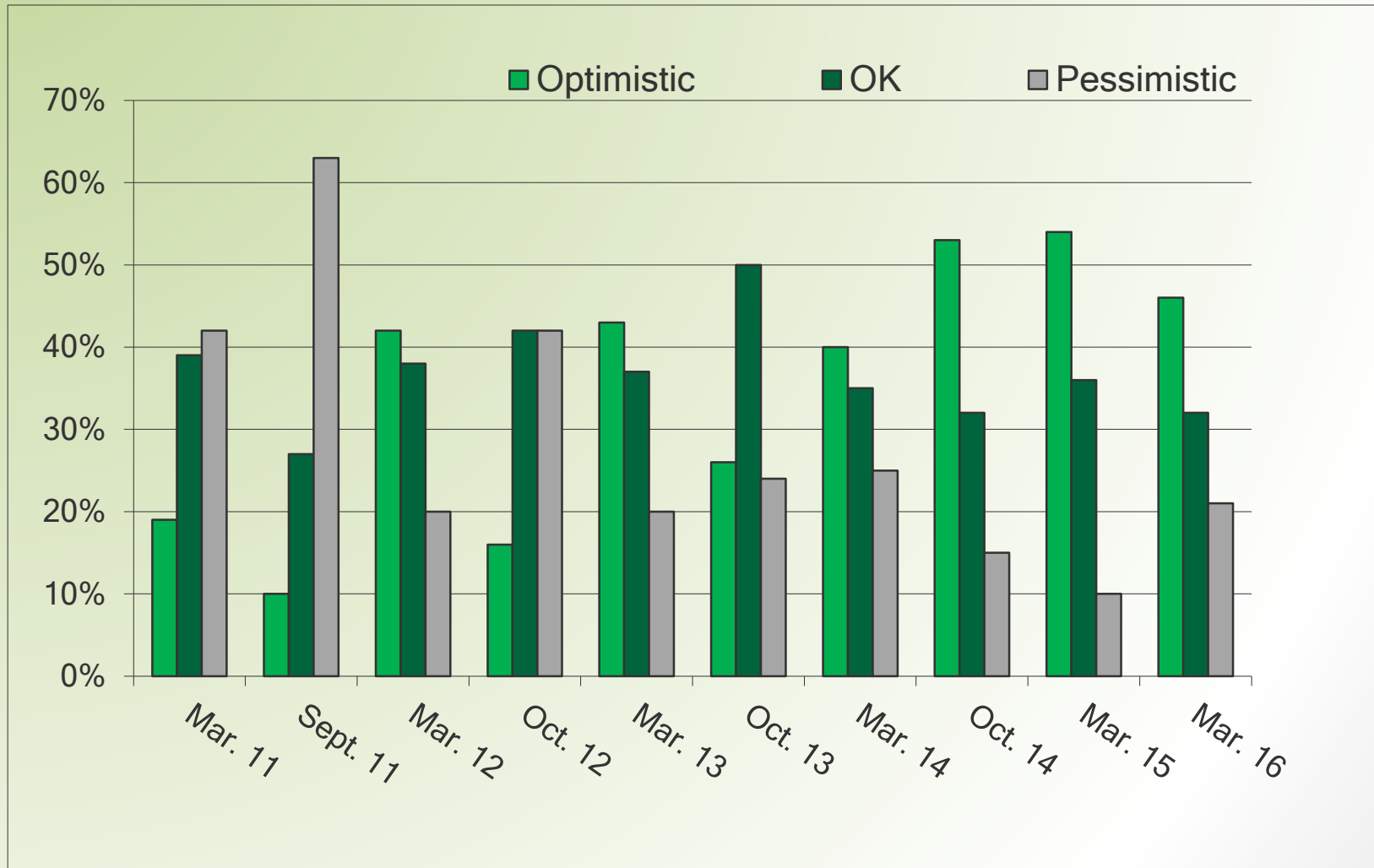
6. How would you expect your revenues for the next 12 months to compare with the previous 12 month period?



7. Overall, how do you feel about the state of the economy?



Comparison with prior years -



8. What are the greatest risks to your firm today?

1. Employee Recruitment – 54.8%
2. Commoditization – 48.4%
3. Employee Retention – 32.3%
4. Lack of Profit – 29.0%
5. Litigious Work Environment – 26.9%
6. Lack of Growth – 25.8%
7. Government Regulations – 22.6%
8. Expanding client requirements – 21.5%
9. Changing Demographics/Attitudes – 20.4%
10. Poor Communication – 19.4%



9. What do you believe are the greatest risks to your clients today?

1. Government Regulations – 44.9% (7)
2. Commoditization – 30.3% (2)
3. Poor Communication – 28.1% (10)
4. Litigious Work Environment – 27.0% (5)
5. Changing Demographics/Attitudes – 22.5% (9)
6. Lack of Profit – 20.2% (4)
7. ROI for Stockholders – 19.1%
8. Employee Retention – 18.0% (3)
- Lack of Growth – 18.0% (6)
10. Expanding client requirements – 16.9% (8)



Questions/Comments?

