

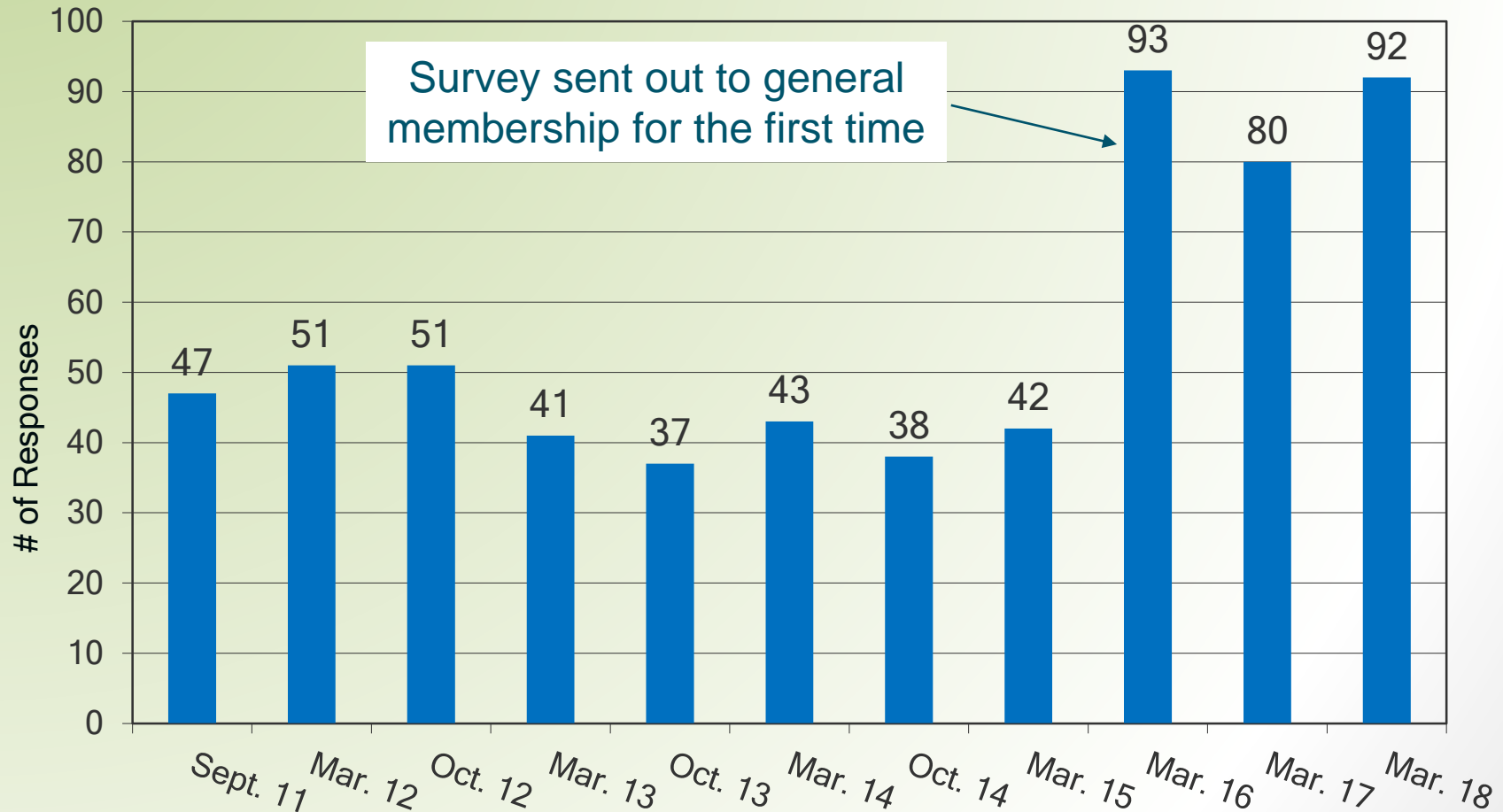
Business Snapshot Survey

Steve Noble, P.E.
Business Practices Committee

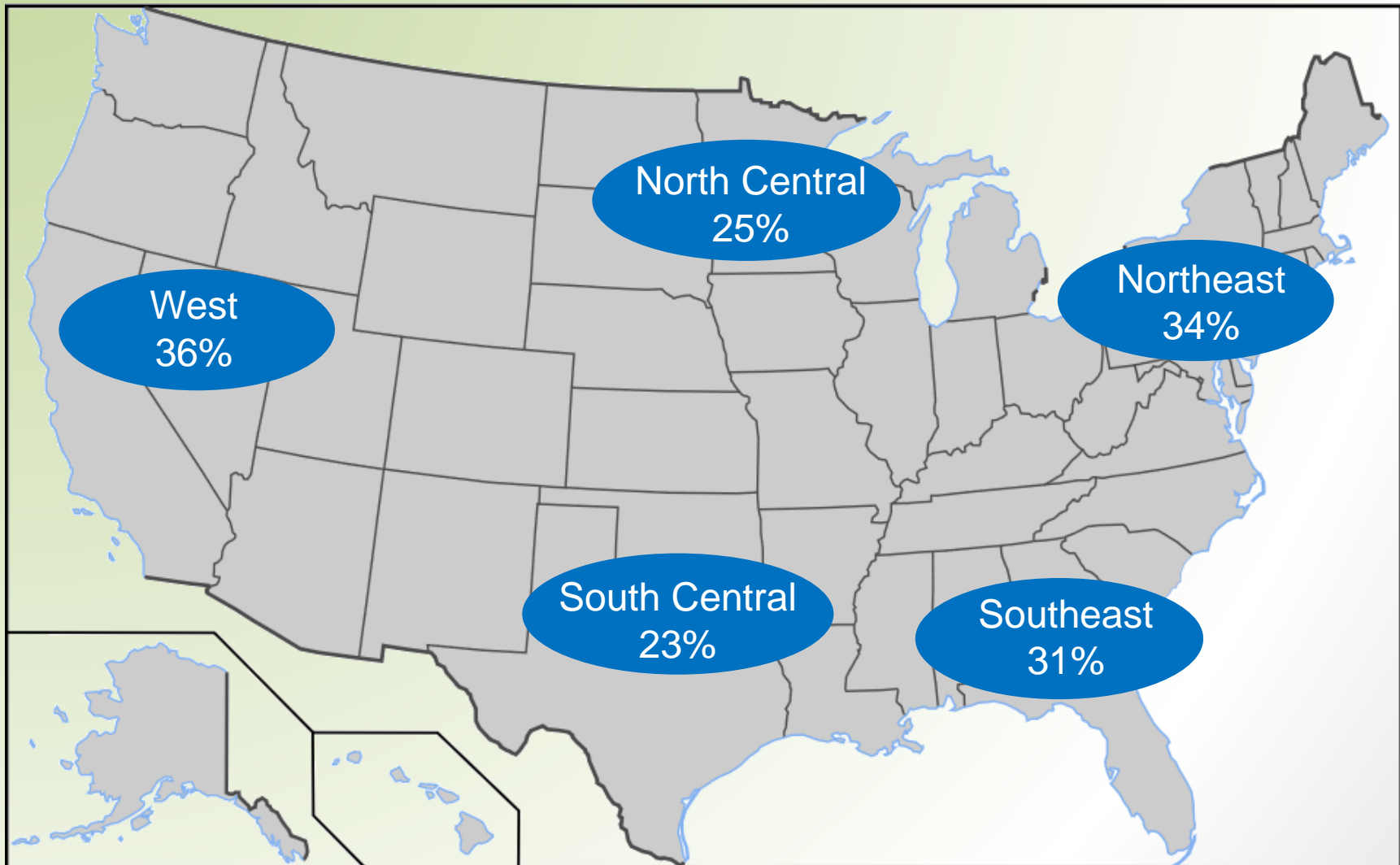
Survey Overview

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

Response Rate



In which geographic areas does your firm practice?



Looking Back

Mar. 2018



Mar. 2017

Audience Poll:

Audience Poll:

Text: GBA2018

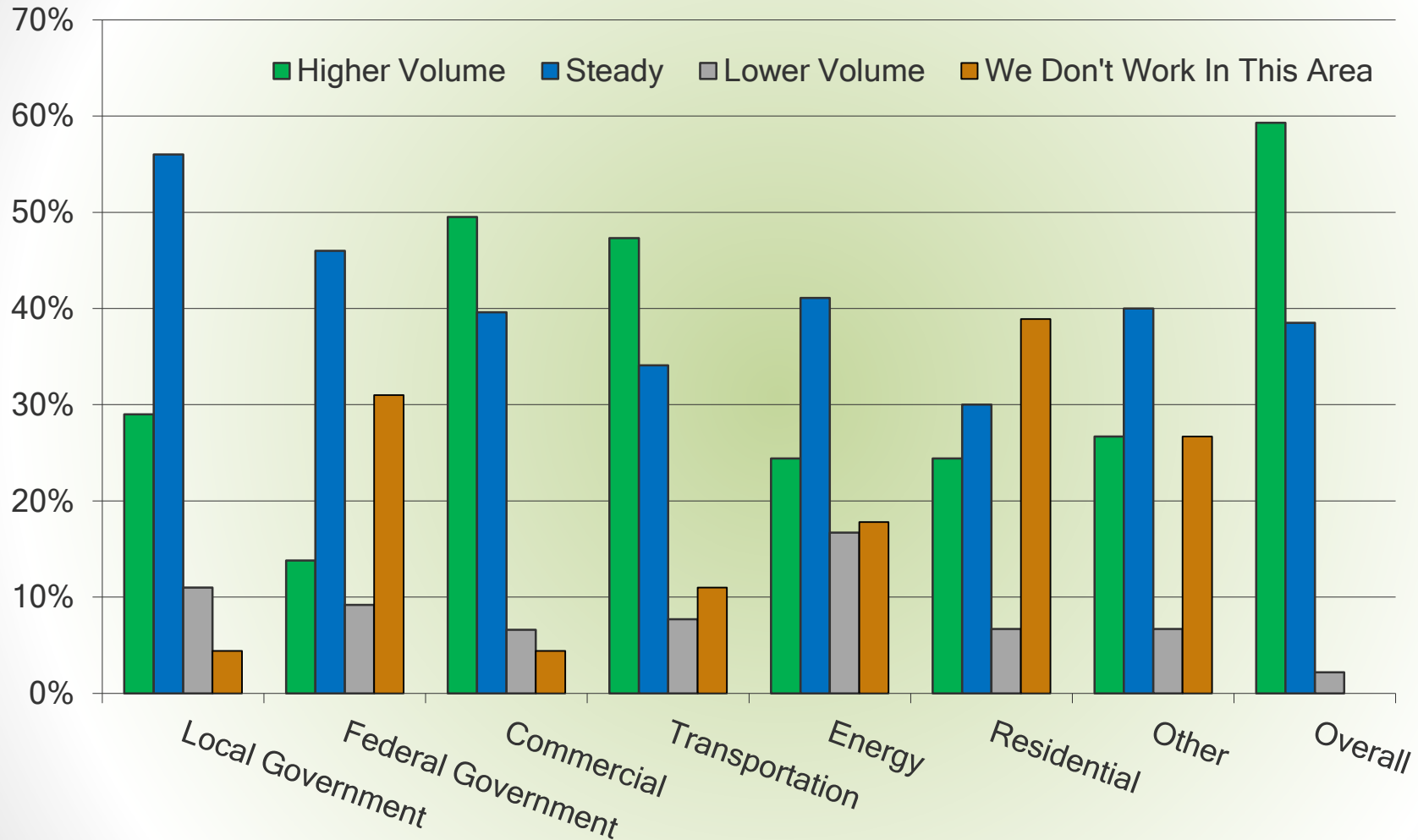
To: 22333

Then send message

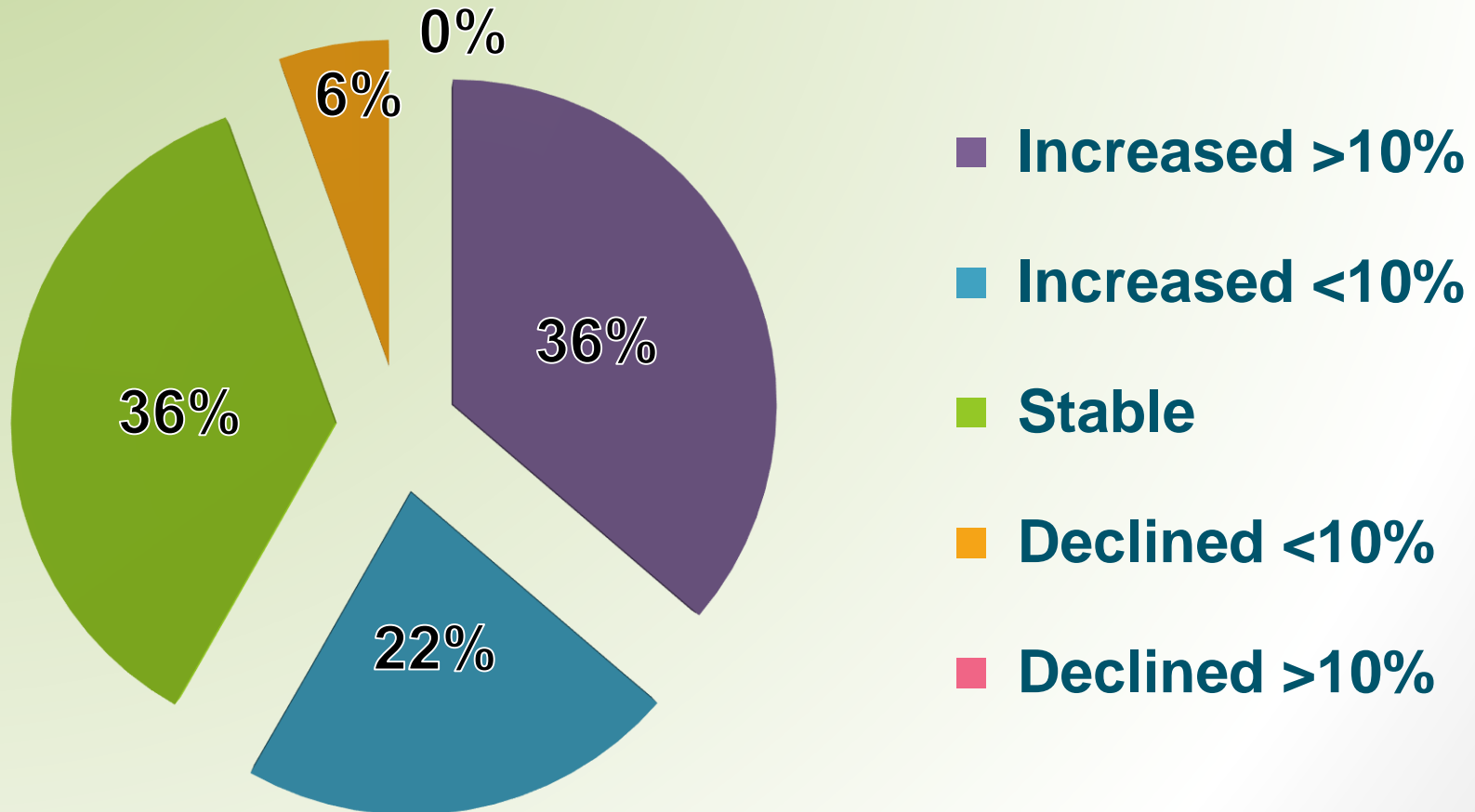
Send one word that describes 2017 for your firm

Start the presentation to see live content. Still no live content? Install the app or get help at PollEv.com/app

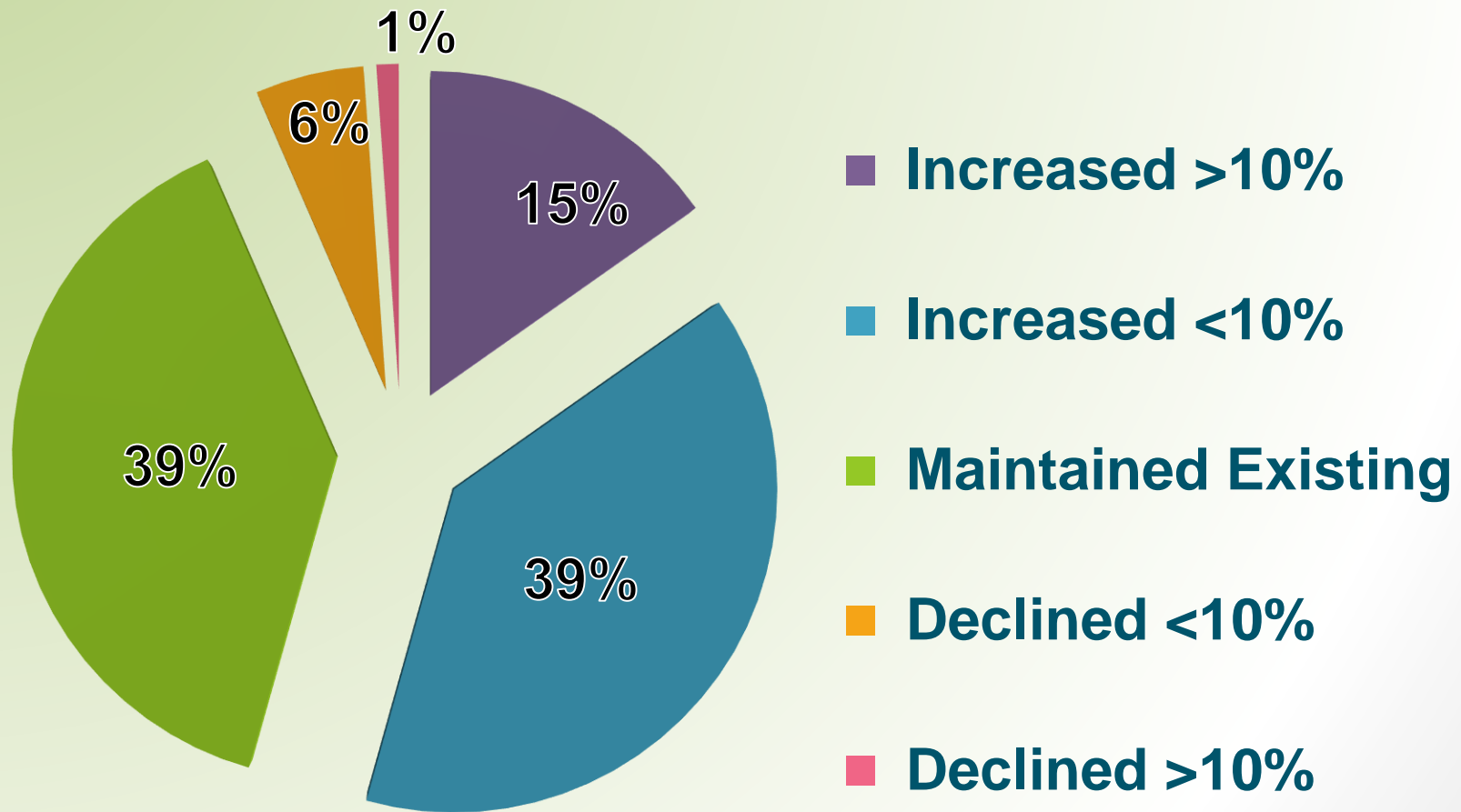
In the past year, what trends have you seen in your firm's workload in the following areas?



What has occurred in the last year regarding your revenue?



What has occurred in the past year regarding your staff?



Looking Forward

Mar. 2018



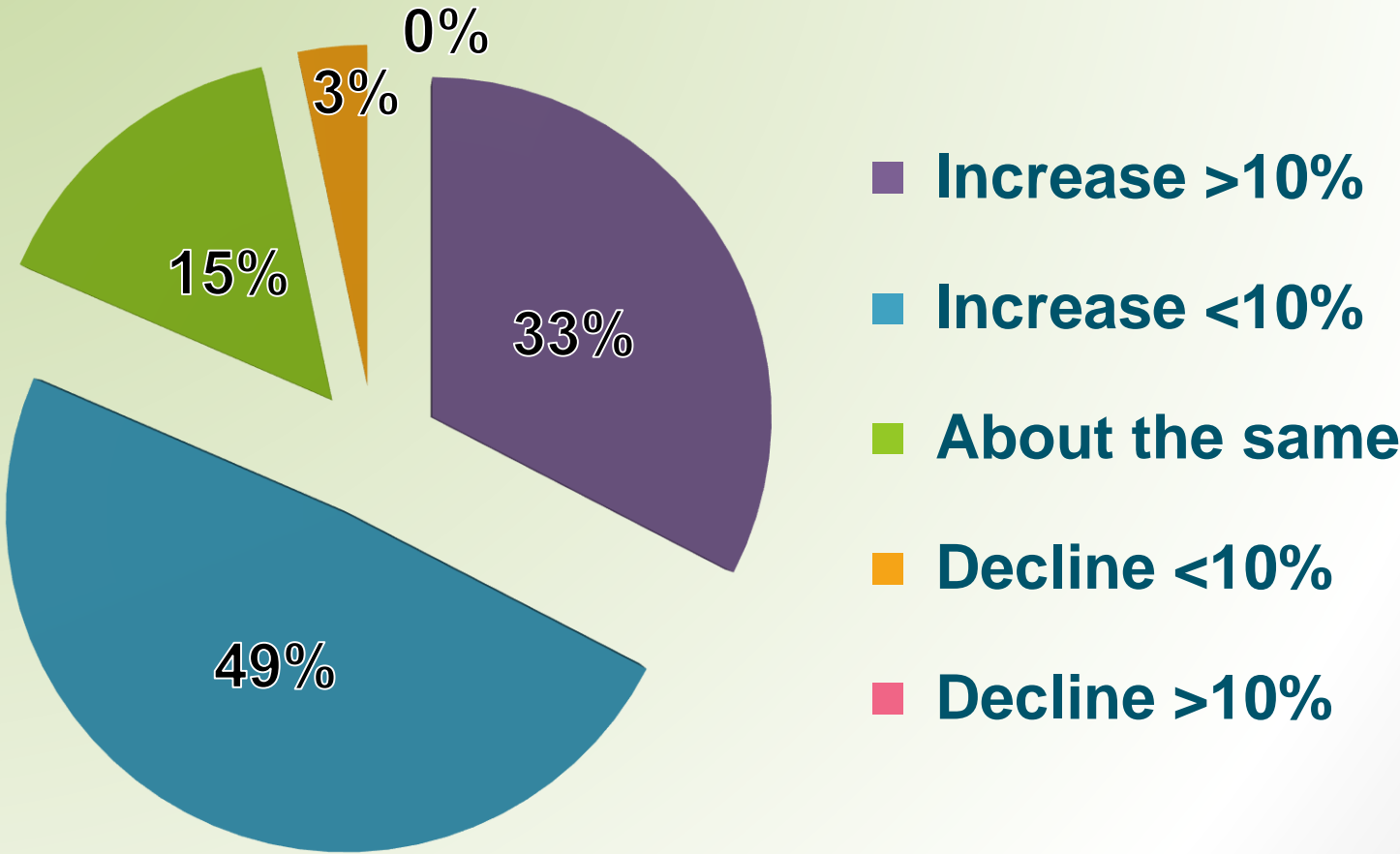
Mar. 2019

Audience Poll:

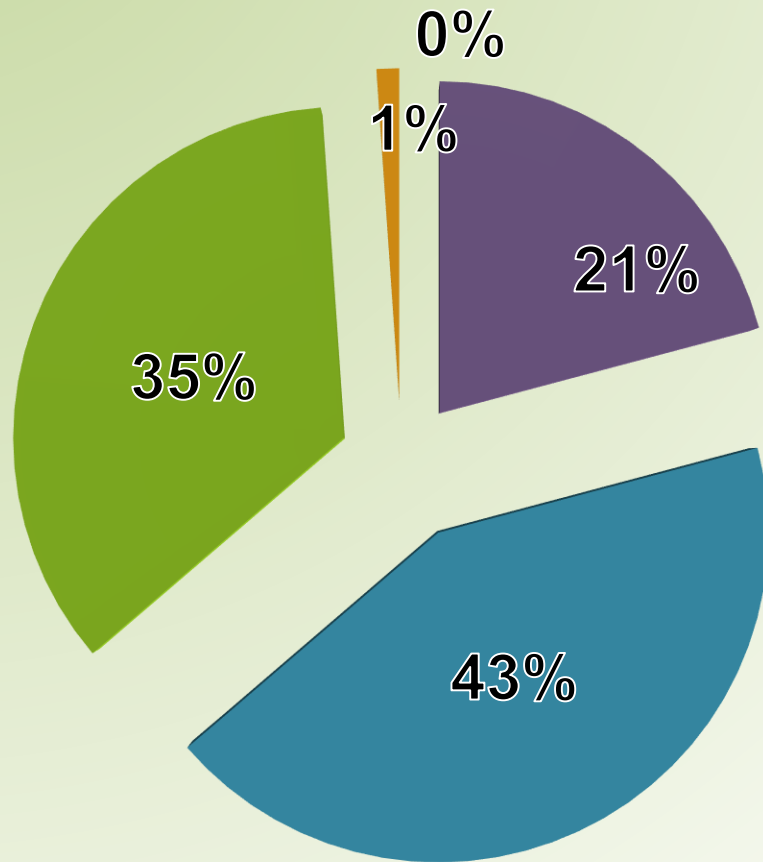
Send one word that describes how you feel about 2018

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How would you expect your revenues for next year to compare with the past year?

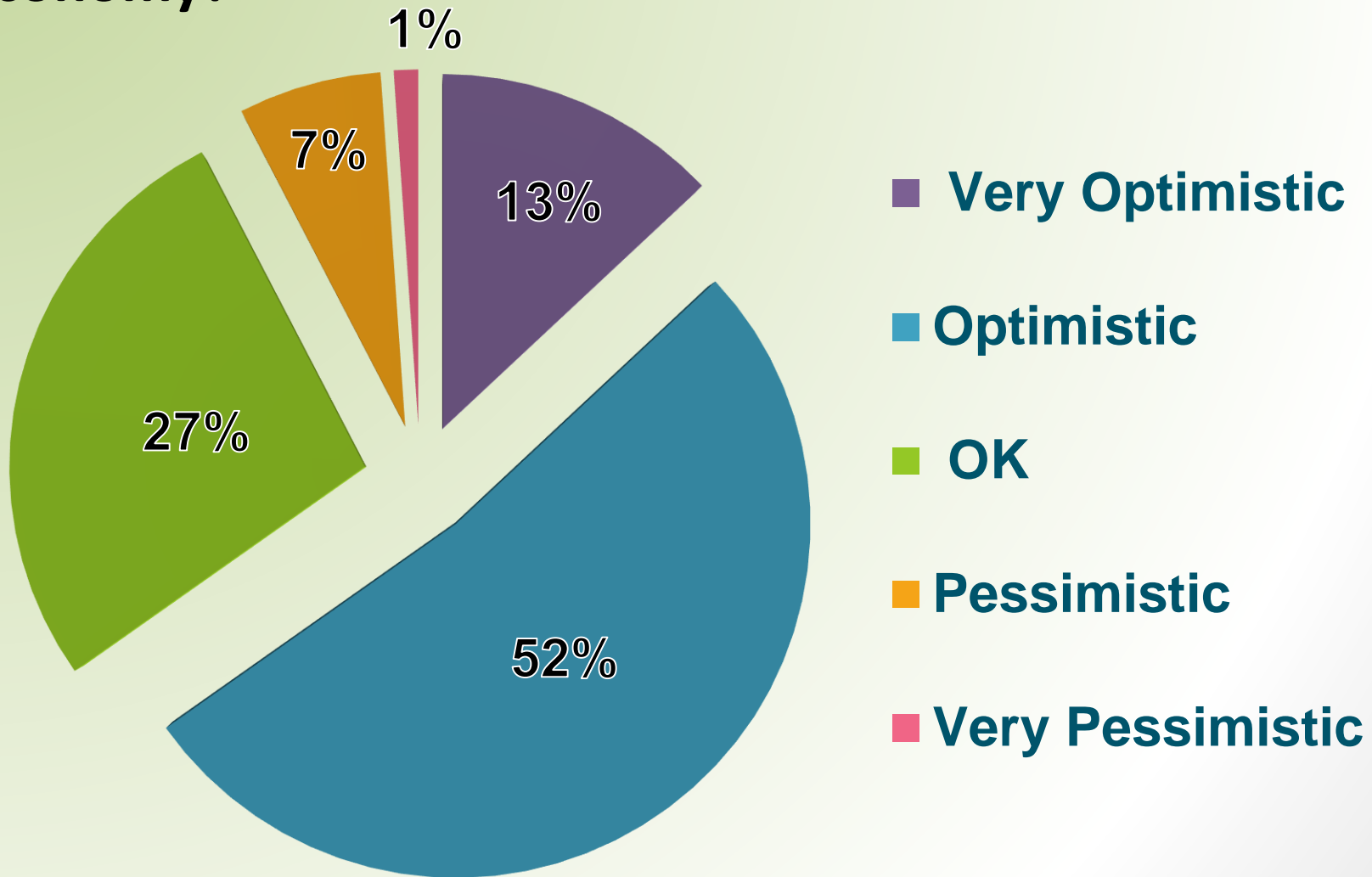


How do you expect staff size to change in the next year?

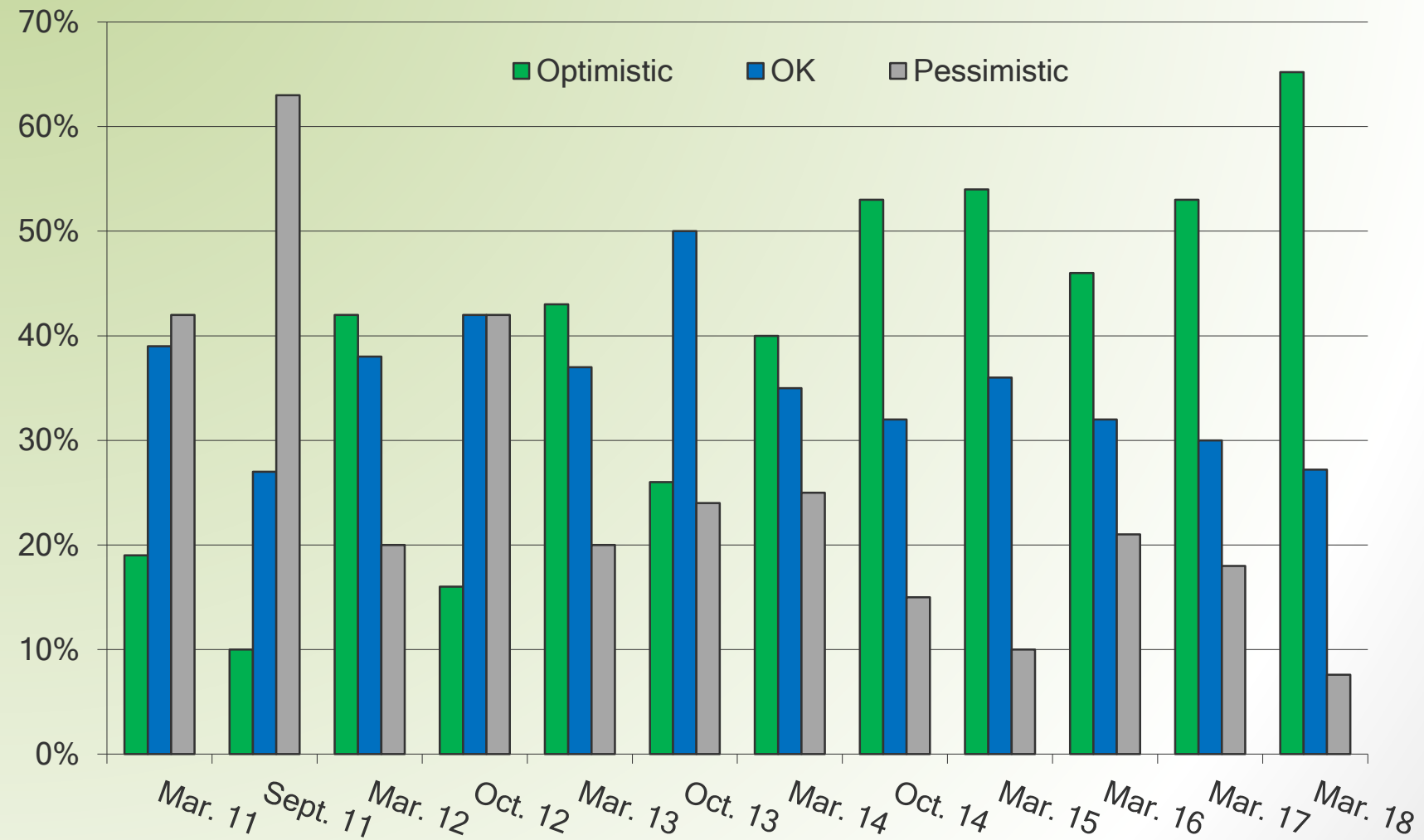


- Increase >10%
- Increase <10%
- Maintain Existing
- Decline <10%
- Decline >10%

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



Comparison with prior years -



Audience Poll:

Choose one of the following that best describes your firm:

Our company is elite -- more than 80% are highly engaged

Going strong -- 50-80% are highly engaged

Engaging our staff is a challenge
- 30-50% are highly engaged

We need help -- less than 20% are highly engaged!

Start the presentation to see live content. Still no live content? Install the app or get help at PollEv.com/app

GBA 2018 Financial Survey

- Will be emailed the week of April 17 - (a month later than prior years to avoid tax season and other conflicts)
- Will be streamlined with easier access to "how to" information including a webinar
- Every firm's information is kept strictly confidential. The name of the firm is not included in the survey.
- We need each of you to verify the survey is completed. More participation = more valuable results
- Lee James and Phil Pettway are available to answer any and all questions

Questions/Comments?

