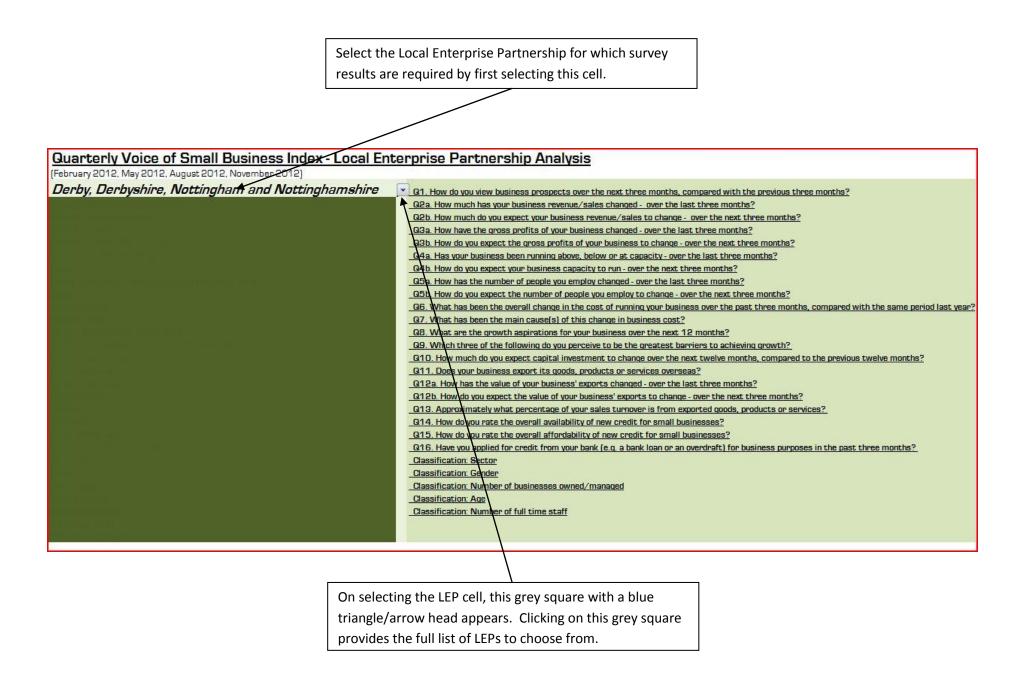
<u>A simple guide to RSN online spreadsheets – FSB Local Enterprise Partnership Analysis</u>

The Federation of Small Businesses produce a Quarterly Voice of Small Business Index, a report that looks at capacity levels, employment, revenues and the confidence of small firms (http://www.fsb.org.uk/small-business-index). The Index is created from the views of small firms from the FSB survey panel. The attached MS Excel spreadsheet is an RSN developed analysis of their survey results for LEP areas for the quarters ending February 2012, May 2012, August 2012 and November 2012.

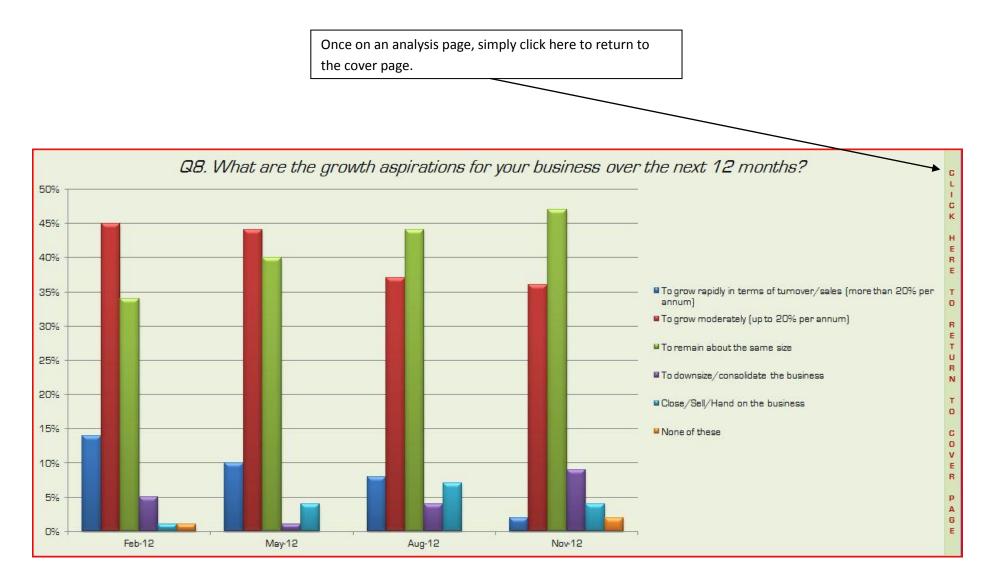
The 'FSB Local Enterprise Partnership Analysis' uses a drop down list to select the LEP for which survey results are required, and also hyperlinks to select the various analysis sheets for each survey question.

If you wish to discover which local authorities belong to each LEP, please use the previous 'FSB LEP Analysis' spreadsheet which provides this information.

Any LEP for which insufficient data was collected in a quarter to allow reasonable interpretation of a question will show zero results for all outcomes in that quarter.



| | The full list of LEPs can be selected by using the scroll bar |
|---|---|
| | to the right. |
| | |
| Quarterly Voice of Small Business Index - Local Enterprise Partnership Analysis | |
| [February 2012, May 2012, August 2012, November 2012] Derby, Derbyshire, Nottingham and Nottin | and a second |
| Coventry and Warwickshire | |
| Cumbria | Q2a. How much has your business revenue/sales changed - over the last three months? Q2b. How much do you expect your business revenue/sales to change - over the next three months? |
| Derby, Derbyshire, Nottingham and Nottinghamshire | Q3a. How have the gross profits of your business changed - over the last three months? |
| Dorset Enterprise M3 | Q3b. How do you expect the gross profits of your business to change - over the next three months? |
| Gloucestershire | Q4a. Has your business been running above, below or at capacity - over the last three months? |
| Greater Birmingham and Solihull Greater Cambridge & Greater Peterborough | Q4b. How do you expect your business capacity to run - over the next three months? |
| Greater Cambridge & Greater Peterborougn | Q5a. How has the number of people you employ changed - over the last three months? |
| | Q5b. How do you expect the number of people you employ to change - over the next three months? |
| | . G6. What has been the overall change in the cost of running your business over the past three months, compared with the same period last year? |
| | |
| | _G8. What are the growth aspirations for your business over the next 12 months? |
| | _Q9. Which three of the following do you perceive to be the greatest barriers to achieving growth? |
| | Q10. How much do you expect capital investment to change over the next twelve months, compared to the previous twelve months? |
| | <u>Q11. Does your business export its goods, products or services overseas?</u> |
| | _Q12a. How has the value of your business' exports changed - over the last three months? |
| | _Q12b. How do you expect the value of your business' exports to change - over the next three months? |
| Teller (| Q13. Approximately what percentage of your sales turnover is from exported goods, products or services? |
| | _Q14. How do you rate the overall availability of new credit for small businesses? |
| | _Q15. How do you rate the overall affordability of new credit for small businesses? |
| | _Q16. Have you applied for credit from your bank (e.g. a bank loan or an overdraft) for business purposes in the past three months? |
| | Classification: Sector |
| | Classification: Gender |
| | Classification: Number of businesses owned/managed |
| | Classification: Age |
| | <u>_Classification: Number of full time staff</u> |
| | * |
| | |
| | |
| | Once the LEP has been selected, click on any of the |
| | questions or classifications of interest to move to the |
| | analysis of the results for the 4 quarters. |



I hope this helps. If you have any comments or suggestions, please contact dan.worth@sparse.gov.uk