

LCCI – QES Q3 2017

Methodology: ComRes interviewed 569 London business decision makers online between the 8th August and 5th September 2017. Data were weighted to be representative of all London businesses by company size and broad industry sector. ComRes is a member of the British Polling Council and abides by its rules.

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For information about commissioning research please contact andrew.hawkins@comresglobal.com or call +44 (0)20 7871 8660.

REPUTATION | COMMUNICATIONS | PUBLIC POLICY

Four Millbank | London | SW1P 3JA | T. +44 (0)20 7871 8660

Rond-Point Schuman / Schumanplein 6 | Box 5 | 1040 Bruxelles | T. +32 (0)2 234 63 82

51 /F Raffles City | No.268 Xi Zang Middle Road | HuangPu District Shanghai | 200001 China | T. +86 (0)21 2312 7674

LCCI Total Q3 2017

Total employed.

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%	Total	0-9	10+										
		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1-9	280	280	-	12	38	68	34	34	65	16	13	18	261
	49%	55%	-	56%	48%	58%	45%	53%	48%	47%	31%	35%	51%
		b			j	j		j	j	j			k
10-19	31	-	31	3	5	7	3	2	6	2	3	5	27
	5%	-	53%	13%	6%	6%	4%	4%	5%	5%	7%	9%	5%
			a										
20-49	16	-	16	1	4	3	1	2	3	1	1	4	12
	3%	-	27%	3%	5%	3%	2%	2%	2%	3%	3%	8%	2%
			a									l	
50-99	6	-	6	1	1	1	*	1	1	1	-	1	5
	1%	-	10%	4%	1%	1%	*	1%	1%	3%	-	2%	1%
			a										
100-199	2	-	2	*	*	1	1	*	*	*	-	*	2
	*	-	4%	1%	*	1%	1%	*	*	1%	-	*	*
			a										
200-249	1	-	1	-	*	*	*	*	-	*	-	*	1
	*	-	2%	-	*	*	*	*	-	1%	-	*	*
			a										
250-499	1	-	1	-	-	*	*	*	*	*	-	-	1
	*	-	2%	-	-	*	*	*	*	*	-	-	*
			a										
500+	2	-	2	*	*	1	*	*	*	*	-	*	2
	*	-	3%	1%	*	1%	*	*	*	1%	-	*	*
			a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Total employed.

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
			Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total	0-9	10+										
	a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Sole trader	230	-	5	31	36	36	25	59	13	25	24	206
	40%	-	23%	39%	31%	48%	39%	43%	40%	60%	45%	40%
	b					e				deg		
Total number of employees	8005	6506	286	590	1885	1681	548	2365	482	168	631	7375
Mean score	14.1	109.9	14.0	7.5	16.0	22.2	8.4	17.5	14.4	3.9	12.0	14.3
		a										
Standard deviation	231.51	716.11	64.08	31.45	135.34	391.77	39.12	350.36	63.40	6.53	53.72	242.40
Standard error	9.71	49.77	15.54	3.71	13.27	56.55	4.10	37.35	7.52	.74	7.45	10.66

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Total employed.

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
1-9	280	140	140	22	246	11	35	245	119	161	74	196	10
	49%	47%	51%	43%	50%	47%	47%	49%	51%	48%	52%	49%	38%
10-19	31	22	9	7	22	2	10	21	14	17	10	21	1
	5%	7%	3%	14%	4%	10%	13%	4%	6%	5%	7%	5%	4%
		b		d			g						
20-49	16	10	6	6	9	*	11	5	13	3	6	9	*
	3%	3%	2%	12%	2%	2%	15%	1%	6%	1%	4%	2%	1%
				d			g		i				
50-99	6	3	2	2	4	*	4	2	4	2	2	4	-
	1%	1%	1%	3%	1%	1%	5%	*	2%	*	1%	1%	-
							g						
100-199	2	1	1	1	1	*	1	1	1	1	1	2	-
	*	*	*	2%	*	1%	2%	*	1%	*	*	*	-
							g						
200-249	1	1	*	1	1	*	1	*	1	1	1	1	-
	*	*	*	1%	*	*	1%	*	*	*	*	*	-
							g						
250-499	1	1	1	1	*	*	1	-	1	*	*	1	*
	*	*	*	1%	*	*	1%	-	*	*	*	*	*
							g						
500+	2	1	*	1	1	-	2	*	1	*	1	1	-
	*	*	*	2%	*	-	2%	*	1%	*	1%	*	-
				d			g						
Sole trader	230	118	112	12	209	9	10	220	81	149	48	166	16
	40%	40%	41%	22%	42%	39%	13%	45%	34%	45%	34%	42%	57%
					c			f		h			
Total number of employees	8005	5998	2008	4659	3130	217	5668	2338	5940	2066	4077	3792	136
Mean score	14.1	20.2	7.4	89.3	6.3	9.1	76.6	4.7	25.2	6.2	28.7	9.5	5.0
				d			g						
Standard deviation	231.51	318.23	40.79	760.75	31.41	34.40	640.36	19.42	357.66	32.87	444.55	79.77	26.24

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Total employed.

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard error

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	*e	f	g	h	i	j	k	*l
569	320	249	102	442	25	159	410	269	300	161	386	22
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
9.71	17.79	2.58	75.33	1.49	6.88	50.78	.96	21.81	1.90	35.04	4.06	5.59

LCCI Total Q3 2017

S1. Which of the following responsibilities do you hold in your organisation?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	487 86%	440 86% b	47 80%	17 84%	68 86%	97 83%	63 83%	51 78%	128 95% efgij	28 84%	35 82%	43 82%	443 86%
Control of or having a say in operational decisions	479 84%	434 85% b	44 75%	15 75%	66 84%	98 84%	64 84%	56 86% i	121 90% i	24 71%	35 81%	41 78%	438 85%
Recruitment (hiring new staff on a permanent or temporary basis)	219 39%	183 36%	36 61% a	4 22%	33 41%	38 32%	19 26%	30 47% ef	64 48% ef	16 48% ef	14 33%	19 36%	200 39%
Directly managing one or more employees	240 42%	199 39%	42 70% a	10 50%	39 50% j	43 37%	25 33%	32 50% j	65 49% j	12 36%	14 32%	25 49%	215 42%
IT systems	293 51%	270 53% b	23 39%	1 4%	35 45%	50 42%	51 67% dei	34 53%	83 61% dei	15 45%	24 56%	14 26%	279 54% k
Procurement / supply chain management	276 48%	250 49%	26 44%	10 47%	35 44%	62 53% ij	32 42%	31 47% i	81 60% fij	10 31%	15 36%	22 42%	254 49%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

S1. Which of the following responsibilities do you hold in your organisation?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%	Total	0-9	10+										
		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

S1. Which of the following responsibilities do you hold in your organisation?

Base: All respondents

	LOCATION			EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Control of or having a say in budgeting or financial decisions	487	254	233	40	426	21	57	430	191	295	124	338	25
	86%	85%	86%	77%	86%	88%	77%	87%	81%	89%	87%	85%	91%
					c			f		h			
Control of or having a say in operational decisions	479	254	225	39	424	16	53	426	193	286	112	343	24
	84%	86%	83%	75%	86%	66%	71%	86%	82%	86%	79%	86%	87%
					c			f					
Recruitment (hiring new staff on a permanent or temporary basis)	219	117	102	28	181	10	38	181	87	132	64	147	8
	39%	39%	38%	53%	37%	44%	52%	37%	37%	40%	45%	37%	27%
				d			g						
Directly managing one or more employees	240	135	106	27	199	14	37	203	103	138	72	158	11
	42%	45%	39%	52%	40%	58%	51%	41%	44%	41%	51%	39%	39%
				d			g				k		
IT systems	293	157	136	24	264	5	24	269	119	174	81	199	13
	51%	53%	50%	46%	54%	20%	33%	54%	51%	52%	57%	50%	49%
								f					
Procurement / supply chain management	276	149	127	21	248	6	24	252	101	174	73	189	13
	48%	50%	47%	41%	50%	25%	32%	51%	43%	52%	52%	47%	49%
								f		h			
None of the above	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

S2.Please choose the region you currently work in.

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
	Total	0-9	10+										
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	569	510	59	20	79	118	76	65	135	34	43	52	516
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
North East	*	-	*	-	-	-	-	*	-	-	-	-	*
	*	-	*	-	-	-	-	*	-	-	-	-	*

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

S2.Please choose the region you currently work in.

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

London

North East

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
569	320	249	102	442	25	159	410	269	300	161	386	22
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
*	-	*	*	-	-	*	-	-	*	-	*	-
*	-	*	*	-	-	*	-	-	*	-	*	-

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
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Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	230	230	-	5	31	36	36	25	59	13	25	24	206
	40%	45%	-	23%	39%	31%	48%	39%	43%	40%	60%	45%	40%
		b					e				deg		
1-9	280	280	-	12	38	68	34	34	65	16	13	18	261
	49%	55%	-	56%	48%	58%	45%	53%	48%	47%	31%	35%	51%
		b			j	j		j	j	j			k
10-19	31	-	31	3	5	7	3	2	6	2	3	5	27
	5%	-	53%	13%	6%	6%	4%	4%	5%	5%	7%	9%	5%
			a										
20-49	16	-	16	1	4	3	1	2	3	1	1	4	12
	3%	-	27%	3%	5%	3%	2%	2%	2%	3%	3%	8%	2%
			a									l	
50-99	6	-	6	1	1	1	*	1	1	1	-	1	5
	1%	-	10%	4%	1%	1%	*	1%	1%	3%	-	2%	1%
			a										
100-199	2	-	2	*	*	1	1	*	*	*	-	*	2
	*	-	4%	1%	*	1%	1%	*	*	1%	-	*	*
			a										
200-249	1	-	1	-	*	*	*	*	-	*	-	*	1
	*	-	2%	-	*	*	*	*	-	1%	-	*	*
			a										
250-499	1	-	1	-	-	*	*	*	*	*	-	-	1
	*	-	2%	-	-	*	*	*	*	*	-	-	*
			a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
500+	2	-	2	*	*	1	*	*	*	*	-	*	2
	*	-	3%	1%	*	1%	*	*	*	1%	-	*	*
			a										
NETS													
Net: More than 9	59	-	59	4	10	14	6	6	11	4	4	10	49
	10%	-	100%	21%	13%	12%	7%	9%	8%	13%	10%	20%	9%
			a									l	
BCC NETS													
Net: 0-19	541	510	31	19	74	111	73	62	130	31	42	47	494
	95%	100%	53%	92%	94%	94%	97%	95%	96%	92%	97%	89%	96%
		b											k
Net: 20-199	24	-	24	1	5	5	2	3	4	2	1	5	19
	4%	-	40%	7%	6%	4%	3%	4%	3%	6%	3%	10%	4%
			a									l	
Net: 200-499	2	-	2	-	*	1	*	*	*	*	-	*	2
	*	-	4%	-	*	1%	*	1%	*	1%	-	*	*
			a										
Net: 500+	2	-	2	*	*	1	*	*	*	*	-	*	2
	*	-	3%	1%	*	1%	*	*	*	1%	-	*	*
			a										
ONS NETS													
Net: 0-9	510	510	-	16	69	104	70	59	124	29	38	42	468
	90%	100%	-	79%	87%	88%	93%	91%	92%	87%	90%	80%	91%
		b											k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
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Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: 10-19	31	-	31	3	5	7	3	2	6	2	3	5	27
	5%	-	53% a	13%	6%	6%	4%	4%	5%	5%	7%	9%	5%
Net: 20-49	16	-	16	1	4	3	1	2	3	1	1	4	12
	3%	-	27% a	3%	5%	3%	2%	2%	2%	3%	3%	8% l	2%
Net: 50-99	6	-	6	1	1	1	*	1	1	1	-	1	5
	1%	-	10% a	4%	1%	1%	*	1%	1%	3%	-	2%	1%
Net: 100-249	3	-	3	*	*	1	1	*	*	*	-	*	3
	1%	-	6% a	1%	*	1%	1%	*	*	1%	-	1%	1%
Net: 250+	3	-	3	*	*	1	*	*	1	*	-	*	3
	1%	-	5% a	1%	*	1%	*	1%	*	1%	-	*	1%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0 sole trader	230	118	112	12	209	9	10	220	81	149	48	166	16
	40%	40%	41%	22%	42% c	39%	13%	45% f	34%	45% h	34%	42%	57%
1-9	280	140	140	22	246	11	35	245	119	161	74	196	10
	49%	47%	51%	43%	50%	47%	47%	49%	51%	48%	52%	49%	38%
10-19	31	22	9	7	22	2	10	21	14	17	10	21	1
	5%	7% b	3%	14% d	4%	10%	13% g	4%	6%	5%	7%	5%	4%
20-49	16	10	6	6	9	*	11	5	13	3	6	9	*
	3%	3%	2%	12% d	2%	2%	15% g	1%	6% i	1%	4%	2%	1%
50-99	6	3	2	2	4	*	4	2	4	2	2	4	-
	1%	1%	1%	3%	1%	1%	5% g	* *	2%	* *	1%	1%	- -
100-199	2	1	1	1	1	*	1	1	1	1	1	2	-
	*	*	*	2%	* *	1%	2% g	* *	1%	* *	*	* *	- -
200-249	1	1	*	1	1	*	1	*	1	1	1	1	-
	*	*	*	1%	* *	* *	1% g	* *	* *	* *	*	* *	- -
250-499	1	1	1	1	*	*	1	-	1	*	*	1	*
	*	*	*	1%	* *	* *	1% g	- -	* *	* *	*	* *	* *
500+	2	1	*	1	1	-	2	*	1	*	1	1	-
	*	*	*	2% d	* *	- -	2% g	* *	1% i	* *	1% j	* k	- l
NETS													
Net: More than 9	59	40	19	18	37	3	29	30	35	24	20	38	2
	10%	13% b	7%	35% d	8%	14%	40% g	6%	15% i	7%	14%	9%	6%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
BCC NETS													
Net: 0-19	541	279	262	41	477	23	54	487	214	327	132	383	27
	95%	94%	96%	79%	97% c	96%	74%	98% f	91%	98% h	93%	96%	98%
Net: 20-199	24	15	9	9	14	1	16	8	19	5	9	15	*
	4%	5%	3%	17% d	3%	3%	22% g	2% f	8% i	2%	6% j	4% k	1% l
Net: 200-499	2	2	1	1	1	*	2	*	1	1	1	1	*
	*	1%	*	2% d	*	1%	3% g	* f	1% h	*	1% j	* k	* l
Net: 500+	2	1	*	1	1	-	2	*	1	*	1	1	-
	*	*	*	2% d	* c	-	2% g	* f	1% h	* i	1% j	* k	- l
ONS NETS													
Net: 0-9	510	257	253	34	456	20	45	465	201	309	122	362	26
	90%	87%	93% a	65%	92% c	86%	60%	94% f	85%	93% h	86%	91%	94%
Net: 10-19	31	22	9	7	22	2	10	21	14	17	10	21	1
	5%	7% b	3%	14% d	4%	10%	13% g	4% f	6% h	5% i	7% j	5% k	4% l
Net: 20-49	16	10	6	6	9	*	11	5	13	3	6	9	*
	3%	3%	2%	12% d	2%	2%	15% g	1% f	6% h	1% i	4% j	2% k	1% l
Net: 50-99	6	3	2	2	4	*	4	2	4	2	2	4	-
	1%	1%	1%	3% d	1% c	1%	5% g	* f	2% h	* i	1% j	1% k	- l
Net: 100-249	3	2	1	1	2	*	2	1	2	1	1	2	-
	1%	1%	* a	3% d	* c	1% e	3% g	* f	1% h	* i	1% j	1% k	- l

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D1. How many people does your company employ?

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Net: 250+

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	*e	f	g	h	i	j	k	*l
569	320	249	102	442	25	159	410	269	300	161	386	22
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
3	2	1	2	1	*	3	*	2	1	1	2	*
1%	1%	*	3%	*	*	4%	*	1%	*	1%	*	*
			d			g						

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Production	20	16	4	20	-	-	-	-	-	-	-	20	-
	4%	3%	7%	100%	-	-	-	-	-	-	-	39%	-
			a									l	
Construction	32	26	6	-	32	-	-	-	-	-	-	32	-
	6%	5%	10%	-	40%	-	-	-	-	-	-	61%	-
			a		efghij							l	
Motor trades	14	13	1	-	-	14	-	-	-	-	-	-	14
	3%	3%	2%	-	-	12%	-	-	-	-	-	-	3%
						dfghij							
Wholesale	27	25	3	-	-	27	-	-	-	-	-	-	27
	5%	5%	4%	-	-	23%	-	-	-	-	-	-	5%
						dfghij							
Retail	41	36	5	-	-	41	-	-	-	-	-	-	41
	7%	7%	8%	-	-	34%	-	-	-	-	-	-	8%
						dfghij							k
Transport & storage (inc. postal)	10	8	2	-	-	10	-	-	-	-	-	-	10
	2%	1%	3%	-	-	8%	-	-	-	-	-	-	2%
						dfghij							
Accommodation & food services	26	23	3	-	-	26	-	-	-	-	-	-	26
	5%	4%	6%	-	-	22%	-	-	-	-	-	-	5%
						dfghij							

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Information & communication	76	70	6	-	-	-	76	-	-	-	-	-	76
	13%	14%	9%	-	-	-	100%	-	-	-	-	-	15% k
							deg hij						
Finance & insurance	25	21	4	-	-	-	-	25	-	-	-	-	25
	4%	4%	6%	-	-	-	-	38%	-	-	-	-	5%
								def hij					
Property	47	43	4	-	47	-	-	-	-	-	-	-	47
	8%	8%	7%	-	60%	-	-	-	-	-	-	-	9% k
					efghij								
Professional, scientific & technical	135	124	11	-	-	-	-	-	135	-	-	-	135
	24%	24%	19%	-	-	-	-	-	100%	-	-	-	26% k
									defgij				
Business administration and support services	40	38	2	-	-	-	-	40	-	-	-	-	40
	7%	7%	3%	-	-	-	-	62%	-	-	-	-	8% k
		b						def hij					
Public administration and defence	1	1	-	-	-	-	-	-	-	1	-	-	1
	*	*	-	-	-	-	-	-	-	2%	-	-	*
Education	19	17	2	-	-	-	-	-	-	19	-	-	19
	3%	3%	3%	-	-	-	-	-	-	56%	-	-	4%
										defghj			
Health	14	11	3	-	-	-	-	-	-	14	-	-	14
	2%	2%	5%	-	-	-	-	-	-	42%	-	-	3%
										defghj			

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Arts, entertainment, recreation and other services	43 7%	38 8%	4 7%	- -	- -	- -	- -	- -	- -	- -	43 100% defghi	- -	43 8% k
Other services	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -
NETS													
Net: Manufacturing	52 9%	42 8%	10 17% a	20 100%	32 40% efghij	- -	- -	- -	- -	- -	- -	52 100% l	- -
Net: Services	517 91%	468 92% b	49 83%	- -	47 60%	118 100% d	76 100% d	65 100% d	135 100% d	34 100% d	43 100% d	- -	517 100% k
Net: Agriculture, forestry & fishing / production	20 4%	16 3%	4 7% a	20 100%	- -	- -	- -	- -	- -	- -	- -	20 39% l	- -
Net: Construction / property	79 14%	69 14%	10 17%	- -	79 100% efghij	- -	- -	- -	- -	- -	- -	32 61% l	47 9%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	118	104	14	-	-	118	-	-	-	-	-	-	118
	21%	20%	23%	-	-	100%	-	-	-	-	-	-	23%
						dfghij							k
Net: Finance & insurance/ Business administration & support services	65	59	6	-	-	-	-	65	-	-	-	-	65
	11%	12%	9%	-	-	-	-	100%	-	-	-	-	13%
								defhij					k
Net: Public administration and defence / education / health	34	29	4	-	-	-	-	-	-	34	-	-	34
	6%	6%	8%	-	-	-	-	-	-	100%	-	-	6%
										defghj			

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry & fishing	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
Production	20	7	13	2	16	2	4	17	3	17	6	12	2
	4%	2%	5%	4%	3%	10%	5%	3%	1%	5% h	4%	3%	8%
Construction	32	13	18	4	26	2	8	24	17	15	13	19	-
	6%	5%	7%	7%	5%	7%	11% g	5%	7%	4%	9%	5%	-
Motor trades	14	1	14	*	12	2	3	12	6	8	7	8	-
	3%	*	5% a	1%	2%	10%	4%	2%	3%	3%	5%	2%	-
Wholesale	27	8	19	*	25	2	4	23	12	15	8	17	2
	5%	3%	7% a	*	5% c	9%	6%	5%	5%	5%	6%	4%	7%
Retail	41	22	19	2	38	-	6	35	20	20	15	24	2
	7%	7%	7%	4%	8%	-	8%	7%	9%	6%	10%	6%	8%
Transport & storage (inc. postal)	10	3	6	3	7	-	1	9	4	6	5	5	-
	2%	1%	2%	5% d	1%	-	1%	2%	2%	2%	3%	1%	-
Accommodation & food services	26	16	10	1	23	2	1	25	14	12	6	17	2
	5%	5%	4%	1%	5%	8%	1%	5%	6%	4%	4%	4%	9%
Information & communication	76	29	46	10	66	1	11	65	40	35	17	59	-
	13%	10%	17% a	18%	13%	2%	15%	13%	17% i	11%	12%	15%	-
Finance & insurance	25	17	8	3	21	1	7	18	12	13	7	17	1
	4%	6%	3%	6%	4%	4%	9% g	4%	5%	4%	5%	4%	3%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Property	47	36	11	4	41	2	2	45	19	29	8	34	5
	8%	12%	4%	8%	8%	9%	2%	9%	8%	9%	6%	9%	19%
		b						f					
Professional, scientific & technical	135	87	48	9	120	5	9	125	48	87	23	103	9
	24%	29%	17%	18%	24%	21%	13%	25%	20%	26%	16%	26%	32%
		b						f				j	
Business administration and support services	40	17	23	2	36	2	3	37	10	30	6	34	-
	7%	6%	8%	4%	7%	8%	4%	7%	4%	9% h	5%	8%	-
Public administration and defence	1	-	1	-	1	-	-	1	-	1	1	-	-
	*	-	*	-	*	-	-	*	-	*	*	-	-
Education	19	10	9	3	15	1	4	15	5	13	5	14	1
	3%	3%	3%	6%	3%	3%	5%	3%	2%	4%	3%	3%	2%
Health	14	5	9	4	10	-	4	10	9	5	6	8	-
	2%	2%	3%	7%	2%	-	5%	2%	4%	2%	4%	2%	-
				d			g						
Arts, entertainment, recreation and other services	43	26	17	6	35	2	7	36	16	27	11	29	3
	7%	9%	6%	11%	7%	9%	9%	7%	7%	8%	8%	7%	11%
Other services	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Manufacturing	52	21	32	6	43	4	12	40	21	32	19	32	2
	9%	7%	12%	11%	9%	17%	16%	8%	9%	10%	13%	8%	8%
							g						

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D2. Which of the following best describes your company sector?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Net: Services	517	276	240	46	450	20	62	455	215	301	123	368	25
	91%	93%	88%	89%	91%	83%	84%	92% f	91%	90%	87%	92%	92%
Net: Agriculture, forestry & fishing / production	20	7	13	2	16	2	4	17	3	17	6	12	2
	4%	2%	5%	4%	3%	10%	5%	3%	1%	5% h	4%	3%	8%
Net: Construction / property	79	50	30	8	67	4	10	69	36	43	20	53	5
	14%	17% b	11%	15%	14%	16%	14%	14%	15%	13%	14%	13%	19%
Net: Motor trades / wholesale / retail / transport & storage / accommodation & food services	118	49	69	6	105	6	15	103	56	62	40	71	7
	21%	17%	25% a	11%	21% c	27%	20%	21%	24%	19%	28% k	18%	24%
Net: Finance & insurance/ Business administration & support services	65	34	31	5	57	3	10	55	21	44	13	51	1
	11%	11%	11%	10%	12%	12%	13%	11%	9%	13%	9%	13%	3%
Net: Public administration and defence / education / health	34	15	19	7	26	1	8	26	14	19	11	21	1
	6%	5%	7%	13% d	5%	3%	11% g	5%	6%	6%	8%	5%	2%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	5 1%	4 1%	1 1%	- -	- -	4 3%	- -	- -	1 *	* 1%	- -	- -	5 1%
Barnet	31 5%	29 6%	2 4%	3 15%	6 7%	6 5%	- -	2 3%	9 7%	3 9%	2 6%	5 10%	26 5%
Bexley	5 1%	5 1%	* *	- -	2 2%	* *	- -	2 3%	- -	1 2%	1 1%	2 3%	3 1%
Brent	17 3%	14 3%	3 5%	1 4%	4 6%	1 *	2 3%	2 3%	4 3%	1 4%	1 3%	4 7%	14 3%
Bromley	14 2%	13 2%	1 2%	- -	3 4%	- -	7 10%	2 3%	* *	- -	1 1%	2 3%	12 2%
City of London	42 7%	30 6%	12 20%	4 21%	7 9%	7 6%	6 7%	6 10%	10 8%	1 2%	1 2%	7 13%	35 7%
City of Westminster	42 7%	35 7%	7 12%	- -	10 13%	9 7%	1 1%	6 9%	12 9%	1 3%	3 8%	* 1%	42 8%
Camden	27 5%	21 4%	6 9%	2 11%	4 5%	1 1%	5 6%	2 4%	7 5%	3 9%	3 7%	5 9%	22 4%
Croydon	13 2%	11 2%	2 3%	2 11%	2 3%	1 1%	5 6%	2 3%	1 *	1 2%	- -	3 5%	10 2%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
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Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Ealing	17	16	1	-	2	8	2	2	2	1	1	2	15
	3%	3%	2%	-	2%	7%	3%	3%	2%	2%	1%	3%	3%
Enfield	8	7	1	*	-	4	-	*	2	1	-	*	8
	1%	1%	2%	1%	-	4%	-	1%	2%	4%	-	*	2%
Greenwich	13	12	1	-	-	3	5	2	2	-	2	-	13
	2%	2%	1%	-	-	2%	6% di	3%	2%	-	4%	-	3%
Hackney	14	14	-	-	3	2	2	-	4	1	2	2	13
	3%	3%	-	-	4%	2%	3%	-	3%	2%	4%	3%	2%
Hammersmith and Fulham	20	19	*	-	3	2	-	3	9	3	-	2	18
	3%	4%	1%	-	4%	2%	-	4%	7% j	8% j	-	3%	3%
Haringey	12	11	1	-	2	4	-	2	-	1	3	-	12
	2%	2%	2%	-	3%	4%	-	3%	-	2%	7% h	-	2%
Harrow	21	20	1	2	1	10	-	2	5	1	1	3	18
	4%	4%	2%	11%	1%	8% dfj	-	3%	4%	4%	1%	5%	4%
Havering	5	4	1	-	2	-	2	-	-	-	1	2	3
	1%	1%	1%	-	2%	-	3%	-	-	-	1%	3% l	1%
Hillingdon	12	12	1	-	-	2	5	3	-	1	2	-	12
	2%	2%	1%	-	-	2%	6% dh	5% h	-	2%	5% h	-	2%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Hounslow	23	21	2	5	-	4	5	3	5	2	-	5	18
	4%	4%	3%	23%	-	4%	6%	4%	4%	5%	-	9%	4%
							dj						
Islington	16	13	3	1	5	1	6	2	1	-	2	1	15
	3%	3%	5%	3%	7%	*	7%	3%	*	-	4%	1%	3%
					ehi		ehi						
Kensington and Chelsea	22	19	2	-	6	3	1	4	7	1	1	*	22
	4%	4%	4%	-	7%	2%	1%	6%	5%	2%	3%	*	4%
Kingston upon Thames	12	11	1	-	4	*	-	-	4	2	1	4	8
	2%	2%	1%	-	5%	*	-	-	3%	6%	3%	7%	2%
					eg				eg			l	
Lambeth	12	11	1	-	2	2	2	1	2	1	2	2	11
	2%	2%	2%	-	2%	2%	3%	1%	2%	4%	5%	3%	2%
Lewisham	13	12	1	-	*	-	2	-	7	2	2	*	12
	2%	2%	1%	-	1%	-	3%	-	5%	6%	4%	1%	2%
									eg	eg			
Merton	14	13	*	-	*	4	2	5	-	2	1	*	13
	2%	3%	1%	-	*	3%	3%	7%	-	6%	1%	1%	3%
								dh		h			
Newham	9	9	1	-	*	4	-	-	4	*	1	*	9
	2%	2%	1%	-	*	3%	-	-	3%	*	1%	1%	2%
Redbridge	12	12	*	-	*	4	5	-	2	*	1	*	12
	2%	2%	1%	-	*	3%	6%	-	2%	*	3%	*	2%
							g						

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Richmond upon Thames	22	21	1	-	-	8	2	2	7	2	1	-	22
	4%	4%	2%	-	-	7% d	3%	3%	5%	6% d	1%	-	4%
Southwark	21	19	2	-	3	7	2	1	4	1	1	2	19
	4%	4%	4%	-	4%	6%	3%	1%	3%	4%	3%	3%	4%
Sutton	19	19	*	-	2	6	5	3	2	1	1	2	17
	3%	4% b	* b	-	2%	5%	6%	4%	2%	2%	3%	3%	3%
Tower Hamlets	5	4	1	-	-	*	*	1	2	*	1	-	5
	1%	1%	2%	-	-	* h	1%	1%	2%	* di	3%	-	1%
Waltham Forest	10	9	1	-	2	6	-	1	*	1	1	-	10
	2%	2%	1%	-	2%	5%	-	1%	*	2%	3%	-	2%
Wandsworth	41	39	2	-	2	8	3	6	17	1	4	*	40
	7%	8% b	3%	-	3%	7%	4%	9%	13% di	2%	9%	1%	8%
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	297	257	40	7	50	49	29	34	87	15	26	21	276
	52%	50%	67% a	36%	63% efi	42%	39%	52%	65% efi	45%	60% ef	40%	53%
Net: Outer city	272	253	19	13	30	69	46	31	48	19	17	32	240
	48%	50% b	33%	64%	37%	58% dhj	61% dhj	48%	35%	55% dh	40%	60%	47%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barking and Dagenham	5	-	5	-	3	2	2	3	3	2	-	3	2
	1%	-	2%	-	1%	8%	3%	1%	1%	1%	-	1%	7%
			a				g						
Barnet	31	-	31	1	30	-	-	31	14	17	9	18	4
	5%	-	11%	3%	6%	-	-	6%	6%	5%	7%	4%	15%
			a					f					
Bexley	5	-	5	*	5	-	2	3	2	3	-	5	-
	1%	-	2%	*	1%	-	3%	1%	1%	1%	-	1%	-
			a				g						
Brent	17	-	17	6	10	2	8	9	6	11	5	11	1
	3%	-	6%	11%	2%	7%	11%	2%	2%	3%	4%	3%	2%
			a	d			g						
Bromley	14	-	14	1	11	2	2	11	9	5	5	9	-
	2%	-	5%	2%	2%	7%	3%	2%	4%	2%	3%	2%	-
			a										
City of London	42	42	-	11	27	5	13	29	19	24	6	33	3
	7%	14%	-	21%	5%	20%	18%	6%	8%	7%	4%	8%	11%
			b	d			g						
City of Westminster	42	42	-	4	36	2	4	38	17	25	7	28	7
	7%	14%	-	8%	7%	10%	5%	8%	7%	8%	5%	7%	26%
			b										
Camden	27	27	-	4	22	1	4	23	13	14	10	16	1
	5%	9%	-	7%	5%	5%	6%	5%	5%	4%	7%	4%	2%
			b										
Croydon	13	-	13	*	13	-	1	11	5	8	2	11	-
	2%	-	5%	*	3%	-	2%	2%	2%	3%	2%	3%	-
			a										
Ealing	17	-	17	-	15	2	2	15	3	14	6	11	-
	3%	-	6%	-	3%	8%	3%	3%	1%	4%	4%	3%	-
			a							h			

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Enfield	8	-	8	*	5	3	1	7	1	7	-	6	3
	1%	-	3%	1%	1%	11%	2%	1%	*	2%	-	1%	9%
			a										
Greenwich	13	-	13	1	10	2	1	12	3	10	1	11	1
	2%	-	5%	2%	2%	9%	2%	2%	1%	3%	1%	3%	2%
			a										
Hackney	14	14	-	-	14	-	1	14	7	7	5	9	1
	3%	5%	-	-	3%	-	1%	3%	3%	2%	3%	2%	2%
		b											
Hammersmith and Fulham	20	20	-	*	20	*	*	19	6	14	5	15	*
	3%	7%	-	*	4%	*	1%	4%	2%	4%	3%	4%	*
		b						f					
Haringey	12	12	-	-	12	-	*	12	4	8	4	8	-
	2%	4%	-	-	2%	-	1%	2%	2%	2%	3%	2%	-
		b											
Harrow	21	-	21	3	19	-	1	21	13	8	10	11	-
	4%	-	8%	5%	4%	-	1%	4%	6%	2%	7%	3%	-
			a					f	i		k		
Havering	5	-	5	-	4	*	*	4	4	1	*	4	-
	1%	-	2%	-	1%	1%	*	1%	2%	*	*	1%	-
			a										
Hillingdon	12	-	12	1	10	1	2	11	2	11	3	9	-
	2%	-	5%	2%	2%	4%	2%	2%	1%	3%	2%	2%	-
			a							h			
Hounslow	23	-	23	*	23	-	4	19	8	15	3	20	-
	4%	-	8%	*	5%	-	6%	4%	4%	4%	2%	5%	-
			a		c								
Islington	16	16	-	3	13	-	4	12	10	6	1	14	2
	3%	5%	-	6%	3%	-	6%	2%	4%	2%	*	3%	6%
		b					g					j	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

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		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
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Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Kensington and Chelsea	22	22	-	4	18	-	4	18	5	17	3	18	-
	4%	7%	-	7%	4%	-	5%	4%	2%	5%	2%	5%	-
		b											
Kingston upon Thames	12	-	12	1	11	-	1	11	3	9	5	6	-
	2%	-	4%	2%	2%	-	1%	2%	1%	3%	4%	2%	-
			a										
Lambeth	12	12	-	1	12	*	*	12	5	8	5	8	-
	2%	4%	-	1%	2%	*	*	2%	2%	2%	3%	2%	-
		b											
Lewisham	13	13	-	*	13	-	1	11	9	4	3	10	-
	2%	4%	-	*	3%	-	2%	2%	4%	1%	2%	2%	-
		b											
Merton	14	-	14	1	13	-	*	13	3	11	4	9	-
	2%	-	5%	2%	3%	-	*	3%	1%	3%	3%	2%	-
			a										
Newham	9	9	-	*	9	-	1	9	*	9	2	7	-
	2%	3%	-	1%	2%	-	1%	2%	*	3%	2%	2%	-
		b								h			
Redbridge	12	-	12	1	11	-	1	11	8	4	2	9	2
	2%	-	4%	1%	2%	-	1%	2%	3%	1%	1%	2%	7%
			a										
Richmond upon Thames	22	-	22	-	22	-	3	19	9	12	10	12	-
	4%	-	8%	-	4%	-	3%	4%	4%	4%	7%	3%	-
			a		c						k		
Southwark	21	21	-	2	19	-	1	20	17	4	4	17	-
	4%	7%	-	3%	4%	-	1%	4%	7%	1%	3%	4%	-
		b							i				
Sutton	19	-	19	-	19	-	-	19	6	13	6	13	-
	3%	-	7%	-	4%	-	-	4%	3%	4%	4%	3%	-
			a		c			f					

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

D3. Which London borough is your business based in?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Tower Hamlets	5	5	-	2	3	*	3	3	1	4	1	4	-
	1%	2%	-	4%	1%	2%	3%	1%	*	1%	1%	1%	-
		b		d			g						
Waltham Forest	10	-	10	1	9	-	1	9	8	3	7	3	-
	2%	-	4%	1%	2%	-	1%	2%	3%	1%	5%	1%	-
			a						i		k		
Wandsworth	41	41	-	4	34	2	5	36	15	25	5	33	3
	7%	14%	-	8%	7%	8%	7%	7%	7%	8%	4%	8%	10%
		b											
Outside London	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS													
Net: Inner city	297	297	-	35	251	11	41	255	128	169	62	219	16
	52%	100%	-	67%	51%	45%	56%	52%	54%	51%	44%	55%	58%
		b		d								j	
Net: Outer city	272	-	272	17	242	13	32	240	108	164	80	181	12
	48%	-	100%	33%	49%	55%	44%	48%	46%	49%	56%	45%	42%
			a		c						k		

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q1_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

SUMMARY TABLE

Base: All respondents

	Total	Up	Same	Down	Mean
Domestic sales	569	108	336	125	*
	100%	19%	59%	22%	
Cashflow	569	106	339	124	*
	100%	19%	60%	22%	
Business domestic orders	569	86	366	117	-.1
	100%	15%	64%	21%	
Employment	569	41	474	54	*
	100%	7%	83%	9%	

LCCI Total Q3 2017

Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Domestic sales

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+										
		a	b	*c	d	e	f	g	h	i	j	k	l
Significance Level: 95%													
Unweighted Total		569	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	108	19	7	8	33	16	8	22	7	8	12	97
		19%	32%	36%	10%	28%	21%	12%	16%	21%	18%	22%	19%
			a			dgh							
Same	(0)	336	30	7	62	49	39	49	85	20	25	31	304
		59%	51%	34%	79%	42%	51%	75%	63%	60%	58%	60%	59%
			b		efhij			efij	e	e	e		
Down	(-1)	125	10	6	9	36	22	8	28	6	10	9	115
		22%	16%	29%	11%	30%	28%	13%	21%	19%	24%	18%	22%
						dg	dg				d		
Mean score		*	.2	.1	*	*	-.1	*	*	*	-.1	*	*
			a										
Standard deviation		.64	.69	.83	.46	.77	.70	.50	.61	.64	.65	.64	.64
Standard error		.03	.05	.20	.05	.08	.10	.05	.06	.08	.07	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q1_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Domestic sales

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	108	63	45	21	85	2	27	82	67	41	34	69	5
		19%	21%	17%	40%	17%	10%	36%	16%	28%	12%	24%	17%	19%
					d			g		i				
Same	(0)	336	176	160	26	305	5	38	297	146	190	74	253	9
		59%	59%	59%	50%	62%	19%	52%	60%	62%	57%	52%	63%	32%
					c							j		
Down	(-1)	125	58	67	6	102	17	9	116	23	102	34	77	14
		22%	19%	25%	11%	21%	71%	12%	23%	10%	31%	24%	19%	49%
					c			f		h				
Mean score		*	*	-.1	.3	*	-.6	.2	-.1	.2	-.2	*	*	-.3
					d			g		i				
Standard deviation		.64	.64	.64	.66	.62	.67	.65	.63	.59	.63	.69	.61	.78
Standard error		.03	.04	.04	.06	.03	.13	.05	.03	.04	.04	.05	.03	.17

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business domestic orders

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
		Total	0-9	10+									
		a	b	*c	d	e	f	g	h	i	j	k	l
Significance Level: 95%													
Unweighted Total		569	362	207	17	72	104	48	91	88	71	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	86	72	14	6	11	20	10	7	18	7	11	75
		15%	14%	24%	29%	14%	17%	14%	11%	13%	21%	20%	15%
			a										
Same	(0)	366	328	38	9	57	70	47	46	92	20	31	335
		64%	64%	63%	44%	72%	59%	62%	71%	68%	58%	59%	65%
Down	(-1)	117	110	7	6	11	27	18	11	25	7	11	106
		21%	21%	13%	27%	15%	23%	24%	18%	19%	21%	21%	20%
			b										
Mean score		-.1	-.1	.1	*	*	-.1	-.1	-.1	-.1	*	-.1	-.1
			a										
Standard deviation		.60	.59	.60	.77	.53	.64	.61	.54	.56	.66	.65	.59
Standard error		.02	.03	.04	.19	.06	.06	.09	.06	.06	.08	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q1_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business domestic orders

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	86	58	28	20	63	3	21	66	57	29	26	56	4
		15%	20%	10%	38%	13%	12%	28%	13%	24%	9%	18%	14%	15%
			b		d			g		i				
Same	(0)	366	189	177	27	334	4	47	319	163	203	88	265	12
		64%	64%	65%	52%	68%	18%	63%	65%	69%	61%	62%	66%	45%
					c					i				
Down	(-1)	117	49	68	5	95	17	7	110	15	102	28	78	11
		21%	17%	25%	10%	19%	70%	9%	22%	7%	30%	20%	20%	40%
			a		c			f		h				
Mean score		-.1	*	-.1	.3	-.1	-.6	.2	-.1	.2	-.2	*	-.1	-.2
			b		d			g		i				
Standard deviation		.60	.60	.57	.64	.56	.72	.58	.59	.53	.59	.62	.58	.71
Standard error		.02	.03	.04	.06	.03	.14	.05	.03	.03	.03	.05	.03	.15

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Employment

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78		52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43		52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		100%	100%
Up	(1)	41	28	13	2	6	8	7	3	7	5	4	7	35
	7%	5%	23%	8%	8%	7%	9%	5%	5%	14%	10%		13%	7%
			a							gh				
Same	(0)	474	436	38	19	65	97	58	58	118	27	33	40	434
	83%	85%	64%	92%	82%	83%	76%	89%	87%	79%	77%		76%	84%
			b					fj						
Down	(-1)	54	46	8	-	8	12	11	4	10	2	6	6	48
	9%	9%	13%	-	10%	10%	15%	6%	8%	7%	13%		11%	9%
Mean score	*	*	.1	.1	*	*	-.1	*	*	.1	*		*	*
			a											
Standard deviation	.41	.38	.59	.28	.43	.42	.48	.33	.36	.46	.48		.49	.40
Standard error	.02	.02	.04	.07	.05	.04	.07	.03	.04	.05	.05		.07	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q1_5. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Employment

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	41	28	14	23	18	1	22	19	31	10	17	23	1
		7%	9%	5%	44%	4%	3%	30%	4%	13%	3%	12%	6%	5%
			b		d			g		i		k		
Same	(0)	474	247	227	27	441	6	47	427	193	281	112	342	20
		83%	83%	83%	52%	89%	25%	64%	86%	82%	84%	79%	86%	72%
					c			f						
Down	(-1)	54	22	32	2	34	17	5	49	11	42	13	34	6
		9%	7%	12%	4%	7%	72%	7%	10%	5%	13%	9%	9%	23%
										h				
Mean score		*	*	-.1	.4	*	-.7	.2	-.1	.1	-.1	*	*	-.2
			b		d			g		i				
Standard deviation		.41	.41	.40	.57	.32	.53	.56	.37	.42	.39	.46	.38	.50
Standard error		.02	.02	.03	.06	.02	.11	.04	.02	.03	.02	.04	.02	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	106	93	13	4	13	32	13	8	19	8	9	8	98
		19%	18%	22%	19%	16%	27%	18%	13%	14%	23%	22%	16%	19%
						gh								
Same	(0)	339	306	33	10	50	57	48	45	89	17	23	28	311
		60%	60%	56%	51%	63%	48%	64%	69%	66%	50%	53%	54%	60%
								ei						
Down	(-1)	124	111	13	6	17	29	14	12	27	9	11	16	108
		22%	22%	22%	30%	21%	24%	18%	18%	20%	27%	25%	30%	21%
Mean score		*	*	*	-.1	-.1	*	*	-.1	-.1	*	*	-.1	*
Standard deviation		.64	.63	.67	.71	.61	.72	.61	.56	.58	.72	.69	.67	.63
Standard error		.03	.03	.05	.17	.07	.07	.09	.06	.06	.09	.08	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q1_6. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Cashflow

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	106	65	41	27	80	-	25	81	69	37	36	67	3
		19%	22%	15%	51%	16%	-	34%	16%	29%	11%	25%	17%	9%
			b		d			g		i		k		
Same	(0)	339	172	167	17	317	4	40	299	144	195	71	258	10
		60%	58%	61%	33%	64%	18%	54%	60%	61%	59%	50%	64%	38%
					c							j		
Down	(-1)	124	60	64	8	96	20	9	115	23	102	35	74	14
		22%	20%	24%	16%	20%	82%	12%	23%	10%	30%	25%	19%	53%
								f			h			
Mean score		*	*	-.1	.4	*	-.8	.2	-.1	.2	-.2	*	*	-.4
					d			g		i				
Standard deviation		.64	.65	.62	.75	.60	.39	.65	.63	.59	.62	.71	.60	.67
Standard error		.03	.04	.04	.07	.03	.08	.05	.03	.04	.04	.06	.03	.14

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q2_SUM. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

SUMMARY TABLE

Base: All respondents

	Total	Up	Same	Down	My business does not export outside the UK	Mean
Export sales	569 100%	63 11%	125 22%	48 8%	332 58%	.1
Business export orders	569 100%	52 9%	138 24%	47 8%	332 58%	*

LCCI Total Q3 2017

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%														
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	63	51	12	4	3	16	16	5	13	3	4	5	58
		11%	10%	21%	18%	4%	13%	21%	8%	10%	9%	8%	9%	11%
				a			d	dg						
Same	(0)	125	105	20	9	14	34	12	10	23	8	16	19	106
		22%	21%	34%	42%	18%	29%	16%	15%	17%	24%	37%	36%	21%
				a			g					dfgh	l	
Down	(-1)	48	43	5	2	7	7	2	4	18	3	5	6	42
		8%	9%	8%	11%	9%	6%	2%	6%	13%	9%	12%	11%	8%
									f	f				
My business does not export outside the UK		332	310	22	6	54	61	46	46	82	19	18	23	309
		58%	61%	37%	29%	69%	52%	61%	71%	61%	57%	42%	44%	60%
			b			ej	j	ej	j	j			k	
Mean score		.1	*	.2	.1	-.2	.2	.5	.1	-.1	*	-.1	*	.1
				a			d							
Standard deviation		.68	.69	.65	.66	.65	.62	.61	.70	.76	.68	.61	.61	.69
Standard error		.04	.06	.05	.18	.12	.08	.12	.12	.12	.12	.09	.10	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	63	37	26	15	46	2	15	48	35	28	16	43	5
		11%	13%	10%	28%	9%	10%	20%	10%	15%	9%	11%	11%	18%
					d			g		i				
Same	(0)	125	56	69	10	114	1	22	104	61	64	35	87	3
		22%	19%	25%	18%	23%	5%	29%	21%	26%	19%	25%	22%	11%
								g		i				
Down	(-1)	48	29	19	2	40	6	11	37	9	39	6	32	11
		8%	10%	7%	4%	8%	26%	15%	7%	4%	12%	4%	8%	39%
								g			h			
My business does not export outside the UK		332	175	158	26	292	14	26	306	130	202	85	239	9
		58%	59%	58%	50%	59%	59%	35%	62%	55%	61%	60%	60%	32%
								f						
Mean score		.1	.1	.1	.5	*	-.4	.1	.1	.2	-.1	.2	.1	-.3
					d					i				
Standard deviation		.68	.74	.63	.65	.66	.89	.75	.67	.60	.71	.59	.68	.88
Standard error		.04	.06	.06	.08	.05	.26	.07	.05	.05	.06	.07	.05	.22

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78		52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43		52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%		100%	100%
Up	(1)	52 9%	41 8%	11 19% a	1 7%	4 5%	14 12%	12 16% d	5 8%	8 6%	4 11%	4 8%	2 5%	49 10%
Same	(0)	138 24%	116 23%	22 38% a	11 54%	15 19%	32 27%	13 18%	12 18%	30 22%	8 25%	16 38% dfgh	23 43% l	115 22%
Down	(-1)	47 8%	43 8%	4 7%	2 11%	6 8%	10 8%	1 2%	3 5%	16 12% f	3 9%	6 14% fg	4 8%	43 8%
My business does not export outside the UK		332 58%	310 61% b	22 37%	6 29%	54 69% ej	61 52%	49 64% j	45 70% ej	81 60% j	18 55%	17 40%	23 44%	309 60% k
Mean score	*	*	.2 a	-.1	-.1	.1	.4	.1	-.1	*	-.1		-.1	*
Standard deviation	.65	.65	.62	.51	.63	.66	.60	.64	.66	.69	.61		.49	.67
Standard error	.04	.05	.05	.14	.12	.08	.12	.10	.10	.12	.09		.08	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	34	18	13	39	-	15	36	31	21	14	38	-
		9%	12%	6%	25%	8%	-	21%	7%	13%	6%	10%	9%	-
			b		d			g		i				
Same	(0)	138	60	78	12	122	4	25	113	64	74	36	94	8
		24%	20%	29%	23%	25%	15%	33%	23%	27%	22%	25%	24%	29%
				a				g						
Down	(-1)	47	30	17	2	39	6	8	39	7	40	9	27	10
		8%	10%	6%	3%	8%	26%	11%	8%	3%	12%	7%	7%	38%
										h				
My business does not export outside the UK		332	172	160	25	292	14	25	307	133	199	83	240	9
		58%	58%	59%	49%	59%	59%	34%	62%	57%	60%	58%	60%	33%
								f						
Mean score		*	*	*	.4	*	-.6	.1	*	.2	-.1	.1	.1	-.6
					d					i				
Standard deviation		.65	.72	.56	.62	.63	.51	.69	.63	.56	.66	.63	.64	.51
Standard error		.04	.06	.05	.07	.04	.15	.06	.05	.04	.06	.07	.05	.13

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017**Q2_SUM.** Excluding seasonality, how have the last three months compared to the previous three months in terms of:**SUMMARY TABLE**

Base: All exporters

	Total	Up	Same	Down	My business does not export outside the UK	Mean
Export sales	237 100%	63 27%	125 53%	48 20%	- -	.1
Business export orders	237 100%	52 22%	138 58%	47 20%	- -	*

LCCI Total Q3 2017

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales

Base: All exporters

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
			a	b	*c	d	e	*f	g	h	i	j	k	l
Unweighted Total		286	145	141	13	30	64	25	36	41	31	46	34	252
Weighted Total		237	200	37	15	25	57	29	19	53	14	25	29	207
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	63	51	12	4	3	16	16	5	13	3	4	5	58
		27%	26%	33%	26%	14%	28%	53%	27%	24%	22%	15%	16%	28%
Same	(0)	125	105	20	9	14	34	12	10	23	8	16	19	106
		53%	53%	54%	59%	57%	60%	41%	53%	43%	57%	64% h	64%	51%
Down	(-1)	48	43	5	2	7	7	2	4	18	3	5	6	42
		20%	22% b	13%	16%	30% e	13%	5%	20%	33% e	22%	21%	20%	20%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		.1	*	.2 a	.1	-.2 d	.2	.5	.1	-.1	*	-.1	*	.1
Standard deviation		.68	.69	.65	.66	.65	.62	.61	.70	.76	.68	.61	.61	.69
Standard error		.04	.06	.05	.18	.12	.08	.12	.12	.12	.12	.09	.10	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q2_1. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Export sales

Base: All exporters

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		286	164	122	70	204	12	114	172	158	128	80	190	16
Weighted Total		237	122	115	26	201	10	48	189	106	131	57	161	19
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	63	37	26	15	46	2	15	48	35	28	16	43	5
		27%	31%	23%	56% d	23%	24%	31%	26%	33% i	22%	28%	27%	26%
Same	(0)	125	56	69	10	114	1	22	104	61	64	35	87	3
		53%	46%	60% a	37%	57% c	13%	45%	55%	58%	49%	62%	54%	17%
Down	(-1)	48	29	19	2	40	6	11	37	9	39	6	32	11
		20%	23%	17%	8%	20% c	63%	24%	19%	9%	30% h	10%	20%	58%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		.1	.1	.1	.5 d	* *	-.4	.1	.1	.2 i	-.1	.2	.1	-.3
Standard deviation		.68	.74	.63	.65	.66	.89	.75	.67	.60	.71	.59	.68	.88
Standard error		.04	.06	.06	.08	.05	.26	.07	.05	.05	.06	.07	.05	.22

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders

Base: All exporters

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
			a	b	*c	d	e	*f	g	h	i	j	k	l
Unweighted Total		290	147	143	13	30	63	23	38	42	33	48	34	256
Weighted Total		237	199	38	15	25	57	27	20	54	15	26	29	208
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	41	11	1	4	14	12	5	8	4	4	2	49
		22%	20%	29%	9%	15%	26%	45%	26%	15%	24%	14%	8%	24% k
Same	(0)	138	116	22	11	15	32	13	12	30	8	16	23	115
		58%	58%	60%	75%	61%	57%	50%	59%	56%	55%	63%	77% l	56%
Down	(-1)	47	43	4	2	6	10	1	3	16	3	6	4	43
		20%	22% b	11%	16%	24%	17%	5%	15%	29%	21%	23%	15%	21%
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	*	.2 a	-.1	-.1	.1	.4	.1	-.1	*	-.1	-.1	*
Standard deviation		.65	.65	.62	.51	.63	.66	.60	.64	.66	.69	.61	.49	.67
Standard error		.04	.05	.05	.14	.12	.08	.12	.10	.10	.12	.09	.08	.04

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q2_2. Excluding seasonality, how have the last three months compared to the previous three months in terms of:

Business export orders

Base: All exporters

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		290	168	122	73	205	12	117	173	157	133	83	192	15
Weighted Total		237	124	113	27	201	10	49	188	103	134	59	159	18
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Up	(1)	52	34	18	13	39	-	15	36	31	21	14	38	-
		22%	28%	16%	49%	19%	-	32%	19%	31%	15%	24%	24%	-
			b		d			g		i				
Same	(0)	138	60	78	12	122	4	25	113	64	74	36	94	8
		58%	48%	69%	45%	61%	37%	51%	60%	63%	55%	60%	59%	43%
				a		c								
Down	(-1)	47	30	17	2	39	6	8	39	7	40	9	27	10
		20%	24%	15%	6%	20%	63%	17%	21%	7%	30%	16%	17%	57%
						c					h			
My business does not export outside the UK		-	-	-	-	-	-	-	-	-	-	-	-	-
		-	-	-	-	-	-	-	-	-	-	-	-	-
Mean score		*	*	*	.4	*	-.6	.1	*	.2	-.1	.1	.1	-.6
					d					i				
Standard deviation		.65	.72	.56	.62	.63	.51	.69	.63	.56	.66	.63	.64	.51
Standard error		.04	.06	.05	.07	.04	.15	.06	.05	.04	.06	.07	.05	.13

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q3. How do you expect your workforce size to change over the next three months?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	52	34	18	2	8	6	10	5	9	7	6	6	46
	9%	7%	31%	9%	10%	5%	13%	8%	7%	20%	13%	11%	9%
			a							egh	e		
Stay the same	493	456	37	16	67	105	66	57	120	26	35	43	450
	87%	89%	63%	80%	85%	90%	87%	88%	89%	78%	82%	81%	87%
		b				i							
Fall	24	20	3	2	4	6	1	3	5	1	2	4	20
	4%	4%	6%	11%	5%	5%	1%	4%	4%	2%	5%	8%	4%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q3. How do you expect your workforce size to change over the next three months?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	52	35	17	52	-	-	35	18	29	24	22	29	1
	9%	12%	6%	100%	-	-	47%	4%	12%	7%	15%	7%	5%
		b		d			g		i		k		
Stay the same	493	251	242	-	493	-	39	454	203	290	114	360	18
	87%	85%	89%	-	100%	-	52%	92%	86%	87%	81%	90%	67%
				c			f				j		
Fall	24	11	13	-	-	24	1	23	4	19	6	10	8
	4%	4%	5%	-	-	100%	1%	5%	2%	6%	4%	2%	29%
							f		h				

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q4. Have you tried to recruit in the past three months?

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
			Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total	0-9	10+										
	a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	74	29	4	10	15	11	10	9	8	7	12	62
	13%	50% a	19%	13%	12%	15%	15%	7%	24% h	16%	23% l	12%
No	495	30	17	69	103	65	55	125	26	36	40	455
	87%	50% b	81%	87%	88%	85%	85%	93% i	76%	84%	77%	88% k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q4. Have you tried to recruit in the past three months?

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Yes

No

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	e	f	g	h	i	j	k	l
569	320	249	102	442	25	159	410	269	300	161	386	22
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
74	41	32	35	39	1	74	-	44	30	19	53	2
13%	14%	12%	66%	8%	3%	100%	-	19%	9%	13%	13%	6%
			d			g		i				
495	255	240	18	454	23	-	495	192	303	123	346	26
87%	86%	88%	34%	92%	97%	-	100%	81%	91%	87%	87%	94%
			c			f		h				

LCCI Total Q3 2017

Q5. Were the jobs...

Base: All who have tried to recruit in past three months

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	*d	e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	159	37	122	4	20	37	12	27	20	23	16	18	141
Weighted Total	74	45	29	4	10	15	11	10	9	8	7	12	62
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full-time	56	32	24	3	7	12	9	9	9	4	3	8	48
	75%	71%	82%	82%	65%	79%	78%	89%	99%	57%	45%	66%	77%
Part-time	22	14	8	1	1	3	3	3	2	4	6	2	20
	30%	31%	28%	25%	12%	18%	22%	28%	26%	48%	81%	18%	32%
Temporary	16	10	5	*	4	2	2	2	2	1	2	4	12
	21%	23%	19%	7%	38%	12%	21%	20%	24%	12%	29%	33%	19%
Permanent	8	1	7	*	2	1	1	1	1	*	2	2	7
	11%	3%	24% a	7%	16%	8%	11%	15%	8%	3%	25%	15%	11%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q5. Were the jobs...

Base: All who have tried to recruit in past three months

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	159	100	59	80	77	2	159	-	105	54	51	104	4
Weighted Total	74	41	32	35	39	1	74	-	44	30	19	53	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Full-time	56	37	19	26	29	1	56	-	30	26	15	40	1
	75%	88%	59%	75%	75%	100%	75%	-	68%	86%	80%	74%	64%
		b								h			
Part-time	22	9	13	11	10	*	22	-	13	9	6	16	1
	30%	23%	39%	33%	27%	18%	30%	-	30%	29%	30%	29%	42%
			a										
Temporary	16	9	7	10	5	-	16	-	6	9	2	14	-
	21%	22%	20%	30%	14%	-	21%	-	15%	30%	8%	26%	-
				d						h		j	
Permanent	8	7	1	6	3	-	8	-	6	2	2	6	-
	11%	17%	4%	16%	7%	-	11%	-	14%	8%	11%	12%	-
		b											

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q6. Did you meet any difficulties in recruiting?

Base: All who have tried to recruit in past three months

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%	Total	0-9	10+										
		a	b	*c	*d	e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	159	37	122	4	20	37	12	27	20	23	16	18	141
Weighted Total	74	45	29	4	10	15	11	10	9	8	7	12	62
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	44	28	16	3	6	7	10	7	4	4	5	9	36
	60%	63%	56%	85%	59%	49%	87%	66%	39%	44%	66%	72%	58%
No	30	17	13	1	4	7	1	3	6	4	2	3	26
	40%	37%	44%	15%	41%	51%	13%	34%	61%	56%	34%	28%	42%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q6. Did you meet any difficulties in recruiting?

Base: All who have tried to recruit in past three months

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	159	100	59	80	77	2	159	-	105	54	51	104	4
Weighted Total	74	41	32	35	39	1	74	-	44	30	19	53	2
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Yes	44	25	19	20	24	1	44	-	27	17	14	29	1
	60%	60%	60%	57%	62%	100%	60%	-	62%	57%	73% k	55%	79%
No	30	17	13	15	15	-	30	-	17	13	5	24	*
	40%	40%	40%	43%	38%	-	40%	-	38%	43%	27% j	45%	21%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q7. In which category did you have difficulties?

Base: All who had difficulties in recruiting

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		*a	b	*c	*d	*e	*f	*g	*h	*i	*j	*k	l
Unweighted Total	92	22	70	3	10	19	7	18	14	10	11	12	80
Weighted Total	44	28	16	3	6	7	10	7	4	4	5	9	36
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Professional/ managerial	23	13	10	2	3	4	3	4	3	2	2	5	18
	51%	47%	58%	71%	50%	51%	29%	62%	70%	67%	43%	55%	50%
Skilled manual/ technical	21	14	7	*	3	3	7	2	2	1	3	3	18
	47%	49%	43%	8%	50%	47%	71%	26%	50%	33%	57%	37%	49%
Un/ semi-skilled	3	1	2	1	*	1	*	1	-	-	1	1	2
	8%	3%	15%	21%	5%	8%	1%	14%	-	-	17%	11%	7%
Clerical	3	1	3	-	1	1	-	1	1	*	1	1	3
	7%	2%	16%	-	11%	8%	-	10%	15%	5%	13%	7%	7%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q7. In which category did you have difficulties?

Base: All who had difficulties in recruiting

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	*g	h	i	j	k	*l
Unweighted Total	92	60	32	45	45	2	92	-	59	33	32	57	3
Weighted Total	44	25	19	20	24	1	44	-	27	17	14	29	1
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
Professional/ managerial	23	13	10	11	12	*	23	-	15	8	8	14	1
	51%	52%	50%	55%	49%	18%	51%	-	54%	47%	59%	47%	55%
Skilled manual/ technical	21	11	9	9	11	1	21	-	13	7	6	15	*
	47%	46%	49%	44%	48%	100%	47%	-	49%	44%	43%	51%	8%
Un/ semi-skilled	3	3	1	2	1	-	3	-	2	2	2	2	-
	8%	11%	4%	11%	5%	-	8%	-	7%	9%	14%	5%	-
Clerical	3	2	1	2	1	-	3	-	2	1	*	2	1
	7%	8%	7%	10%	5%	-	7%	-	7%	7%	2%	8%	45%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017**Q8_SUM. How have your investment plans changed over the past three months?****SUMMARY TABLE**

Base: All respondents

	Total	Increased	Same	Decreased	Mean
Training	569	56	462	50	*
	100%	10%	81%	9%	
Plant and equipment	569	54	466	48	*
	100%	10%	82%	8%	

LCCI Total Q3 2017

Q8_1. How have your investment plans changed over the past three months?

Plant and equipment

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	54	45	10	2	9	10	12	4	7	4	5	52	
		10%	9%	17%	8%	12%	9%	16%	7%	6%	12%	13%	4%	10%	
				a				h							
Same		(0)	466	423	44	17	62	95	61	55	117	30	31	45	422
		82%	83%	74%	81%	78%	80%	80%	84%	87%	88%	73%	85%	82%	
				b					j	j					
Decreased		(-1)	48	43	6	2	8	13	3	6	10	*	6	42	
		8%	8%	9%	11%	10%	11%	4%	9%	7%	*	14%	11%	8%	
					i	i	i	i	i	i	i	i			
Mean score		*	*	.1	*	*	*	.1	*	*	.1	*	-.1	*	
							h			egh					
Standard deviation		.42	.41	.51	.45	.47	.44	.43	.40	.36	.33	.53	.38	.43	
Standard error		.02	.02	.04	.11	.06	.04	.06	.04	.04	.04	.06	.05	.02	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q8_1. How have your investment plans changed over the past three months?

Plant and equipment

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES				
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall	
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l	
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22	
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	54	31	23	19	34	2	21	34	32	23	21	33	1
			10%	11%	8%	35%	7%	7%	28%	7%	13%	7%	15%	8%	2%
					d			g		i		k			
Same		(0)	466	237	229	33	424	9	51	416	196	270	105	344	18
			82%	80%	84%	64%	86%	39%	69%	84%	83%	81%	74%	86%	64%
					c			f					j		
Decreased		(-1)	48	29	20	1	35	13	2	46	8	41	16	23	9
			8%	10%	7%	1%	7%	55%	3%	9%	3%	12%	11%	6%	33%
					c			f		h		k			
Mean score		*	*	*	.3	*	-.5	.2	*	.1	-.1	*	*		-.3
					d			g		i					
Standard deviation		.42	.45	.40	.50	.37	.63	.51	.40	.40	.43	.51	.37		.52
Standard error		.02	.03	.03	.05	.02	.13	.04	.02	.02	.02	.04	.02		.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q8_2. How have your investment plans changed over the past three months?

Training

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	56	45	12	*	10	10	15	5	6	7	4	7	49
		10%	9%	20%	1%	12%	9%	20%	7%	4%	20%	10%	14%	9%	
				a			gh				egh				
Same		(0)	462	420	42	16	60	95	61	55	119	25	33	37	426
		81%	82%	71%	76%	76%	80%	80%	84%	88%	76%	77%	70%	82%	k
			b							di					
Decreased		(-1)	50	45	5	5	9	13	*	6	10	1	6	8	42
		9%	9%	9%	23%	12%	11%	*	9%	8%	4%	13%	16%	8%	
					f	f	f	f			f				
Mean score		*	*	.1	-.2	*	*	.2	*	*	.2	*	*	*	*
				a			degjh				degjh				
Standard deviation		.43	.42	.53	.45	.49	.44	.40	.40	.35	.47	.48	.55	.42	
Standard error		.02	.02	.04	.11	.06	.04	.06	.04	.04	.06	.05	.08	.02	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q8_2. How have your investment plans changed over the past three months?

Training

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall	
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l	
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22	
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased		(1)	56	33	23	21	35	1	23	33	32	24	22	34	-
		10%	11%	8%	40%	7%	3%	31%	7%	14%	7%	16%	8%	-	
					d			g		i		k			
Same		(0)	462	241	221	31	422	9	47	416	191	271	101	341	20
		81%	81%	81%	59%	86%	40%	63%	84%	81%	81%	71%	85%	73%	
					c			f				j			
Decreased		(-1)	50	23	28	*	36	14	4	46	12	38	19	24	7
		9%	8%	10%	1%	7%	58%	6%	9%	5%	11%	13%	6%	27%	
					c						h	k			
Mean score		*	*	*	.4	*	-.6	.3	*	.1	*	*	*	*	-.3
					d			g		i					
Standard deviation		.43	.43	.43	.51	.38	.56	.56	.40	.43	.43	.54	.38	.45	
Standard error		.02	.02	.03	.05	.02	.11	.04	.02	.03	.02	.04	.02	.10	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q9_SUM. Over the next twelve months what do you think will happen to your...

SUMMARY TABLE

Base: All respondents

	Total	Increase	Stay the same	Decrease	Mean
Turnover	569	178	277	114	.1
	100%	31%	49%	20%	
Profitability	569	161	295	113	.1
	100%	28%	52%	20%	

LCCI Total Q3 2017

Q9_1. Over the next twelve months what do you think will happen to your...

Turnover

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+										
		a	b	*c	d	e	f	g	h	i	j	k	l
Significance Level: 95%													
Unweighted Total		569	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	178	22	7	22	36	25	20	40	14	14	12	166
		31%	37%	36%	28%	31%	33%	31%	30%	42%	32%	24%	32%
Stay the same	(0)	277	29	11	41	55	35	32	68	14	20	31	246
		49%	48%	52%	51%	47%	46%	50%	50%	43%	48%	59%	48%
Decrease	(-1)	114	9	2	17	26	16	12	27	5	9	9	105
		20%	15%	12%	21%	22%	21%	19%	20%	15%	20%	18%	20%
Mean score		.1	.2	.2	.1	.1	.1	.1	.1	.3	.1	.1	.1
			a										
Standard deviation		.71	.69	.67	.70	.73	.73	.70	.70	.72	.72	.65	.71
Standard error		.03	.05	.16	.08	.07	.10	.07	.07	.09	.08	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q9_1. Over the next twelve months what do you think will happen to your...

Turnover

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	178	112	67	40	138	*	37	141	83	95	51	122	5
		31%	38%	24%	77%	28%	1%	50%	29%	35%	29%	36%	31%	19%
			b		d			g						
Stay the same	(0)	277	121	156	12	258	7	31	246	132	145	56	213	8
		49%	41%	57%	22%	52%	28%	42%	50%	56%	43%	39%	53%	31%
			a		c					i		j		
Decrease	(-1)	114	64	49	1	97	17	6	108	21	93	36	65	14
		20%	22%	18%	1%	20%	71%	8%	22%	9%	28%	25%	16%	50%
					c			f		h		k		
Mean score		.1	.2	.1	.8	.1	-.7	.4	.1	.3	*	.1	.1	-.3
					d			g		i				
Standard deviation		.71	.76	.65	.46	.69	.50	.65	.71	.61	.75	.77	.67	.79
Standard error		.03	.04	.04	.05	.03	.10	.05	.03	.04	.04	.06	.03	.17

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q9_2. Over the next twelve months what do you think will happen to your...

Profitability

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increase		(1)	161	142	19	4	22	32	25	19	33	13	12	11	150
			28%	28%	32%	19%	27%	28%	34%	30%	25%	37%	29%	21%	29%
Stay the same		(0)	295	266	29	11	43	58	37	34	76	16	21	29	266
			52%	52%	49%	54%	54%	49%	49%	52%	56%	48%	50%	56%	52%
Decrease		(-1)	113	102	11	5	15	28	13	12	26	5	9	12	101
			20%	20%	19%	27%	19%	24%	18%	18%	19%	15%	21%	24%	19%
Mean score			.1	.1	.1	-.1	.1	*	.2	.1	.1	.2	.1	*	.1
Standard deviation			.69	.71	.69	.68	.72	.70	.69	.66	.70	.71	.67	.69	
Standard error			.03	.04	.05	.17	.08	.07	.10	.07	.07	.08	.08	.09	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q9_2. Over the next twelve months what do you think will happen to your...

Profitability

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	(1)	161	99	62	35	126	-	33	127	77	84	49	110	2
		28%	33%	23%	67%	26%	-	45%	26%	33%	25%	34%	27%	8%
			b		d			g						
Stay the same	(0)	295	137	158	17	274	4	33	262	141	154	56	228	12
		52%	46%	58%	33%	56%	17%	45%	53%	60%	46%	40%	57%	42%
				a		c				i			j	
Decrease	(-1)	113	61	52	*	93	20	7	106	18	95	37	62	14
		20%	20%	19%	*	19%	83%	10%	21%	7%	29%	26%	16%	50%
						c		f			h	k		
Mean score		.1	.1	*	.7	.1	-.8	.4	*	.3	*	.1	.1	-.4
					d			g		i				
Standard deviation		.69	.72	.65	.48	.66	.39	.65	.69	.58	.73	.78	.65	.65
Standard error		.03	.04	.04	.05	.03	.08	.05	.03	.04	.04	.06	.03	.14

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q10. Are you operating at...

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
			Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total	0-9	10+										
	a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Full capacity	236	35	3	36	56	40	21	48	14	16	21	215
	41%	60%	17%	45%	48%	53%	33%	36%	43%	38%	39%	42%
		a			g	gh						
Below full capacity	333	24	17	43	62	35	44	87	19	27	32	301
	59%	40%	83%	55%	52%	47%	67%	64%	57%	62%	61%	58%
		b					ef	f				

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q10. Are you operating at...

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Full capacity

Below full capacity

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

	LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
	a	b	c	d	*e	f	g	h	i	j	k	*l
569	320	249	102	442	25	159	410	269	300	161	386	22
569	297	272	52	493	24	74	495	236	333	142	400	27
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
236	128	108	29	203	4	44	192	236	-	61	169	6
41%	43%	40%	55%	41%	18%	60%	39%	100%	-	43%	42%	21%
			d			g		i				
333	169	164	24	290	19	30	303	-	333	81	230	22
59%	57%	60%	45%	59%	82%	40%	61%	-	100%	57%	58%	79%
			c			f		h				

LCCI Total Q3 2017

Q11. Over the next three months do you expect the price of your goods/ services to:

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
				Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%	Total	0-9	10+										
		a	b	c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	142	122	20	6	20	40	17	13	23	11	11	19	123
	25%	24%	34% a	29%	26%	34% gh	23%	20%	17%	34% gh	25%	35%	24%
Stay the same	400	362	38	12	53	71	59	51	103	21	29	32	368
	70%	71%	64%	60%	68%	60%	77% e	78% ei	77% e	64%	68%	60%	71%
Fall	27	26	2	2	5	7	-	1	9	1	3	2	25
	5%	5%	3%	11%	7%	6%	-	1%	7%	2%	7%	4%	5%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q11. Over the next three months do you expect the price of your goods/ services to:

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Rise	142	62	80	22	114	6	19	123	61	81	142	-	-
	25%	21%	29%	41%	23%	25%	25%	25%	26%	24%	100%	-	-
			a	d							k		
Stay the same	400	219	181	29	360	10	53	346	169	230	-	400	-
	70%	74%	66%	56%	73%	42%	72%	70%	72%	69%	-	100%	-
					c							j	
Fall	27	16	12	1	18	8	2	26	6	22	-	-	27
	5%	5%	4%	2%	4%	33%	2%	5%	2%	7%	-	-	100%
										h			

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q12. Is your business under any pressure to raise prices from any of the following?

Base: All respondents

		BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	119	100	19	12	22	48	6	6	11	6	9	28	91
	21%	20%	33%	59%	28%	40%	7%	9%	8%	19%	20%	53%	18%
			a		fgh	fghij				h	h	l	
Finance costs	109	87	21	2	14	36	6	12	21	7	11	5	103
	19%	17%	36%	11%	18%	30%	8%	19%	16%	20%	25%	10%	20%
			a			fh					f		
Pay settlements	63	49	14	3	10	18	11	8	10	2	2	9	54
	11%	10%	24%	15%	13%	16%	14%	12%	7%	4%	5%	18%	10%
			a			ij							
Other overheads	150	135	15	5	16	39	12	17	30	14	16	11	139
	26%	27%	26%	26%	21%	33%	16%	27%	23%	43%	38%	21%	27%
						f				dfgh	dfh		
None of the above	231	221	10	1	25	20	50	32	78	11	14	8	223
	41%	43%	17%	3%	32%	17%	66%	50%	58%	34%	33%	15%	43%
		b			e		deij	deij	deij	e	e		k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q12. Is your business under any pressure to raise prices from any of the following?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Raw material prices	119	55	64	17	99	3	24	95	51	68	53	64	3
	21%	18%	24%	32%	20%	13%	33%	19%	22%	20%	37%	16%	10%
				d			g				k		
Finance costs	109	58	50	16	83	10	21	88	54	55	39	58	11
	19%	20%	18%	31%	17%	42%	28%	18%	23%	16%	28%	15%	42%
				d			g				k		
Pay settlements	63	33	30	10	44	9	19	44	42	21	19	37	8
	11%	11%	11%	20%	9%	36%	26%	9%	18%	6%	14%	9%	27%
				d			g		i				
Other overheads	150	91	60	15	126	10	14	136	50	101	54	85	11
	26%	31%	22%	28%	25%	43%	20%	27%	21%	30%	38%	21%	41%
		b								h	k		
None of the above	231	115	116	11	216	4	13	218	85	147	27	196	8
	41%	39%	43%	21%	44%	17%	18%	44%	36%	44%	19%	49%	30%
				c			f			h		j	

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017**Q13_SUM. Please indicate the extent to which the following have varied in the past 3 months.****SUMMARY TABLE**

Base: All respondents

	Total	Increased significantly	Increased slightly	Stayed the same	Decreased slightly	Decreased significantly	Net: Increased	Net: Decreased	Mean
Cost of fuel	569	31	174	336	25	3	205	29	.4
	100%	5%	31%	59%	4%	1%	36%	5%	
Cost of my business's energy	569	44	153	344	24	4	197	28	.4
	100%	8%	27%	60%	4%	1%	35%	5%	
Cost of raw materials (sourced internationally)	569	76	78	414	2	*	154	2	.4
	100%	13%	14%	73%	*	*	27%	*	
Cost of raw materials (sourced domestically)	569	37	106	416	9	*	144	9	.3
	100%	7%	19%	73%	2%	*	25%	2%	
Pressure from employees to increase wages	569	26	87	443	9	3	113	12	.2
	100%	5%	15%	78%	2%	1%	20%	2%	
Cost of borrowing	569	25	49	470	20	5	74	25	.1
	100%	4%	9%	83%	4%	1%	13%	4%	

LCCI Total Q3 2017

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	26	20	6	-	4	6	7	5	1	2	1	2	24
		5%	4%	11% a	-	5%	5%	10% h	7% h	1%	6%	2%	4%	5%
Increased slightly	(1)	87	69	18	6	15	18	8	9	16	5	10	13	74
		15%	13%	31% a	30%	19%	16%	10%	14%	12%	16%	23%	24%	14%
Stayed the same	(0)	443	413	31	12	59	90	60	50	115	25	32	35	409
		78%	81% b	52%	59%	75%	77%	79%	78%	85%	74%	75%	66%	79% k
Decreased slightly	(-1)	9	6	4	2	1	1	1	*	3	1	-	3	7
		2%	1%	6% a	11%	1%	1%	1%	*	2%	4%	-	6% l	1%
Decreased significantly	(-2)	3	3	*	-	-	2	*	1	-	-	-	-	3
		1%	1%	*	-	-	2%	*	1%	-	-	-	-	1%
NETS														
Net: Increased		113	88	25	6	19	24	15	13	17	7	11	15	98
		20%	17%	42% a	30%	24%	21%	20%	21%	12%	22%	25% h	28%	19%
Net: Decreased		12	9	4	2	1	3	1	1	3	1	-	3	9
		2%	2%	7% a	11%	1%	3%	1%	2%	2%	4%	-	6%	2%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES		
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication					Manufacturing	Services	
Significance Level: 95%													
	a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.2	.2	.5	.2	.3	.2	.3	.2	.1	.2	.3	.3	.2
		a			h		h				h		
Standard deviation	.57	.54	.78	.63	.57	.63	.66	.65	.40	.62	.49	.64	.56
Standard error	.02	.03	.05	.15	.07	.06	.10	.07	.04	.07	.06	.09	.02

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_1. Please indicate the extent to which the following have varied in the past 3 months.

Pressure from employees to increase wages

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	26	12	14	9	15	2	7	19	15	11	17	5	4
		5%	4%	5%	16% d	3%	9%	10% g	4%	6%	3%	12% k	1%	14%
Increased slightly	(1)	87	40	47	15	62	10	26	61	44	43	33	45	9
		15%	14%	17%	28% d	13%	43%	35% g	12%	19%	13%	23% k	11%	32%
Stayed the same	(0)	443	236	207	27	406	10	36	408	171	272	91	340	13
		78%	80%	76%	52% c	82% c	42%	48% f	82% f	73% h	82% h	64% j	85% j	46%
Decreased slightly	(-1)	9	5	4	2	7	1	5	4	4	6	1	6	2
		2%	2%	2%	3%	1%	6%	7% g	1%	2%	2%	1%	2%	8%
Decreased significantly	(-2)	3	3	-	-	3	-	-	3	2	1	-	3	-
		1%	1%	-	-	1%	-	-	1%	1%	*	-	1%	-
NETS														
Net: Increased		113	53	60	23	77	13	33	80	59	54	50	51	13
		20%	18%	22%	45% d	16%	53%	45% g	16%	25% i	16%	35% k	13%	46%
Net: Decreased		12	8	4	2	10	1	5	7	6	7	1	9	2
		2%	3%	2%	3%	2%	6%	7% g	1%	2%	2%	1%	2%	8%
Mean score		.2	.2	.3	.6 d	.2	.6	.5 g	.2	.3 i	.2	.5 k	.1	.5
Standard deviation		.57	.57	.57	.80	.51	.76	.77	.52	.64	.51	.71	.45	.85
Standard error		.02	.03	.04	.08	.02	.15	.06	.03	.04	.03	.06	.02	.18

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing

Base: All respondents

			BUSINESS SIZE		INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
		Total	0-9	10+									Manufacturing	Services	
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly		(2)	25 4%	22 4%	3 5%	- -	5 7%	6 5%	3 5%	5 8%	3 2%	1 2%	1 3%	4 7%	21 4%
Increased slightly		(1)	49 9%	40 8%	9 15% a	1 2%	5 6%	12 10%	5 7%	5 8%	10 8%	2 7%	9 21% defghi	3 6%	46 9%
Stayed the same		(0)	470 83%	427 84% b	43 73%	20 98%	60 76%	92 78%	65 86%	54 83%	119 88% dj	29 87% j	32 74%	43 83%	427 83%
Decreased slightly		(-1)	20 4%	16 3%	4 7%	- -	9 12% eghj	4 3%	2 3%	* *	3 2%	1 3%	1 2%	2 5%	18 3%
Decreased significantly		(-2)	5 1%	5 1%	1 1%	- -	- -	4 3%	- -	1 1%	* *	- -	- -	- -	5 1%
NETS															
Net: Increased		74 13%	62 12%	12 20% a	1 2%	10 13%	18 16%	8 11%	10 16%	13 10%	3 9%	10 24% hi	7 13%	67 13%	
Net: Decreased		25 4%	21 4%	4 8%	- -	9 12% ghj	8 6%	2 3%	1 2%	3 2%	1 3%	1 2%	2 5%	23 4%	
Mean score		.1	.1	.2	*	.1	.1	.1	.2	.1	.1	.2 hi	.2	.1	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard deviation

Standard error

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
			Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total	0-9	10+										
	a	b	*c	d	e	f	g	h	i	j	k	l
569	362	207	17	72	104	48	91	88	71	78	52	517
569	510	59	20	79	118	76	65	135	34	43	52	517
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.56	.55	.65	.16	.67	.69	.52	.64	.43	.43	.54	.60	.56
.02	.03	.05	.04	.08	.07	.07	.07	.05	.05	.06	.08	.02

LCCI Total Q3 2017

Q13_2. Please indicate the extent to which the following have varied in the past 3 months.

Cost of borrowing

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	25	12	13	7	11	6	6	18	9	16	10	7	7
		4%	4%	5%	13%	2%	27%	9%	4%	4%	5%	7%	2%	27%
					d			g				k		
Increased slightly	(1)	49	29	20	6	40	4	9	40	24	25	14	29	6
		9%	10%	7%	11%	8%	16%	12%	8%	10%	7%	10%	7%	22%
Stayed the same	(0)	470	243	227	38	419	13	50	420	183	287	112	344	14
		83%	82%	83%	73%	85%	54%	68%	85%	77%	86%	79%	86%	51%
						c		f			h		j	
Decreased slightly	(-1)	20	10	10	1	18	1	6	14	16	4	6	14	-
		4%	3%	4%	2%	4%	3%	8%	3%	7%	1%	4%	4%	-
								g		i				
Decreased significantly	(-2)	5	3	2	*	5	-	2	3	4	1	*	5	-
		1%	1%	1%	*	1%	-	3%	1%	2%	*	*	1%	-
								g						
NETS														
Net: Increased		74	41	33	13	51	10	15	58	33	41	24	36	13
		13%	14%	12%	24%	10%	43%	21%	12%	14%	12%	17%	9%	49%
					d			g				k		
Net: Decreased		25	13	12	1	23	1	9	17	20	5	6	20	-
		4%	5%	4%	2%	5%	3%	12%	3%	8%	2%	4%	5%	-
								g		i				
Mean score		.1	.1	.1	.3	.1	.7	.1	.1	.1	.1	.2	*	.8
					d							k		
Standard deviation		.56	.57	.56	.75	.50	.92	.82	.52	.63	.52	.62	.48	.87
Standard error		.02	.03	.04	.07	.02	.18	.06	.03	.04	.03	.05	.02	.18

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
		a	b		*c	d	e	f	g	h	i	j	k	l
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	44	40	4	3	6	12	9	4	6	3	2	6	38
		8%	8%	7%	14%	8%	10%	12%	6%	4%	8%	4%	12%	7%
Increased slightly	(1)	153	132	21	5	27	34	15	18	26	11	16	18	135
		27%	26%	35%	26%	34%	28%	20%	28%	19%	34%	38%	35%	26%
			a			h				h	fh			
Stayed the same	(0)	344	313	31	12	42	61	51	39	96	19	24	28	316
		60%	61%	52%	60%	54%	52%	67%	60%	71%	56%	56%	53%	61%
			b							dej				
Decreased slightly	(-1)	24	21	3	-	4	7	*	4	8	1	1	*	24
		4%	4%	6%	-	5%	6%	*	6%	6%	2%	1%	*	5%
Decreased significantly	(-2)	4	4	-	-	-	4	-	-	-	-	-	-	4
		1%	1%	-	-	-	3%	-	-	-	-	-	-	1%
NETS														
Net: Increased		197	172	25	8	33	46	24	22	32	14	18	25	172
		35%	34%	42%	40%	42%	39%	32%	34%	23%	42%	43%	47%	33%
			a			h	h			h	h			
Net: Decreased		28	24	3	-	4	11	*	4	8	1	1	*	28
		5%	5%	6%	-	5%	9%	*	6%	6%	2%	1%	*	5%
						fij								
Mean score		.4	.4	.4	.5	.4	.4	.4	.3	.2	.5	.5	.6	.3
						h				h	h		l	
Standard deviation		.72	.72	.71	.74	.71	.87	.71	.69	.61	.68	.61	.71	.71

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard error

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
569	362	207	17	72	104	48	91	88	71	78	52	517
569	510	59	20	79	118	76	65	135	34	43	52	517
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.03	.04	.05	.18	.08	.09	.10	.07	.06	.08	.07	.10	.03

LCCI Total Q3 2017

Q13_3. Please indicate the extent to which the following have varied in the past 3 months.

Cost of my business's energy

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	44	15	29	7	29	8	9	35	13	31	25	15	5
		8%	5%	11%	13%	6%	33%	13%	7%	6%	9%	18%	4%	17%
				a	d			g				k		
Increased slightly	(1)	153	71	82	16	130	8	24	129	66	87	59	88	6
		27%	24%	30%	30%	26%	32%	33%	26%	28%	26%	41%	22%	23%
												k		
Stayed the same	(0)	344	192	152	29	307	8	34	311	140	204	56	272	16
		60%	65%	56%	55%	62%	34%	45%	63%	59%	61%	39%	68%	60%
			b					f					j	
Decreased slightly	(-1)	24	15	9	1	23	*	7	17	13	11	1	23	-
		4%	5%	3%	2%	5%	1%	9%	3%	6%	3%	*	6%	-
								g					j	
Decreased significantly	(-2)	4	4	-	-	4	-	-	4	4	-	2	2	-
		1%	1%	-	-	1%	-	-	1%	2%	-	1%	*	-
										i				
NETS														
Net: Increased		197	86	111	23	159	15	34	163	79	118	84	102	11
		35%	29%	41%	43%	32%	65%	45%	33%	33%	35%	59%	26%	40%
				a	d			g				k		
Net: Decreased		28	19	9	1	27	*	7	21	17	11	3	25	-
		5%	6%	3%	2%	5%	1%	9%	4%	7%	3%	2%	6%	-
								g		i			j	
Mean score		.4	.3	.5	.5	.3	1.0	.5	.4	.3	.4	.7	.2	.6
				a	d			g				k		
Standard deviation		.72	.69	.73	.75	.69	.85	.84	.70	.73	.70	.80	.63	.78
Standard error		.03	.04	.05	.07	.03	.17	.07	.03	.04	.04	.06	.03	.17

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
							Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support		Public administration and defence / education / health	Arts, entertainment, recreation and other services		
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication		Professional, scientific & technical			Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Increased significantly	(2)	31	27	4	3	4	10	5	4	1	2	6	24	
	5%	5%	7%	14%	5%	9% h	7%	6%	1%	4%	4%	12% l	5%	
Increased slightly	(1)	174	157	17	9	33	46	15	14	33	12	25	149	
	31%	31%	29%	45%	42% fgh	39% fgh	19%	21%	25%	35% g	29%	48% l	29%	
Stayed the same	(0)	336	302	33	8	41	48	56	44	94	19	20	315	
	59%	59%	56%	38%	52%	40%	74% dei	68% de	70% de	55%	63% e	39%	61% k	
Decreased slightly	(-1)	25	21	4	1	2	11	*	3	6	2	1	25	
	4%	4%	7%	3%	2%	9% f	*	5%	5%	6%	3%	1%	5%	
Decreased significantly	(-2)	3	3	1	-	-	3	*	-	-	1	-	3	
	1%	*	1%	-	-	2%	*	-	-	-	1%	-	1%	
NETS														
Net: Increased	205	183	21	12	37	57	20	18	35	13	14	32	173	
	36%	36%	36%	59%	46% fgh	48% fghj	26%	27%	26%	39%	33%	60% l	34%	
Net: Decreased	29	24	5	1	2	13	*	3	6	2	2	1	28	
	5%	5%	8%	3%	2%	11% df	*	5%	5%	6%	4%	1%	5%	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel

Base: All respondents

Significance Level: 95%

Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.4	.4	.3	.7	.5	.4	.3	.3	.2	.4	.3	.7	.3
					h	h						l	
Standard deviation	.68	.67	.76	.76	.62	.86	.61	.66	.53	.66	.68	.70	.67
Standard error	.03	.04	.05	.19	.07	.08	.09	.07	.06	.08	.08	.10	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_4. Please indicate the extent to which the following have varied in the past 3 months.

Cost of fuel

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	31	10	20	9	15	6	9	21	11	20	20	8	3
		5%	3%	7%	17%	3%	27%	13%	4%	5%	6%	14%	2%	11%
				a	d			g				k		
Increased slightly	(1)	174	86	88	12	156	5	20	154	79	95	63	108	3
		31%	29%	32%	24%	32%	23%	27%	31%	34%	28%	44%	27%	12%
												k		
Stayed the same	(0)	336	182	154	29	295	11	39	297	128	207	54	261	21
		59%	61%	57%	56%	60%	48%	52%	60%	54%	62%	38%	65%	76%
												j		
Decreased slightly	(-1)	25	17	9	1	24	1	5	20	14	12	4	21	*
		4%	6%	3%	2%	5%	2%	7%	4%	6%	3%	3%	5%	1%
Decreased significantly	(-2)	3	3	1	1	3	-	1	3	3	-	1	3	-
		1%	1%	*	1%	1%	-	1%	1%	1%	-	*	1%	-
										i				
NETS														
Net: Increased		205	96	109	21	171	12	29	175	90	114	83	115	6
		36%	32%	40%	41%	35%	50%	39%	35%	38%	34%	58%	29%	23%
												k		
Net: Decreased		29	19	10	2	26	1	6	23	17	12	5	24	*
		5%	6%	4%	4%	5%	2%	8%	5%	7%	3%	3%	6%	1%
										i				
Mean score		.4	.3	.4	.5	.3	.7	.4	.3	.3	.4	.7	.2	.3
				a	d							k		
Standard deviation		.68	.66	.69	.85	.64	.90	.84	.65	.72	.65	.77	.61	.69
Standard error		.03	.04	.04	.08	.03	.18	.07	.03	.04	.04	.06	.03	.15

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		Total	0-9	10+										
		a	b		*c	d	e	f	g	h	i	j	k	l
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	37	34	3	5	6	9	7	4	4	1	2	10	27
		7%	7%	5%	23%	7%	7%	10%	6%	3%	4%	4%	20% l	5%
Increased slightly	(1)	106	87	19	11	19	33	10	6	11	7	8	22	84
		19%	17%	32% a	56%	24% gh	28% fgh	13%	9%	8%	21% gh	19% h	42% l	16%
Stayed the same	(0)	416	381	36	4	54	71	58	55	117	25	32	20	396
		73%	75% b	60%	22%	69%	60%	77% e	85% de	86% dei	73%	75% e	39%	77% k
Decreased slightly	(-1)	9	7	1	-	-	5	-	*	3	1	1	-	9
		2%	1%	2%	-	-	4%	-	*	2%	2%	1%	-	2%
Decreased significantly	(-2)	*	-	*	-	-	-	*	-	-	-	-	-	*
		*	-	*	-	-	-	*	-	-	-	-	-	*
NETS														
Net: Increased		144	122	22	16	25	42	17	9	16	8	10	32	112
		25%	24%	37% a	78%	31% gh	36% gh	23%	14%	12%	25% h	24% h	61% l	22%
Net: Decreased		9	7	1	-	-	5	*	*	3	1	1	-	9
		2%	1%	2%	-	-	4%	*	*	2%	2%	1%	-	2%
Mean score		.3	.3	.4	1.0	.4 gh	.4 gh	.3 h	.2	.1	.3	.3	.8 l	.3
Standard deviation		.61	.61	.64	.68	.62	.68	.66	.53	.47	.57	.56	.74	.57

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)

Base: All respondents

Significance Level: 95%

Unweighted Total

Weighted Total

Standard error

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES	
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
	a	b	*c	d	e	f	g	h	i	j	k	l
569	362	207	17	72	104	48	91	88	71	78	52	517
569	510	59	20	79	118	76	65	135	34	43	52	517
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
.03	.03	.04	.17	.07	.07	.09	.06	.05	.07	.06	.10	.03

LCCI Total Q3 2017

Q13_5. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced domestically)

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	37	13	25	5	29	4	10	27	14	23	19	14	4
		7%	4%	9% a	10%	6%	16%	14% g	5%	6%	7%	14% k	4%	13%
Increased slightly	(1)	106	48	58	13	86	8	20	87	47	59	50	49	7
		19%	16%	21%	25%	17%	32%	27% g	18%	20%	18%	35% k	12%	26%
Stayed the same	(0)	416	233	183	33	371	12	43	373	169	247	70	332	14
		73%	79% b	67%	64%	75% c	52%	58% f	75%	72%	74%	50%	83% j	53%
Decreased slightly	(-1)	9	3	6	1	8	-	1	8	4	4	3	4	2
		2%	1%	2%	1%	2%	-	1%	2%	2%	1%	2%	1%	8%
Decreased significantly	(-2)	*	*	-	-	*	-	-	*	*	-	-	*	-
		*	*	-	-	*	-	-	*	*	-	-	*	-
NETS														
Net: Increased		144	61	83	18	114	11	30	114	62	82	69	64	11
		25%	20%	31% a	35% d	23%	48%	41% g	23%	26%	25%	49% k	16%	39%
Net: Decreased		9	3	6	1	8	-	1	8	5	4	3	4	2
		2%	1%	2%	1%	2%	-	1%	2%	2%	1%	2%	1%	8%
Mean score		.3	.2	.4 a	.4 d	.3	.6	.5 g	.3	.3	.3	.6 k	.2	.4
Standard deviation		.61	.54	.68	.69	.59	.75	.75	.58	.61	.61	.74	.50	.83
Standard error		.03	.03	.04	.07	.03	.15	.06	.03	.04	.04	.06	.03	.18

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
		Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%			a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	76	68	8	12	6	25	17	4	7	3	3	18	58
		13%	13%	14%	60%	8%	21%	22%	6%	5%	8%	6%	34%	11%
							dghij	dghij					l	
Increased slightly	(1)	78	64	14	6	16	27	4	7	5	6	8	16	61
		14%	12%	24%	30%	20%	23%	5%	11%	3%	17%	18%	31%	12%
				a		fh	fgh				h	fh	l	
Stayed the same	(0)	414	378	36	2	57	66	55	54	123	25	32	18	395
		73%	74%	60%	10%	72%	56%	73%	83%	91%	73%	76%	34%	77%
			b			e		e		defij	e	e		k
Decreased slightly	(-1)	2	1	1	-	*	*	*	-	*	1	-	*	1
		*	*	2%	-	*	*	*	-	*	2%	-	1%	*
				a										
Decreased significantly	(-2)	*	-	*	-	-	-	*	-	-	-	-	-	*
		*	-	*	-	-	-	*	-	-	-	-	-	*
NETS														
Net: Increased		154	131	22	18	22	51	20	11	12	8	10	34	120
		27%	26%	38%	90%	28%	44%	27%	17%	9%	25%	24%	65%	23%
				a		h	dfghij	h			h	h	l	
Net: Decreased		2	1	1	-	*	*	*	-	*	1	-	*	2
		*	*	2%	-	*	*	*	-	*	2%	-	1%	*
				a										

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES		
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication					Manufacturing	Services	
Significance Level: 95%													
	a	b	*c	d	e	f	g	h	i	j	k	l	
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Mean score	.4	.4	.5	1.5	.3	.6	.5	.2	.1	.3	.3	1.0	.3
				h	dghij	gh			h	h	l		
Standard deviation	.72	.71	.77	.69	.63	.81	.84	.55	.48	.66	.59	.85	.68
Standard error	.03	.04	.05	.17	.07	.08	.12	.06	.05	.08	.07	.12	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q13_6. Please indicate the extent to which the following have varied in the past 3 months.

Cost of raw materials (sourced internationally)

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased significantly	(2)	76	32	44	11	61	4	19	57	30	46	36	36	4
		13%	11%	16%	21%	12%	17%	26%	11%	13%	14%	25%	9%	14%
					d			g				k		
Increased slightly	(1)	78	33	45	8	61	9	13	64	37	40	34	37	6
		14%	11%	17%	16%	12%	37%	18%	13%	16%	12%	24%	9%	24%
												k		
Stayed the same	(0)	414	231	182	32	370	11	41	373	167	247	71	325	17
		73%	78%	67%	62%	75%	46%	55%	75%	71%	74%	50%	81%	62%
			b			c		f				j		
Decreased slightly	(-1)	2	1	1	1	1	*	1	1	2	*	1	1	-
		*	*	*	1%	*	1%	1%	*	1%	*	*	*	-
Decreased significantly	(-2)	*	*	-	-	*	-	-	*	*	-	-	*	-
		*	*	-	-	*	-	-	*	*	-	-	*	-
NETS														
Net: Increased		154	65	89	19	122	13	32	121	67	86	70	73	10
		27%	22%	33%	37%	25%	53%	44%	24%	29%	26%	49%	18%	38%
				a	d			g				k		
Net: Decreased		2	1	1	1	1	*	1	1	2	*	1	1	-
		*	*	*	1%	*	1%	1%	*	1%	*	*	*	-
Mean score		.4	.3	.5	.6	.4	.7	.7	.4	.4	.4	.7	.3	.5
				a	d			g				k		
Standard deviation		.72	.67	.76	.84	.70	.76	.88	.68	.72	.72	.85	.62	.74
Standard error		.03	.04	.05	.08	.03	.15	.07	.03	.04	.04	.07	.03	.16

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q14. Which of the following are more of a concern to your business than they were three months ago?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Exchange rates	182	159	23	14	18	45	23	24	32	10	15	23	159
	32%	31%	38%	68%	23%	38%	30%	36%	24%	31%	35%	44%	31%
						dh						l	
Inflation	175	157	18	9	19	41	12	24	40	12	18	17	158
	31%	31%	30%	44%	24%	35%	16%	38%	30%	36%	41%	32%	31%
						f		f		f	df		
Competition	168	151	18	7	20	45	17	13	39	12	16	17	151
	30%	30%	30%	33%	26%	38%	22%	20%	29%	37%	37%	33%	29%
						g				g	g		
Interest rates	117	101	16	3	27	35	11	12	16	3	10	13	104
	21%	20%	27%	15%	34%	30%	14%	19%	12%	10%	24%	24%	20%
					fghi	fhi					hi		
Corporate Taxation	108	97	11	3	25	18	14	12	27	4	5	13	95
	19%	19%	19%	15%	31%	15%	18%	19%	20%	12%	12%	25%	18%
					eij								
Business rates	83	66	17	-	9	26	8	9	21	4	6	4	79
	15%	13%	29%	-	11%	22%	10%	15%	16%	11%	14%	8%	15%
			a										
None of the above	100	95	5	1	9	16	24	13	29	6	2	3	97
	18%	19%	9%	3%	12%	13%	31%	21%	22%	17%	6%	6%	19%
		b					dej	j	j	j		k	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q14. Which of the following are more of a concern to your business than they were three months ago?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Exchange rates	182	95	87	22	147	13	29	153	58	124	66	105	11
	32%	32%	32%	42% d	30%	55%	39%	31%	25%	37% h	46% k	26%	40%
Inflation	175	84	91	16	146	13	18	157	53	121	60	100	14
	31%	28%	33%	31%	30%	55%	24%	32%	23%	36% h	42% k	25%	53%
Competition	168	73	96	16	142	10	19	149	63	106	55	99	15
	30%	24%	35% a	31%	29%	42%	26%	30%	27%	32%	39% k	25%	53%
Interest rates	117	60	57	8	101	7	18	99	52	65	37	69	11
	21%	20%	21%	16%	21%	32%	24%	20%	22%	19%	26% k	17%	39%
Corporate Taxation	108	65	43	12	92	4	17	91	55	53	33	62	12
	19%	22%	16%	22%	19%	16%	22%	18%	23% i	16%	23% k	16%	45%
Business rates	83	46	37	7	73	3	14	70	36	47	26	51	5
	15%	16%	14%	14%	15%	12%	18%	14%	15%	14%	19%	13%	20%
None of the above	100	59	41	6	93	1	6	94	33	68	7	91	2
	18%	20%	15%	11%	19%	6%	8%	19% f	14%	20% h	5% j	23% j	7%

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q15_SUM. What do you expect to happen to the following economic indicators over the next twelve months?

SUMMARY TABLE

Base: All respondents

	Total	Improve	Stay the same	Worsen	Mean
Economic prospects for London	569	111	227	231	-.2
	100%	20%	40%	41%	
Economic prospects for your company	569	111	305	153	-.1
	100%	20%	54%	27%	
UK economic growth	569	104	201	264	-.3
	100%	18%	35%	46%	

LCCI Total Q3 2017

Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?

UK economic growth

Base: All respondents

		BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Total		0-9	10+											
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517
100%		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	104	91	13	1	16	16	20	10	27	7	5	8	96
		18%	18%	22%	7%	20%	14%	26%	15%	20%	22%	13%	15%	19%
Stay the same	(0)	201	179	23	11	32	52	28	26	30	8	14	25	176
		35%	35%	38%	52%	41% hi	44% hi	38%	39% hi	23%	24%	33%	48%	34%
Worsen	(-1)	264	240	24	8	31	50	27	30	77	18	23	20	244
		46%	47%	40%	41%	39%	42%	36%	46%	57% def	53%	55% f	38%	47%
Mean score		-.3	-.3	-.2	-.3	-.2 j	-.3	-.1 j	-.3	-.4	-.3	-.4	-.2	-.3
Standard deviation		.75	.75	.77	.62	.75	.70	.79	.72	.80	.83	.71	.69	.76
Standard error		.03	.04	.05	.15	.09	.07	.11	.08	.09	.10	.08	.10	.03

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q15_1. What do you expect to happen to the following economic indicators over the next twelve months?

UK economic growth

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	104	55	48	27	76	1	28	76	61	43	34	69	1
		18%	19%	18%	51%	15%	3%	38%	15%	26%	13%	24%	17%	4%
					d			g		i				
Stay the same	(0)	201	93	108	9	189	4	27	175	88	114	32	164	6
		35%	31%	40%	17%	38%	16%	36%	35%	37%	34%	22%	41%	21%
				a		c							j	
Worsen	(-1)	264	148	116	16	228	19	19	244	87	177	77	166	21
		46%	50%	42%	32%	46%	82%	26%	49%	37%	53%	54%	42%	75%
						c			f		h		k	
Mean score		-.3	-.3	-.2	.2	-.3	-.8	.1	-.3	-.1	-.4	-.3	-.2	-.7
					d			g		i				
Standard deviation		.75	.77	.74	.90	.72	.48	.80	.73	.79	.71	.83	.73	.53
Standard error		.03	.04	.05	.09	.03	.10	.06	.04	.05	.04	.07	.04	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for London

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES			
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services	
Total		0-9	10+												
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j		k	l	
Unweighted Total		569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total		569	510	59	20	79	118	76	65	135	34	43	52	517	
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Improve		(1)	111	101	10	4	12	17	27	11	28	7	5	105	
			20%	20%	17%	18%	15%	15%	36%	17%	21%	20%	11%	12%	20%
							degj								
Stay the same		(0)	227	199	28	8	41	56	26	28	39	13	16	27	200
			40%	39%	48%	40%	52%	47%	35%	43%	29%	39%	37%	51%	39%
				a		h	h								
Worsen		(-1)	231	210	21	9	26	45	22	26	68	14	22	19	212
			41%	41%	35%	42%	33%	38%	29%	40%	50%	41%	52%	37%	41%
										df		df			
Mean score			-.2	-.2	-.2	-.2	-.2	-.2	.1	-.2	-.3	-.2	-.4	-.2	-.2
						j	eghj								
Standard deviation			.75	.71	.75	.68	.69	.81	.73	.79	.76	.69	.66	.76	
Standard error			.03	.05	.18	.08	.07	.12	.08	.08	.09	.08	.09	.03	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q15_5. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for London

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES			
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	111	60	52	22	90	-	25	87	60	52	36	74	1
		20%	20%	19%	42%	18%	-	33%	17%	25%	15%	26%	19%	2%
					d			g		i				
Stay the same	(0)	227	100	127	18	205	4	31	196	91	136	40	181	6
		40%	34%	47%	35%	42%	16%	42%	40%	38%	41%	28%	45%	22%
				a									j	
Worsen	(-1)	231	138	93	12	199	20	18	213	85	145	65	145	21
		41%	46%	34%	23%	40%	84%	25%	43%	36%	44%	46%	36%	75%
			b			c		f				k		
Mean score		-.2	-.3	-.2	.2	-.2	-.8	.1	-.3	-.1	-.3	-.2	-.2	-.7
					d			g		i				
Standard deviation		.75	.77	.71	.79	.73	.38	.76	.74	.78	.72	.82	.72	.50
Standard error		.03	.04	.05	.08	.03	.08	.06	.04	.05	.04	.06	.04	.11

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for your company

Base: All respondents

		BUSINESS SIZE			INDUSTRY							MANUFACTURING/SERVICES		
					Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services		
		Total	0-9	10+									Manufacturing	Services
Significance Level: 95%		a	b	c	d	e	f	g	h	i	j	k	l	
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517	
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Improve	(1)	111	97	14	7	15	20	20	12	20	6	10	99	
	20%	19%	24%	32%	19%	17%	27%	18%	15%	19%	25%	23%	19%	
Stay the same	(0)	305	274	31	8	51	58	39	36	72	23	18	274	
	54%	54%	53%	41%	64%	50%	51%	56%	53%	69%	41%	60%	53%	
					j					ej				
Worsen	(-1)	153	139	14	5	13	40	17	17	43	4	15	144	
	27%	27%	23%	27%	16%	34%	22%	26%	32%	12%	34%	17%	28%	
						di		i	di		di			
Mean score		-.1	-.1	*	.1	*	-.2	*	-.1	-.2	.1	-.1	.1	-.1
					e					eh				
Standard deviation	.68	.68	.69	.79	.60	.69	.70	.66	.67	.56	.77	.64	.68	
Standard error	.03	.04	.05	.19	.07	.07	.10	.07	.07	.07	.09	.09	.03	

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q15_6. What do you expect to happen to the following economic indicators over the next twelve months?

Economic prospects for your company

Base: All respondents

			LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
		Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%			a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total		569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total		569	297	272	52	493	24	74	495	236	333	142	400	27
		100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Improve	(1)	111	67	44	24	87	-	27	84	55	56	33	78	-
		20%	22%	16%	46%	18%	-	36%	17%	23%	17%	23%	20%	-
					d			g						
Stay the same	(0)	305	149	156	23	279	4	33	272	138	167	63	236	5
		54%	50%	57%	44%	56%	15%	44%	55%	58%	50%	45%	59%	19%
					c			f				j		
Worsen	(-1)	153	81	72	5	127	20	14	139	44	110	46	85	22
		27%	27%	26%	10%	26%	85%	19%	28%	18%	33%	32%	21%	81%
					c			f			h	k		
Mean score		-.1	*	-.1	.4	-.1	-.8	.2	-.1	*	-.2	-.1	*	-.8
					d			g		i				
Standard deviation		.68	.71	.65	.67	.66	.37	.73	.66	.64	.69	.74	.64	.40
Standard error		.03	.04	.04	.07	.03	.07	.06	.03	.04	.04	.06	.03	.08

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l

LCCI Total Q3 2017

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?

Base: All respondents

	BUSINESS SIZE			INDUSTRY								MANUFACTURING/SERVICES	
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property	Motor trades / wholesale / retail / transport & storage / accommodation & food services	Information & communication	Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services	Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	105 19%	81 16%	25 42% a	7 34%	16 20%	21 18%	13 17%	8 13%	22 17%	11 32% eghj	6 15%	17 32% l	88 17%
Employing new staff from the UK workforce	48 8%	27 5%	21 36% a	1 3%	9 11%	9 8%	10 13%	5 8%	7 5%	5 16% hj	2 4%	8 15%	40 8%
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	30 5%	19 4%	11 19% a	3 16%	6 8%	5 4%	4 5%	2 3%	6 4%	1 3%	4 9%	9 17% l	21 4%
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	18 3%	13 2%	6 9% a	1 5%	1 1%	3 3%	5 6%	1 1%	5 4%	2 5%	1 3%	2 3%	17 3%
Employing apprentice(s)	25 4%	17 3%	8 14% a	1 4%	5 6% g	3 3%	5 7% g	* 1%	6 5%	1 4%	2 5%	4 7%	21 4%
Employing work experience students or interns	30 5%	21 4%	9 16% a	1 3%	4 6%	9 8%	3 4%	2 3%	3 3%	2 6%	6 13% gh	5 9%	26 5%

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?

Base: All respondents

	BUSINESS SIZE		INDUSTRY								MANUFACTURING/SERVICES		
					Motor trades / wholesale / retail / transport & storage / accommodation & food services		Finance & insurance / business administration and support	Professional, scientific & technical	Public administration and defence / education / health	Arts, entertainment, recreation and other services			
	Total	0-9	10+	Agriculture, forestry & fishing / production	Construction / property		Information & communication					Manufacturing	Services
Significance Level: 95%		a	b	*c	d	e	f	g	h	i	j	k	l
Unweighted Total	569	362	207	17	72	104	48	91	88	71	78	52	517
Weighted Total	569	510	59	20	79	118	76	65	135	34	43	52	517
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
None of the above	398	384	14	10	55	81	48	50	106	18	29	26	372
	70%	75%	23%	48%	70%	69%	64%	78%	79%	54%	67%	49%	72%
		b						i	i				k

Columns Tested: a,b - c,d,e,f,g,h,i,j - k,l

LCCI Total Q3 2017

Q16. Over the last three months, which of the following methods, if any, have you used to acquire new skills for your business?

Base: All respondents

		LOCATION		EXPECTED CHANGES IN WORKFORCE SIZE			PAST RECRUITMENT		CAPACITY		EXPECTED PRICES		
	Total	Inner London	Outer London	Increase	Stay the same	Fall	Tried to recruit	Did not try to recruit	Full capacity	Below capacity	Rise	Stay the same	Fall
Significance Level: 95%		a	b	c	d	*e	f	g	h	i	j	k	*l
Unweighted Total	569	320	249	102	442	25	159	410	269	300	161	386	22
Weighted Total	569	297	272	52	493	24	74	495	236	333	142	400	27
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Training existing staff	105	55	50	22	83	1	27	78	48	58	33	69	3
	19%	19%	18%	41%	17%	5%	37%	16%	20%	17%	23%	17%	12%
				d			g						
Employing new staff from the UK workforce	48	29	19	23	24	1	36	12	28	20	13	34	*
	8%	10%	7%	44%	5%	6%	49%	2%	12%	6%	10%	9%	*
				d			g		i				
Employing new staff from the EU/EEA workforce, excluding the UK (e.g. Germany, Norway)	30	21	9	15	12	3	22	9	19	12	4	24	3
	5%	7%	3%	29%	3%	11%	29%	2%	8%	3%	3%	6%	10%
				d			g		i				
Employing new staff from outside the UK / EU / EEA (e.g. America, China)	18	7	11	4	14	*	9	9	14	4	5	10	3
	3%	2%	4%	8%	3%	1%	13%	2%	6%	1%	4%	3%	11%
				d			g		i				
Employing apprentice(s)	25	17	8	10	14	1	14	10	16	9	10	15	-
	4%	6%	3%	19%	3%	3%	20%	2%	7%	3%	7%	4%	-
				d			g		i				
Employing work experience students or interns	30	18	12	9	20	2	17	13	17	14	8	23	-
	5%	6%	4%	16%	4%	8%	23%	3%	7%	4%	5%	6%	-
				d			g						
None of the above	398	207	191	9	372	17	3	395	147	251	91	288	19
	70%	70%	70%	17%	75%	73%	4%	80%	62%	75%	64%	72%	69%
				c			f		h				

Columns Tested: a,b - c,d,e - f,g - h,i - j,k,l