

Strategic Facilities Management Survey

1. As I said, this survey is about facilities management, particularly Strategic Facilities Management, or SFM. By Strategic Facilities Management, we mean planning so that the facilities, environment and services provided by an organisation help to meet its objectives. This can include management of people, work space, security, and health and safety. With this definition in mind, would you say that you currently have Strategic Facilities Management as part of your organisation's operations, whether or not you would refer to it in that way?	1
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Base: All who say that SFM saves their organisation money	
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Base: All who say that SFM loses their organisation money	
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Base: All who say that SFM loses their organisation money	
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Base: All who say that SFM loses their organisation money, were asked these questions and provide an answer	
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Base: All respondents	

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1. As I said, this survey is about facilities management, particularly Strategic Facilities Management, or SFM. By Strategic Facilities Management, we mean planning so that the facilities, environment and services provided by an organisation help to meet its objectives. This can include management of people, work space, security, and health and safety.

With this definition in mind, would you say that you currently have Strategic Facilities Management as part of your organisation's operations, whether or not you would refer to it in that way?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	72%	64%	93%	63%	90%	88%	90%	91%	95%	66%	62%	67%	64%	67%	61%
No	187	173	14	172	1	*	1	9	5	103	46	3	81	39	51
	26%	34%	7%	35%	9%	12%	10%	9%	5%	33%	38%	19%	33%	33%	38%
Don't know	8	8	-	8	*	-	*	-	-	5	1	2	7	1	*
	1%	2%	-	2%	1%	-	1%	-	-	2%	1%	15%	3%	1%	*

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With this definition in mind, would you say that you currently have Strategic Facilities Management as part of your organisation's operations, whether or not you would refer to it in that way?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	72%	59%	63%	68%	74%	100%	-	100%	100%	100%	100%	100%	100%	83%	65%
No	187	80	45	31	18	-	187	-	-	-	-	-	-	51	116
	26%	37%	36%	32%	25%	-	100%	-	-	-	-	-	-	16%	34%
Don't know	8	7	*	-	1	-	-	-	-	-	-	-	-	2	4
	1%	3%	*	-	1%	-	-	-	-	-	-	-	-	1%	1%

Strategic Facilities Management Survey

2. With this definition in mind, would you consider adopting Strategic Facilities Management as part of your organisation's operations?

Base: All who do not have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	131	117	14	95	10	12	22	9	5	51	37	15	47	30	39
Weighted Total	187	173	14	172	1	*	1	9	5	103	46	3	81	39	51
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Yes	31	22	9	21	*	*	*	6	3	10	6	*	16	1	4
	16%	13%	64%	12%	31%	32%	31%	67%	60%	9%	13%	6%	20%	3%	9%
No	150	146	4	145	1	*	1	3	1	91	38	2	62	38	44
	80%	84%	29%	84%	69%	59%	67%	33%	20%	89%	85%	94%	77%	97%	86%
Don't know	6	5	1	5	-	*	*	-	1	2	1	-	3	-	3
	3%	3%	7%	3%	-	9%	2%	-	20%	2%	2%	-	3%	-	6%

Strategic Facilities Management Survey

2. With this definition in mind, would you consider adopting Strategic Facilities Management as part of your organisation's operations?

Base: All who do not have SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	131	53	28	24	12	-	131	-	-	-	-	-	-	41	78
Weighted Total	187	80	45	31	18	-	187	-	-	-	-	-	-	51	116
	100%	100%	100%	100%	100%	-	100%	-	-	-	-	-	-	100%	100%
Yes	31	12	7	3	-	-	31	-	-	-	-	-	-	21	8
	16%	15%	16%	10%	-	-	16%	-	-	-	-	-	-	40%	7%
No	150	66	38	25	18	-	150	-	-	-	-	-	-	28	104
	80%	83%	83%	80%	100%	-	80%	-	-	-	-	-	-	55%	90%
Don't know	6	2	*	3	-	-	6	-	-	-	-	-	-	2	4
	3%	2%	1%	10%	-	-	3%	-	-	-	-	-	-	4%	4%

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4. For the purposes of this survey, we would say that your organisation has Strategic Facilities Management (SFM) as part of its operations. Do you refer to it as SFM, or do you refer to it in another way?

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Strategic Facilities Management (SFM)	88	65	23	63	2	*	2	14	9	38	20	1	26	18	16
	17%	20%	12%	20%	20%	19%	20%	15%	9%	18%	26%	16%	17%	22%	19%
Other	384	218	166	211	6	1	7	80	86	149	46	7	108	55	55
	75%	68%	88%	67%	72%	74%	72%	85%	91%	72%	61%	82%	70%	68%	67%
Don't know	40	40	-	39	1	*	1	-	-	20	10	*	21	7	11
	8%	12%	-	12%	8%	6%	7%	-	-	9%	13%	2%	14%	9%	14%
Prefer not to say	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Strategic Facilities Management Survey

4. For the purposes of this survey, we would say that your organisation has Strategic Facilities Management (SFM) as part of its operations. Do you refer to it as SFM, or do you refer to it in another way?

Base: All who have SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Strategic Facilities Management (SFM)	88	24	11	18	12	88	-	36	34	41	39	23	43	47	33
	17%	19%	14%	27%	23%	17%	-	22%	17%	16%	17%	20%	16%	18%	15%
Other	384	90	56	35	37	384	-	109	158	198	171	83	208	200	166
	75%	71%	72%	53%	70%	75%	-	67%	80%	78%	73%	74%	76%	76%	74%
Don't know	40	12	11	13	4	40	-	18	6	15	25	6	21	15	24
	8%	9%	14%	21%	7%	8%	-	11%	3%	6%	10%	6%	8%	6%	11%
Prefer not to say	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Strategic Facilities Management Survey

5. How long has your organisation had SFM in place?

Base: All who have SFM

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than a year	26	17	9	17	*	*	*	2	7	13	1	*	13	1	3
	5%	5%	5%	5%	2%	4%	3%	2%	7%	6%	2%	1%	8%	2%	3%
At least a year but less than two years	49	40	9	39	1	*	1	6	3	29	7	*	31	1	9
	10%	12%	5%	12%	11%	2%	10%	6%	3%	14%	10%	3%	20%	1%	10%
At least two years but less than five years	88	53	35	52	1	*	2	23	12	33	13	2	34	11	7
	17%	16%	19%	16%	16%	18%	16%	24%	13%	16%	18%	18%	22%	14%	9%
At least five years but less than ten years	93	52	41	50	2	*	3	22	19	27	18	2	26	14	9
	18%	16%	22%	16%	28%	21%	27%	23%	20%	13%	24%	19%	17%	17%	11%
Ten years or more	105	56	49	54	1	1	2	28	21	43	9	2	2	25	29
	20%	17%	26%	17%	18%	32%	21%	30%	22%	21%	12%	26%	1%	31%	35%
For as long as the organisation has been in operation	129	86	43	84	1	*	2	12	31	52	23	3	41	23	22
	25%	27%	23%	27%	19%	21%	19%	13%	33%	25%	30%	31%	27%	29%	26%
Don't know	21	18	3	18	*	*	*	1	2	9	3	*	7	5	4
	4%	6%	2%	6%	6%	2%	5%	1%	2%	4%	4%	3%	4%	6%	5%
Nets															
Less than five years	163	110	53	107	2	*	3	31	22	75	22	2	78	14	18
	32%	34%	28%	34%	29%	24%	28%	33%	23%	36%	29%	22%	50%	17%	23%
Five years or more	198	108	90	104	4	1	4	50	40	70	27	4	29	38	38
	39%	33%	48%	33%	46%	53%	47%	53%	42%	34%	36%	44%	19%	48%	46%

Strategic Facilities Management Survey

5. How long has your organisation had SFM in place?

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Less than a year	26	5	9	3	*	26	-	26	-	15	11	3	13	11	14
	5%	4%	12%	4%	*	5%	-	16%	-	6%	5%	3%	5%	4%	6%
At least a year but less than two years	49	22	2	7	9	49	-	49	-	15	32	11	32	28	18
	10%	18%	2%	10%	17%	10%	-	30%	-	6%	14%	10%	12%	11%	8%
At least two years but less than five years	88	19	16	11	7	88	-	88	-	54	31	26	46	58	28
	17%	15%	20%	17%	13%	17%	-	54%	-	21%	13%	23%	17%	22%	13%
At least five years but less than ten years	93	22	12	11	8	93	-	-	93	47	44	20	48	42	44
	18%	17%	15%	16%	16%	18%	-	-	47%	18%	19%	18%	17%	16%	20%
Ten years or more	105	15	17	12	12	105	-	-	105	56	43	24	53	64	33
	20%	12%	22%	18%	22%	20%	-	-	53%	22%	18%	21%	19%	24%	15%
For as long as the organisation has been in operation	129	35	17	20	15	129	-	-	-	64	60	27	70	52	74
	25%	27%	22%	30%	29%	25%	-	-	-	25%	26%	24%	26%	20%	33%
Don't know	21	9	6	3	1	21	-	-	-	2	14	2	12	6	11
	4%	7%	7%	4%	3%	4%	-	-	-	1%	6%	2%	4%	2%	5%
Nets															
Less than five years	163	46	27	21	16	163	-	163	-	84	74	40	91	97	60
	32%	37%	34%	32%	30%	32%	-	100%	-	33%	32%	36%	33%	37%	27%
Five years or more	198	37	29	22	20	198	-	-	198	103	87	43	100	106	78
	39%	29%	37%	34%	38%	39%	-	-	100%	41%	37%	38%	37%	40%	35%

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6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Summary table

Base: All who have SFM

	Total	Increase	Stay the same	Decrease	Don't know	Not applicable
Employee engagement	512 100%	247 48%	207 40%	14 3%	8 2%	36 7%
Employee absence	512 100%	21 4%	292 57%	106 21%	39 8%	53 10%
Overall organisation productivity	512 100%	301 59%	163 32%	17 3%	17 3%	13 2%
Tenant retention	512 100%	78 15%	190 37%	19 4%	27 5%	197 39%
The attractiveness of your organisation to clients or customers	512 100%	250 49%	202 39%	10 2%	15 3%	34 7%
The turnover of your organisation	323 100%	155 48%	120 37%	29 9%	14 4%	4 1%
The profitability of your organisation	323 100%	125 39%	153 47%	31 10%	9 3%	5 2%

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6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Summary table - Increase

Base: All who have SFM

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Overall organisation productivity	301	168	133	162	6	1	7	64	69	106	42	7	95	33	37
	59%	52%	70%	52%	73%	64%	71%	68%	73%	51%	56%	79%	61%	41%	46%
The attractiveness of your organisation to clients or customers	250	151	99	145	5	1	6	53	46	93	37	8	82	34	32
	49%	47%	52%	46%	69%	61%	67%	56%	48%	45%	49%	83%	53%	43%	39%
Employee engagement	247	113	134	107	5	1	6	66	68	68	33	7	62	27	21
	48%	35%	71%	34%	60%	57%	59%	70%	72%	33%	44%	79%	40%	33%	26%
Tenant retention	78	43	35	40	2	*	3	16	19	25	13	2	19	11	12
	15%	13%	19%	13%	31%	22%	30%	17%	20%	12%	17%	23%	12%	14%	15%
Employee absence	21	13	8	12	1	*	1	3	5	6	6	1	4	4	5
	4%	4%	4%	4%	7%	7%	7%	3%	5%	3%	9%	8%	3%	5%	6%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Summary table - Increase

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Overall organisation productivity	301	67	41	34	26	301	-	108	112	206	83	80	135	188	98
	59%	53%	53%	52%	49%	59%	-	66%	56%	81%	35%	71%	49%	72%	44%
The attractiveness of your organisation to clients or customers	250	69	36	26	20	250	-	95	87	163	77	83	110	160	78
	49%	54%	46%	40%	38%	49%	-	58%	44%	64%	33%	74%	40%	61%	35%
Employee engagement	247	51	18	25	19	247	-	88	90	170	63	78	88	173	66
	48%	41%	23%	38%	36%	48%	-	54%	45%	67%	27%	69%	32%	66%	30%
Tenant retention	78	19	10	8	6	78	-	33	24	56	17	34	28	56	21
	15%	15%	13%	12%	11%	15%	-	20%	12%	22%	7%	30%	10%	21%	9%
Employee absence	21	5	6	*	2	21	-	2	10	13	5	4	11	9	8
	4%	4%	7%	*	5%	4%	-	1%	5%	5%	2%	4%	4%	4%	4%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Summary table - Increase

Base: Business sample

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	380	380	-	201	90	89	179	-	-	124	108	108	114	91	173
Weighted Total	323	323	-	313	8	2	9	-	-	207	75	9	155	80	82
	100%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
The turnover of your organisation	155	155	-	150	4	1	5	-	-	94	47	6	86	23	44
	48%	48%	-	48%	51%	52%	51%	-	-	45%	62%	63%	55%	28%	54%
The profitability of your organisation	125	125	-	119	4	1	5	-	-	76	38	6	67	26	30
	39%	39%	-	38%	58%	56%	57%	-	-	37%	51%	70%	43%	32%	36%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Summary table - Increase

Base: Business sample

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	380	173	77	78	52	380	-	115	151	192	165	112	200	189	170
Weighted Total	323	126	78	66	52	323	-	110	108	104	205	64	216	107	193
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
The turnover of your organisation	155	55	36	37	27	155	-	58	44	67	85	34	100	54	99
	48%	44%	46%	56%	52%	48%	-	53%	41%	64%	41%	54%	46%	51%	51%
The profitability of your organisation	125	54	28	20	22	125	-	50	35	72	51	38	68	59	63
	39%	43%	36%	31%	43%	39%	-	45%	32%	70%	25%	60%	31%	56%	33%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Employee engagement

Base: All who have SFM

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	247	113	134	107	5	1	6	66	68	68	33	7	62	27	21
	48%	35%	71%	34%	60%	57%	59%	70%	72%	33%	44%	79%	40%	33%	26%
Stay the same	207	167	40	163	3	1	3	22	18	105	38	2	65	47	51
	40%	52%	21%	52%	35%	30%	34%	23%	19%	51%	51%	18%	42%	59%	63%
Decrease	14	9	5	9	*	*	*	1	4	7	2	*	2	*	7
	3%	3%	3%	3%	1%	5%	2%	1%	4%	4%	3%	2%	2%	*	8%
Don't know	8	2	6	2	*	*	*	3	3	*	*	*	1	*	1
	2%	1%	3%	1%	3%	6%	4%	3%	3%	*	*	1%	1%	*	1%
Not applicable	36	32	4	31	*	*	*	2	2	26	2	*	24	6	2
	7%	10%	2%	10%	1%	2%	1%	2%	2%	13%	2%	*	15%	8%	2%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Employee engagement

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	247	51	18	25	19	247	-	88	90	170	63	78	88	173	66
	48%	41%	23%	38%	36%	48%	-	54%	45%	67%	27%	69%	32%	66%	30%
Stay the same	207	60	54	32	21	207	-	61	77	63	135	25	155	67	122
	40%	47%	69%	49%	40%	40%	-	38%	39%	25%	58%	23%	57%	26%	55%
Decrease	14	2	*	2	5	14	-	3	8	2	12	1	10	9	5
	3%	2%	*	4%	9%	3%	-	2%	4%	1%	5%	1%	4%	3%	2%
Don't know	8	2	*	-	-	8	-	1	6	6	2	*	3	4	4
	2%	2%	*	-	-	2%	-	1%	3%	2%	1%	*	1%	2%	2%
Not applicable	36	11	6	6	8	36	-	10	17	12	22	8	16	8	26
	7%	9%	8%	9%	15%	7%	-	6%	9%	5%	9%	7%	6%	3%	12%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Employee absence

Base: All who have SFM

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	21	13	8	12	1	*	1	3	5	6	6	1	4	4	5
	4%	4%	4%	4%	7%	7%	7%	3%	5%	3%	9%	8%	3%	5%	6%
Stay the same	292	217	75	212	4	1	5	35	40	139	58	4	95	61	61
	57%	67%	40%	68%	52%	43%	51%	37%	42%	67%	77%	46%	61%	76%	74%
Decrease	106	40	66	37	3	1	3	32	34	30	5	4	25	7	8
	21%	12%	35%	12%	34%	30%	33%	34%	36%	15%	7%	42%	16%	9%	10%
Don't know	39	7	32	7	*	*	1	18	14	4	*	*	1	*	3
	8%	2%	17%	2%	4%	16%	6%	19%	15%	2%	*	3%	*	*	4%
Not applicable	53	45	8	45	*	*	*	6	2	28	6	*	31	7	4
	10%	14%	4%	14%	2%	4%	3%	6%	2%	14%	8%	1%	20%	9%	5%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Employee absence

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	21	5	6	*	2	21	-	2	10	13	5	4	11	9	8
	4%	4%	7%	*	5%	4%	-	1%	5%	5%	2%	4%	4%	4%	4%
Stay the same	292	84	55	48	30	292	-	97	107	111	170	51	194	132	144
	57%	67%	70%	73%	57%	57%	-	60%	54%	44%	72%	45%	71%	51%	65%
Decrease	106	13	4	14	10	106	-	36	40	80	21	34	34	73	31
	21%	10%	5%	21%	19%	21%	-	22%	20%	32%	9%	30%	12%	28%	14%
Don't know	39	4	3	*	*	39	-	10	24	26	11	13	9	28	7
	8%	3%	4%	*	*	8%	-	6%	12%	10%	5%	11%	3%	11%	3%
Not applicable	53	20	11	4	10	53	-	18	17	23	28	11	25	19	32
	10%	16%	14%	6%	19%	10%	-	11%	9%	9%	12%	9%	9%	7%	14%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Overall organisation productivity

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	301	168	133	162	6	1	7	64	69	106	42	7	95	33	37
	59%	52%	70%	52%	73%	64%	71%	68%	73%	51%	56%	79%	61%	41%	46%
Stay the same	163	131	32	129	2	*	2	15	17	83	30	2	56	41	34
	32%	41%	17%	41%	23%	24%	23%	16%	18%	40%	40%	19%	36%	51%	42%
Decrease	17	11	6	11	*	*	*	3	3	11	*	*	2	4	5
	3%	3%	3%	3%	2%	3%	2%	3%	3%	5%	*	1%	1%	5%	6%
Don't know	17	4	13	4	*	*	*	9	4	-	3	*	*	1	*
	3%	1%	7%	1%	2%	4%	3%	10%	4%	-	4%	*	*	2%	*
Not applicable	13	8	5	7	-	*	*	3	2	7	*	*	2	1	5
	2%	2%	3%	2%	-	4%	1%	3%	2%	3%	*	1%	1%	1%	6%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Overall organisation productivity

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	301	67	41	34	26	301	-	108	112	206	83	80	135	188	98
	59%	53%	53%	52%	49%	59%	-	66%	56%	81%	35%	71%	49%	72%	44%
Stay the same	163	54	32	25	20	163	-	42	61	31	126	21	121	44	113
	32%	43%	40%	38%	39%	32%	-	26%	31%	12%	54%	19%	44%	17%	51%
Decrease	17	1	5	3	2	17	-	4	12	3	12	4	10	7	7
	3%	1%	6%	4%	5%	3%	-	2%	6%	1%	5%	3%	4%	3%	3%
Don't know	17	3	*	*	1	17	-	6	6	8	7	3	3	14	2
	3%	2%	*	*	2%	3%	-	4%	3%	3%	3%	3%	1%	5%	1%
Not applicable	13	*	1	4	2	13	-	3	7	5	7	4	5	8	4
	2%	*	1%	6%	5%	2%	-	2%	3%	2%	3%	4%	2%	3%	2%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Tenant retention

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	78	43	35	40	2	*	3	16	19	25	13	2	19	11	12
	15%	13%	19%	13%	31%	22%	30%	17%	20%	12%	17%	23%	12%	14%	15%
Stay the same	190	136	54	134	2	1	2	31	23	89	31	4	63	29	41
	37%	42%	29%	43%	24%	33%	26%	33%	24%	43%	41%	40%	40%	37%	50%
Decrease	19	7	12	7	*	*	*	7	5	4	3	*	4	3	*
	4%	2%	6%	2%	3%	4%	3%	7%	5%	2%	4%	1%	3%	3%	*
Don't know	27	14	13	14	*	*	*	9	4	7	5	*	6	2	3
	5%	4%	7%	4%	2%	8%	3%	10%	4%	3%	7%	1%	4%	2%	4%
Not applicable	197	122	75	118	3	1	4	31	44	82	23	3	63	34	25
	39%	38%	40%	38%	40%	33%	38%	33%	46%	39%	31%	34%	40%	43%	30%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

Tenant retention

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	78	19	10	8	6	78	-	33	24	56	17	34	28	56	21
	15%	15%	13%	12%	11%	15%	-	20%	12%	22%	7%	30%	10%	21%	9%
Stay the same	190	55	36	28	17	190	-	60	78	79	106	36	120	83	91
	37%	43%	46%	42%	33%	37%	-	37%	39%	31%	45%	32%	44%	32%	41%
Decrease	19	*	3	4	-	19	-	3	11	10	6	2	11	10	6
	4%	*	4%	6%	-	4%	-	2%	5%	4%	3%	2%	4%	4%	3%
Don't know	27	5	6	1	2	27	-	10	7	12	12	4	15	19	8
	5%	4%	8%	1%	3%	5%	-	6%	3%	5%	5%	3%	5%	7%	4%
Not applicable	197	47	23	25	27	197	-	56	79	96	94	37	99	94	96
	39%	37%	29%	38%	52%	39%	-	34%	40%	38%	40%	33%	36%	36%	43%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The attractiveness of your organisation to clients or customers

Base: All who have SFM

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increase	250	151	99	145	5	1	6	53	46	93	37	8	82	34	32
	49%	47%	52%	46%	69%	61%	67%	56%	48%	45%	49%	83%	53%	43%	39%
Stay the same	202	157	45	154	2	1	3	23	22	102	35	1	63	46	49
	39%	49%	24%	49%	26%	30%	27%	24%	23%	49%	47%	15%	40%	57%	59%
Decrease	10	8	2	8	*	*	*	1	1	5	3	*	5	-	*
	2%	3%	1%	3%	1%	1%	1%	1%	1%	3%	3%	1%	4%	-	*
Don't know	15	4	11	4	*	*	*	4	7	4	-	*	4	-	*
	3%	1%	6%	1%	1%	3%	2%	4%	7%	2%	-	*	3%	-	*
Not applicable	34	2	32	2	*	*	*	13	19	2	1	*	1	*	1
	7%	1%	17%	1%	3%	4%	3%	14%	20%	1%	1%	1%	1%	*	1%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The attractiveness of your organisation to clients or customers

Base: All who have SFM

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	250	69	36	26	20	250	-	95	87	163	77	83	110	160	78
	49%	54%	46%	40%	38%	49%	-	58%	44%	64%	33%	74%	40%	61%	35%
Stay the same	202	54	39	35	29	202	-	56	85	58	140	18	146	64	128
	39%	43%	50%	53%	55%	39%	-	34%	43%	23%	59%	16%	53%	24%	58%
Decrease	10	3	-	3	2	10	-	3	2	1	8	2	4	6	3
	2%	2%	-	5%	5%	2%	-	2%	1%	*	4%	1%	1%	2%	2%
Don't know	15	*	3	-	1	15	-	3	7	7	4	3	7	11	1
	3%	*	4%	-	2%	3%	-	2%	4%	3%	2%	3%	3%	4%	1%
Not applicable	34	1	*	1	*	34	-	6	17	25	6	7	7	21	12
	7%	1%	*	2%	*	7%	-	4%	9%	10%	3%	6%	2%	8%	5%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The turnover of your organisation

Base: Business sample

	Sector			Respondent type					Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	380	380	-	201	90	89	179	-	-	124	108	108	114	91	173
Weighted Total	323	323	-	313	8	2	9	-	-	207	75	9	155	80	82
	100%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
Increase	155	155	-	150	4	1	5	-	-	94	47	6	86	23	44
	48%	48%	-	48%	51%	52%	51%	-	-	45%	62%	63%	55%	28%	54%
Stay the same	120	120	-	117	2	*	3	-	-	83	18	3	48	40	29
	37%	37%	-	37%	32%	26%	31%	-	-	40%	24%	30%	31%	50%	35%
Decrease	29	29	-	28	*	*	1	-	-	22	6	*	11	13	5
	9%	9%	-	9%	5%	7%	6%	-	-	11%	8%	3%	7%	16%	6%
Don't know	14	14	-	14	*	*	1	-	-	6	4	*	6	4	4
	4%	4%	-	4%	6%	8%	7%	-	-	3%	5%	2%	4%	5%	5%
Not applicable	4	4	-	4	*	*	1	-	-	1	*	*	4	*	*
	1%	1%	-	1%	6%	7%	6%	-	-	1%	*	2%	3%	*	*

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The turnover of your organisation

Base: Business sample

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	380	173	77	78	52	380	-	115	151	192	165	112	200	189	170
Weighted Total	323	126	78	66	52	323	-	110	108	104	205	64	216	107	193
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	155	55	36	37	27	155	-	58	44	67	85	34	100	54	99
	48%	44%	46%	56%	52%	48%	-	53%	41%	64%	41%	54%	46%	51%	51%
Stay the same	120	53	30	21	16	120	-	40	42	30	85	21	86	35	71
	37%	42%	38%	32%	31%	37%	-	37%	39%	29%	42%	33%	40%	32%	37%
Decrease	29	11	12	6	*	29	-	9	13	4	21	6	20	9	14
	9%	9%	15%	9%	*	9%	-	9%	12%	4%	10%	9%	9%	8%	7%
Don't know	14	7	1	1	6	14	-	2	9	3	10	3	9	9	5
	4%	5%	1%	1%	12%	4%	-	2%	8%	2%	5%	4%	4%	8%	3%
Not applicable	4	*	*	2	3	4	-	*	*	*	4	*	1	*	4
	1%	*	*	2%	5%	1%	-	*	*	*	2%	*	1%	*	2%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The profitability of your organisation

Base: Business sample

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	380	380	-	201	90	89	179	-	-	124	108	108	114	91	173
Weighted Total	323	323	-	313	8	2	9	-	-	207	75	9	155	80	82
	100%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
Increase	125	125	-	119	4	1	5	-	-	76	38	6	67	26	30
	39%	39%	-	38%	58%	56%	57%	-	-	37%	51%	70%	43%	32%	36%
Stay the same	153	153	-	151	2	*	2	-	-	100	27	2	65	43	42
	47%	47%	-	48%	25%	16%	23%	-	-	48%	36%	20%	42%	53%	51%
Decrease	31	31	-	31	*	*	*	-	-	20	9	*	14	11	6
	10%	10%	-	10%	3%	6%	4%	-	-	10%	12%	3%	9%	14%	7%
Don't know	9	9	-	8	1	*	1	-	-	7	1	*	7	*	1
	3%	3%	-	2%	10%	11%	10%	-	-	3%	1%	4%	5%	*	1%
Not applicable	5	5	-	5	*	*	1	-	-	5	*	*	2	*	3
	2%	2%	-	2%	5%	11%	6%	-	-	2%	*	2%	1%	*	4%

Strategic Facilities Management Survey

6. Since adopting SFM, has your organisation seen an increase or decrease in each of the following, or has this remained the same?

The profitability of your organisation

Base: Business sample

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	380	173	77	78	52	380	-	115	151	192	165	112	200	189	170
Weighted Total	323	126	78	66	52	323	-	110	108	104	205	64	216	107	193
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increase	125	54	28	20	22	125	-	50	35	72	51	38	68	59	63
	39%	43%	36%	31%	43%	39%	-	45%	32%	70%	25%	60%	31%	56%	33%
Stay the same	153	55	39	32	27	153	-	46	55	29	120	19	120	36	105
	47%	44%	50%	49%	51%	47%	-	42%	51%	28%	58%	30%	55%	34%	54%
Decrease	31	11	8	9	3	31	-	10	14	1	25	5	20	6	19
	10%	9%	10%	13%	6%	10%	-	9%	13%	1%	12%	7%	9%	6%	10%
Don't know	9	5	4	*	*	9	-	3	1	1	4	2	4	5	1
	3%	4%	5%	*	1%	3%	-	3%	1%	1%	2%	3%	2%	5%	*
Not applicable	5	1	*	4	*	5	-	1	3	1	5	*	5	*	5
	2%	1%	*	7%	*	2%	-	*	3%	1%	2%	*	2%	*	3%

Strategic Facilities Management Survey

7. Overall, do you believe SFM has saved your organisation money or lost it money, or has it made no real difference?

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Saved money	254	104	150	97	5	1	6	80	70	62	25	6	49	29	22
	50%	32%	79%	31%	66%	68%	66%	85%	74%	30%	33%	71%	32%	36%	27%
No difference	235	205	30	203	2	*	3	12	18	135	47	2	98	49	56
	46%	64%	16%	65%	28%	25%	27%	13%	19%	65%	63%	26%	63%	61%	68%
Lost money	12	9	3	9	*	*	*	-	3	7	2	-	5	1	3
	2%	3%	2%	3%	1%	1%	1%	-	3%	3%	3%	-	3%	1%	4%
Don't know	11	5	6	5	*	*	1	2	4	3	1	*	3	1	1
	2%	2%	3%	1%	5%	6%	5%	2%	4%	1%	1%	4%	2%	2%	1%

Strategic Facilities Management Survey

7. Overall, do you believe SFM has saved your organisation money or lost it money, or has it made no real difference?

Base: All who have SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Saved money	254	46	26	20	11	254	-	84	103	254	-	74	93	176	70
	50%	37%	33%	30%	22%	50%	-	52%	52%	100%	-	66%	34%	67%	32%
No difference	235	76	45	44	40	235	-	74	87	-	235	27	171	76	148
	46%	60%	57%	68%	76%	46%	-	45%	44%	-	100%	24%	63%	29%	66%
Lost money	12	3	5	1	-	12	-	3	6	-	-	8	4	3	4
	2%	2%	6%	2%	-	2%	-	2%	3%	-	-	7%	1%	1%	2%
Don't know	11	1	3	*	1	11	-	1	2	-	-	3	5	7	1
	2%	1%	4%	*	2%	2%	-	1%	1%	-	-	3%	2%	3%	*

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM saves their organisation money

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	342	192	150	73	59	60	119	80	70	45	51	77	42	48	101
Weighted Total	254	104	150	97	5	1	6	80	70	62	25	6	49	29	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	12	11	1	11	*	*	*	1	-	8	3	*	8	2	2
	5%	11%	1%	11%	6%	2%	5%	1%	-	13%	13%	2%	16%	6%	7%
1-999	11	11	-	11	*	*	*	-	-	7	4	*	3	5	3
	5%	11%	-	12%	3%	7%	4%	-	-	11%	17%	2%	6%	18%	14%
1,000 - 9,999	13	13	-	12	*	*	*	-	-	8	4	1	4	3	5
	5%	12%	-	13%	5%	3%	5%	-	-	13%	15%	13%	9%	11%	24%
10,000 - 99,999	25	6	19	5	1	*	1	11	8	2	3	*	4	*	2
	10%	6%	13%	5%	13%	10%	12%	14%	11%	4%	12%	5%	8%	*	8%
100,000 - 999,999	43	1	42	1	*	*	*	26	16	-	*	1	1	*	*
	17%	1%	28%	1%	5%	12%	6%	33%	23%	-	*	14%	1%	*	1%
1 million or more	17	*	17	-	*	*	*	8	9	-	*	*	-	*	*
	7%	*	11%	-	2%	5%	2%	10%	13%	-	*	2%	-	*	1%
Don't know	126	61	65	57	3	1	4	31	34	36	11	4	29	19	10
	50%	59%	43%	58%	66%	59%	64%	39%	49%	59%	43%	60%	59%	65%	45%
Prefer not to say	6	*	6	-	*	*	*	3	3	-	-	*	-	-	*
	2%	*	4%	-	2%	3%	2%	4%	4%	-	-	2%	-	-	1%
Median	80	1	200	1	23	50	30	225	200	0	1	50	0	0	1
Mean Score (000's)	733	260	987	8	137	22846	5091	800	1248	3	709	337	14	993	55

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM saves their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	342	90	37	39	26	342	-	104	151	342	-	111	123	247	88
Weighted Total	254	46	26	20	11	254	-	84	103	254	-	74	93	176	70
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	12	4	4	*	3	12	-	4	1	12	-	6	5	4	8
	5%	9%	17%	1%	23%	5%	-	5%	1%	5%	-	9%	5%	2%	11%
1-999	11	3	3	5	*	11	-	7	3	11	-	2	7	7	4
	5%	6%	12%	27%	*	5%	-	8%	3%	5%	-	2%	7%	4%	6%
1,000 - 9,999	13	8	*	4	*	13	-	4	5	13	-	6	7	7	5
	5%	17%	1%	22%	1%	5%	-	5%	4%	5%	-	8%	7%	4%	7%
10,000 - 99,999	25	2	*	3	*	25	-	7	11	25	-	6	10	21	3
	10%	5%	*	17%	1%	10%	-	9%	10%	10%	-	9%	11%	12%	4%
100,000 - 999,999	43	*	*	1	*	43	-	13	23	43	-	11	15	39	3
	17%	1%	*	3%	*	17%	-	15%	23%	17%	-	15%	16%	22%	5%
1 million or more	17	*	*	*	-	17	-	5	9	17	-	2	3	13	3
	7%	*	*	*	-	7%	-	6%	9%	7%	-	3%	3%	7%	4%
Don't know	126	28	18	6	9	126	-	42	49	126	-	38	47	79	43
	50%	61%	70%	30%	75%	50%	-	50%	48%	50%	-	51%	50%	45%	62%
Prefer not to say	6	*	*	*	-	6	-	2	2	6	-	3	-	6	*
	2%	*	*	*	-	2%	-	2%	2%	2%	-	4%	-	3%	*
Median	80	1	0	1	0	80	-	70	150	80	-	20	20	100	1
Mean Score (000's)	733	570	49	33	4	733	-	1314	516	733	-	223	413	810	488

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM saves their organisation money

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	342	192	150	73	59	60	119	80	70	45	51	77	42	48	101
Weighted Total	254	104	150	97	5	1	6	80	70	62	25	6	49	29	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	5	*	5	*	*	*	*	4	1	-	*	*	*	-	*
	2%	*	3%	*	2%	2%	2%	5%	1%	-	2%	1%	1%	-	*
1-999	5	5	-	5	*	*	*	-	-	2	3	*	2	2	1
	2%	5%	-	5%	5%	3%	5%	-	-	3%	10%	3%	4%	8%	2%
1,000 - 9,999	20	20	-	19	*	*	*	-	-	12	7	*	5	6	8
	8%	19%	-	20%	7%	2%	6%	-	-	20%	28%	4%	10%	22%	37%
10,000 - 99,999	15	2	13	1	1	*	1	6	7	-	1	1	1	*	1
	6%	2%	9%	1%	11%	10%	11%	8%	10%	-	3%	14%	1%	*	5%
100,000 - 999,999	18	2	16	1	*	*	*	10	6	-	1	1	1	*	1
	7%	2%	11%	1%	6%	9%	7%	13%	9%	-	3%	17%	1%	1%	4%
1 million or more	5	*	5	-	*	*	*	1	4	-	-	*	-	-	*
	2%	*	3%	-	2%	5%	2%	1%	6%	-	-	2%	-	-	1%
Don't know	180	72	108	68	3	1	4	57	51	45	13	4	38	20	11
	71%	69%	72%	70%	66%	67%	66%	71%	73%	73%	52%	57%	77%	70%	48%
Prefer not to say	6	3	3	3	*	*	*	2	1	2	*	*	2	-	*
	2%	3%	2%	3%	2%	3%	2%	3%	1%	4%	1%	2%	5%	-	2%
Median	10	3	100	3	17	60	20	100	100	2	5	30	3	1	5
Mean Score (000's)	307	34	509	13	83	1362	316	252	808	2	12	308	28	5	63

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM saves their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	342	90	37	39	26	342	-	104	151	342	-	111	123	247	88
Weighted Total	254	46	26	20	11	254	-	84	103	254	-	74	93	176	70
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	5	*	*	*	-	5	-	3	2	5	-	1	1	5	-
	2%	1%	*	*	-	2%	-	4%	2%	2%	-	1%	1%	3%	-
1-999	5	2	1	2	*	5	-	3	1	5	-	1	3	2	3
	2%	5%	2%	12%	*	2%	-	3%	1%	2%	-	1%	4%	1%	4%
1,000 - 9,999	20	9	5	3	3	20	-	7	5	20	-	10	10	8	11
	8%	20%	18%	14%	27%	8%	-	8%	4%	8%	-	13%	11%	5%	16%
10,000 - 99,999	15	1	*	*	*	15	-	5	5	15	-	4	5	13	2
	6%	3%	*	1%	1%	6%	-	6%	5%	6%	-	6%	6%	7%	2%
100,000 - 999,999	18	*	*	1	*	18	-	6	9	18	-	6	4	16	2
	7%	1%	*	7%	*	7%	-	7%	9%	7%	-	8%	4%	9%	3%
1 million or more	5	*	-	*	-	5	-	2	2	5	-	2	-	5	-
	2%	*	-	1%	-	2%	-	2%	2%	2%	-	3%	-	3%	-
Don't know	180	33	20	11	8	180	-	57	76	180	-	49	67	123	50
	71%	71%	79%	54%	68%	71%	-	68%	74%	71%	-	66%	71%	70%	71%
Prefer not to say	6	*	*	2	*	6	-	1	4	6	-	2	2	3	3
	2%	*	*	12%	3%	2%	-	1%	4%	2%	-	3%	3%	2%	4%
Median	10	1	5	5	4	10	-	10	50	10	-	10	5	50	4
Mean Score (000's)	307	10	6	118	6	307	-	503	237	307	-	154	62	401	52

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM loses their organisation money

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	13	10	3	8	1	1	2	-	3	4	5	-	5	2	3
Weighted Total	12	9	3	9	*	*	*	-	3	7	2	-	5	1	3
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	1	-	1	-	-	-	-	-	1	-	-	1	-	-
	5%	7%	-	7%	-	-	-	-	-	9%	-	-	12%	-	-
10,000 - 99,999	2	2	-	2	*	-	*	-	-	1	1	-	1	-	1
	15%	20%	-	19%	100%	-	81%	-	-	18%	24%	-	26%	-	15%
100,000 - 999,999	2	-	2	-	-	-	-	-	2	-	-	-	-	-	-
	17%	-	67%	-	-	-	-	-	67%	-	-	-	-	-	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	7	6	1	6	-	*	*	-	1	5	2	-	3	1	3
	64%	74%	33%	75%	-	100%	19%	-	33%	73%	76%	-	62%	100%	85%
Median	60	15	175	15	50	-	50	-	175	15	60	-	15	-	60
Mean Score (000's)	94	23	175	22	50	-	50	-	175	12	58	-	12	-	58

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM loses their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	13	4	2	4	-	13	-	3	6	-	-	9	3	3	4
Weighted Total	12	3	5	1	-	12	-	3	6	-	-	8	4	3	4
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	-	-	1	-	1	-	1	-	-	-	1	-	-	-
	5%	-	-	43%	-	5%	-	17%	-	-	-	7%	-	-	-
10,000 - 99,999	2	2	-	*	-	2	-	-	2	-	-	2	*	-	1
	15%	62%	-	6%	-	15%	-	-	30%	-	-	20%	2%	-	34%
100,000 - 999,999	2	-	-	-	-	2	-	1	1	-	-	2	-	2	-
	17%	-	-	-	-	17%	-	30%	18%	-	-	25%	-	75%	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	7	1	5	1	-	7	-	2	3	-	-	4	4	1	2
	64%	38%	100%	51%	-	64%	-	53%	52%	-	-	48%	98%	25%	66%
Median	60	15	-	7	-	60	-	100	60	-	-	60	50	175	15
Mean Score (000's)	94	27	-	13	-	94	-	66	110	-	-	95	50	175	17

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM loses their organisation money

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	13	10	3	8	1	1	2	-	3	4	5	-	5	2	3
Weighted Total	12	9	3	9	*	*	*	-	3	7	2	-	5	1	3
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	2	-	2	-	-	-	-	-	2	-	-	2	-	-
	15%	20%	-	20%	-	-	-	-	-	27%	-	-	38%	-	-
10,000 - 99,999	*	*	-	*	-	-	-	-	-	-	*	-	-	-	*
	4%	5%	-	5%	-	-	-	-	-	-	20%	-	-	-	12%
100,000 - 999,999	*	*	-	-	*	-	*	-	-	-	*	-	-	-	*
	1%	1%	-	-	100%	-	81%	-	-	-	4%	-	-	-	2%
1 million or more	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	9%	-	33%	-	-	-	-	-	33%	-	-	-	-	-	-
Don't know	8	6	2	6	-	*	*	-	2	5	2	-	3	1	3
	72%	74%	67%	75%	-	100%	19%	-	67%	73%	76%	-	62%	100%	85%
Median	6	6	1000	6	100	-	100	-	1000	6	60	-	6	-	60
Mean Score (000's)	319	19	1000	16	100	-	100	-	1000	5	66	-	5	-	66

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM loses their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	13	4	2	4	-	13	-	3	6	-	-	9	3	3	4
Weighted Total	12	3	5	1	-	12	-	3	6	-	-	8	4	3	4
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	1	-	1	-	2	-	1	1	-	-	2	-	-	1
	15%	45%	-	43%	-	15%	-	17%	21%	-	-	22%	-	-	32%
10,000 - 99,999	*	*	-	-	-	*	-	-	*	-	-	*	-	-	-
	4%	16%	-	-	-	4%	-	-	8%	-	-	5%	-	-	-
100,000 - 999,999	*	-	-	*	-	*	-	-	*	-	-	-	*	-	*
	1%	-	-	6%	-	1%	-	-	1%	-	-	-	2%	-	2%
1 million or more	1	-	-	-	-	1	-	-	1	-	-	1	-	1	-
	9%	-	-	-	-	9%	-	-	18%	-	-	12%	-	38%	-
Don't know	8	1	5	1	-	8	-	3	3	-	-	5	4	2	2
	72%	38%	100%	51%	-	72%	-	83%	52%	-	-	60%	98%	62%	66%
Median	6	6	-	2	-	6	-	2	60	-	-	6	100	1000	6
Mean Score (000's)	319	20	-	15	-	319	-	2	385	-	-	324	100	1000	12

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM saves their organisation money (excluding "don't know" and "prefer not to say")

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	150	71	79	29	19	23	42	46	33	16	23	28	18	17	36
Weighted Total	122	43	79	40	2	*	2	46	33	26	14	2	20	10	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	12	11	1	11	*	*	*	1	-	8	3	*	8	2	2
	10%	27%	1%	27%	18%	4%	15%	2%	-	32%	22%	4%	39%	18%	13%
1-999	11	11	-	11	*	*	*	-	-	7	4	*	3	5	3
	9%	27%	-	28%	9%	17%	11%	-	-	27%	30%	6%	16%	51%	26%
1,000 - 9,999	13	13	-	12	*	*	*	-	-	8	4	1	4	3	5
	10%	30%	-	31%	15%	8%	14%	-	-	32%	26%	34%	22%	30%	44%
10,000 - 99,999	25	6	19	5	1	*	1	11	8	2	3	*	4	*	2
	20%	14%	24%	13%	39%	26%	36%	24%	24%	9%	21%	13%	20%	*	14%
100,000 - 999,999	43	1	42	1	*	*	*	26	16	-	*	1	1	*	*
	35%	2%	53%	2%	15%	32%	18%	57%	48%	-	*	38%	3%	1%	2%
1 million or more	17	*	17	-	*	*	*	8	9	-	*	*	-	*	*
	14%	*	22%	-	5%	12%	7%	17%	27%	-	*	5%	-	*	1%
Median	80	1	200	1	23	50	30	225	200	0	1	50	0	0	1
Mean Score (000's)	733	260	987	8	137	22846	5091	800	1248	3	709	337	14	993	55

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM saves their organisation money (excluding "don't know" and "prefer not to say")

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	150	37	9	17	8	150	-	52	66	150	-	48	56	116	30
Weighted Total	122	18	8	14	3	122	-	40	52	122	-	33	47	91	27
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	12	4	4	*	3	12	-	4	1	12	-	6	5	4	8
	10%	23%	57%	1%	92%	10%	-	10%	2%	10%	-	19%	10%	4%	30%
1-999	11	3	3	5	*	11	-	7	3	11	-	2	7	7	4
	9%	17%	39%	38%	1%	9%	-	17%	6%	9%	-	5%	14%	8%	16%
1,000 - 9,999	13	8	*	4	*	13	-	4	5	13	-	6	7	7	5
	10%	45%	2%	32%	3%	10%	-	10%	9%	10%	-	18%	14%	8%	20%
10,000 - 99,999	25	2	*	3	*	25	-	7	11	25	-	6	10	21	3
	20%	14%	1%	24%	2%	20%	-	19%	20%	20%	-	19%	22%	23%	11%
100,000 - 999,999	43	*	*	1	*	43	-	13	23	43	-	11	15	39	3
	35%	2%	*	5%	2%	35%	-	32%	45%	35%	-	32%	32%	43%	12%
1 million or more	17	*	*	*	-	17	-	5	9	17	-	2	3	13	3
	14%	*	*	1%	-	14%	-	13%	17%	14%	-	6%	6%	14%	11%
Median	80	1	0	1	0	80	-	70	150	80	-	20	20	100	1
Mean Score (000's)	733	570	49	33	4	733	-	1314	516	733	-	223	413	810	488

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM saves their organisation money (excluding "don't know" and "prefer not to say")

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	101	62	39	24	20	18	38	21	18	11	21	29	12	18	32
Weighted Total	68	29	39	27	2	*	2	21	18	15	12	3	9	9	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	5	*	5	*	*	*	*	4	1	-	*	*	*	-	*
	8%	2%	13%	1%	5%	6%	5%	19%	6%	-	3%	3%	4%	-	1%
1-999	5	5	-	5	*	*	*	-	-	2	3	*	2	2	1
	7%	17%	-	18%	15%	11%	15%	-	-	15%	23%	8%	24%	26%	5%
1,000 - 9,999	20	20	-	19	*	*	*	-	-	12	7	*	5	6	8
	29%	68%	-	72%	20%	5%	18%	-	-	85%	61%	9%	58%	71%	74%
10,000 - 99,999	15	2	13	1	1	*	1	6	7	-	1	1	1	*	1
	22%	6%	33%	4%	34%	33%	34%	29%	39%	-	7%	34%	6%	*	11%
100,000 - 999,999	18	2	16	1	*	*	*	10	6	-	1	1	1	*	1
	26%	6%	41%	5%	19%	30%	21%	48%	33%	-	6%	40%	8%	2%	8%
1 million or more	5	*	5	-	*	*	*	1	4	-	-	*	-	-	*
	8%	1%	13%	-	5%	16%	7%	5%	22%	-	-	5%	-	-	1%
Median	10	3	100	3	17	60	20	100	100	2	5	30	3	1	5
Mean Score (000's)	307	34	509	13	83	1362	316	252	808	2	12	308	28	5	63

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM saves their organisation money (excluding "don't know" and "prefer not to say")

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	101	30	9	16	7	101	-	38	40	101	-	36	35	76	24
Weighted Total	68	13	5	7	3	68	-	26	23	68	-	24	24	50	18
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	5	*	*	*	-	5	-	3	2	5	-	1	1	5	-
	8%	3%	2%	*	-	8%	-	12%	9%	8%	-	4%	6%	10%	-
1-999	5	2	1	2	*	5	-	3	1	5	-	1	3	2	3
	7%	16%	10%	34%	1%	7%	-	11%	2%	7%	-	4%	14%	5%	14%
1,000 - 9,999	20	9	5	3	3	20	-	7	5	20	-	10	10	8	11
	29%	69%	85%	41%	96%	29%	-	27%	20%	29%	-	41%	41%	17%	64%
10,000 - 99,999	15	1	*	*	*	15	-	5	5	15	-	4	5	13	2
	22%	10%	1%	3%	3%	22%	-	20%	23%	22%	-	18%	22%	26%	9%
100,000 - 999,999	18	*	*	1	*	18	-	6	9	18	-	6	4	16	2
	26%	2%	2%	20%	1%	26%	-	22%	38%	26%	-	24%	17%	31%	12%
1 million or more	5	*	-	*	-	5	-	2	2	5	-	2	-	5	-
	8%	*	-	2%	-	8%	-	8%	9%	8%	-	9%	-	10%	-
Median	10	1	5	5	4	10	-	10	50	10	-	10	5	50	4
Mean Score (000's)	307	10	6	118	6	307	-	503	237	307	-	154	62	401	52

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM loses their organisation money (excluding "don't know" and "prefer not to say")

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	6	4	2	3	1	-	1	-	2	2	2	-	2	-	2
Weighted Total	4	2	2	2	*	-	*	-	2	2	1	-	2	-	1
	100%	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	1	-	1	-	-	-	-	-	1	-	-	1	-	-
	13%	25%	-	26%	-	-	-	-	-	32%	-	-	32%	-	-
10,000 - 99,999	2	2	-	2	*	-	*	-	-	1	1	-	1	-	1
	40%	75%	-	74%	100%	-	100%	-	-	68%	100%	-	68%	-	100%
100,000 - 999,999	2	-	2	-	-	-	-	-	2	-	-	-	-	-	-
	47%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	60	15	175	15	50	-	50	-	175	15	60	-	15	-	60
Mean Score (000's)	94	23	175	22	50	-	50	-	175	12	58	-	12	-	58

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Property operating costs

Base: All who say that SFM loses their organisation money (excluding "don't know" and "prefer not to say")

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	6	2	-	2	-	6	-	2	4	-	-	5	1	2	2
Weighted Total	4	2	-	1	-	4	-	2	3	-	-	4	*	2	1
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	-	-	1	-	1	-	1	-	-	-	1	-	-	-
	13%	-	-	87%	-	13%	-	36%	-	-	-	14%	-	-	-
10,000 - 99,999	2	2	-	*	-	2	-	-	2	-	-	2	*	-	1
	40%	100%	-	13%	-	40%	-	-	63%	-	-	39%	100%	-	100%
100,000 - 999,999	2	-	-	-	-	2	-	1	1	-	-	2	-	2	-
	47%	-	-	-	-	47%	-	64%	37%	-	-	48%	-	100%	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	60	15	-	7	-	60	-	100	60	-	-	60	50	175	15
Mean Score (000's)	94	27	-	13	-	94	-	66	110	-	-	95	50	175	17

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM loses their organisation money (excluding "don't know" and "prefer not to say")

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	5	4	1	3	1	-	1	-	1	2	2	-	2	-	2
Weighted Total	3	2	1	2	*	-	*	-	1	2	1	-	2	-	1
	100%	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	2	-	2	-	-	-	-	-	2	-	-	2	-	-
	54%	77%	-	80%	-	-	-	-	-	100%	-	-	100%	-	-
10,000 - 99,999	*	*	-	*	-	-	-	-	-	-	*	-	-	-	*
	13%	19%	-	20%	-	-	-	-	-	-	84%	-	-	-	84%
100,000 - 999,999	*	*	-	-	*	-	*	-	-	-	*	-	-	-	*
	3%	4%	-	-	100%	-	100%	-	-	-	16%	-	-	-	16%
1 million or more	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	31%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
Median	6	6	1000	6	100	-	100	-	1000	6	60	-	6	-	60
Mean Score (000's)	319	19	1000	16	100	-	100	-	1000	5	66	-	5	-	66

Strategic Facilities Management Survey

8. How much money, if any, do you estimate that SFM saves / loses your organisation each year, in terms of...

Time and non-staff resources

Base: All who say that SFM loses their organisation money (excluding "don't know" and "prefer not to say")

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	5	2	-	2	-	5	-	1	4	-	-	4	1	1	2
Weighted Total	3	2	-	1	-	3	-	1	3	-	-	3	*	1	1
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	1	-	1	-	2	-	1	1	-	-	2	-	-	1
	54%	73%	-	87%	-	54%	-	100%	44%	-	-	55%	-	-	93%
10,000 - 99,999	*	*	-	-	-	*	-	-	*	-	-	*	-	-	-
	13%	27%	-	-	-	13%	-	-	16%	-	-	14%	-	-	-
100,000 - 999,999	*	-	-	*	-	*	-	-	*	-	-	-	*	-	*
	3%	-	-	13%	-	3%	-	-	3%	-	-	-	100%	-	7%
1 million or more	1	-	-	-	-	1	-	-	1	-	-	1	-	1	-
	31%	-	-	-	-	31%	-	-	37%	-	-	31%	-	100%	-
Median	6	6	-	2	-	6	-	2	60	-	-	6	100	1000	6
Mean Score (000's)	319	20	-	15	-	319	-	2	385	-	-	324	100	1000	12

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Property operating costs

Base: All who say that SFM saves their organisation money and were asked the question

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	198	82	116	19	31	32	63	64	52	11	17	44	11	17	53
Weighted Total	147	31	116	28	3	1	3	64	52	18	5	4	12	8	8
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	1	*	1	-	*	-	*	1	-	-	*	-	-	-	*
	1%	1%	1%	-	7%	-	6%	2%	-	-	4%	-	-	-	3%
1-999	*	*	-	-	*	-	*	-	-	-	-	*	-	*	-
	*	1%	-	-	6%	-	5%	-	-	-	-	4%	-	2%	-
1,000 - 9,999	4	4	-	4	-	-	-	-	-	3	1	-	-	4	-
	3%	12%	-	14%	-	-	-	-	-	14%	22%	-	-	45%	-
10,000 - 99,999	4	4	-	3	*	-	*	-	-	-	3	*	2	-	2
	3%	12%	-	12%	13%	-	11%	-	-	-	64%	7%	13%	-	28%
100,000 - 999,999	10	1	9	-	*	*	1	8	1	-	*	*	*	-	*
	6%	2%	8%	-	17%	10%	16%	13%	2%	-	1%	7%	1%	-	6%
1 million or more	61	1	60	1	*	*	*	28	32	-	-	1	1	*	*
	42%	4%	52%	2%	12%	19%	13%	44%	62%	-	-	27%	6%	1%	5%
Don't know	60	21	39	20	1	*	2	25	14	15	*	2	10	4	4
	41%	69%	34%	72%	41%	59%	45%	39%	27%	85%	8%	53%	80%	51%	58%
Prefer not to say	7	*	7	-	*	*	*	2	5	*	-	*	-	*	*
	5%	1%	6%	-	3%	12%	5%	3%	10%	*	-	2%	-	1%	1%
Median	5000	15	6000	15	100	1500	200	5000	12000	5	15	2000	40	5	30
Mean Score (000's)	16213	399	18365	268	822	2414	991	7901	30096	5	23	1941	881	54	473

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Property operating costs

Base: All who say that SFM saves their organisation money and were asked the question

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	198	37	17	18	10	198	-	57	92	198	-	60	61	147	45
Weighted Total	147	13	10	5	3	147	-	45	68	147	-	38	45	108	31
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	1	-	-	-	*	1	-	*	1	1	-	*	-	*	1
	1%	-	-	-	7%	1%	-	*	1%	1%	-	1%	-	*	3%
1-999	*	-	*	-	-	*	-	*	*	*	-	*	*	*	*
	*	-	2%	-	-	*	-	*	*	*	-	*	*	*	*
1,000 - 9,999	4	4	-	-	-	4	-	-	3	4	-	-	4	-	4
	3%	29%	-	-	-	3%	-	-	4%	3%	-	-	8%	-	12%
10,000 - 99,999	4	2	*	-	2	4	-	-	3	4	-	2	2	2	1
	3%	16%	1%	-	51%	3%	-	-	4%	3%	-	5%	4%	2%	3%
100,000 - 999,999	10	*	*	*	-	10	-	4	4	10	-	5	2	9	*
	6%	2%	1%	4%	-	6%	-	9%	6%	6%	-	14%	5%	9%	*
1 million or more	61	*	*	1	*	61	-	19	24	61	-	13	19	52	7
	42%	1%	1%	17%	1%	42%	-	42%	36%	42%	-	34%	42%	48%	23%
Don't know	60	7	9	4	1	60	-	20	31	60	-	15	18	39	17
	41%	53%	94%	78%	41%	41%	-	44%	46%	41%	-	41%	40%	36%	56%
Prefer not to say	7	*	*	*	*	7	-	2	2	7	-	2	*	6	1
	5%	*	1%	*	1%	5%	-	5%	3%	5%	-	5%	*	6%	3%
Median	5000	8	20	3000	30	5000	-	5000	4000	5000	-	2200	6000	5500	4000
Mean Score (000's)	16213	119	1573	2272	37	16213	-	9718	18617	16213	-	10310	18239	15682	21375

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Time and non-staff resources

Base: All who say that SFM saves their organisation money and were asked the question

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	198	82	116	19	31	32	63	64	52	11	17	44	11	17	53
Weighted Total	147	31	116	28	3	1	3	64	52	18	5	4	12	8	8
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	*	*	-	-	*	-	*	-	-	-	-	*	-	*	-
	*	1%	-	-	6%	-	5%	-	-	-	-	4%	-	2%	-
1,000 - 9,999	3	3	-	3	*	-	*	-	-	3	*	*	-	3	1
	2%	10%	-	11%	3%	-	3%	-	-	14%	8%	2%	-	31%	7%
10,000 - 99,999	1	1	-	*	*	*	*	-	-	-	1	*	*	-	*
	*	2%	-	2%	5%	3%	5%	-	-	-	9%	2%	4%	-	2%
100,000 - 999,999	12	1	11	1	*	-	*	9	2	-	-	1	1	-	*
	8%	2%	9%	2%	3%	-	3%	14%	4%	-	-	19%	5%	-	1%
1 million or more	26	*	26	-	*	*	*	7	19	-	*	*	*	-	*
	18%	1%	22%	-	6%	13%	7%	11%	37%	-	1%	4%	1%	-	2%
Don't know	99	26	73	23	2	*	3	46	27	15	4	3	11	6	7
	67%	84%	63%	85%	73%	78%	74%	72%	52%	85%	81%	67%	90%	66%	87%
Prefer not to say	6	*	6	-	*	*	*	2	4	*	-	*	-	*	*
	4%	*	5%	-	3%	6%	4%	3%	8%	*	-	1%	-	1%	1%
Median	2000	5	2000	5	25	2000	80	450	7000	5	20	500	500	5	5
Mean Score (000's)	15044	218	16992	86	534	3444	931	3654	27153	5	245	628	514	5	468

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Time and non-staff resources

Base: All who say that SFM saves their organisation money and were asked the question

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	198	37	17	18	10	198	-	57	92	198	-	60	61	147	45
Weighted Total	147	13	10	5	3	147	-	45	68	147	-	38	45	108	31
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	*	*	*	-	-	*	-	-	*	*	-	-	*	*	*
	*	1%	1%	-	-	*	-	-	*	*	-	-	*	*	*
1,000 - 9,999	3	3	*	-	-	3	-	-	3	3	-	-	3	*	3
	2%	23%	1%	-	-	2%	-	-	4%	2%	-	-	7%	*	9%
10,000 - 99,999	1	*	*	-	*	1	-	-	*	1	-	1	*	*	1
	*	3%	1%	-	2%	*	-	-	*	*	-	1%	*	*	2%
100,000 - 999,999	12	-	-	1	-	12	-	5	4	12	-	7	3	12	-
	8%	-	-	16%	-	8%	-	10%	6%	8%	-	18%	7%	11%	-
1 million or more	26	*	*	*	-	26	-	6	14	26	-	4	7	22	4
	18%	1%	*	3%	-	18%	-	14%	21%	18%	-	11%	16%	21%	13%
Don't know	99	10	10	4	3	99	-	32	46	99	-	24	32	69	23
	67%	73%	96%	80%	98%	67%	-	71%	68%	67%	-	64%	70%	63%	74%
Prefer not to say	6	-	*	*	-	6	-	2	1	6	-	2	-	5	1
	4%	-	1%	*	-	4%	-	5%	1%	4%	-	5%	-	5%	3%
Median	2000	5	1	500	80	2000	-	1000	2000	2000	-	500	1000	1750	2000
Mean Score (000's)	15044	71	150	838	80	15044	-	1983	22548	15044	-	17861	5326	16609	7582

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Property operating costs

Base: All who say that SFM loses their organisation money and were asked the question

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	4	2	2	2	-	-	-	-	2	1	1	-	1	-	1
Weighted Total	3	1	2	1	-	-	-	-	2	1	*	-	1	-	*
	100%	100%	100%	100%	-	-	-	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
100,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1 million or more	2	-	2	-	-	-	-	-	2	-	-	-	-	-	-
	67%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
Don't know	1	1	-	1	-	-	-	-	-	1	*	-	1	-	*
	33%	100%	-	100%	-	-	-	-	-	100%	100%	-	100%	-	100%
Median	7000	-	7000	-	-	-	-	-	7000	-	-	-	-	-	-
Mean Score (000's)	7000	-	7000	-	-	-	-	-	7000	-	-	-	-	-	-

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Property operating costs

Base: All who say that SFM loses their organisation money and were asked the question

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	4	1	-	1	-	4	-	1	2	-	-	4	-	1	-
Weighted Total	3	*	-	1	-	3	-	1	1	-	-	3	-	1	-
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	-	100%	-
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
100,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1 million or more	2	-	-	-	-	2	-	-	1	-	-	2	-	1	-
	67%	-	-	-	-	67%	-	-	70%	-	-	67%	-	100%	-
Don't know	1	*	-	1	-	1	-	1	*	-	-	1	-	-	-
	33%	100%	-	100%	-	33%	-	100%	30%	-	-	33%	-	-	-
Median	7000	-	-	-	-	7000	-	-	10000	-	-	7000	-	10000	-
Mean Score (000's)	7000	-	-	-	-	7000	-	-	10000	-	-	7000	-	10000	-

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Time and non-staff resources

Base: All who say that SFM loses their organisation money and were asked the question

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	4	2	2	2	-	-	-	-	2	1	1	-	1	-	1
Weighted Total	3	1	2	1	-	-	-	-	2	1	*	-	1	-	*
	100%	100%	100%	100%	-	-	-	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
100,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1 million or more	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	33%	-	50%	-	-	-	-	-	50%	-	-	-	-	-	-
Don't know	2	1	1	1	-	-	-	-	1	1	*	-	1	-	*
	67%	100%	50%	100%	-	-	-	-	50%	100%	100%	-	100%	-	100%
Median	5000	-	5000	-	-	-	-	-	5000	-	-	-	-	-	-
Mean Score (000's)	5000	-	5000	-	-	-	-	-	5000	-	-	-	-	-	-

Strategic Facilities Management Survey

8b. Can you estimate your organisation's annual budget for...

Time and non-staff resources

Base: All who say that SFM loses their organisation money and were asked the question

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	4	1	-	1	-	4	-	1	2	-	-	4	-	1	-
Weighted Total	3	*	-	1	-	3	-	1	1	-	-	3	-	1	-
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	-	100%	-
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
100,000 - 999,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1 million or more	1	-	-	-	-	1	-	-	1	-	-	1	-	1	-
	33%	-	-	-	-	33%	-	-	70%	-	-	33%	-	100%	-
Don't know	2	*	-	1	-	2	-	1	*	-	-	2	-	-	-
	67%	100%	-	100%	-	67%	-	100%	30%	-	-	67%	-	-	-
Median	5000	-	-	-	-	5000	-	-	5000	-	-	5000	-	5000	-
Mean Score (000's)	5000	-	-	-	-	5000	-	-	5000	-	-	5000	-	5000	-

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Property operating costs

Base: All who say that SFM saves their organisation money and were asked the question

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	68	53	15	15	18	20	38	6	9	11	13	26	13	15	25
Weighted Total	35	20	15	18	2	*	2	6	9	12	7	1	10	3	6
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0%	2	2	-	2	-	*	*	-	-	1	1	*	-	1	1
	5%	9%	-	10%	-	5%	1%	-	-	10%	10%	2%	-	19%	19%
1-4%	11	7	4	7	*	*	*	-	4	3	4	*	4	*	3
	31%	35%	27%	38%	5%	9%	6%	-	44%	27%	55%	9%	41%	1%	43%
5-9%	2	1	1	1	*	*	*	-	1	-	1	*	*	1	*
	6%	5%	7%	3%	20%	16%	19%	-	11%	-	10%	14%	1%	20%	3%
10-14%	5	2	3	2	*	*	1	3	-	2	*	*	1	1	*
	15%	12%	20%	10%	29%	20%	27%	50%	-	16%	2%	27%	15%	17%	5%
15-19%	*	*	-	-	*	*	*	-	-	-	*	*	*	*	-
	1%	1%	-	-	10%	5%	9%	-	-	-	1%	7%	*	5%	-
20-24%	4	1	3	1	*	*	*	2	1	1	-	*	-	1	*
	13%	7%	20%	7%	11%	15%	12%	33%	11%	10%	-	18%	-	39%	2%
25-29%	4	4	-	4	*	-	*	-	-	4	*	-	4	-	-
	13%	22%	-	24%	5%	-	4%	-	-	37%	1%	-	44%	-	-
30%+	*	*	-	-	-	*	*	-	-	*	-	*	-	*	*
	*	*	-	-	-	10%	2%	-	-	*	-	2%	-	1%	*
Don't know	6	2	4	1	*	*	*	1	3	-	1	*	-	-	2
	17%	9%	27%	7%	20%	20%	20%	17%	33%	-	20%	22%	-	-	27%
Median	5	5	10	2	10	10	10	12	3	10	1	10	10	10	1
Mean Score	9.95	10.08	9.73	9.88	11.22	15.60	12.12	14.40	5.83	13.50	2.37	11.91	13.23	11.40	2.33

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Property operating costs

Base: All who say that SFM saves their organisation money and were asked the question

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	68	26	11	9	7	68	-	25	29	68	-	26	30	52	16
Weighted Total	35	8	6	2	3	35	-	20	6	35	-	11	15	24	10
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0%	2	2	-	*	-	2	-	1	*	2	-	1	1	1	1
	5%	22%	-	1%	-	5%	-	6%	*	5%	-	11%	4%	5%	6%
1-4%	11	3	3	-	1	11	-	6	2	11	-	3	7	6	5
	31%	36%	43%	-	41%	31%	-	29%	28%	31%	-	26%	45%	24%	48%
5-9%	2	*	*	1	*	2	-	2	*	2	-	1	1	2	*
	6%	3%	2%	26%	1%	6%	-	8%	3%	6%	-	7%	8%	7%	2%
10-14%	5	*	1	1	*	5	-	4	1	5	-	*	2	5	1
	15%	1%	10%	62%	10%	15%	-	19%	24%	15%	-	1%	14%	19%	7%
15-19%	*	*	-	*	-	*	-	*	*	*	-	-	*	*	-
	1%	2%	-	1%	-	1%	-	1%	1%	1%	-	-	1%	1%	-
20-24%	4	1	*	*	*	4	-	3	*	4	-	1	3	4	-
	13%	14%	1%	5%	1%	13%	-	16%	2%	13%	-	11%	20%	18%	-
25-29%	4	2	3	-	-	4	-	3	-	4	-	*	1	2	3
	13%	20%	43%	-	-	13%	-	15%	-	13%	-	4%	8%	7%	25%
30%+	*	*	*	-	-	*	-	-	*	*	-	*	-	*	-
	*	*	*	-	-	*	-	-	1%	*	-	*	-	*	-
Don't know	6	*	*	*	1	6	-	1	2	6	-	5	*	5	1
	17%	2%	2%	5%	47%	17%	-	5%	40%	17%	-	40%	1%	19%	11%
Median	5	2	10	10	2	5	-	10	5	5	-	2	5	10	2
Mean Score	9.95	9.38	12.86	9.11	3.91	9.95	-	10.59	7.38	9.95	-	7.32	8.77	10.46	8.85

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Time and non-staff resources

Base: All who say that SFM saves their organisation money and were asked the question

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	62	46	16	14	16	16	32	7	9	9	16	20	12	14	20
Weighted Total	35	19	16	17	1	*	2	7	9	9	9	1	9	5	5
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0%	4	2	2	2	-	-	-	1	1	-	2	-	*	1	-
	10%	8%	13%	9%	-	-	-	14%	11%	-	18%	-	4%	23%	-
1-4%	7	3	4	2	*	*	*	-	4	2	1	*	1	2	*
	20%	15%	25%	14%	24%	26%	25%	-	44%	20%	9%	33%	8%	35%	6%
5-9%	7	7	-	7	*	*	*	-	-	4	3	*	6	1	*
	21%	39%	-	41%	19%	18%	19%	-	-	49%	30%	32%	67%	26%	3%
10-14%	5	4	1	4	*	*	*	1	-	1	3	*	1	*	3
	14%	21%	6%	22%	12%	12%	12%	14%	-	12%	33%	4%	15%	*	57%
15-19%	*	*	-	-	*	*	*	-	-	-	-	*	*	*	*
	1%	1%	-	-	13%	12%	13%	-	-	-	-	14%	*	2%	2%
20-24%	3	1	2	1	*	*	*	1	1	*	1	-	*	1	*
	8%	4%	13%	4%	11%	6%	10%	14%	11%	*	9%	-	1%	12%	2%
25-29%	*	*	-	-	*	-	*	-	-	-	*	-	-	*	*
	*	1%	-	-	13%	-	11%	-	-	-	2%	-	-	2%	2%
30%+	2	2	-	2	*	*	*	-	-	2	-	*	*	*	1
	5%	9%	-	10%	7%	18%	9%	-	-	18%	-	14%	5%	*	28%
Don't know	7	*	7	-	-	*	*	4	3	-	-	*	-	-	*
	20%	*	44%	-	-	6%	1%	57%	33%	-	-	2%	-	-	*
Median	5	5	2	5	10	10	10	10	2	5	5	5	5	2	10
Mean Score	8.87	9.93	6.67	9.69	12.33	12.99	12.46	10.00	5.00	12.46	7.26	9.65	7.00	5.14	20.76

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Time and non-staff resources

Base: All who say that SFM saves their organisation money and were asked the question

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	62	21	11	9	5	62	-	26	23	62	-	22	30	47	15
Weighted Total	35	10	5	2	2	35	-	19	6	35	-	11	17	23	12
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0%	4	1	-	1	-	4	-	2	-	4	-	1	2	3	1
	10%	10%	-	26%	-	10%	-	8%	-	10%	-	5%	12%	11%	9%
1-4%	7	1	2	*	*	7	-	*	4	7	-	1	5	4	3
	20%	9%	37%	4%	3%	20%	-	1%	61%	20%	-	10%	28%	17%	24%
5-9%	7	6	*	1	-	7	-	6	*	7	-	6	1	6	1
	21%	60%	4%	62%	-	21%	-	32%	2%	21%	-	51%	9%	26%	12%
10-14%	5	*	3	-	1	5	-	4	1	5	-	*	4	1	4
	14%	1%	53%	-	65%	14%	-	21%	16%	14%	-	1%	23%	6%	32%
15-19%	*	*	*	*	-	*	-	*	*	*	-	-	*	*	*
	1%	1%	2%	1%	-	1%	-	*	3%	1%	-	-	1%	1%	1%
20-24%	3	*	*	*	1	3	-	1	1	3	-	-	2	2	1
	8%	1%	2%	1%	33%	8%	-	5%	17%	8%	-	-	10%	9%	5%
25-29%	*	*	*	-	-	*	-	*	-	*	-	*	*	*	-
	*	1%	2%	-	-	*	-	1%	-	*	-	1%	1%	1%	-
30%+	2	2	*	*	-	2	-	2	*	2	-	2	-	2	-
	5%	17%	*	5%	-	5%	-	9%	1%	5%	-	15%	-	8%	-
Don't know	7	-	-	*	-	7	-	4	-	7	-	2	3	5	2
	20%	-	-	1%	-	20%	-	22%	-	20%	-	18%	18%	22%	17%
Median	5	5	10	5	10	5	-	5	4	5	-	5	5	5	5
Mean Score	8.87	11.70	7.40	5.23	13.08	8.87	-	11.84	7.49	8.87	-	11.95	6.82	10.08	6.57

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Property operating costs

Base: All who say that SFM loses their organisation money and were asked the question

	Sector			Respondent type					Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	4	3	1	2	1	-	1	-	1	1	2	-	2	-	1
Weighted Total	3	2	1	2	*	-	*	-	1	2	*	-	2	-	*
	100%	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	-	100%
0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-4%	2	2	-	2	*	-	*	-	-	2	*	-	2	-	*
	69%	100%	-	100%	100%	-	100%	-	-	100%	100%	-	100%	-	100%
5-9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10-14%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
15-19%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
20-24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
25-29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
30%+	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	31%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
Median	3	3	-	3	2	-	2	-	-	3	2	-	3	-	2
Mean Score	2.80	2.80	-	2.83	2.00	-	2.00	-	-	3.00	2.00	-	2.83	-	2.00

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Property operating costs

Base: All who say that SFM loses their organisation money and were asked the question

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	4	1	1	1	-	4	-	1	1	-	-	3	1	-	2
Weighted Total	3	*	2	*	-	3	-	2	*	-	-	3	*	-	2
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	-	100%
0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-4%	2	*	2	*	-	2	-	2	*	-	-	2	*	-	2
	69%	100%	100%	100%	-	69%	-	100%	100%	-	-	68%	100%	-	100%
5-9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10-14%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
15-19%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
20-24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
25-29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
30%+	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know	1	-	-	-	-	1	-	-	-	-	-	1	-	-	-
	31%	-	-	-	-	31%	-	-	-	-	-	32%	-	-	-
Median	3	2	3	2	-	3	-	3	2	-	-	3	2	-	3
Mean Score	2.80	2.00	3.00	2.00	-	2.80	-	3.00	2.00	-	-	2.83	2.00	-	2.96

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Time and non-staff resources

Base: All who say that SFM loses their organisation money and were asked the question

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	4	4	-	3	1	-	1	-	-	1	3	-	2	1	1
Weighted Total	3	3	-	3	*	-	*	-	-	2	1	-	2	1	*
	100%	100%	-	100%	100%	-	100%	-	-	100%	100%	-	100%	100%	100%
0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-4%	2	2	-	2	*	-	*	-	-	2	*	-	2	-	*
	78%	78%	-	77%	100%	-	100%	-	-	100%	41%	-	100%	-	100%
5-9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10-14%	1	1	-	1	-	-	-	-	-	-	1	-	-	1	-
	22%	22%	-	23%	-	-	-	-	-	-	59%	-	-	100%	-
15-19%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
20-24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
25-29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
30%+	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	3	3	-	3	4	-	4	-	-	3	10	-	3	10	4
Mean Score	4.59	4.59	-	4.61	4.00	-	4.00	-	-	3.00	7.23	-	3.00	10.00	4.00

Strategic Facilities Management Survey

8c What proportion of your organisation's annual budget for property operating costs / time and non-staff resources do you estimate that SFM saves / loses your organisation each year?

Time and non-staff resources

Base: All who say that SFM loses their organisation money and were asked the question

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	4	2	1	1	-	4	-	1	1	-	-	2	2	-	3
Weighted Total	3	1	2	*	-	3	-	2	*	-	-	2	1	-	3
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	-	100%
0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-4%	2	*	2	*	-	2	-	2	*	-	-	2	*	-	2
	78%	36%	100%	100%	-	78%	-	100%	100%	-	-	100%	12%	-	75%
5-9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10-14%	1	1	-	-	-	1	-	-	-	-	-	-	1	-	1
	22%	64%	-	-	-	22%	-	-	-	-	-	-	88%	-	25%
15-19%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
20-24%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
25-29%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
30%+	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	3	10	3	4	-	3	-	3	4	-	-	3	10	-	3
Mean Score	4.59	7.50	3.00	4.00	-	4.59	-	3.00	4.00	-	-	3.00	9.31	-	4.81

Strategic Facilities Management Survey

8b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	16	5	11	-	3	2	5	5	6	-	-	5	1	1	3
Weighted Total	11	*	11	-	*	*	*	5	6	-	-	*	*	*	*
	100%	100%	100%	-	100%	100%	100%	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	*	*	-	-	*	-	*	-	-	-	-	*	-	*	-
	1%	21%	-	-	24%	-	21%	-	-	-	-	21%	-	100%	-
1,000 - 9,999	*	*	-	-	*	-	*	-	-	-	-	*	-	-	*
	2%	50%	-	-	56%	-	50%	-	-	-	-	50%	-	-	68%
10,000 - 99,999	2	*	2	-	*	-	*	1	1	-	-	*	-	-	*
	18%	19%	18%	-	21%	-	19%	20%	17%	-	-	19%	-	-	25%
100,000 - 999,999	5	*	5	-	-	*	*	2	3	-	-	*	*	-	*
	44%	10%	45%	-	-	100%	10%	40%	50%	-	-	10%	100%	-	7%
1 million or more	4	-	4	-	-	-	-	2	2	-	-	-	-	-	-
	35%	-	36%	-	-	-	-	40%	33%	-	-	-	-	-	-
Median	400	1	400	-	1	117	1	500	350	-	-	1	450	0	1
Mean Score (000's)	1573	31	1630	-	3	283	31	783	2337	-	-	31	450	*	12

Strategic Facilities Management Survey

8b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	16	-	3	1	1	16	-	6	6	16	-	3	9	12	4
Weighted Total	11	-	*	*	*	11	-	5	2	11	-	1	6	9	2
	100%	-	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	*	-	*	-	-	*	-	-	*	*	-	-	*	-	*
	1%	-	48%	-	-	1%	-	-	4%	1%	-	-	1%	-	4%
1,000 - 9,999	*	-	-	-	*	*	-	-	*	*	-	-	*	-	*
	2%	-	-	-	100%	2%	-	-	9%	2%	-	-	3%	-	9%
10,000 - 99,999	2	-	*	-	-	2	-	1	1	2	-	1	-	1	1
	18%	-	41%	-	-	18%	-	20%	45%	18%	-	98%	-	12%	44%
100,000 - 999,999	5	-	*	*	-	5	-	2	1	5	-	*	3	4	1
	44%	-	11%	100%	-	44%	-	40%	43%	44%	-	2%	48%	44%	44%
1 million or more	4	-	-	-	-	4	-	2	-	4	-	-	3	4	-
	35%	-	-	-	-	35%	-	40%	-	35%	-	-	48%	44%	-
Median	400	-	13	450	1	400	-	500	80	400	-	80	400	500	80
Mean Score (000's)	1573	-	18	450	1	1573	-	794	135	1573	-	76	2542	1916	209

Strategic Facilities Management Survey

8b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	15	6	9	-	4	2	6	3	6	-	1	5	2	1	3
Weighted Total	9	*	9	-	*	*	*	3	6	-	*	*	*	*	*
	100%	100%	100%	-	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%
0	2	-	2	-	-	-	-	1	1	-	-	-	-	-	-
	21%	-	22%	-	-	-	-	33%	17%	-	-	-	-	-	-
1-999	*	*	-	-	*	-	*	-	-	-	-	*	-	*	*
	2%	44%	-	-	50%	-	44%	-	-	-	-	56%	-	100%	41%
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	2	*	2	-	*	*	*	1	1	-	*	*	*	-	*
	23%	50%	22%	-	50%	50%	50%	33%	17%	-	100%	37%	79%	-	59%
100,000 - 999,999	3	*	3	-	-	*	*	-	3	-	-	*	*	-	-
	32%	6%	33%	-	-	50%	6%	-	50%	-	-	7%	21%	-	-
1 million or more	2	-	2	-	-	-	-	1	1	-	-	-	-	-	-
	21%	-	22%	-	-	-	-	33%	17%	-	-	-	-	-	-
Median	200	10	200	-	10	12	10	20	300	-	90	1	90	0	10
Mean Score (000's)	627	39	651	-	24	156	39	1007	473	-	90	25	134	*	6

Strategic Facilities Management Survey

8b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	15	1	3	2	-	15	-	4	9	15	-	3	8	12	3
Weighted Total	9	*	*	*	-	9	-	2	5	9	-	1	4	7	2
	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	2	-	-	-	-	2	-	1	-	2	-	-	1	2	-
	21%	-	-	-	-	21%	-	48%	-	21%	-	-	23%	27%	-
1-999	*	-	*	-	-	*	-	-	*	*	-	*	*	*	*
	2%	-	89%	-	-	2%	-	-	3%	2%	-	7%	2%	1%	4%
1,000 - 9,999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
10,000 - 99,999	2	*	*	*	-	2	-	*	2	2	-	1	1	1	1
	23%	100%	11%	81%	-	23%	-	4%	40%	23%	-	93%	27%	16%	48%
100,000 - 999,999	3	-	-	*	-	3	-	*	2	3	-	-	2	3	-
	32%	-	-	19%	-	32%	-	1%	38%	32%	-	-	47%	41%	-
1 million or more	2	-	-	-	-	2	-	1	1	2	-	-	-	1	1
	21%	-	-	-	-	21%	-	48%	19%	21%	-	-	-	14%	48%
Median	200	90	1	10	-	200	-	90	400	200	-	40	20	200	40
Mean Score (000's)	627	90	2	65	-	627	-	674	808	627	-	37	242	389	1456

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	342	192	150	73	59	60	119	80	70	45	51	77	42	48	101
Weighted Total	254	104	150	97	5	1	6	80	70	62	25	6	49	29	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	12	11	1	11	*	*	*	1	-	8	3	*	8	2	2
	5%	11%	1%	11%	6%	2%	5%	1%	-	13%	13%	2%	16%	6%	7%
1-999	12	12	-	11	*	*	*	-	-	7	4	*	3	5	3
	5%	11%	-	12%	5%	7%	5%	-	-	11%	17%	4%	6%	18%	14%
1,000 - 9,999	13	13	-	12	*	*	*	-	-	8	4	1	4	3	5
	5%	12%	-	13%	9%	3%	8%	-	-	13%	15%	16%	9%	11%	25%
10,000 - 99,999	27	6	21	5	1	*	1	12	9	2	3	*	4	*	2
	11%	6%	14%	5%	14%	10%	13%	15%	13%	4%	12%	6%	8%	*	8%
100,000 - 999,999	48	1	47	1	*	*	*	28	19	-	*	1	1	*	*
	19%	1%	31%	1%	5%	15%	7%	35%	27%	-	*	15%	1%	*	1%
1 million or more	21	*	21	-	*	*	*	10	11	-	*	*	-	*	*
	8%	*	14%	-	2%	5%	2%	13%	16%	-	*	2%	-	*	1%
Don't know / prefer not to say	121	61	60	57	3	1	4	29	31	36	11	4	29	19	10
	48%	59%	40%	58%	60%	59%	60%	36%	44%	59%	43%	55%	59%	65%	45%
Median	100	1	245	1	13	60	14	250	240	0	1	13	0	0	1
Mean Score (000's)	805	258	1066	8	112	20993	4266	798	1415	3	709	293	14	985	54

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	342	90	37	39	26	342	-	104	151	342	-	111	123	247	88
Weighted Total	254	46	26	20	11	254	-	84	103	254	-	74	93	176	70
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	12	4	4	*	3	12	-	4	1	12	-	6	5	4	8
	5%	9%	17%	1%	23%	5%	-	5%	1%	5%	-	9%	5%	2%	11%
1-999	12	3	3	5	*	12	-	7	3	12	-	2	7	7	4
	5%	6%	12%	27%	*	5%	-	8%	3%	5%	-	2%	7%	4%	6%
1,000 - 9,999	13	8	*	4	*	13	-	4	5	13	-	6	7	7	5
	5%	17%	1%	22%	3%	5%	-	5%	5%	5%	-	8%	7%	4%	8%
10,000 - 99,999	27	2	*	3	*	27	-	8	12	27	-	7	10	22	4
	11%	5%	1%	17%	1%	11%	-	10%	11%	11%	-	10%	11%	12%	6%
100,000 - 999,999	48	*	*	1	*	48	-	15	24	48	-	11	18	43	4
	19%	1%	*	4%	*	19%	-	18%	24%	19%	-	15%	19%	24%	6%
1 million or more	21	*	*	*	-	21	-	7	9	21	-	2	6	17	3
	8%	*	*	*	-	8%	-	8%	9%	8%	-	3%	6%	10%	4%
Don't know / prefer not to say	121	29	18	6	8	121	-	39	49	121	-	40	40	75	41
	48%	61%	69%	30%	73%	48%	-	46%	48%	48%	-	53%	43%	43%	59%
Median	100	1	0	1	0	100	-	80	150	100	-	20	50	150	1
Mean Score (000's)	805	570	48	33	4	805	-	1256	499	805	-	218	667	910	466

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	342	192	150	73	59	60	119	80	70	45	51	77	42	48	101
Weighted Total	254	104	150	97	5	1	6	80	70	62	25	6	49	29	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	7	*	7	*	*	*	*	5	2	-	*	*	*	-	*
	3%	*	5%	*	2%	2%	2%	6%	3%	-	2%	1%	1%	-	*
1-999	5	5	-	5	*	*	*	-	-	2	3	*	2	2	1
	2%	5%	-	5%	8%	3%	7%	-	-	3%	10%	6%	4%	8%	3%
1,000 - 9,999	20	20	-	19	*	*	*	-	-	12	7	*	5	6	8
	8%	19%	-	20%	7%	2%	6%	-	-	20%	28%	4%	10%	22%	37%
10,000 - 99,999	17	2	15	1	1	*	1	7	8	-	1	1	1	*	1
	7%	2%	10%	1%	14%	11%	14%	9%	11%	-	4%	16%	1%	*	6%
100,000 - 999,999	21	2	19	1	*	*	*	10	9	-	1	1	1	*	1
	8%	2%	13%	1%	6%	11%	7%	13%	13%	-	3%	17%	1%	1%	4%
1 million or more	7	*	7	-	*	*	*	2	5	-	-	*	-	-	*
	3%	*	5%	-	2%	5%	2%	3%	7%	-	-	2%	-	-	1%
Don't know / prefer not to say	176	74	102	70	3	1	4	56	46	47	13	3	40	20	11
	70%	72%	68%	72%	61%	67%	62%	70%	66%	77%	53%	54%	82%	69%	49%
Median	20	3	100	3	10	60	17	75	150	2	5	12	4	1	5
Mean Score (000's)	346	34	535	13	73	1238	272	346	725	2	12	280	29	5	62

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	342	90	37	39	26	342	-	104	151	342	-	111	123	247	88
Weighted Total	254	46	26	20	11	254	-	84	103	254	-	74	93	176	70
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	7	*	*	*	-	7	-	4	2	7	-	1	2	7	-
	3%	1%	*	*	-	3%	-	5%	2%	3%	-	1%	3%	4%	-
1-999	5	2	1	2	*	5	-	3	1	5	-	1	4	2	3
	2%	5%	3%	12%	*	2%	-	3%	1%	2%	-	1%	4%	1%	4%
1,000 - 9,999	20	9	5	3	3	20	-	7	5	20	-	10	10	8	11
	8%	20%	18%	14%	27%	8%	-	8%	4%	8%	-	13%	11%	5%	16%
10,000 - 99,999	17	1	*	*	*	17	-	5	7	17	-	5	7	14	3
	7%	3%	*	2%	1%	7%	-	6%	7%	7%	-	7%	7%	8%	4%
100,000 - 999,999	21	*	*	1	*	21	-	6	11	21	-	6	6	19	2
	8%	1%	*	7%	*	8%	-	7%	10%	8%	-	8%	6%	11%	3%
1 million or more	7	*	-	*	-	7	-	3	3	7	-	2	-	6	1
	3%	*	-	1%	-	3%	-	4%	3%	3%	-	3%	-	3%	1%
Don't know / prefer not to say	176	33	20	13	8	176	-	56	74	176	-	50	65	119	50
	70%	71%	79%	65%	71%	70%	-	66%	72%	70%	-	67%	69%	68%	72%
Median	20	1	5	5	4	20	-	10	50	20	-	10	5	60	4
Mean Score (000's)	346	11	6	117	6	346	-	516	342	346	-	149	89	399	200

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM loses their organisation money

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	13	10	3	8	1	1	2	-	3	4	5	-	5	2	3
Weighted Total	12	9	3	9	*	*	*	-	3	7	2	-	5	1	3
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	1	-	1	-	-	-	-	-	1	-	-	1	-	-
	5%	7%	-	7%	-	-	-	-	-	9%	-	-	12%	-	-
10,000 - 99,999	2	2	-	2	*	-	*	-	-	1	1	-	1	-	1
	15%	20%	-	19%	100%	-	81%	-	-	18%	24%	-	26%	-	15%
100,000 - 999,999	2	-	2	-	-	-	-	-	2	-	-	-	-	-	-
	17%	-	67%	-	-	-	-	-	67%	-	-	-	-	-	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know / prefer not to say	7	6	1	6	-	*	*	-	1	5	2	-	3	1	3
	64%	74%	33%	75%	-	100%	19%	-	33%	73%	76%	-	62%	100%	85%
Median	60	15	175	15	50	-	50	-	175	15	60	-	15	-	60
Mean Score (000's)	94	23	175	22	50	-	50	-	175	12	58	-	12	-	58

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM loses their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	13	4	2	4	-	13	-	3	6	-	-	9	3	3	4
Weighted Total	12	3	5	1	-	12	-	3	6	-	-	8	4	3	4
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	-	-	1	-	1	-	1	-	-	-	1	-	-	-
	5%	-	-	43%	-	5%	-	17%	-	-	-	7%	-	-	-
10,000 - 99,999	2	2	-	*	-	2	-	-	2	-	-	2	*	-	1
	15%	62%	-	6%	-	15%	-	-	30%	-	-	20%	2%	-	34%
100,000 - 999,999	2	-	-	-	-	2	-	1	1	-	-	2	-	2	-
	17%	-	-	-	-	17%	-	30%	18%	-	-	25%	-	75%	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Don't know / prefer not to say	7	1	5	1	-	7	-	2	3	-	-	4	4	1	2
	64%	38%	100%	51%	-	64%	-	53%	52%	-	-	48%	98%	25%	66%
Median	60	15	-	7	-	60	-	100	60	-	-	60	50	175	15
Mean Score (000's)	94	27	-	13	-	94	-	66	110	-	-	95	50	175	17

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM loses their organisation money

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	13	10	3	8	1	1	2	-	3	4	5	-	5	2	3
Weighted Total	12	9	3	9	*	*	*	-	3	7	2	-	5	1	3
	100%	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	2	-	2	-	-	-	-	-	2	-	-	2	-	-
	15%	20%	-	20%	-	-	-	-	-	27%	-	-	38%	-	-
10,000 - 99,999	*	*	-	*	-	-	-	-	-	-	*	-	-	-	*
	4%	5%	-	5%	-	-	-	-	-	-	20%	-	-	-	12%
100,000 - 999,999	*	*	-	-	*	-	*	-	-	-	*	-	-	-	*
	1%	1%	-	-	100%	-	81%	-	-	-	4%	-	-	-	2%
1 million or more	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	9%	-	33%	-	-	-	-	-	33%	-	-	-	-	-	-
Don't know / prefer not to say	8	6	2	6	-	*	*	-	2	5	2	-	3	1	3
	72%	74%	67%	75%	-	100%	19%	-	67%	73%	76%	-	62%	100%	85%
Median	6	6	1000	6	100	-	100	-	1000	6	60	-	6	-	60
Mean Score (000's)	319	19	1000	16	100	-	100	-	1000	5	66	-	5	-	66

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM loses their organisation money

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	13	4	2	4	-	13	-	3	6	-	-	9	3	3	4
Weighted Total	12	3	5	1	-	12	-	3	6	-	-	8	4	3	4
	100%	100%	100%	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	1	-	1	-	2	-	1	1	-	-	2	-	-	1
	15%	45%	-	43%	-	15%	-	17%	21%	-	-	22%	-	-	32%
10,000 - 99,999	*	*	-	-	-	*	-	-	*	-	-	*	-	-	-
	4%	16%	-	-	-	4%	-	-	8%	-	-	5%	-	-	-
100,000 - 999,999	*	-	-	*	-	*	-	-	*	-	-	-	*	-	*
	1%	-	-	6%	-	1%	-	-	1%	-	-	-	2%	-	2%
1 million or more	1	-	-	-	-	1	-	-	1	-	-	1	-	1	-
	9%	-	-	-	-	9%	-	-	18%	-	-	12%	-	38%	-
Don't know / prefer not to say	8	1	5	1	-	8	-	3	3	-	-	5	4	2	2
	72%	38%	100%	51%	-	72%	-	83%	52%	-	-	60%	98%	62%	66%
Median	6	6	-	2	-	6	-	2	60	-	-	6	100	1000	6
Mean Score (000's)	319	20	-	15	-	319	-	2	385	-	-	324	100	1000	12

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	166	76	90	29	22	25	47	51	39	16	23	33	19	18	39
Weighted Total	133	43	90	40	2	1	3	51	39	26	14	3	20	10	12
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	12	11	1	11	*	*	*	1	-	8	3	*	8	2	2
	9%	26%	1%	27%	14%	4%	12%	2%	-	32%	22%	4%	39%	17%	12%
1-999	12	12	-	11	*	*	*	-	-	7	4	*	3	5	3
	9%	27%	-	28%	12%	16%	13%	-	-	27%	30%	8%	16%	51%	25%
1,000 - 9,999	13	13	-	12	*	*	*	-	-	8	4	1	4	3	5
	10%	30%	-	31%	22%	8%	20%	-	-	32%	26%	36%	21%	30%	44%
10,000 - 99,999	27	6	21	5	1	*	1	12	9	2	3	*	4	*	2
	20%	14%	23%	13%	35%	24%	33%	24%	23%	9%	21%	14%	20%	*	15%
100,000 - 999,999	48	1	47	1	*	*	*	28	19	-	*	1	1	*	*
	36%	3%	52%	2%	12%	37%	17%	55%	49%	-	*	34%	3%	1%	2%
1 million or more	21	*	21	-	*	*	*	10	11	-	*	*	-	*	*
	16%	*	23%	-	4%	11%	6%	20%	28%	-	*	4%	-	*	1%
Median	100	1	245	1	13	60	14	250	240	0	1	13	0	0	1
Mean Score (000's)	805	258	1066	8	112	20993	4266	798	1415	3	709	293	14	985	54

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	166	37	12	18	9	166	-	58	72	166	-	51	65	128	34
Weighted Total	133	18	8	14	3	133	-	45	54	133	-	35	53	100	29
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	12	4	4	*	3	12	-	4	1	12	-	6	5	4	8
	9%	23%	56%	1%	86%	9%	-	9%	2%	9%	-	19%	9%	4%	28%
1-999	12	3	3	5	*	12	-	7	3	12	-	2	7	7	4
	9%	17%	40%	38%	1%	9%	-	15%	6%	9%	-	5%	13%	7%	15%
1,000 - 9,999	13	8	*	4	*	13	-	4	5	13	-	6	7	7	5
	10%	45%	2%	32%	9%	10%	-	8%	9%	10%	-	18%	13%	7%	19%
10,000 - 99,999	27	2	*	3	*	27	-	8	12	27	-	7	10	22	4
	20%	14%	2%	24%	2%	20%	-	19%	22%	20%	-	21%	20%	22%	14%
100,000 - 999,999	48	*	*	1	*	48	-	15	24	48	-	11	18	43	4
	36%	2%	1%	5%	2%	36%	-	33%	45%	36%	-	31%	34%	43%	14%
1 million or more	21	*	*	*	-	21	-	7	9	21	-	2	6	17	3
	16%	*	*	1%	-	16%	-	16%	17%	16%	-	6%	11%	17%	10%
Median	100	1	0	1	0	100	-	80	150	100	-	20	50	150	1
Mean Score (000's)	805	570	48	33	4	805	-	1256	499	805	-	218	667	910	466

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Sector			Respondent type						Turnover of business			Age of business		
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	116	68	48	24	24	20	44	24	24	11	22	34	14	19	35
Weighted Total	77	29	48	27	2	*	2	24	24	15	12	3	9	9	11
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	7	*	7	*	*	*	*	5	2	-	*	*	*	-	*
	10%	2%	15%	1%	4%	5%	5%	21%	8%	-	3%	3%	4%	-	1%
1-999	5	5	-	5	*	*	*	-	-	2	3	*	2	2	1
	7%	18%	-	18%	21%	10%	19%	-	-	15%	23%	12%	24%	27%	5%
1,000 - 9,999	20	20	-	19	*	*	*	-	-	12	7	*	5	6	8
	26%	68%	-	72%	17%	5%	15%	-	-	85%	61%	8%	58%	70%	73%
10,000 - 99,999	17	2	15	1	1	*	1	7	8	-	1	1	1	*	1
	22%	7%	31%	4%	37%	34%	36%	29%	33%	-	8%	34%	7%	*	12%
100,000 - 999,999	21	2	19	1	*	*	*	10	9	-	1	1	1	*	1
	27%	6%	40%	5%	16%	32%	19%	42%	38%	-	6%	37%	8%	2%	8%
1 million or more	7	*	7	-	*	*	*	2	5	-	-	*	-	-	*
	9%	*	15%	-	4%	14%	6%	8%	21%	-	-	5%	-	-	1%
Median	20	3	100	3	10	60	17	75	150	2	5	12	4	1	5
Mean Score (000's)	346	34	535	13	73	1238	272	346	725	2	12	280	29	5	62

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM saves their organisation money, were asked these questions and provide an answer

	Region of business					SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years	
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	116	31	12	18	7	116	-	42	49	116	-	39	43	88	27
Weighted Total	77	13	6	7	3	77	-	28	29	77	-	25	29	57	20
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	-	100%	100%	100%	100%
0	7	*	*	*	-	7	-	4	2	7	-	1	2	7	-
	10%	3%	2%	*	-	10%	-	14%	7%	10%	-	4%	8%	12%	-
1-999	5	2	1	2	*	5	-	3	1	5	-	1	4	2	3
	7%	16%	12%	33%	1%	7%	-	10%	2%	7%	-	4%	13%	4%	13%
1,000 - 9,999	20	9	5	3	3	20	-	7	5	20	-	10	10	8	11
	26%	69%	82%	40%	96%	26%	-	25%	16%	26%	-	39%	35%	14%	58%
10,000 - 99,999	17	1	*	*	*	17	-	5	7	17	-	5	7	14	3
	22%	11%	2%	5%	3%	22%	-	19%	26%	22%	-	21%	23%	25%	13%
100,000 - 999,999	21	*	*	1	*	21	-	6	11	21	-	6	6	19	2
	27%	2%	2%	20%	1%	27%	-	20%	38%	27%	-	23%	21%	33%	11%
1 million or more	7	*	-	*	-	7	-	3	3	7	-	2	-	6	1
	9%	*	-	2%	-	9%	-	11%	11%	9%	-	9%	-	11%	5%
Median	20	1	5	5	4	20	-	10	50	20	-	10	5	60	4
Mean Score (000's)	346	11	6	117	6	346	-	516	342	346	-	149	89	399	200

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM loses their organisation money, were asked these questions and provide an answer

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	6	4	2	3	1	-	1	-	2	2	2	-	2	-	2
Weighted Total	4	2	2	2	*	-	*	-	2	2	1	-	2	-	1
	100%	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	1	-	1	-	-	-	-	-	1	-	-	1	-	-
	13%	25%	-	26%	-	-	-	-	-	32%	-	-	32%	-	-
10,000 - 99,999	2	2	-	2	*	-	*	-	-	1	1	-	1	-	1
	40%	75%	-	74%	100%	-	100%	-	-	68%	100%	-	68%	-	100%
100,000 - 999,999	2	-	2	-	-	-	-	-	2	-	-	-	-	-	-
	47%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	60	15	175	15	50	-	50	-	175	15	60	-	15	-	60
Mean Score (000's)	94	23	175	22	50	-	50	-	175	12	58	-	12	-	58

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Property operating costs

Base: All who say that SFM loses their organisation money, were asked these questions and provide an answer

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	6	2	-	2	-	6	-	2	4	-	-	5	1	2	2
Weighted Total	4	2	-	1	-	4	-	2	3	-	-	4	*	2	1
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	1	-	-	1	-	1	-	1	-	-	-	1	-	-	-
	13%	-	-	87%	-	13%	-	36%	-	-	-	14%	-	-	-
10,000 - 99,999	2	2	-	*	-	2	-	-	2	-	-	2	*	-	1
	40%	100%	-	13%	-	40%	-	-	63%	-	-	39%	100%	-	100%
100,000 - 999,999	2	-	-	-	-	2	-	1	1	-	-	2	-	2	-
	47%	-	-	-	-	47%	-	64%	37%	-	-	48%	-	100%	-
1 million or more	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Median	60	15	-	7	-	60	-	100	60	-	-	60	50	175	15
Mean Score (000's)	94	27	-	13	-	94	-	66	110	-	-	95	50	175	17

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM loses their organisation money, were asked these questions and provide an answer

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	5	4	1	3	1	-	1	-	1	2	2	-	2	-	2
Weighted Total	3	2	1	2	*	-	*	-	1	2	1	-	2	-	1
	100%	100%	100%	100%	100%	-	100%	-	100%	100%	100%	-	100%	-	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	2	-	2	-	-	-	-	-	2	-	-	2	-	-
	54%	77%	-	80%	-	-	-	-	-	100%	-	-	100%	-	-
10,000 - 99,999	*	*	-	*	-	-	-	-	-	-	*	-	-	-	*
	13%	19%	-	20%	-	-	-	-	-	-	84%	-	-	-	84%
100,000 - 999,999	*	*	-	-	*	-	*	-	-	-	*	-	-	-	*
	3%	4%	-	-	100%	-	100%	-	-	-	16%	-	-	-	16%
1 million or more	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	31%	-	100%	-	-	-	-	-	100%	-	-	-	-	-	-
Median	6	6	1000	6	100	-	100	-	1000	6	60	-	6	-	60
Mean Score (000's)	319	19	1000	16	100	-	100	-	1000	5	66	-	5	-	66

Strategic Facilities Management Survey

8a/b/c. Calculated saving

Time and non-staff resources

Base: All who say that SFM loses their organisation money, were asked these questions and provide an answer

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	5	2	-	2	-	5	-	1	4	-	-	4	1	1	2
Weighted Total	3	2	-	1	-	3	-	1	3	-	-	3	*	1	1
	100%	100%	-	100%	-	100%	-	100%	100%	-	-	100%	100%	100%	100%
0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1-999	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1,000 - 9,999	2	1	-	1	-	2	-	1	1	-	-	2	-	-	1
	54%	73%	-	87%	-	54%	-	100%	44%	-	-	55%	-	-	93%
10,000 - 99,999	*	*	-	-	-	*	-	-	*	-	-	*	-	-	-
	13%	27%	-	-	-	13%	-	-	16%	-	-	14%	-	-	-
100,000 - 999,999	*	-	-	*	-	*	-	-	*	-	-	-	*	-	*
	3%	-	-	13%	-	3%	-	-	3%	-	-	-	100%	-	7%
1 million or more	1	-	-	-	-	1	-	-	1	-	-	1	-	1	-
	31%	-	-	-	-	31%	-	-	37%	-	-	31%	-	100%	-
Median	6	6	-	2	-	6	-	2	60	-	-	6	100	1000	6
Mean Score (000's)	319	20	-	15	-	319	-	2	385	-	-	324	100	1000	12

Strategic Facilities Management Survey

9. How much money per year, if any, does your organisation allocate to SFM?

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	77	72	5	71	1	*	1	3	2	55	9	1	33	17	22
	15%	22%	3%	23%	11%	3%	10%	3%	2%	27%	12%	6%	21%	21%	26%
1-999	23	23	-	23	*	*	*	-	-	19	4	*	13	10	1
	4%	7%	-	7%	4%	3%	4%	-	-	9%	5%	4%	8%	12%	1%
1,000 - 9,999	50	50	-	49	1	*	1	-	-	27	20	1	20	13	17
	10%	15%	-	16%	13%	1%	10%	-	-	13%	27%	12%	13%	17%	20%
10,000 - 99,999	19	10	9	9	1	*	1	4	5	4	4	3	5	3	3
	4%	3%	5%	3%	16%	8%	15%	4%	5%	2%	5%	29%	3%	3%	3%
100,000 - 999,999	34	*	34	-	*	*	*	27	7	-	-	*	*	*	*
	7%	*	18%	-	3%	13%	5%	29%	7%	-	-	5%	*	*	*
1 million or more	68	1	67	1	*	*	*	24	43	*	*	1	-	*	1
	13%	*	35%	*	2%	10%	4%	26%	45%	*	*	9%	-	*	2%
Don't know	223	156	67	151	4	1	5	32	35	97	38	2	79	36	36
	44%	48%	35%	48%	49%	57%	50%	34%	37%	47%	50%	25%	51%	45%	43%
Prefer not to say	17	10	7	10	*	*	*	4	3	5	*	1	6	1	3
	3%	3%	4%	3%	1%	5%	2%	4%	3%	2%	1%	9%	4%	2%	4%
Median	5	0	1500	0	5	150	8	650	5000	0	2	25	0	0	0
Mean Score (000's)	2808	72	6535	13	85	13015	2031	2742	10393	6	35	1552	3	76	180

Strategic Facilities Management Survey

9. How much money per year, if any, does your organisation allocate to SFM?

Base: All who have SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
0	77	24	15	20	13	77	-	29	17	14	63	2	71	18	58
	15%	19%	20%	30%	24%	15%	-	18%	9%	5%	27%	2%	26%	7%	26%
1-999	23	10	9	3	*	23	-	12	7	5	17	2	19	8	11
	4%	8%	12%	5%	*	4%	-	7%	4%	2%	7%	2%	7%	3%	5%
1,000 - 9,999	50	25	11	7	6	50	-	22	14	22	27	18	28	17	33
	10%	20%	15%	11%	12%	10%	-	14%	7%	9%	12%	16%	10%	7%	15%
10,000 - 99,999	19	6	4	1	*	19	-	5	7	13	4	10	7	17	2
	4%	4%	5%	1%	*	4%	-	3%	3%	5%	2%	9%	2%	7%	1%
100,000 - 999,999	34	*	*	*	*	34	-	14	16	27	7	13	14	28	5
	7%	*	*	*	*	7%	-	9%	8%	11%	3%	12%	5%	11%	2%
1 million or more	68	1	*	1	*	68	-	18	30	58	8	15	19	54	12
	13%	*	*	1%	*	13%	-	11%	15%	23%	3%	13%	7%	21%	5%
Don't know	223	54	37	33	30	223	-	55	101	106	101	47	107	112	95
	44%	43%	48%	51%	58%	44%	-	33%	51%	42%	43%	42%	39%	43%	43%
Prefer not to say	17	7	1	*	3	17	-	8	5	8	8	5	8	7	8
	3%	5%	1%	*	5%	3%	-	5%	3%	3%	3%	4%	3%	3%	3%
Median	5	1	0	0	0	5	-	3	100	250	0	50	1	180	0
Mean Score (000's)	2808	127	27	48	19	2808	-	2027	4723	4765	599	3585	1125	4345	1003

Strategic Facilities Management Survey

9. How much money per year, if any, does your organisation allocate to SFM?

Base: All who have SFM (excluding "don't know" and "prefer not to say")

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	284	169	115	92	43	34	77	58	57	58	45	60	50	42	77
Weighted Total	272	157	115	152	4	1	5	58	57	105	37	6	70	43	43
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0	77	72	5	71	1	*	1	3	2	55	9	1	33	17	22
	28%	46%	4%	47%	23%	9%	21%	5%	4%	52%	24%	10%	47%	39%	50%
1-999	23	23	-	23	*	*	*	-	-	19	4	*	13	10	1
	8%	15%	-	15%	9%	9%	9%	-	-	18%	10%	6%	18%	23%	1%
1,000 - 9,999	50	50	-	49	1	*	1	-	-	27	20	1	20	13	17
	18%	32%	-	32%	25%	3%	22%	-	-	26%	54%	18%	28%	31%	39%
10,000 - 99,999	19	10	9	9	1	*	1	4	5	4	4	3	5	3	3
	7%	7%	8%	6%	33%	20%	31%	7%	9%	4%	11%	44%	7%	6%	6%
100,000 - 999,999	34	*	34	-	*	*	*	27	7	-	-	*	*	*	*
	13%	*	30%	-	7%	33%	11%	47%	12%	-	-	8%	*	*	1%
1 million or more	68	1	67	1	*	*	*	24	43	*	*	1	-	*	1
	25%	1%	58%	1%	4%	26%	8%	41%	75%	*	*	14%	-	*	3%
Median	5	0	1500	0	5	150	8	650	5000	0	2	25	0	0	0
Mean Score (000's)	2808	72	6535	13	85	13015	2031	2742	10393	6	35	1552	3	76	180

Strategic Facilities Management Survey

9. How much money per year, if any, does your organisation allocate to SFM?

Base: All who have SFM (excluding "don't know" and "prefer not to say")

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	284	78	37	35	19	284	-	97	113	181	93	81	137	179	96
Weighted Total	272	65	40	32	19	272	-	100	92	139	126	61	158	143	120
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
0	77	24	15	20	13	77	-	29	17	14	63	2	71	18	58
	28%	37%	38%	61%	67%	28%	-	28%	18%	10%	50%	4%	45%	13%	49%
1-999	23	10	9	3	*	23	-	12	7	5	17	2	19	8	11
	8%	16%	23%	11%	*	8%	-	12%	8%	4%	14%	4%	12%	6%	9%
1,000 - 9,999	50	25	11	7	6	50	-	22	14	22	27	18	28	17	33
	18%	38%	28%	23%	32%	18%	-	22%	16%	16%	22%	29%	18%	12%	27%
10,000 - 99,999	19	6	4	1	*	19	-	5	7	13	4	10	7	17	2
	7%	9%	10%	3%	*	7%	-	5%	7%	10%	4%	17%	4%	12%	1%
100,000 - 999,999	34	*	*	*	*	34	-	14	16	27	7	13	14	28	5
	13%	*	1%	*	*	13%	-	14%	18%	20%	6%	22%	9%	20%	4%
1 million or more	68	1	*	1	*	68	-	18	30	58	8	15	19	54	12
	25%	1%	*	2%	*	25%	-	18%	33%	41%	6%	25%	12%	38%	10%
Median	5	1	0	0	0	5	-	3	100	250	0	50	1	180	0
Mean Score (000's)	2808	127	27	48	19	2808	-	2027	4723	4765	599	3585	1125	4345	1003

Strategic Facilities Management Survey

10. And what proportion of your organisation's total yearly budget, if any, does that represent?

Base: All who allocate money to SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	233	123	110	57	35	31	66	55	55	32	36	52	34	33	56
Weighted Total	195	85	110	81	3	1	4	55	55	50	28	5	37	26	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0%	1	-	1	-	-	-	-	-	1	-	-	-	-	-	-
	1%	-	1%	-	-	-	-	-	2%	-	-	-	-	-	-
1-4%	73	26	47	25	1	*	2	25	22	9	13	3	7	12	8
	38%	31%	43%	30%	43%	38%	42%	45%	40%	18%	48%	56%	18%	46%	35%
5-9%	38	12	26	12	*	*	*	13	13	10	1	*	3	7	2
	20%	14%	24%	14%	11%	19%	13%	24%	24%	21%	5%	5%	8%	27%	11%
10-14%	21	12	9	12	*	*	*	3	6	8	3	1	8	3	1
	11%	14%	8%	14%	5%	10%	6%	5%	11%	16%	11%	12%	22%	12%	3%
15-19%	7	5	2	5	*	-	*	-	2	3	2	*	3	2	-
	4%	6%	2%	6%	8%	-	6%	-	4%	6%	7%	1%	9%	7%	-
20-24%	4	2	2	2	*	-	*	-	2	2	-	*	2	-	*
	2%	2%	2%	2%	2%	-	2%	-	4%	4%	-	1%	5%	-	*
25-29%	1	1	-	1	*	*	*	-	-	-	1	1	-	-	1
	1%	1%	-	1%	3%	3%	3%	-	-	-	2%	11%	-	-	5%
30%+	18	14	4	14	*	*	*	1	3	14	*	*	8	2	5
	9%	17%	4%	17%	3%	10%	4%	2%	5%	27%	*	2%	20%	7%	23%
Don't know	30	12	18	11	1	*	1	12	6	4	8	1	7	*	5
	15%	14%	16%	14%	25%	17%	24%	22%	11%	7%	28%	11%	18%	1%	23%
Prefer not to say	1	*	1	-	-	*	*	1	-	-	-	*	-	*	-
	1%	*	1%	-	-	3%	1%	2%	-	-	-	*	-	*	-
Net: 15%+	30	22	8	22	*	*	1	1	7	19	2	1	13	4	6
	16%	26%	7%	27%	16%	13%	15%	2%	13%	37%	9%	16%	34%	14%	28%
Mean Score	9.40	13.57	6.07	13.81	7.15	8.27	7.36	4.52	7.39	17.47	4.92	7.63	16.31	7.78	17.42

Strategic Facilities Management Survey

10. And what proportion of your organisation's total yearly budget, if any, does that represent?

Base: All who allocate money to SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	233	61	28	24	10	233	-	77	99	167	56	78	91	165	59
Weighted Total	195	41	25	13	6	195	-	72	75	126	63	59	87	125	62
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
0%	1	-	-	-	-	1	-	-	1	1	-	1	-	-	1
	1%	-	-	-	-	1%	-	-	1%	1%	-	2%	-	-	2%
1-4%	73	12	9	4	*	73	-	25	26	47	23	19	36	47	20
	38%	29%	38%	36%	4%	38%	-	35%	35%	38%	37%	33%	42%	38%	33%
5-9%	38	8	2	1	1	38	-	15	16	27	11	9	14	25	12
	20%	19%	10%	5%	18%	20%	-	20%	22%	21%	17%	16%	16%	20%	19%
10-14%	21	8	*	1	2	21	-	9	8	16	5	5	11	16	5
	11%	20%	*	11%	38%	11%	-	13%	11%	12%	9%	8%	13%	13%	8%
15-19%	7	*	4	1	*	7	-	3	*	4	3	1	6	4	3
	4%	*	15%	11%	1%	4%	-	5%	*	3%	5%	2%	7%	3%	5%
20-24%	4	1	-	1	-	4	-	2	1	3	1	1	2	3	1
	2%	1%	-	11%	-	2%	-	2%	1%	2%	2%	2%	3%	2%	2%
25-29%	1	*	-	1	-	1	-	*	1	-	1	-	1	1	1
	1%	1%	-	5%	-	1%	-	1%	1%	-	2%	-	1%	*	1%
30%+	18	6	6	*	2	18	-	5	8	11	6	11	5	10	8
	9%	14%	24%	1%	38%	9%	-	6%	11%	9%	10%	18%	6%	8%	13%
Don't know	30	6	3	3	*	30	-	12	12	16	13	11	10	18	11
	15%	15%	14%	21%	*	15%	-	17%	16%	13%	20%	19%	12%	14%	18%
Prefer not to say	1	-	-	*	-	1	-	-	1	1	-	*	-	1	-
	1%	-	-	*	-	1%	-	-	1%	1%	-	*	-	1%	-
Net: 15%+	30	7	10	3	3	30	-	10	10	18	12	13	15	18	13
	16%	17%	38%	27%	39%	16%	-	14%	14%	14%	18%	23%	17%	14%	21%
Mean Score	9.40	13.22	14.77	9.11	18.37	9.40	-	9.28	9.41	9.22	9.89	12.87	8.69	9.07	11.16

Strategic Facilities Management Survey

11. Has the proportion of your organisation's overall yearly budget allocated to SFM increased or decreased over the past five years, or has it remained roughly the same?

Base: All who have SFM

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	569	380	189	201	90	89	179	94	95	124	108	108	114	91	173
Weighted Total	512	323	189	313	8	2	9	94	95	207	75	9	155	80	82
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Increased	113	64	49	61	3	1	3	21	28	36	15	5	26	17	17
	22%	20%	26%	19%	33%	37%	33%	22%	29%	17%	20%	54%	17%	21%	21%
Stayed the same	273	216	57	212	3	1	4	31	26	144	52	3	99	56	61
	53%	67%	30%	68%	45%	33%	42%	33%	27%	70%	69%	30%	64%	69%	75%
Decreased	89	15	74	14	1	*	1	41	33	10	4	1	6	4	2
	17%	5%	39%	4%	10%	16%	11%	44%	35%	5%	5%	10%	4%	5%	2%
Don't know	37	28	9	27	1	*	1	1	8	17	4	1	23	3	2
	7%	9%	5%	9%	13%	14%	13%	1%	8%	8%	5%	6%	15%	4%	2%

Strategic Facilities Management Survey

11. Has the proportion of your organisation's overall yearly budget allocated to SFM increased or decreased over the past five years, or has it remained roughly the same?

Base: All who have SFM

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	569	173	77	78	52	569	-	168	241	342	195	161	257	344	200
Weighted Total	512	126	78	66	52	512	-	163	198	254	235	113	273	262	223
	100%	100%	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%
Increased	113	36	11	8	8	113	-	40	43	74	27	113	-	87	19
	22%	28%	14%	12%	16%	22%	-	25%	22%	29%	12%	100%	-	33%	9%
Stayed the same	273	77	57	49	33	273	-	91	100	93	171	-	273	95	160
	53%	61%	73%	75%	63%	53%	-	56%	51%	37%	73%	-	100%	36%	72%
Decreased	89	3	2	6	4	89	-	19	46	70	19	-	-	64	22
	17%	3%	2%	9%	8%	17%	-	11%	23%	27%	8%	-	-	25%	10%
Don't know	37	10	8	3	7	37	-	13	8	16	19	-	-	15	22
	7%	8%	11%	4%	13%	7%	-	8%	4%	6%	8%	-	-	6%	10%

Strategic Facilities Management Survey

14. Which of the following statements, if any, comes closest to your view about SFM in your sector in the future?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
SFM will become more important to organisations in my sector over the next five years	315	149	166	143	5	1	6	87	79	90	37	6	73	32	41
	45%	30%	82%	29%	56%	68%	58%	84%	79%	29%	31%	44%	30%	27%	31%
SFM will become less important to organisations in my sector over the next five years	32	28	4	28	*	*	*	1	3	26	2	*	14	3	11
	5%	6%	2%	6%	2%	2%	2%	1%	3%	8%	1%	1%	6%	2%	8%
The importance of SFM to organisations in my sector will not change significantly over the next five years	343	310	33	306	4	1	4	15	18	195	79	5	147	81	79
	48%	61%	16%	62%	42%	25%	38%	15%	18%	62%	65%	40%	61%	68%	59%
Don't know	18	18	-	17	*	*	*	-	-	3	4	2	8	3	3
	2%	3%	-	4%	1%	5%	2%	-	-	1%	3%	15%	3%	3%	2%

Strategic Facilities Management Survey

14. Which of the following statements, if any, comes closest to your view about SFM in your sector in the future?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
SFM will become more important to organisations in my sector over the next five years	315	60	31	36	22	262	51	97	106	176	76	87	95	315	-
	45%	28%	25%	37%	31%	51%	27%	60%	54%	69%	32%	77%	35%	100%	-
SFM will become less important to organisations in my sector over the next five years	32	14	11	3	*	22	10	5	10	3	11	3	17	-	-
	5%	7%	9%	3%	*	4%	5%	3%	5%	1%	5%	3%	6%	-	-
The importance of SFM to organisations in my sector will not change significantly over the next five years	343	130	79	55	47	223	116	60	78	70	148	19	160	-	343
	48%	61%	64%	57%	66%	44%	62%	37%	39%	28%	63%	17%	58%	-	100%
Don't know	18	8	3	3	2	5	10	1	4	4	-	4	1	-	-
	2%	4%	3%	3%	3%	1%	6%	*	2%	2%	-	3%	*	-	-

Strategic Facilities Management Survey

D1. How many people does your organisation employ?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0-9	445	445	-	445	-	-	-	-	-	304	90	3	225	99	113
	63%	88%	-	90%	-	-	-	-	-	97%	74%	24%	93%	83%	84%
10-49	49	49	-	49	-	-	-	-	-	10	28	5	17	18	14
	7%	10%	-	10%	-	-	-	-	-	3%	23%	35%	7%	15%	11%
50-249	26	9	17	-	9	-	9	12	5	*	3	4	1	3	5
	4%	2%	8%	-	100%	-	81%	12%	5%	*	2%	31%	*	2%	4%
250+	188	2	186	-	-	2	2	91	95	*	*	1	*	*	1
	27%	*	92%	-	-	100%	19%	88%	95%	*	*	10%	*	*	1%
Nets															
Small/micro	493	493	-	493	-	-	-	-	-	314	118	8	242	117	127
	70%	98%	-	100%	-	-	-	-	-	100%	97%	59%	100%	98%	95%
Medium/large	214	11	203	-	9	2	11	103	100	1	3	6	1	3	7
	30%	2%	100%	-	100%	100%	100%	100%	100%	*	3%	41%	*	2%	5%

Strategic Facilities Management Survey

D1. How many people does your organisation employ?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
0-9	445	190	108	84	63	279	159	99	92	80	189	45	197	120	283
	63%	89%	87%	87%	89%	55%	85%	61%	46%	32%	80%	40%	72%	38%	82%
10-49	49	18	14	10	6	34	14	8	12	17	14	15	15	23	23
	7%	9%	11%	11%	9%	7%	7%	5%	6%	7%	6%	14%	6%	7%	7%
50-249	26	4	2	2	1	23	3	6	11	16	6	8	10	19	7
	4%	2%	2%	2%	2%	4%	1%	4%	5%	6%	3%	7%	4%	6%	2%
250+	188	1	*	1	*	176	12	49	84	140	26	45	51	153	31
	27%	*	*	1%	*	34%	7%	30%	42%	55%	11%	40%	19%	49%	9%
Nets															
Small/micro	493	208	121	94	70	313	172	107	104	97	203	61	212	143	306
	70%	98%	98%	98%	98%	61%	92%	66%	52%	38%	86%	54%	78%	45%	89%
Medium/large	214	5	2	2	1	198	15	56	94	156	33	52	61	172	37
	30%	2%	2%	2%	2%	39%	8%	34%	48%	62%	14%	46%	22%	55%	11%

Strategic Facilities Management Survey

D2. To your best estimate, which of the following turnover size bands does your organisation fall into?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£0 - £49,000	113	110	3	110	*	*	*	2	1	110	-	-	80	13	17
	16%	22%	1%	22%	1%	1%	1%	2%	1%	35%	-	-	33%	11%	13%
£50,000 - £99,000	83	83	-	83	-	*	*	-	-	83	-	-	39	25	20
	12%	17%	-	17%	-	2%	*	-	-	26%	-	-	16%	21%	15%
£100,000 - £249,000	121	121	-	121	*	*	*	-	-	121	-	-	54	34	34
	17%	24%	-	24%	4%	3%	4%	-	-	39%	-	-	22%	28%	25%
£250,000 - £499,000	46	46	-	45	*	*	*	-	-	-	46	-	22	12	8
	6%	9%	-	9%	4%	1%	3%	-	-	-	38%	-	9%	10%	6%
£500,000 - £999,000	35	35	-	35	*	*	1	-	-	-	35	-	12	10	11
	5%	7%	-	7%	5%	6%	5%	-	-	-	29%	-	5%	8%	8%
At least £1 million but less than £5 million	49	41	8	38	2	*	2	7	1	-	41	-	11	13	17
	7%	8%	4%	8%	26%	11%	24%	7%	1%	-	33%	-	4%	11%	13%
At least £5 million but less than £10 million	21	8	13	5	2	*	2	9	4	-	-	8	2	3	3
	3%	2%	6%	1%	22%	14%	21%	9%	4%	-	-	56%	1%	2%	2%
At least £10 million but less than £100 million	67	4	63	1	2	1	3	39	24	-	-	4	1	1	3
	9%	1%	31%	*	25%	27%	26%	38%	24%	-	-	30%	*	1%	2%
£100 million or more	88	2	86	1	*	1	1	30	56	-	-	2	-	*	2
	12%	*	42%	*	1%	25%	6%	29%	56%	-	-	14%	-	*	1%
Don't know	46	20	26	19	1	*	1	14	12	-	-	-	9	2	6
	7%	4%	13%	4%	8%	7%	8%	14%	12%	-	-	-	4%	2%	5%
Prefer not to say	38	34	4	34	*	*	*	2	2	-	-	-	13	8	14
	5%	7%	2%	7%	3%	2%	3%	2%	2%	-	-	-	5%	7%	10%
Nets															
Less than £250,000	317	314	3	314	*	*	1	2	1	314	-	-	173	71	71
	45%	62%	1%	64%	5%	6%	5%	2%	1%	100%	-	-	71%	59%	53%
At least £250,000 but less than £5 million	129	121	8	118	3	*	3	7	1	-	121	-	45	35	36
	18%	24%	4%	24%	35%	19%	32%	7%	1%	-	100%	-	19%	30%	27%

Strategic Facilities Management Survey

D2. To your best estimate, which of the following turnover size bands does your organisation fall into?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£5 million or more	176	14	162	8	4	1	6	78	84	-	-	14	3	4	7
	25%	3%	80%	2%	49%	67%	52%	76%	84%	-	-	100%	1%	3%	5%

Strategic Facilities Management Survey

D2. To your best estimate, which of the following turnover size bands does your organisation fall into?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
£0 - £49,000	113	46	21	19	23	63	46	24	19	18	43	7	45	34	67
	16%	22%	17%	20%	33%	12%	25%	15%	10%	7%	18%	6%	16%	11%	20%
£50,000 - £99,000	83	34	20	17	12	55	28	24	24	20	33	10	31	28	45
	12%	16%	16%	18%	17%	11%	15%	14%	12%	8%	14%	9%	11%	9%	13%
£100,000 - £249,000	121	51	39	18	13	91	28	28	29	27	60	20	69	29	85
	17%	24%	32%	19%	18%	18%	15%	17%	15%	11%	25%	18%	25%	9%	25%
£250,000 - £499,000	46	24	7	13	2	21	24	7	3	6	16	3	14	14	31
	6%	11%	5%	13%	3%	4%	13%	4%	2%	2%	7%	3%	5%	4%	9%
£500,000 - £999,000	35	12	8	10	6	22	12	5	9	10	11	7	13	13	21
	5%	5%	6%	10%	9%	4%	7%	3%	4%	4%	5%	6%	5%	4%	6%
At least £1 million but less than £5 million	49	19	11	7	3	40	9	10	21	15	22	6	27	16	30
	7%	9%	9%	7%	4%	8%	5%	6%	11%	6%	10%	5%	10%	5%	9%
At least £5 million but less than £10 million	21	5	1	2	*	14	5	5	4	10	3	6	6	15	3
	3%	2%	1%	2%	1%	3%	3%	3%	2%	4%	1%	6%	2%	5%	1%
At least £10 million but less than £100 million	67	2	1	1	*	60	7	18	28	50	8	15	23	57	9
	9%	1%	1%	1%	*	12%	4%	11%	14%	20%	4%	14%	8%	18%	3%
£100 million or more	88	*	*	2	*	85	3	24	38	67	13	22	21	68	18
	12%	*	*	2%	*	17%	2%	15%	19%	27%	6%	20%	8%	22%	5%
Don't know	46	9	10	1	1	39	6	10	17	22	14	11	12	29	11
	7%	4%	8%	1%	2%	8%	3%	6%	9%	9%	6%	10%	4%	9%	3%
Prefer not to say	38	11	7	8	8	21	17	9	4	8	12	5	13	11	24
	5%	5%	6%	8%	12%	4%	9%	5%	2%	3%	5%	4%	5%	4%	7%
Nets															
Less than £250,000	317	131	81	54	49	210	103	75	72	65	135	37	144	91	197
	45%	62%	65%	56%	68%	41%	55%	46%	37%	26%	58%	33%	53%	29%	58%

Strategic Facilities Management Survey

D2. To your best estimate, which of the following turnover size bands does your organisation fall into?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
At least £250,000 but less than £5 million	129	55	25	30	12	83	46	22	33	31	49	16	54	43	81
	18%	26%	20%	31%	17%	16%	24%	13%	17%	12%	21%	14%	20%	14%	24%
£5 million or more	176	7	1	4	1	158	16	47	71	127	24	44	50	140	29
	25%	3%	1%	5%	1%	31%	8%	29%	36%	50%	10%	39%	18%	44%	9%

Strategic Facilities Management Survey

D3. How long has the organisation you work for been in operation?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than a year	20	20	-	20	-	-	-	-	-	20	-	-	20	-	-
	3%	4%	-	4%	-	-	-	-	-	6%	-	-	8%	-	-
At least a year but less than two years	49	48	1	48	-	-	-	-	1	40	2	-	48	-	-
	7%	10%	*	10%	-	-	-	-	1%	13%	1%	-	20%	-	-
At least two years but less than five years	85	80	5	79	*	*	*	-	5	51	22	2	80	-	-
	12%	16%	2%	16%	5%	4%	4%	-	5%	16%	18%	14%	33%	-	-
At least five years but less than ten years	105	95	10	94	*	*	1	1	9	62	22	1	95	-	-
	15%	19%	5%	19%	5%	6%	6%	1%	9%	20%	18%	6%	39%	-	-
At least ten years but less than twenty years	139	120	19	117	3	*	3	6	13	71	35	4	-	120	-
	20%	24%	9%	24%	31%	17%	28%	6%	13%	23%	29%	27%	-	100%	-
At least twenty years but less than fifty years	176	113	63	109	3	1	4	43	20	60	28	5	-	-	113
	25%	22%	31%	22%	35%	29%	34%	42%	20%	19%	23%	38%	-	-	85%
Fifty years or more	125	20	105	17	2	1	3	53	52	10	8	2	-	-	20
	18%	4%	52%	4%	24%	44%	28%	51%	52%	3%	7%	15%	-	-	15%
Don't know	8	8	-	8	-	-	-	-	-	-	5	-	-	-	-
	1%	2%	-	2%	-	-	-	-	-	-	4%	-	-	-	-
Nets															
Less than ten years	259	243	16	242	1	*	1	1	15	173	45	3	243	-	-
	37%	48%	8%	49%	10%	10%	10%	1%	15%	55%	37%	20%	100%	-	-
Twenty years or more	301	133	168	127	5	1	7	96	72	71	36	7	-	-	133
	43%	26%	83%	26%	59%	73%	62%	93%	72%	22%	29%	53%	-	-	100%

Strategic Facilities Management Survey

D3. How long has the organisation you work for been in operation?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Less than a year	20	13	3	4	-	10	8	7	-	5	5	-	4	6	12
	3%	6%	3%	4%	-	2%	4%	4%	-	2%	2%	-	1%	2%	3%
At least a year but less than two years	49	20	6	8	14	34	15	24	-	8	26	4	23	16	30
	7%	9%	5%	8%	20%	7%	8%	15%	-	3%	11%	4%	8%	5%	9%
At least two years but less than five years	85	42	14	17	7	54	28	39	1	22	30	8	32	38	43
	12%	20%	12%	17%	10%	10%	15%	24%	1%	9%	13%	7%	12%	12%	12%
At least five years but less than ten years	105	41	24	19	11	73	30	14	32	25	41	18	44	27	65
	15%	19%	19%	19%	16%	14%	16%	9%	16%	10%	17%	16%	16%	8%	19%
At least ten years but less than twenty years	139	43	40	17	20	98	40	20	45	44	52	21	61	46	85
	20%	20%	32%	18%	28%	19%	21%	12%	23%	17%	22%	19%	22%	15%	25%
At least twenty years but less than fifty years	176	41	29	29	14	121	55	30	59	62	52	32	63	91	76
	25%	19%	23%	30%	19%	24%	29%	18%	30%	24%	22%	28%	23%	29%	22%
Fifty years or more	125	11	4	1	5	117	9	30	58	85	27	26	47	89	29
	18%	5%	3%	1%	6%	23%	5%	18%	29%	33%	11%	23%	17%	28%	8%
Don't know	8	3	3	2	-	6	2	-	3	3	3	3	-	3	2
	1%	1%	3%	3%	-	1%	1%	-	1%	1%	1%	3%	-	1%	1%
Nets															
Less than ten years	259	115	48	47	33	170	82	84	33	60	102	30	102	86	150
	37%	54%	38%	49%	46%	33%	44%	52%	17%	24%	43%	27%	37%	27%	44%
Twenty years or more	301	52	33	30	18	238	63	59	117	146	79	58	110	180	105
	43%	24%	27%	31%	26%	47%	34%	36%	59%	58%	33%	52%	40%	57%	31%

Strategic Facilities Management Survey

D4. Which of the following regions is your organisation based in?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	109	87	22	85	1	*	2	8	14	49	26	3	39	22	24
	15%	17%	11%	17%	15%	17%	15%	8%	14%	16%	22%	24%	16%	18%	18%
South East	104	79	25	77	2	*	2	16	9	55	16	3	49	13	17
	15%	16%	12%	16%	21%	16%	20%	16%	9%	18%	13%	25%	20%	11%	12%
South West	71	47	24	46	1	*	1	12	12	27	13	*	27	8	12
	10%	9%	12%	9%	7%	9%	8%	12%	12%	9%	11%	2%	11%	7%	9%
East Midlands	52	34	18	33	1	*	1	11	7	23	7	*	14	11	8
	7%	7%	9%	7%	7%	4%	6%	11%	7%	7%	6%	3%	6%	9%	6%
West Midlands	55	40	15	38	1	*	1	6	9	27	8	1	21	11	9
	8%	8%	7%	8%	15%	7%	14%	6%	9%	9%	7%	7%	8%	9%	7%
East of England	65	50	15	50	*	*	*	11	4	31	9	*	13	18	16
	9%	10%	7%	10%	3%	4%	3%	11%	4%	10%	8%	2%	5%	15%	12%
North West	78	48	30	47	1	*	1	13	17	24	20	1	21	12	15
	11%	9%	15%	9%	10%	17%	12%	13%	17%	8%	16%	10%	9%	10%	11%
North East	22	13	9	13	*	*	*	2	7	9	3	2	9	*	3
	3%	3%	4%	3%	3%	2%	2%	2%	7%	3%	2%	11%	4%	*	2%
Yorkshire and Humberside	50	35	15	35	1	*	1	5	10	22	7	2	16	5	12
	7%	7%	7%	7%	6%	9%	6%	5%	10%	7%	6%	11%	7%	4%	9%
Wales	26	20	6	20	*	*	*	3	3	16	2	*	9	3	7
	4%	4%	3%	4%	2%	2%	2%	3%	3%	5%	1%	1%	4%	3%	6%
Northern Ireland	22	16	6	15	1	*	1	4	2	12	3	*	8	5	2
	3%	3%	3%	3%	7%	5%	7%	4%	2%	4%	2%	4%	3%	5%	2%
Scotland	53	35	18	35	*	*	*	12	6	20	7	*	15	11	9
	8%	7%	9%	7%	3%	8%	4%	12%	6%	6%	6%	2%	6%	9%	7%
Nets															
South	284	213	71	208	4	1	5	36	35	131	55	7	115	43	52
	40%	42%	35%	42%	43%	42%	43%	35%	35%	42%	45%	51%	47%	36%	39%

Strategic Facilities Management Survey

D4. Which of the following regions is your organisation based in?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Midlands	172	124	48	121	2	*	2	28	20	81	25	1	48	40	33
	24%	25%	24%	25%	26%	15%	24%	27%	20%	26%	21%	11%	20%	33%	25%
North	150	96	54	94	2	1	2	20	34	54	30	4	47	17	30
	21%	19%	27%	19%	19%	28%	20%	19%	34%	17%	24%	32%	19%	14%	22%
Devolved regions	101	71	30	70	1	*	1	19	11	49	12	1	33	20	18
	14%	14%	15%	14%	13%	15%	13%	18%	11%	15%	10%	6%	14%	17%	14%

Strategic Facilities Management Survey

D4. Which of the following regions is your organisation based in?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
London	109	87	-	-	-	64	45	23	20	36	26	19	28	43	54
	15%	41%	-	-	-	13%	24%	14%	10%	14%	11%	17%	10%	14%	16%
South East	104	79	-	-	-	71	27	26	29	31	38	20	37	38	57
	15%	37%	-	-	-	14%	15%	16%	15%	12%	16%	18%	14%	12%	17%
South West	71	47	-	-	-	55	15	15	21	29	25	17	29	35	32
	10%	22%	-	-	-	11%	8%	9%	10%	11%	11%	15%	11%	11%	9%
East Midlands	52	-	34	-	-	43	9	15	13	22	19	9	27	29	20
	7%	-	27%	-	-	8%	5%	9%	7%	9%	8%	8%	10%	9%	6%
West Midlands	55	-	40	-	-	45	9	18	14	27	18	4	24	14	40
	8%	-	32%	-	-	9%	5%	11%	7%	11%	8%	4%	9%	4%	12%
East of England	65	-	50	-	-	36	29	7	24	15	14	6	22	27	26
	9%	-	41%	-	-	7%	16%	4%	12%	6%	6%	5%	8%	9%	8%
North West	78	-	-	48	-	65	13	18	23	31	30	16	38	46	26
	11%	-	-	50%	-	13%	7%	11%	12%	12%	13%	14%	14%	15%	8%
North East	22	-	-	13	-	19	3	7	7	8	11	3	13	10	11
	3%	-	-	14%	-	4%	1%	4%	3%	3%	4%	3%	5%	3%	3%
Yorkshire and Humberside	50	-	-	35	-	34	17	10	14	20	13	3	14	24	26
	7%	-	-	37%	-	7%	9%	6%	7%	8%	5%	3%	5%	8%	7%
Wales	26	-	-	-	20	19	7	9	6	10	8	2	15	10	16
	4%	-	-	-	28%	4%	4%	6%	3%	4%	4%	2%	5%	3%	5%
Northern Ireland	22	-	-	-	16	21	1	6	8	5	16	5	7	7	15
	3%	-	-	-	22%	4%	1%	4%	4%	2%	7%	4%	2%	2%	4%
Scotland	53	-	-	-	35	39	13	10	21	20	19	9	20	31	20
	8%	-	-	-	50%	8%	7%	6%	10%	8%	8%	8%	7%	10%	6%

Strategic Facilities Management Survey

D4. Which of the following regions is your organisation based in?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Nets															
South	284	213	-	-	-	190	87	63	70	95	88	56	94	116	144
	40%	100%	-	-	-	37%	46%	39%	35%	38%	38%	50%	34%	37%	42%
Midlands	172	-	124	-	-	124	47	40	51	65	51	19	72	71	86
	24%	-	100%	-	-	24%	25%	25%	26%	26%	22%	17%	26%	23%	25%
North	150	-	-	96	-	118	33	35	43	59	53	22	65	80	63
	21%	-	-	100%	-	23%	17%	21%	22%	23%	23%	20%	24%	25%	18%
Devolved regions	101	-	-	-	71	79	21	25	34	34	43	15	42	48	51
	14%	-	-	-	100%	16%	11%	15%	17%	14%	18%	14%	15%	15%	15%

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	504	504	-	302	101	101	202	-	-	178	146	125	165	122	213
Weighted Total	504	504	-	493	9	2	11	-	-	314	121	14	243	120	133
	100%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
Agriculture, forestry and fishing	17	17	-	17	-	*	*	-	-	14	1	*	3	5	10
	3%	3%	-	4%	-	1%	*	-	-	5%	1%	*	1%	4%	7%
Mining and quarrying	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Manufacturing	36	36	-	34	2	*	2	-	-	20	11	2	8	8	20
	7%	7%	-	7%	24%	8%	21%	-	-	6%	9%	17%	3%	7%	15%
Electricity, gas, steam and air conditioning supply	6	6	-	6	*	*	*	-	-	5	1	*	4	2	1
	1%	1%	-	1%	3%	1%	2%	-	-	2%	1%	1%	2%	2%	*
Water supply, sewerage, waste management and remediation activities	*	*	-	*	-	-	-	-	-	-	*	-	*	-	-
	*	*	-	*	-	-	-	-	-	-	*	-	*	-	-
Construction	51	51	-	50	*	*	1	-	-	26	18	3	17	16	17
	10%	10%	-	10%	6%	5%	6%	-	-	8%	15%	22%	7%	14%	13%
Wholesale and retail trade, repair of motor vehicles and motorcycles	126	126	-	125	1	*	1	-	-	76	23	2	70	22	28
	25%	25%	-	25%	10%	13%	10%	-	-	24%	19%	17%	29%	18%	21%
Transportation and storage	18	18	-	17	*	*	*	-	-	16	*	1	8	4	6
	3%	3%	-	3%	3%	4%	3%	-	-	5%	*	5%	3%	3%	4%
Accommodation and food service activities	30	30	-	30	*	*	*	-	-	17	7	*	20	5	3
	6%	6%	-	6%	3%	5%	3%	-	-	6%	6%	*	8%	4%	2%
Information and communication	20	20	-	20	*	*	*	-	-	12	7	1	8	9	3
	4%	4%	-	4%	3%	2%	3%	-	-	4%	6%	9%	3%	8%	2%
Financial and insurance activities	23	23	-	23	*	*	*	-	-	9	10	*	11	5	7
	5%	5%	-	5%	3%	11%	4%	-	-	3%	8%	3%	4%	4%	5%
Real estate activities	26	26	-	26	*	*	*	-	-	11	15	1	9	9	8
	5%	5%	-	5%	3%	3%	3%	-	-	3%	12%	4%	4%	8%	6%

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	504	504	-	302	101	101	202	-	-	178	146	125	165	122	213
Weighted Total	504	504	-	493	9	2	11	-	-	314	121	14	243	120	133
	100%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
Professional, scientific and technical activities	30	30	-	29	1	*	1	-	-	17	11	*	17	6	7
	6%	6%	-	6%	7%	3%	6%	-	-	5%	9%	3%	7%	5%	5%
Administrative and support service activities	25	25	-	25	*	*	*	-	-	17	5	1	15	5	5
	5%	5%	-	5%	5%	2%	4%	-	-	5%	4%	5%	6%	4%	4%
Public administration and defence, compulsory social security	1	1	-	*	*	*	*	-	-	-	*	*	-	-	1
	*	*	-	*	1%	7%	2%	-	-	-	*	1%	-	-	*
Education	10	10	-	8	1	*	1	-	-	7	2	*	4	4	1
	2%	2%	-	2%	13%	13%	13%	-	-	2%	2%	3%	2%	4%	1%
Human health and social work activities	10	10	-	8	1	*	1	-	-	8	1	*	6	3	1
	2%	2%	-	2%	12%	8%	12%	-	-	3%	1%	3%	2%	3%	1%
Arts, entertainment and recreation	34	34	-	33	*	*	*	-	-	28	4	1	16	6	11
	7%	7%	-	7%	1%	6%	2%	-	-	9%	3%	6%	7%	5%	9%
Other service activities	26	26	-	26	*	*	1	-	-	20	3	*	18	5	3
	5%	5%	-	5%	5%	8%	5%	-	-	6%	3%	2%	7%	4%	3%
Activities of households as employers (e.g. of cooks, gardeners, maids, etc.)	9	9	-	9	-	*	*	-	-	8	*	-	5	2	3
	2%	2%	-	2%	-	1%	*	-	-	3%	*	-	2%	1%	2%
Activities of extraterritorial organisations and bodies	5	5	-	5	-	-	-	-	-	4	1	-	4	1	-
	1%	1%	-	1%	-	-	-	-	-	1%	1%	-	1%	1%	-
Other	1	1	-	1	-	-	-	-	-	-	-	-	-	1	-
	*	*	-	*	-	-	-	-	-	-	-	-	-	1%	-

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	504	231	106	102	65	380	117	115	151	192	165	112	200	222	247
Weighted Total	504	213	124	96	71	323	173	110	108	104	205	64	216	149	310
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Agriculture, forestry and fishing	17	4	2	8	4	16	1	4	11	8	9	-	14	8	8
	3%	2%	1%	8%	5%	5%	1%	3%	10%	7%	4%	-	6%	5%	2%
Mining and quarrying	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Manufacturing	36	8	10	14	4	19	16	3	9	9	9	6	10	11	20
	7%	4%	8%	14%	6%	6%	9%	3%	8%	8%	4%	10%	5%	7%	7%
Electricity, gas, steam and air conditioning supply	6	*	1	4	1	6	-	3	2	1	6	1	5	2	4
	1%	*	1%	4%	2%	2%	-	3%	2%	1%	3%	1%	2%	1%	1%
Water supply, sewerage, waste management and remediation activities	*	*	-	-	-	-	*	-	-	-	-	-	-	-	*
	*	*	-	-	-	-	*	-	-	-	-	-	-	-	*
Construction	51	25	8	11	7	42	7	12	16	14	25	13	28	17	27
	10%	12%	6%	12%	10%	13%	4%	11%	15%	13%	12%	21%	13%	11%	9%
Wholesale and retail trade, repair of motor vehicles and motorcycles	126	49	38	16	23	77	48	26	27	12	61	9	45	22	91
	25%	23%	31%	17%	32%	24%	28%	23%	25%	12%	30%	15%	21%	15%	29%
Transportation and storage	18	5	8	1	4	12	6	4	5	5	7	5	6	4	14
	3%	2%	7%	1%	5%	4%	3%	3%	5%	5%	3%	8%	3%	3%	4%
Accommodation and food service activities	30	12	8	3	7	20	10	9	3	12	5	4	10	8	13
	6%	6%	6%	3%	10%	6%	6%	8%	3%	11%	2%	7%	5%	5%	4%
Information and communication	20	10	5	4	1	9	11	3	1	4	5	1	8	5	15
	4%	5%	4%	4%	1%	3%	6%	2%	1%	4%	3%	2%	4%	3%	5%
Financial and insurance activities	23	11	6	3	4	17	6	8	3	4	14	1	16	6	17
	5%	5%	5%	3%	5%	5%	3%	7%	3%	4%	7%	2%	8%	4%	5%
Real estate activities	26	16	4	3	2	15	11	3	12	5	8	2	14	8	16
	5%	8%	3%	3%	3%	5%	6%	2%	11%	4%	4%	3%	6%	5%	5%

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	504	231	106	102	65	380	117	115	151	192	165	112	200	222	247
Weighted Total	504	213	124	96	71	323	173	110	108	104	205	64	216	149	310
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Professional, scientific and technical activities	30	15	7	8	*	19	11	9	6	7	12	2	16	12	18
	6%	7%	5%	8%	*	6%	6%	9%	5%	7%	6%	4%	8%	8%	6%
Administrative and support service activities	25	9	10	3	4	9	16	5	3	8	2	3	6	13	12
	5%	4%	8%	3%	5%	3%	9%	4%	3%	8%	1%	4%	3%	8%	4%
Public administration and defence, compulsory social security	1	1	*	-	*	1	*	*	1	*	1	*	*	*	*
	*	*	*	-	*	*	*	*	1%	*	*	*	*	*	*
Education	10	2	2	4	1	6	3	2	1	1	5	1	5	2	8
	2%	1%	2%	4%	2%	2%	2%	2%	1%	1%	2%	2%	2%	1%	2%
Human health and social work activities	10	6	4	*	*	4	4	1	3	4	*	2	2	4	5
	2%	3%	3%	*	*	1%	2%	1%	3%	4%	*	3%	1%	3%	2%
Arts, entertainment and recreation	34	18	6	6	2	27	7	11	5	2	24	8	14	12	21
	7%	9%	5%	7%	3%	8%	4%	10%	5%	2%	12%	13%	6%	8%	7%
Other service activities	26	14	2	3	7	16	8	8	2	7	9	*	14	8	19
	5%	6%	2%	3%	10%	5%	5%	7%	2%	6%	4%	*	6%	5%	6%
Activities of households as employers (e.g. of cooks, gardeners, maids, etc.)	9	4	2	3	-	4	5	-	-	1	3	1	3	4	2
	2%	2%	1%	3%	-	1%	3%	-	-	1%	1%	2%	1%	3%	1%
Activities of extraterritorial organisations and bodies	5	2	-	2	-	2	2	1	-	1	1	2	-	2	1
	1%	1%	-	3%	-	1%	1%	1%	-	1%	1%	4%	-	2%	*
Other	1	-	1	-	-	-	1	-	-	-	-	-	-	-	1
	*	-	1%	-	-	-	1%	-	-	-	-	-	-	-	*

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	203	-	203	-	-	-	-	103	100	-	-	-	-	-	-
Weighted Total	203	-	203	-	-	-	-	103	100	-	-	-	-	-	-
	100%	-	100%	-	-	-	-	100%	100%	-	-	-	-	-	-
Local government	103	-	103	-	-	-	-	103	-	-	-	-	-	-	-
	51%	-	51%	-	-	-	-	100%	-	-	-	-	-	-	-
Central government	100	-	100	-	-	-	-	-	100	-	-	-	-	-	-
	49%	-	49%	-	-	-	-	-	100%	-	-	-	-	-	-

Strategic Facilities Management Survey

D5.What industry sector do you work in?

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	203	-	-	-	-	189	14	53	90	150	30	49	57	166	33
Weighted Total	203	-	-	-	-	189	14	53	90	150	30	49	57	166	33
	100%	-	-	-	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Local government	103	-	-	-	-	94	9	31	50	80	12	21	31	87	15
	51%	-	-	-	-	50%	64%	58%	56%	53%	40%	43%	54%	52%	45%
Central government	100	-	-	-	-	95	5	22	40	70	18	28	26	79	18
	49%	-	-	-	-	50%	36%	42%	44%	47%	60%	57%	46%	48%	55%

Strategic Facilities Management Survey

Sample

Base: All respondents

	Sector		Respondent type						Turnover of business			Age of business			
	Total	Business	Government	Small / micro business	Medium business	Large business	Medium / large business	Local government	Central government / NHS	Less than £250,000	£250,000 - £5 million	£5 million or more	Less than 10 years	10-19 years	20+ years
Unweighted Total	707	504	203	302	101	101	202	103	100	178	146	125	165	122	213
Weighted Total	707	504	203	493	9	2	11	103	100	314	121	14	243	120	133
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Business	504	504	-	493	9	2	11	-	-	314	121	14	243	120	133
	71%	100%	-	100%	100%	100%	100%	-	-	100%	100%	100%	100%	100%	100%
Government	203	-	203	-	-	-	-	103	100	-	-	-	-	-	-
	29%	-	100%	-	-	-	-	100%	100%	-	-	-	-	-	-

Strategic Facilities Management Survey

Sample

Base: All respondents

	Region of business				SFM		Length of SFM use		Result of SFM		SFM budget in past 5 years		Importance of SFM in next 5 years		
	Total	South	Midlands	North	Devolved regions	Yes	No	Less than 5 years	Five years or more	Saved money	No difference	Increased	Stayed the same	Increase	Stay the same
Unweighted Total	707	231	106	102	65	569	131	168	241	342	195	161	257	388	280
Weighted Total	707	213	124	96	71	512	187	163	198	254	235	113	273	315	343
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Business	504	213	124	96	71	323	173	110	108	104	205	64	216	149	310
	71%	100%	100%	100%	100%	63%	93%	67%	55%	41%	87%	57%	79%	47%	90%
Government	203	-	-	-	-	189	14	53	90	150	30	49	57	166	33
	29%	-	-	-	-	37%	7%	33%	45%	59%	13%	43%	21%	53%	10%