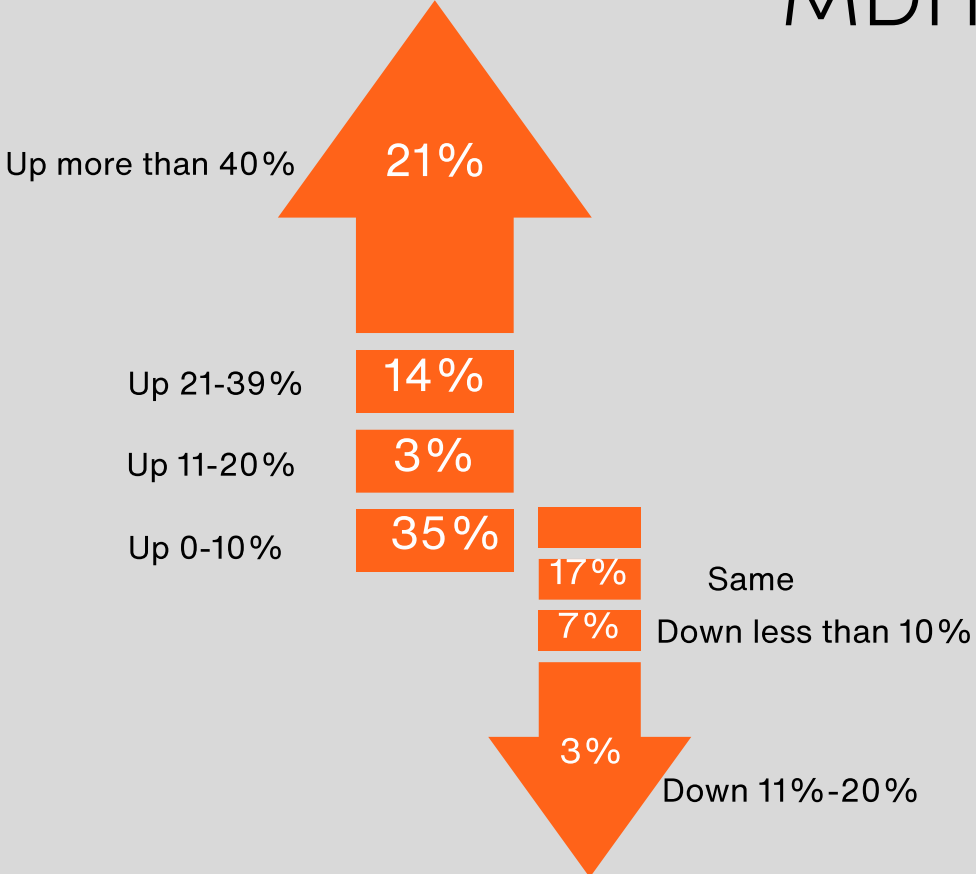
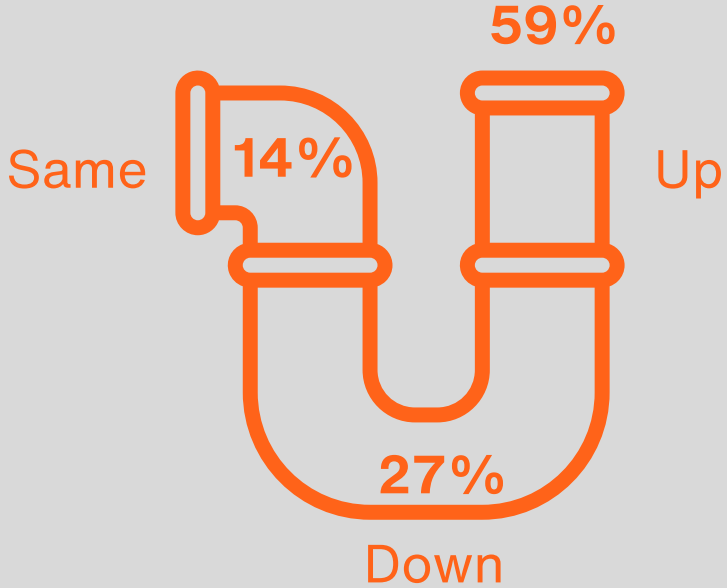


# MDHUB Member Survey feedback Autumn 2023.



Q. How does your **profit** compare to the previous year?

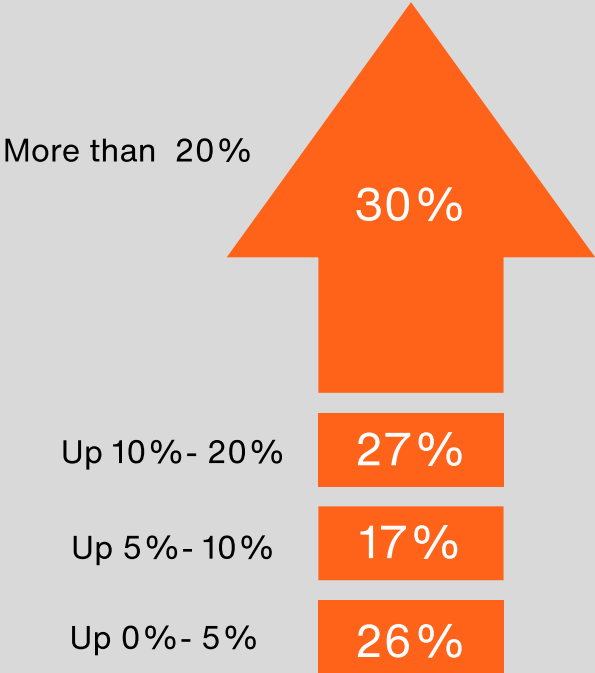


Q. Do you have a **senior leadership team**?

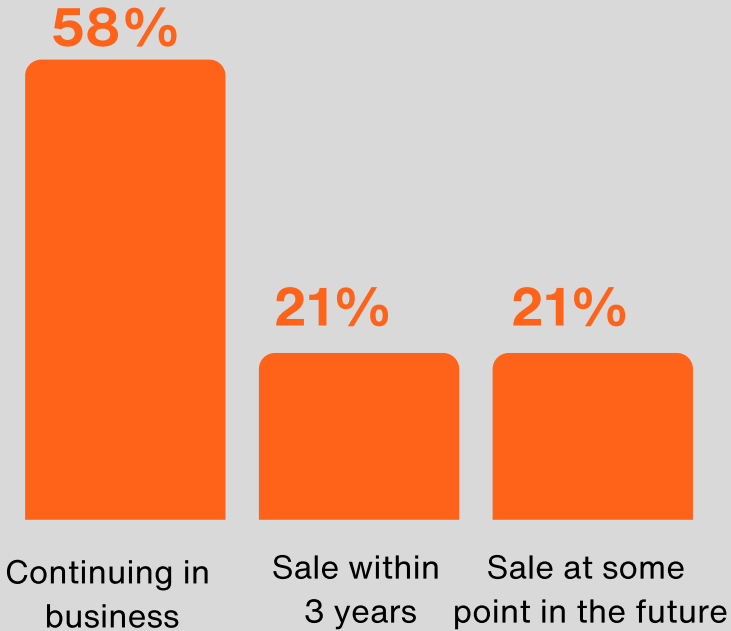


**54% Yes**

Q. What is the % growth in your **Net Profit**?



Q. Does your **strategic plan** include any of the following options

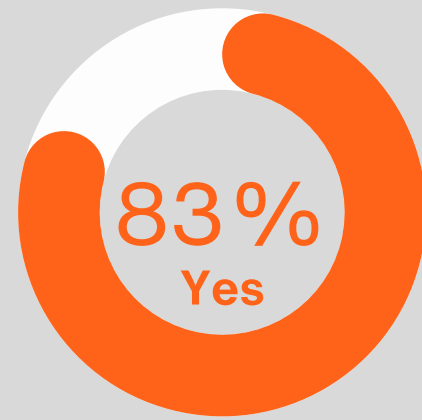


**5** Million Pound Average Turnover



Average number in **senior management team**

Q. Is your business currently **profitable**?



56%  
Yes

Q. Do you operate an official **hybrid** policy?

Q. What are your **top 3 challenges** in the next 3 years



Economic volatility and **50%**  
tech development

**45%** Cashflow

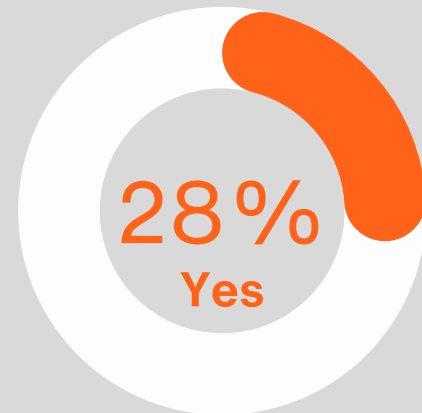
Staffing & Skills **41%**

**71%** Said Very Important



Q. How important is **ESG** to you and your business?

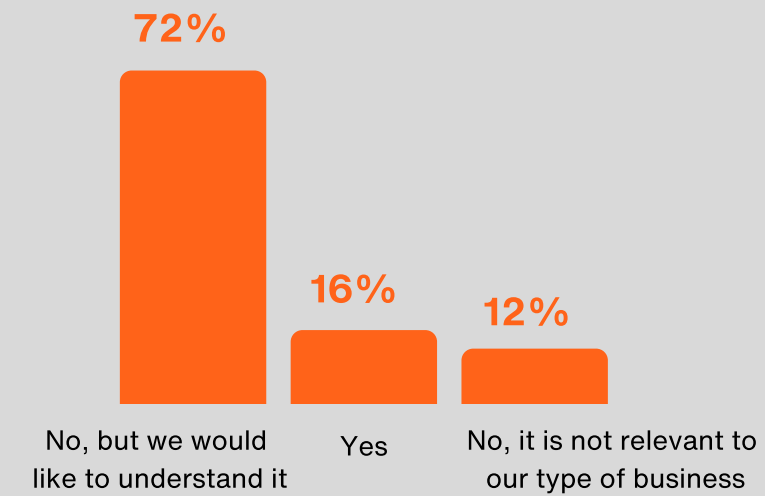
Q. If you are planning to sell have you considered **selling** to your **team**?



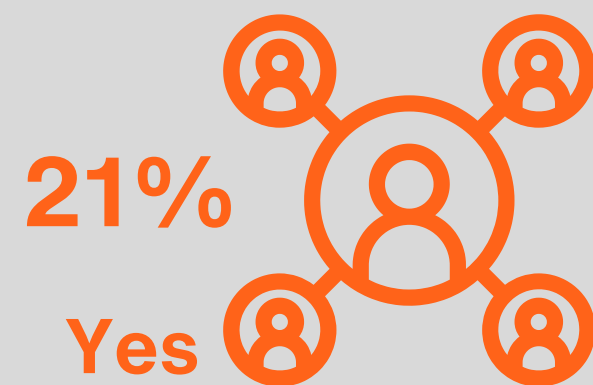
Average number of **part-time** employees



Q. Have you measured your **social value or impact**?



Q. Have you measured your **carbon footprint**?



Q. Do your **staff** own any **shares** or **share options** in your business?



Average number of **full-time** employees

Q. What are the biggest skills gaps in your current team?



Awareness of economic challenges.

Market knowledge, sales skills and maturity. I am the only person that can do it all.. and managing a very much less experienced member of staff.

Overall business management and property development finance

Commercial Focus & Understanding the numbers

Preparation of Tender Quality responses, understanding financial data



Q. Do you read our monthly business column in PLATINUM Business magazine? It comes out regularly each month.



42%  
Yes

Q. Please add to this line of thought: When I'm in an MDHUB peer group, I feel...



Energised by listening to others and sharing our leadership experiences.

Supported amongst people who genuinely understand.

Confident, empowered and inspired.

Empowered by being part of the hive-mind of the group.

Supported, listened too, people care and it's a safe place to be vulnerable.

I am gaining and offering insights into the ups and downs of leading a business



Q. What do you value most about being an MDHUB Member?



Being part of an excellent support network with such a wide range of experience and expertise to call upon

The ability to troubleshoot with Fiona as an independent third party.

Makes me feel less alone

The conversations in the peer group. Personal help and support from Phil has been particularly helpful

Interaction with other business owners.

The work groups are a great sounding board for a third party viewpoint.



Q. Do you currently follow us on our social media platforms? (Tick all that apply)



Q. What are you doing to manage the business challenges you identified for your business ?

Improving workflow processes. Improving SOPs. Simplifying service. Increasing and improving comms activity.

Seeking new partnerships and extended our service offerings

Tightly controlled cashflow and regular communication with the supply chain. Increased marketing activity and ensuring that the benefits of our USP's are communicated to clients and potential new customers.

Improving our financial reporting to give clearer overall business management tools. This will allow us to be more disciplined when funding new projects and hopefully derisk them.

Keeping aware of market conditions, researching, discussing with MDHub groups

Q. What do you think will be the most useful Leadership and Management training we can offer you? (Top 5)



Q. We have provided MDHUB Member updates on various topics to assist you. Moving forward, what updates would you like to continue receiving?

