



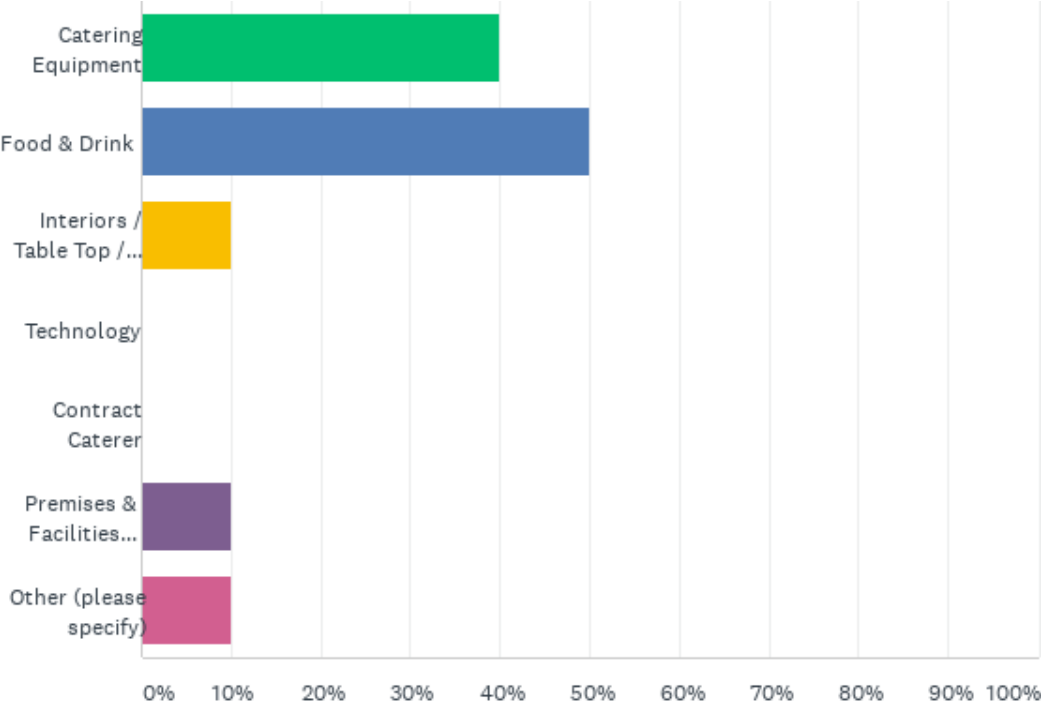
IRISH FOODSERVICE SUPPLIERS ALLIANCE

# IFSA MEMBERS INDUSTRY SENTIMENT INDEX

JANUARY 2021

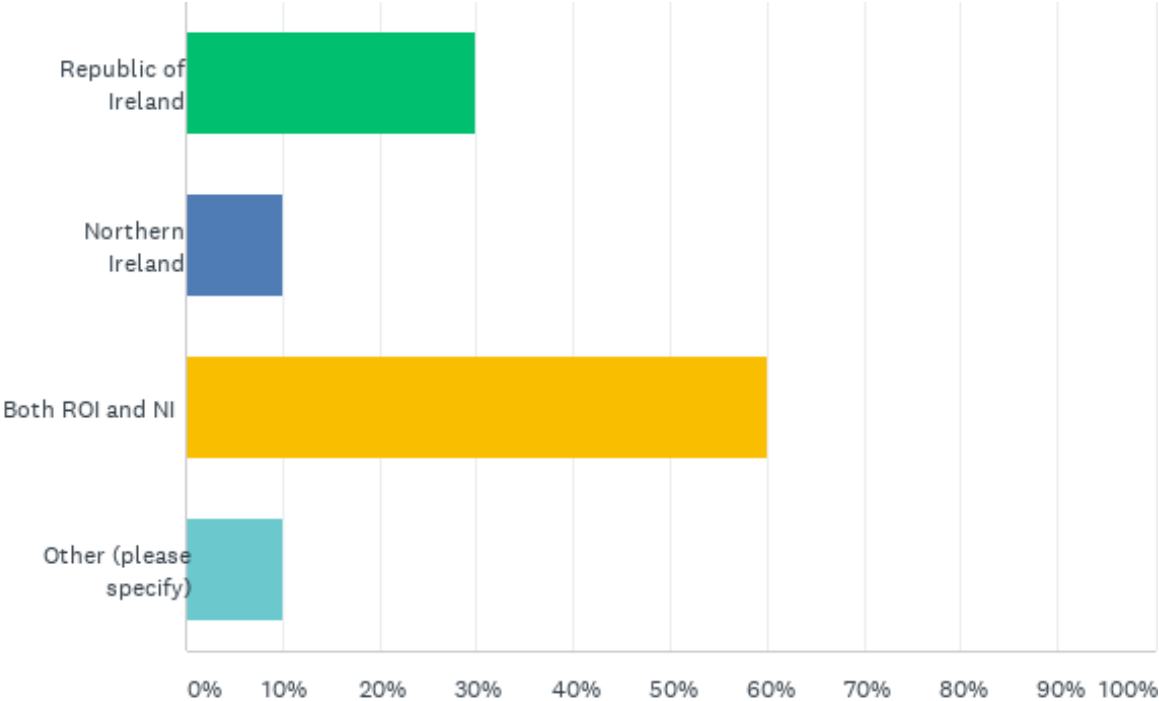
# Q1: What Sector Category do you operate in?

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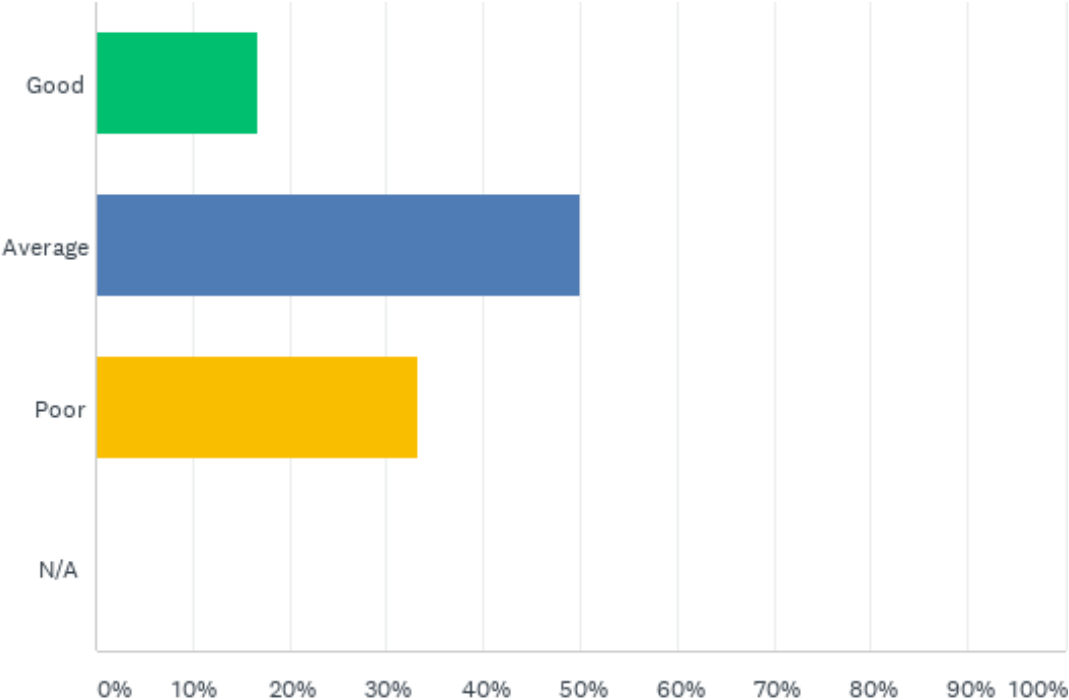
## Q2: What jurisdiction do you operate in?

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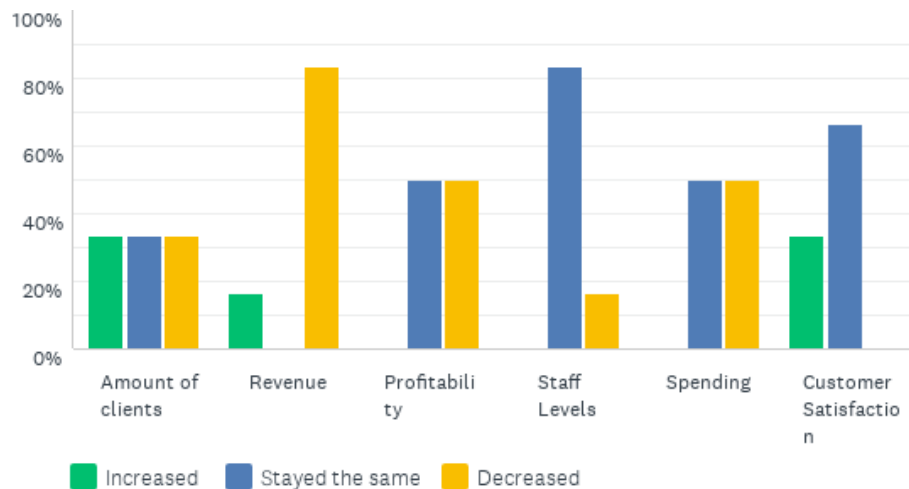


### Q3: How would you describe the overall performance of your business over the LAST 6 months?

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## Q4: Please indicate the performance of your business for each of the criteria below over the LAST 6 months:



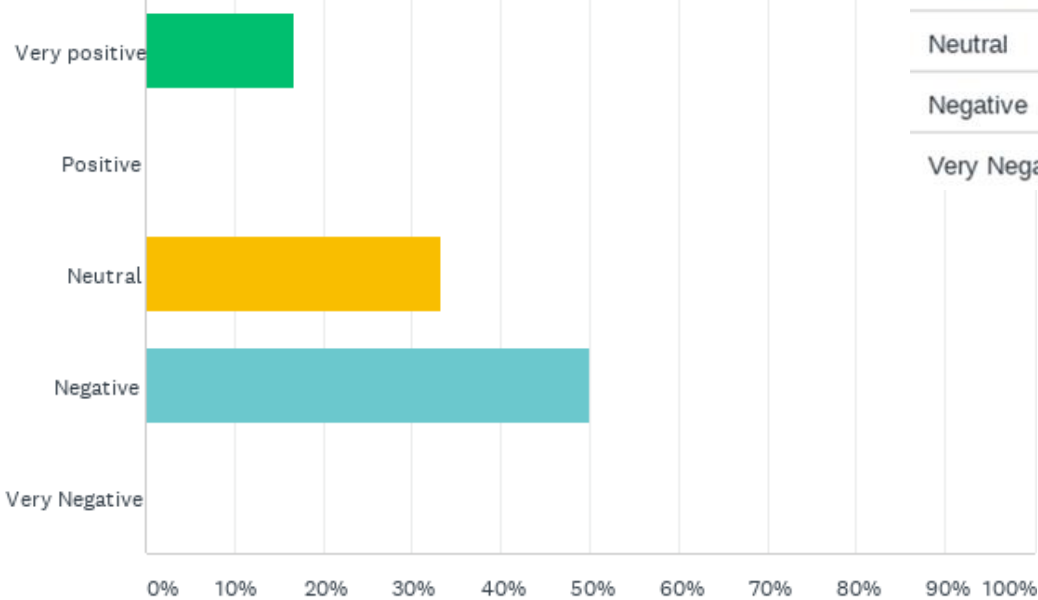
	INCREASED	STAYED THE SAME	DECREASED
Amount of clients	33.33%	33.33%	33.33%
Revenue	16.67%	0.00%	83.33%
Profitability	0.00%	50.00%	50.00%
Staff Levels	0.00%	83.33%	16.67%
Spending	0.00%	50.00%	50.00%
Customer Satisfaction	33.33%	66.67%	0.00%

## Q5: Please indicate the EXPECTED performance of your business for each of the criteria below over the NEXT 6 months:



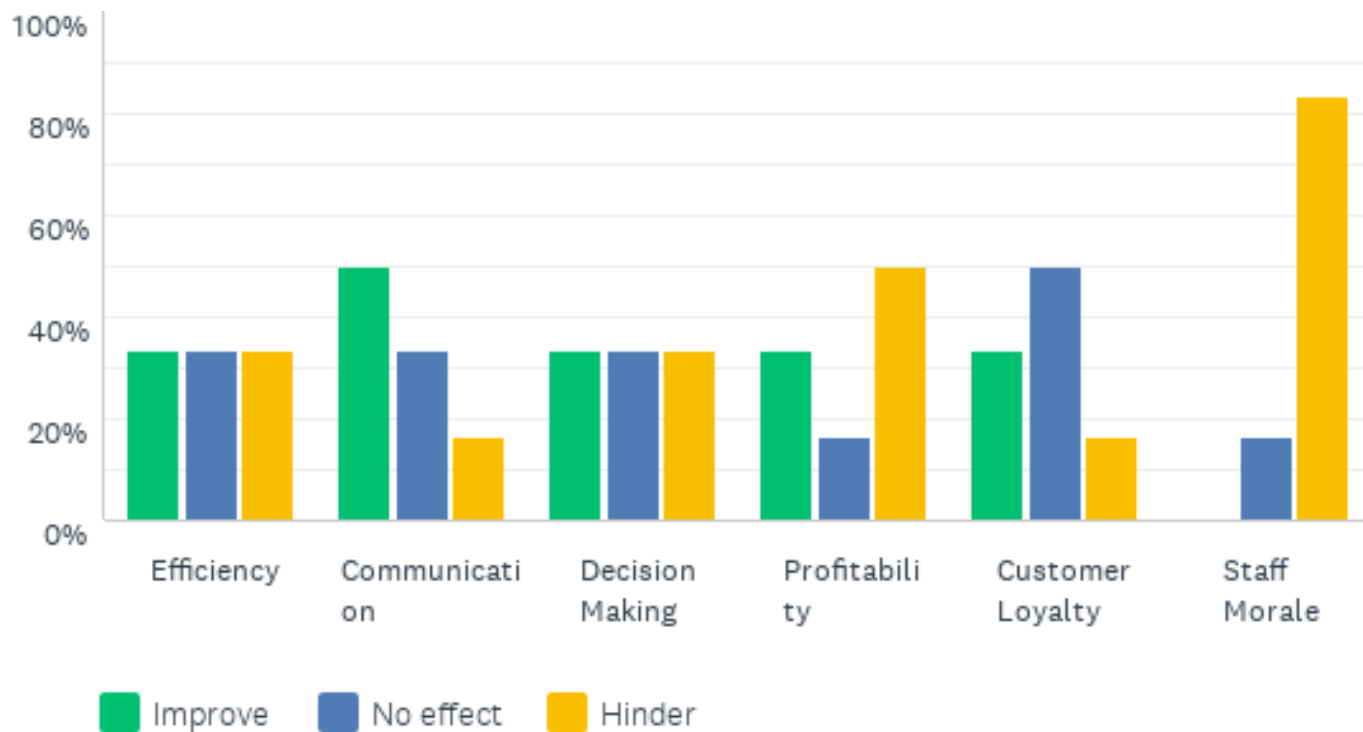
	INCREASED	STAY THE SAME	DECREASED
Amount of clients	66.67%	0.00%	33.33%
Revenue	66.67%	0.00%	33.33%
Profitability	50.00%	33.33%	16.67%
Staff Levels	33.33%	50.00%	16.67%
Spending	66.67%	0.00%	33.33%
Customer Satisfaction	33.33%	66.67%	0.00%

# Q6: What is your attitude to the direction of the industry over the NEXT MONTH?



ANSWER CHOICES	RESPONSES
Very positive	16.67%
Positive	0.00%
Neutral	33.33%
Negative	50.00%
Very Negative	0.00%

## Q7: How do you feel the current conditions will effect the following areas of your business?





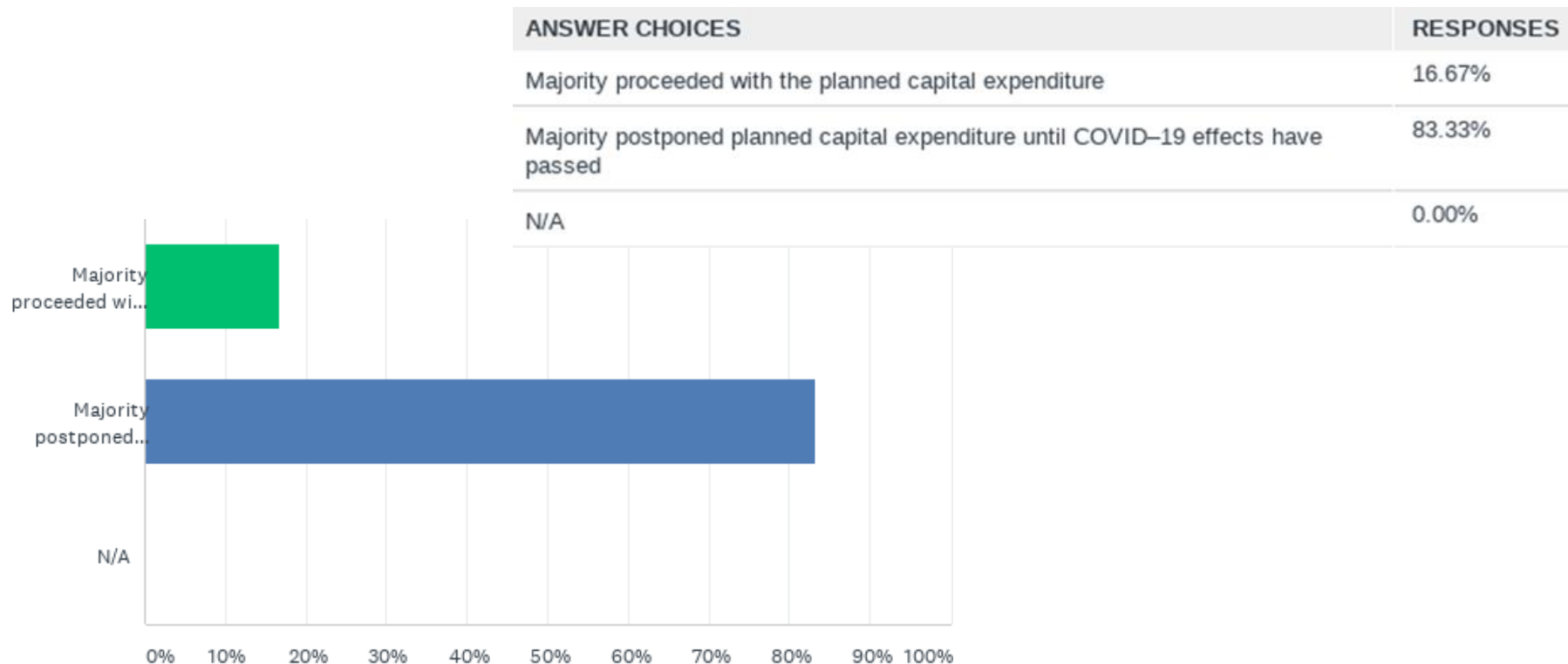
## Q7: How do you feel the current conditions will effect the following areas of your business?

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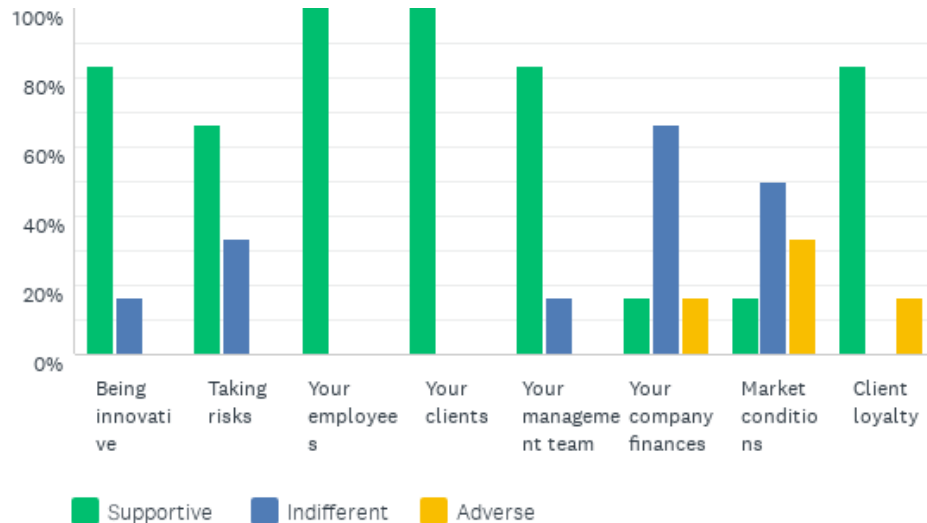
	IMPROVE	NO EFFECT	HINDER
Efficiency	33.33%	33.33%	33.33%
Communication	50.00%	33.33%	16.67%
Decision Making	33.33%	33.33%	33.33%
Profitability	33.33%	16.67%	50.00%
Customer Loyalty	33.33%	50.00%	16.67%
Staff Morale	0.00%	16.67%	83.33%

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## Q8: To the best of your knowledge, how has COVID-19 affected your customers planned capital expenditure ?



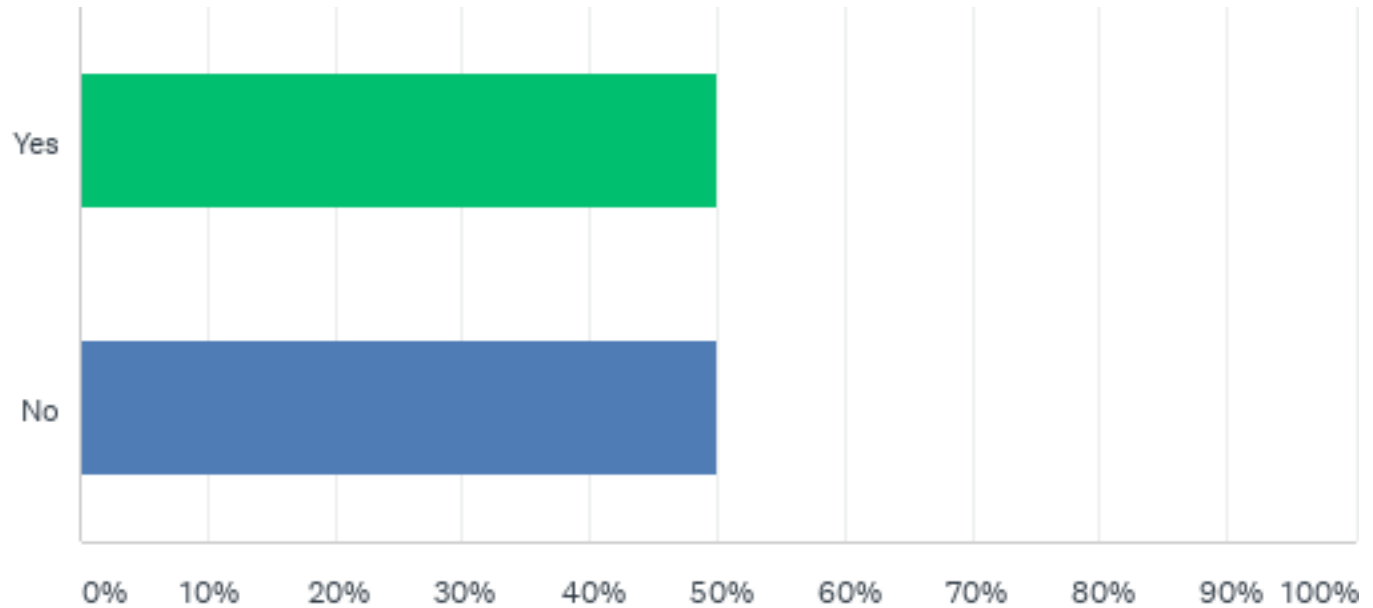
## Q9: In the current climate, what is your attitude (right now) to the following?



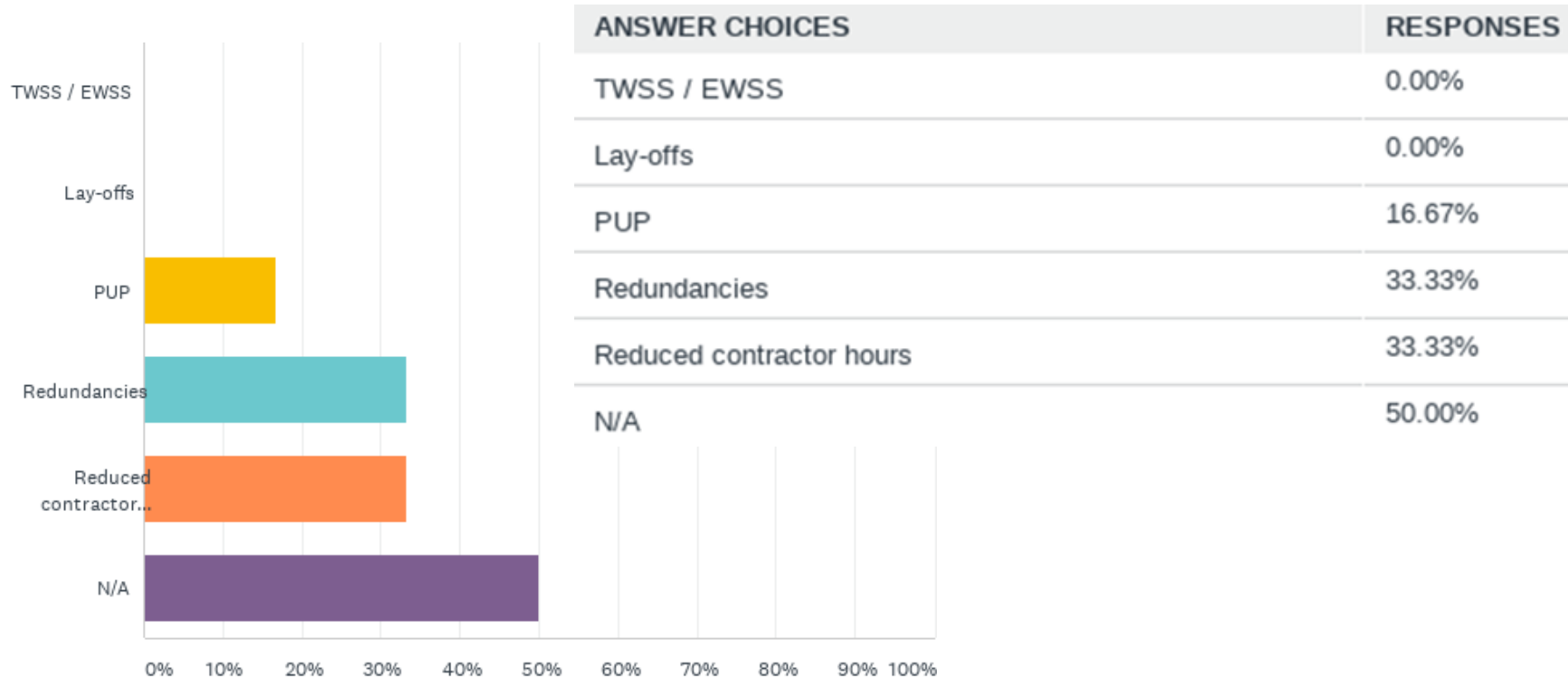
	SUPPORTIVE	INDIFFERENT	ADVERSE
Being innovative	83.33%	16.67%	0.00%
Taking risks	66.67%	33.33%	0.00%
Your employees	100.00%	0.00%	0.00%
Your clients	100.00%	0.00%	0.00%
Your management team	83.33%	16.67%	0.00%
Your company finances	16.67%	66.67%	16.67%
Market conditions	16.67%	50.00%	33.33%
Client loyalty	83.33%	0.00%	16.67%

## Q10: Have you had to reduce your workforce due to current trading conditions?

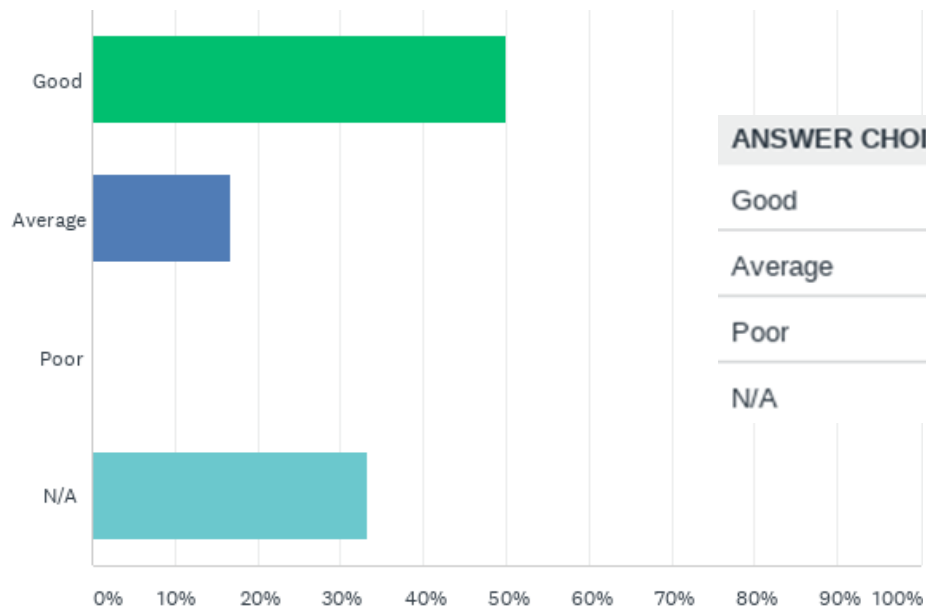
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# Q11: If you have had to reduce or implement supports for your workforce, what mechanisms have you implemented to assist with this?



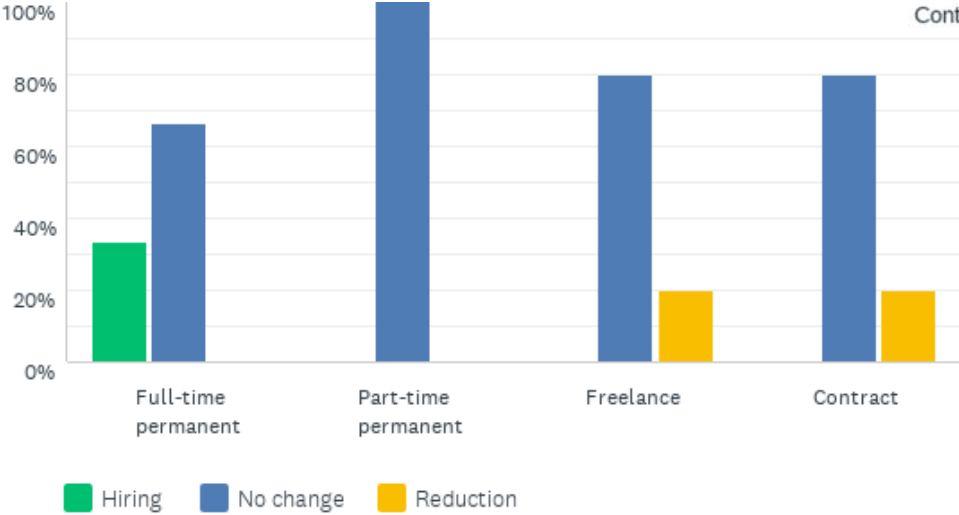
## Q12: How would you describe the overall performance of your team over the last 6 months?



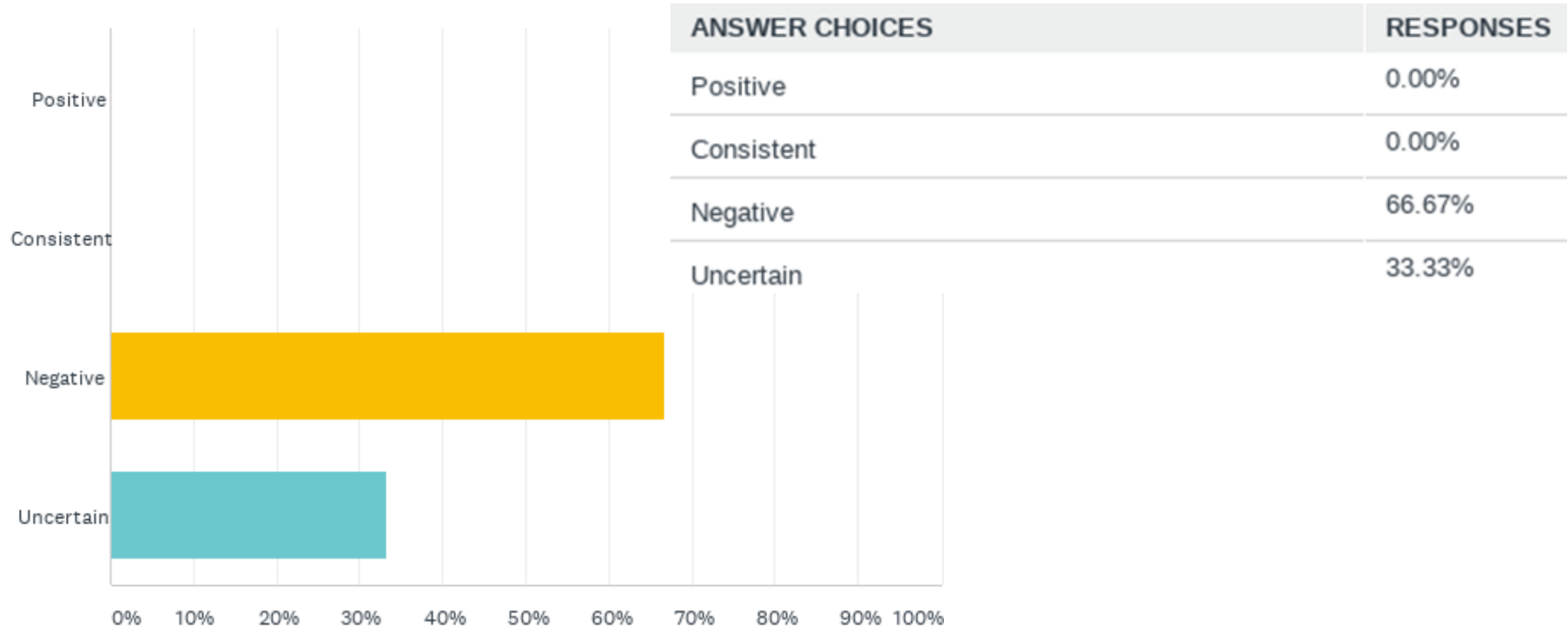
ANSWER CHOICES	RESPONSES
Good	50.00%
Average	16.67%
Poor	0.00%
N/A	33.33%

# Q13: What are your current hiring plans for each type of staff?

	HIRING	NO CHANGE	REDUCTION
Full-time permanent	33.33%	66.67%	0.00%
Part-time permanent	0.00%	100.00%	0.00%
Freelance	0.00%	80.00%	20.00%
Contract	0.00%	80.00%	20.00%

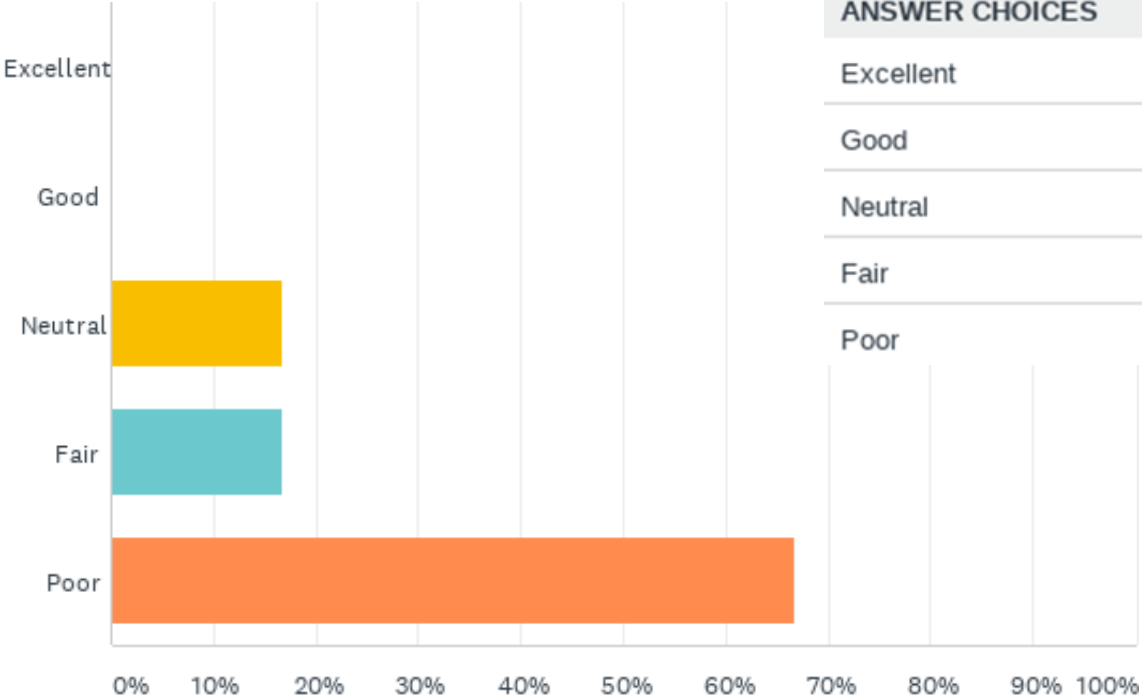


## Q14: How would you describe your overall perception of the hospitality supply sector right now?



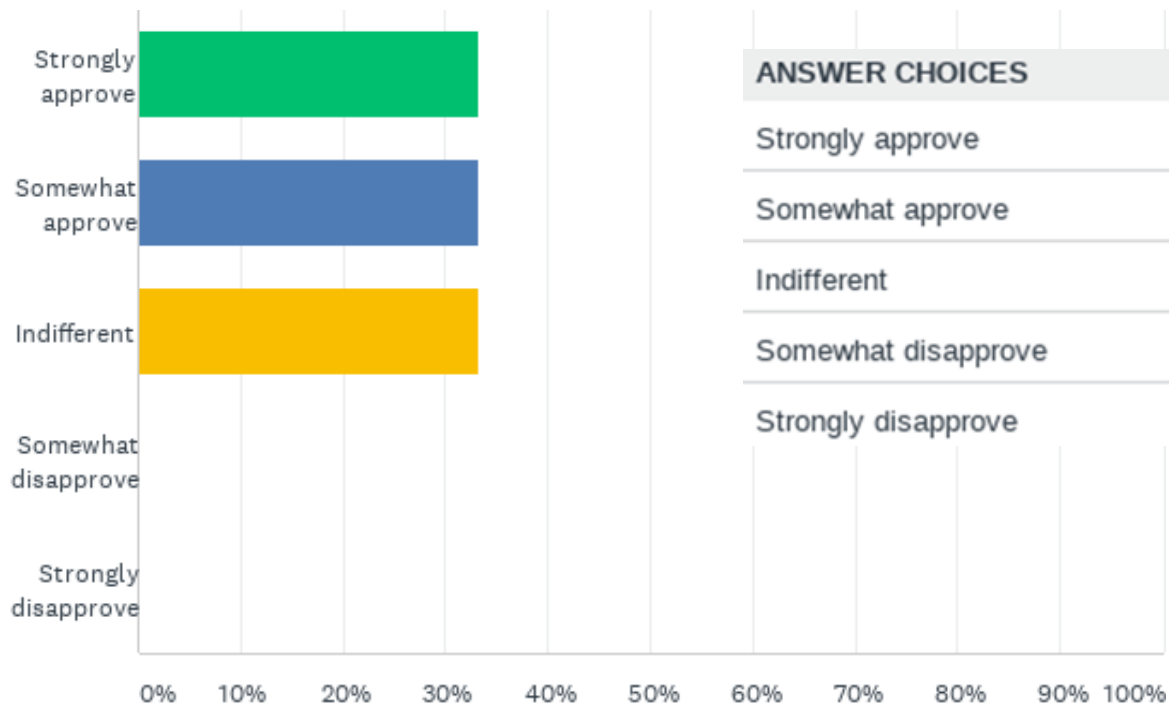


# Q15: What is your opinion of the current economic climate?



ANSWER CHOICES	RESPONSES
Excellent	0.00%
Good	0.00%
Neutral	16.67%
Fair	16.67%
Poor	66.67%

## Q16: Do you approve or disapprove of the way the current government is operating?



### ANSWER CHOICES

### RESPONSES

Strongly approve

33.33%

Somewhat approve

33.33%

Indifferent

33.33%

Somewhat disapprove

0.00%

Strongly disapprove

0.00%

## Q17: What if any Government supports have you availed of in the LAST 6 months?

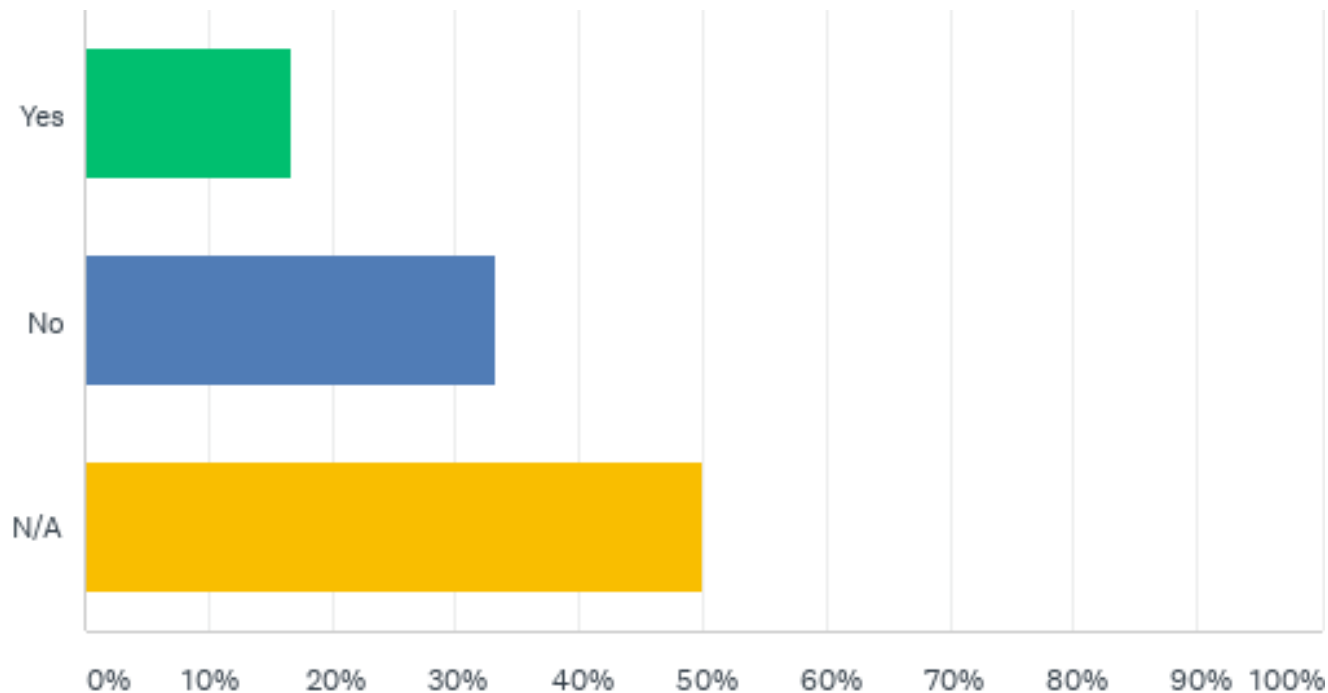
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ANSWER CHOICES	RESPONSES
TWSS / EWSS	50.00%
COVID-19 Credit Guarantee Scheme	0.00%
COVID-19 Business Loans	0.00%
COVID-19 Working Capital Scheme	0.00%
Future Growth Loan Scheme	0.00%
Sustaining Enterprise Fund	0.00%
Sustaining Enterprise Fund for Small Enterprise	16.67%
Restart Grant / Restart Grant Plus	0.00%
Micro-Enterprise Assistance Fund	0.00%
COVID-19 Business Financial Planning Grant	16.67%
Cross Border Companies Emergency Business Solutions	16.67%
Commercial Rates Waiver	0.00%
Skills & Training Supports from LEO, Skillnet, Enterprise Ireland	33.33%

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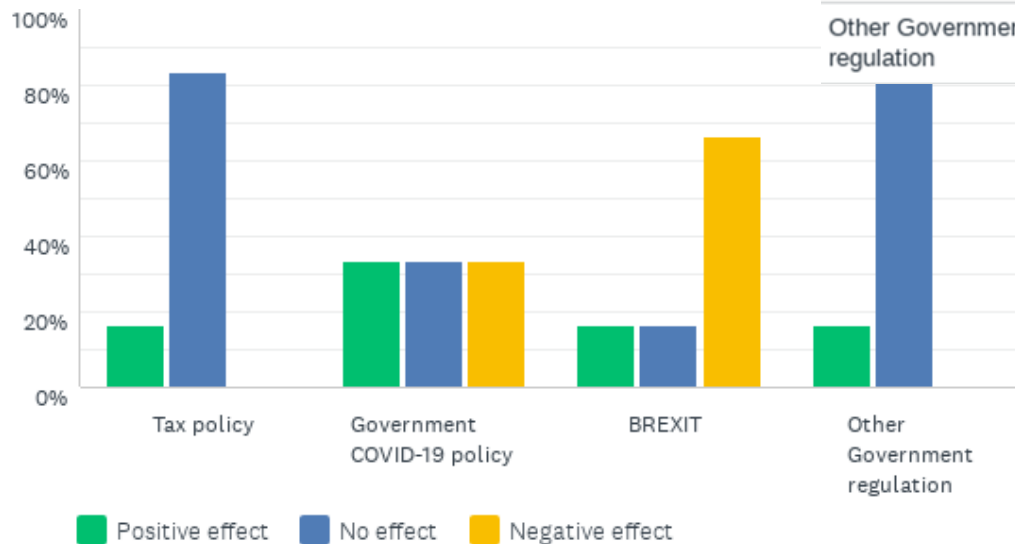
## Q18: If you have not yet availed of any Government supports, do you plan to look at these options in the NEXT 6 months?

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## Q19: In the NEXT 6 months do you expect the following issues to have a positive effect, no effect or a negative effect on your business?

	POSITIVE EFFECT	NO EFFECT	NEGATIVE EFFECT
Tax policy	16.67%	83.33%	0.00%
Government COVID-19 policy	33.33%	33.33%	33.33%
BREXIT	16.67%	16.67%	66.67%
Other Government regulation	16.67%	83.33%	0.00%



## **Q20: What you like to see IFSA doing on your behalf in order to assist your business in the current trading environment?**

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- helping rebuild hospitality and expand network for the industry
  - Advocate on behalf of the Foodservice Suppliers. Weekly simple survey on the impact of BREXIT/customs/deliveries/exports. Information on supports available...both financial and no financial.
  - Set up a network for new startup projects
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