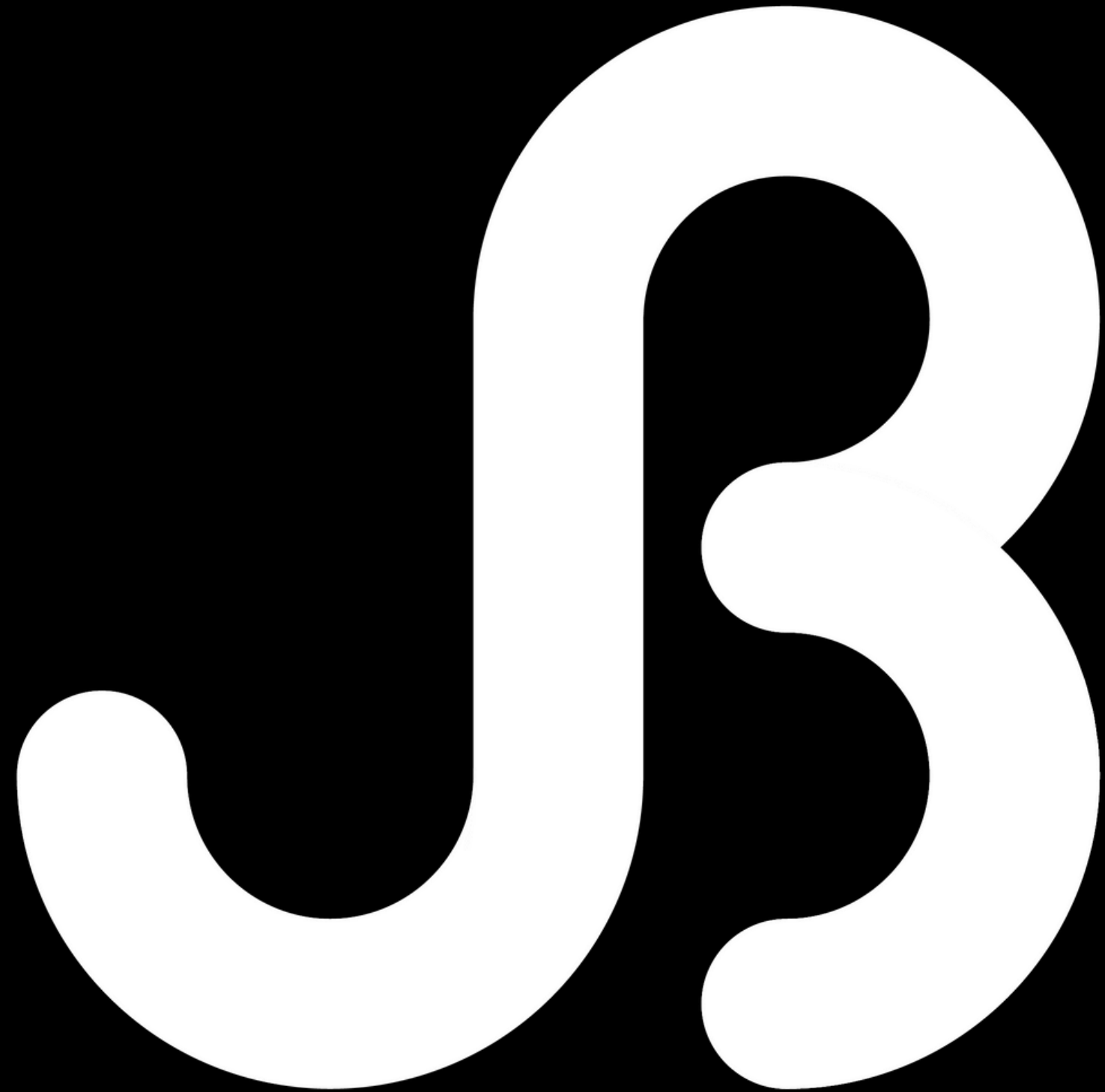


Chamber Lunch

Profit and Productivity

SMALL STEPS, BIG
REWARDS.

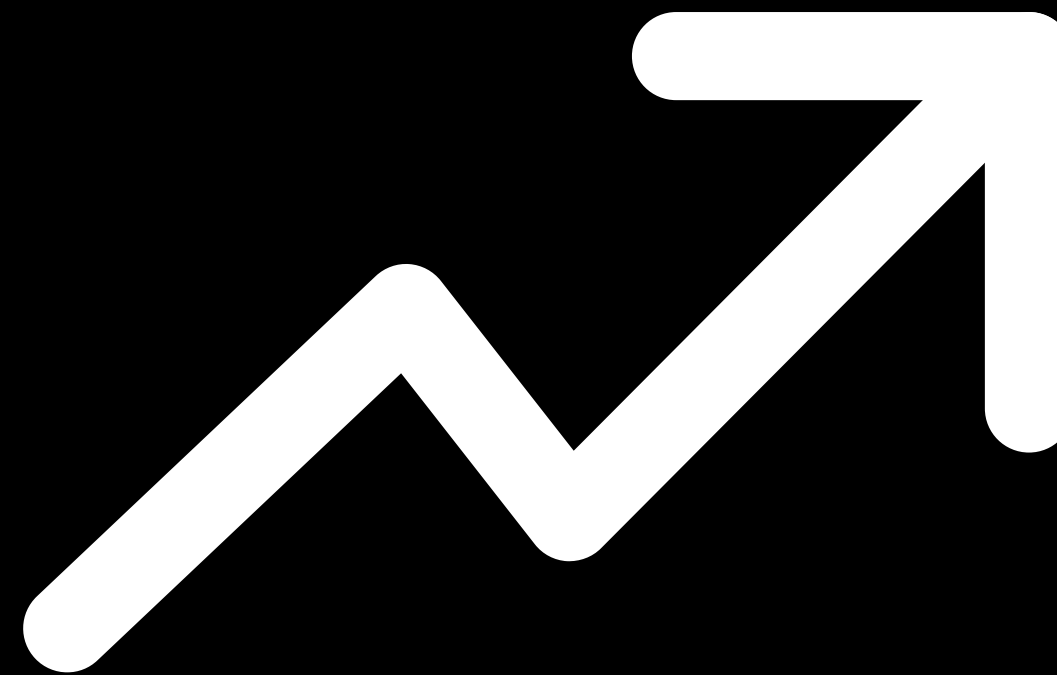
#ExpertiseShared



A dirty word warning



PROFIT:
a dirty word?





**WE ALL
WANT THIS**



**You might
actually get
this...**

**Declining profits,
and increased
input costs**



CONTEXT TO CONSIDER AS OUR BUSINESS COMMUNITY

8220
undertakings/
businesses in
Jersey

56% or 4620
are 1 person

26% or 2100 are
2 to 5 people

94% of businesses
in Jersey are 19
people or less

6% are 20 people
or more

OPTIONS LIST

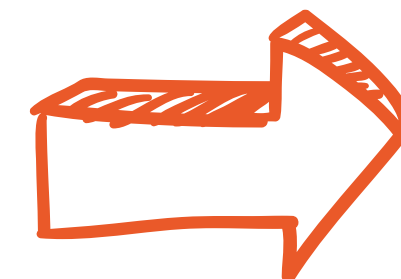
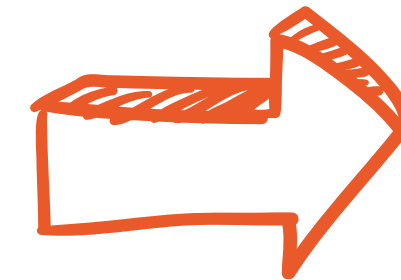
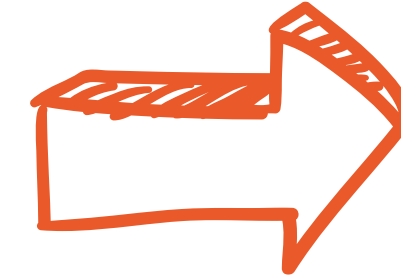
A FEW TO CONSIDER...

Inputs

Put prices up

Remove costs

New people



Potential Outcomes

Demand may fall and can the market support further increase without volume decline?

Capabilities impacted and service may decline.

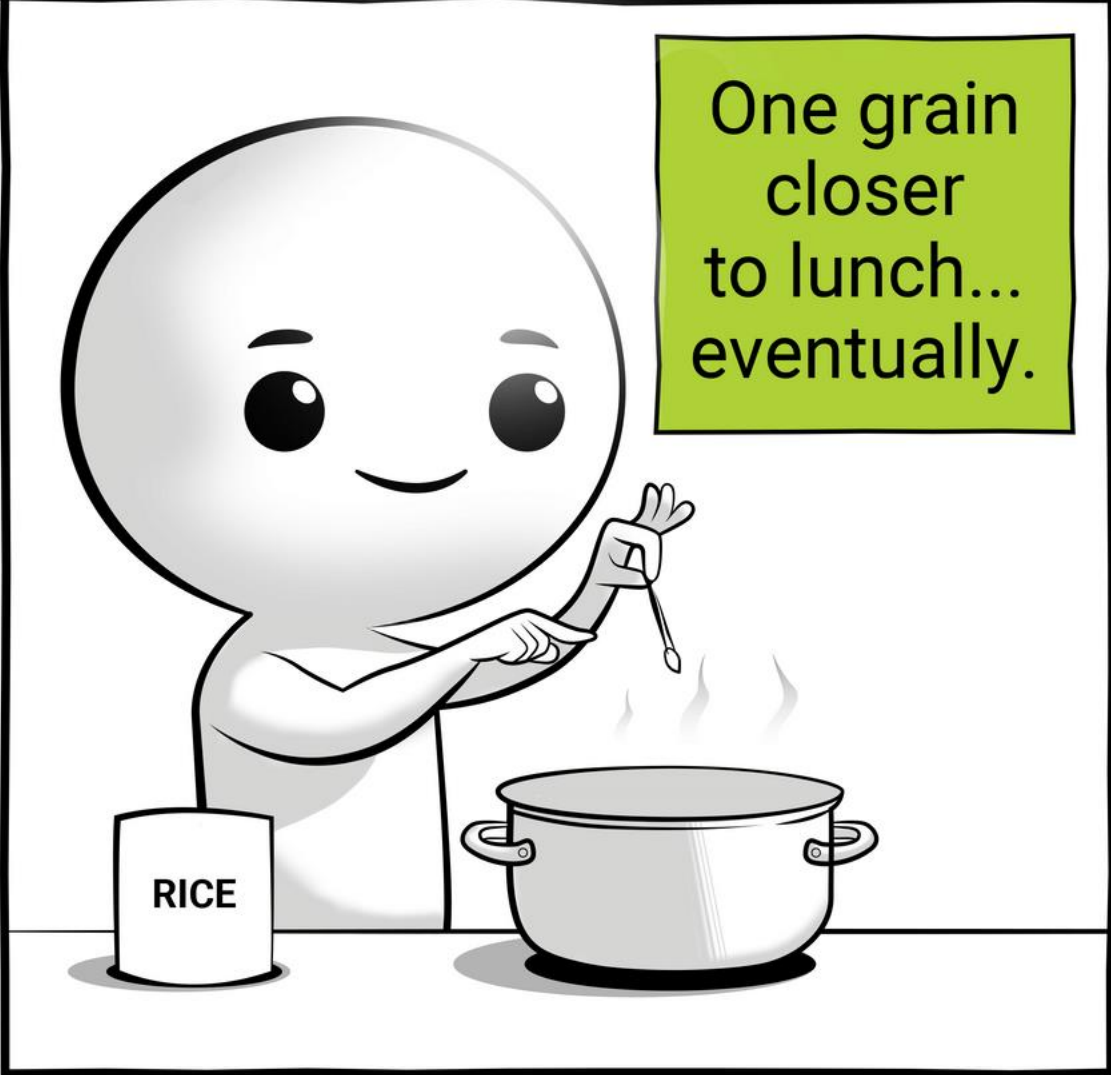
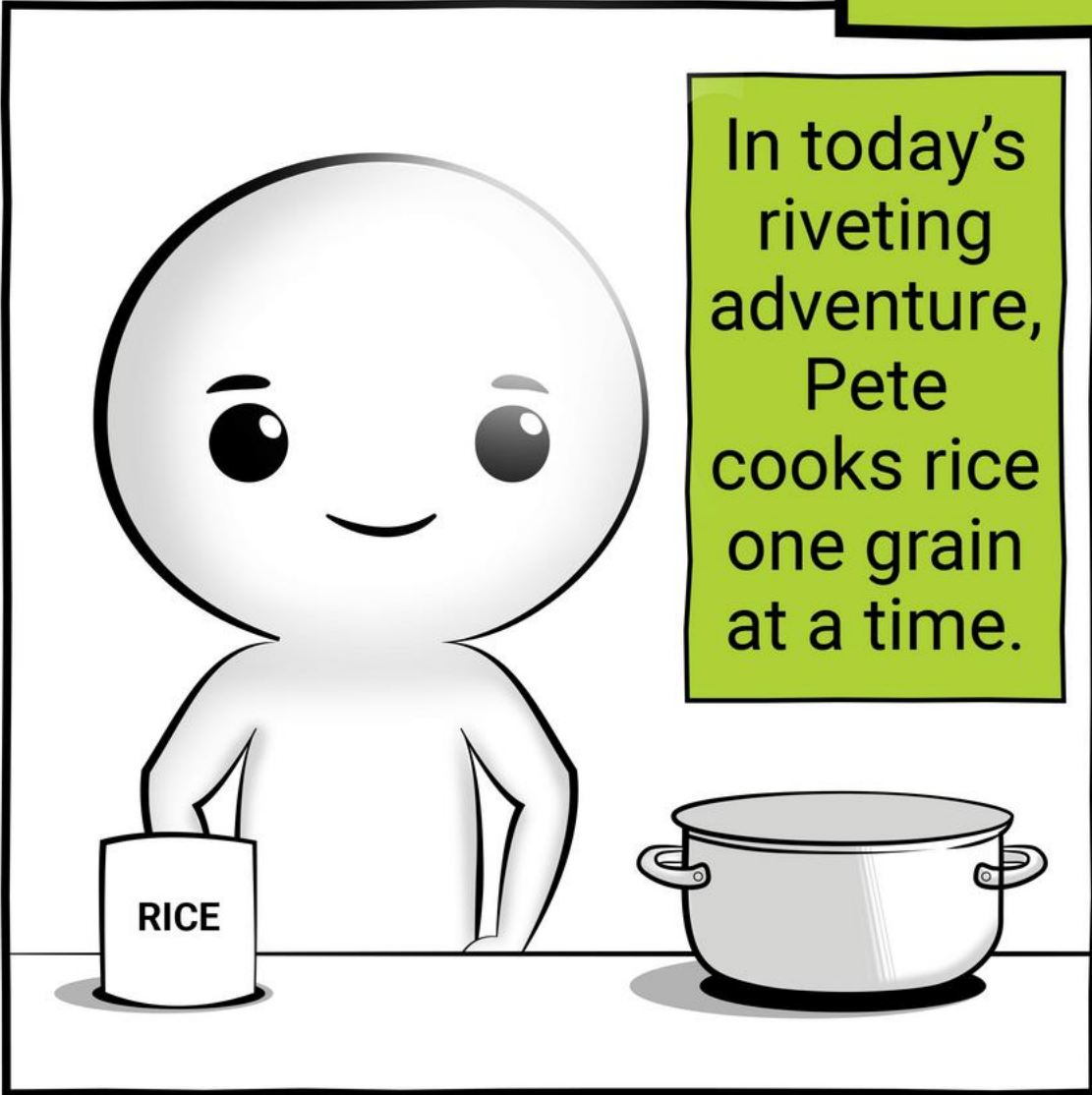
Hard to find and over time maybe not the answer as labour costs increase.

IS THIS YOU?



BE HONEST

The exciting adventures of
UNPRODUCTIVE PETE



The exciting adventures of

UNPRODUCTIVE PETE



In today's riveting
adventure, Pete
cooks rice one
grain at a time

TACKLE THE INBOX. GET
BACK TO JO'S URGENT
MESSAGE. DON'T FORGET
GYM CLOTHES. WHY AM I
SO UNFIT? MUST BUY MORE
SOCKS. GET THE BUDGET
AND PLAN SORTED FOR
THIS FRIDAY. BREATHE.

WE HEAR YOU.



CHANGE
THE NARRATIVE.



FIND OUT **HOW**

#BETHEPRO



The exciting adventures of

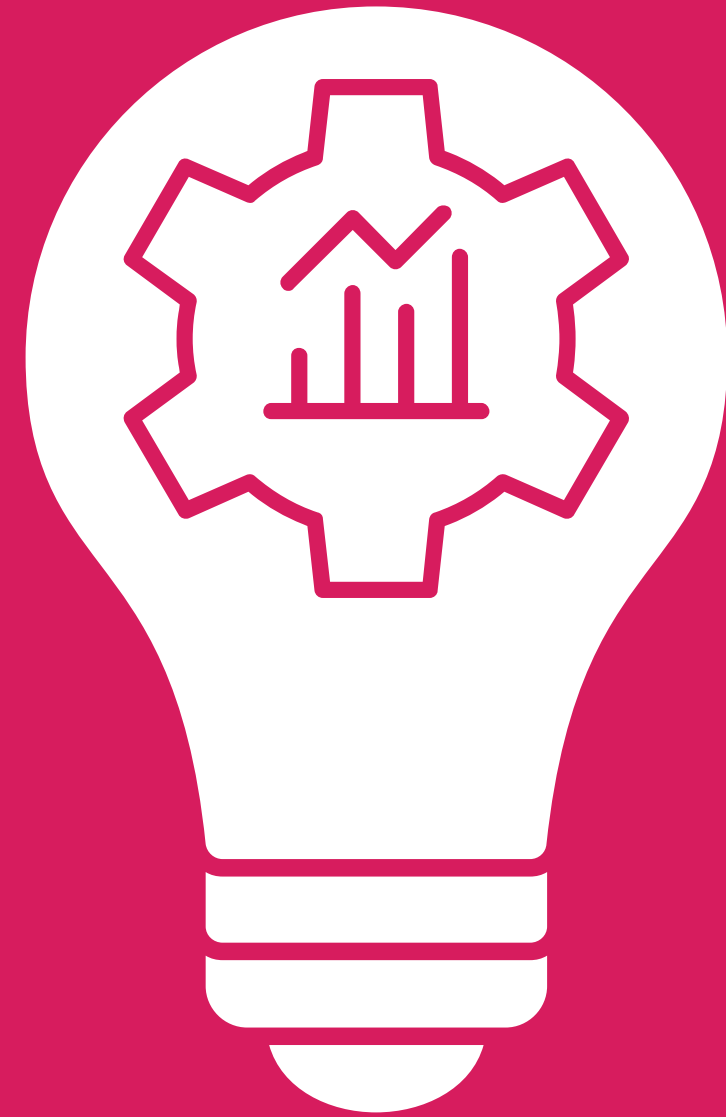
UNPRODUCTIVE PETE



In today's
nail-biting
episode, Pete
cuts his lawn
with a pair of
nail scissors

DATA INSIGHTS

FROM PRODUCTIVITY SURVEY



**IF WE REPEAT THE SAME,
WILL WE PRODUCE
DIFFERENT RESULTS?**



**CHANGE
OR A FRESH
PERSPECTIVE?**

**OPPORTUNITIES
TO DRIVE
PROFITS**



KEY LEVERS TO IMPROVE AND DRIVE PRODUCTIVITY



EXPERTISE. SHARED.



THE ENEMY:

**LOW
PRODUCTIVITY**

7 Most Common Causes of Low Productivity

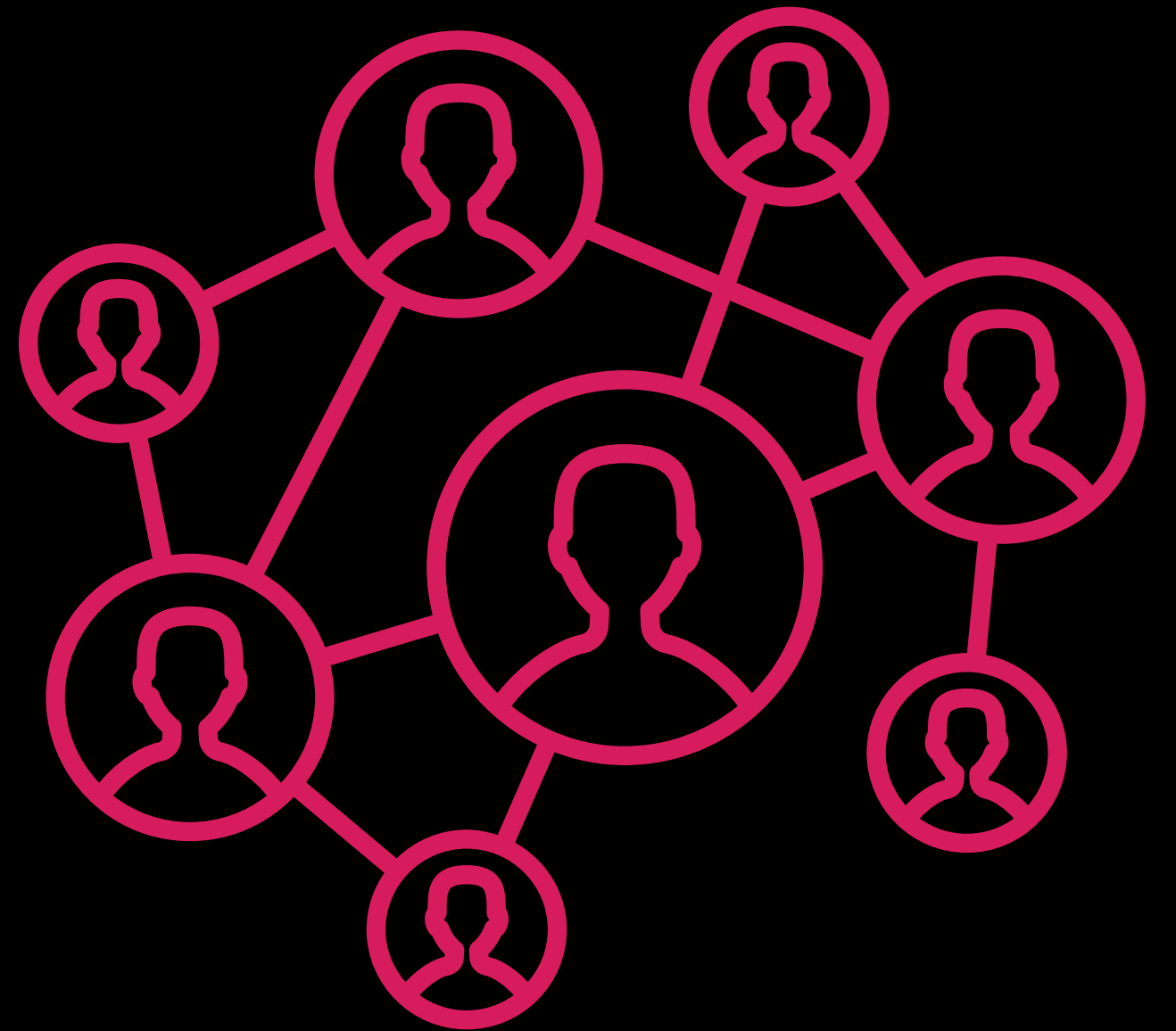


**HIGH
PRODUCTIVITY:**

THE HERO



High Productivity and
Profit are **great friends**,
Low productivity and
Profit **are not**



A hand in a dark suit jacket is shown from the right, moving a black chess piece (a king) on a chessboard. The chessboard is in the foreground, with various pieces visible. The background is dark and out of focus. The text 'CHALLENGE: PRODUCTIVITY STRATEGY' is overlaid on the left side of the image.

CHALLENGE: PRODUCTIVITY STRATEGY

How do you score?

SCORE CARD

Have you
evaluated
your
productivity
performance?



Adopting tech & innovation

Score out of 5



Upskilling, engagement & well-being

Score out of 5



Capital investment

Score out of 5



Export (off island revenue)

Score out of 5



Processes and organisation

Score out of 5



Efficient

Score out of 5

OPPORTUNITIES TO SUPPORT

WE LOVE TO HELP AND SUPPORT YOU

JB SUPPORT TO YOU AND YOUR BUSINESS



**BUSINESS
IMPROVEMENT
PROGRAMME**



**LEADING GROWTH
PROGRAMME**



**FINANCE
PROGRAMME**



**BUSINESS
SUPPORT TEAM**



**GVA CALC ON THE
WEBSITE**



**ANNUAL
PRODUCTIVITY
SURVEY**



**PRODUCTIVITY
CONFERENCE -
JUNE 2024**



**OUR 2024 FOCUS:
PRODUCTIVITY,
PEOPLE AND DATA**

COST **SAVINGS** FOR...

2022 - £582,000.00

2023 - £562,000.00

TOTAL = 1.14M



BUSINESS IMPROVEMENT PROGRAMME

BUSINESSES THAT
COMPLETED THE
PROGRAMME SO FAR...



**CURRENTLY ON TARGET TO
BE THE MOST SUCCESSFUL
COHORT IN TERMS OF
SAVING TIME AND MONEY!**

SUMMARY

- Without high productivity our profit opportunities are harder
- We understand the challenges but collectively we have the ability and the solutions
- We want to help that and you. We love it when you succeed
- **Action:** Productivity score yourself your business as a positive measure (we can help)

Don't be a

TIME WASTER

Don't be a

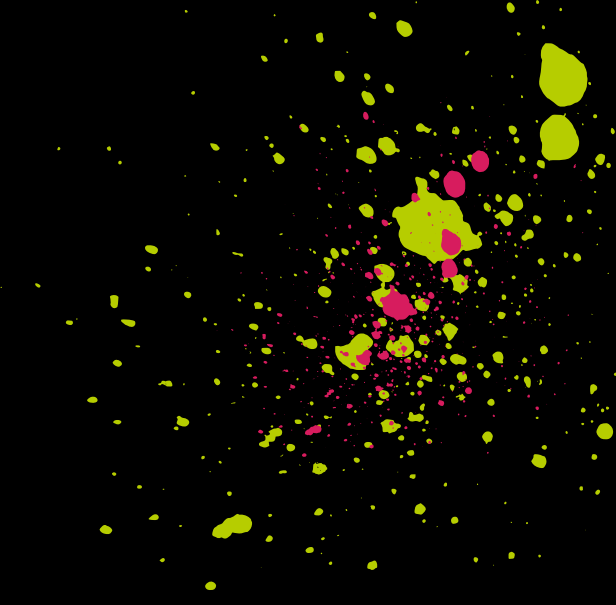
DINOSAUR

Don't

BURN MONEY

Don't be a

LUDDITE



THANK YOU

#DontBePete

EXPERTISE. SHARED.