

# Business performance Performance Indicator

## Turnover (Sales) Balance

Looking over past Quarter			Quarterly
Yr/Qtr	Surveyed	Balance	Moving av
2001Q3	October	<b>21.5</b>	
2001Q4	January	22.7	
2002Q1	April	33.3	
2002Q2	July	27.9	26.4
2002Q3	October	<b>29.6</b>	28.4
2002Q4	January	30.3	30.3
2003Q1	April	24.5	28.1
2003Q2	July	24.0	27.1
2003Q3	October	<b>28.4</b>	26.8
2003Q4	January	19.9	24.2
2004Q1	April	21.9	23.6
2004Q2	July	30.9	25.3
2004Q3	October	<b>20.6</b>	23.3
2004Q4	January	13.2	21.7
2005Q1	April	14.2	19.7
2005Q2	July	18.4	16.6
2005Q3	October	<b>14.7</b>	15.1
2005Q4	January	5.1	13.1
2006Q1	April	9.8	12.0
2006Q2	July	31.1	15.2
2006Q3	October	<b>33.4</b>	19.9
2006Q4	January	10.3	21.2
2007Q1	April	12.2	21.8
2007Q2	July	29.2	21.3
2007Q3	October	<b>35.7</b>	<b>21.9</b>

PI VJ15D  
 'Maintain the York Business Survey moving average Turnover net Balance figure above 20% reflecting turnover or sales levels among York firms'

The balance figure for the indicator is provided by subtracting the respondents who said their sales were falling from those who said their sales were rising. A Quarterly Moving Average figure is then calculated to smooth out some of the seasonal up and down movements in the indicator. A number of respondents will also remark that their position has not altered. Corresponding quarterly results together with the most recent quarterly moving average figures are shown in bold text. A graphic, Figure A, charting the progress of both the raw observation and the quarterly moving average is shown below.

### Source and Storage of data:

- The data source is: the York Quarterly Business Survey
- Leisure\$ on eldata (L:) 20\_GHS\EDU\_DOCS\EIS\EISDATA\SPSS\York Business Survey\*.SAV
- Leisure\$ on eldata (L:) 20\_GHS\EDU\_DOCS\EIS\EISDATA\Business Survey\Data\Historic2-2007.xls
- Leisure\$ on eldata (L:) 20\_GHS\EDU\_DOCS\EIS\EISDATA\PI Information\Business Survey Pls\Business Survey Pls.xls

