

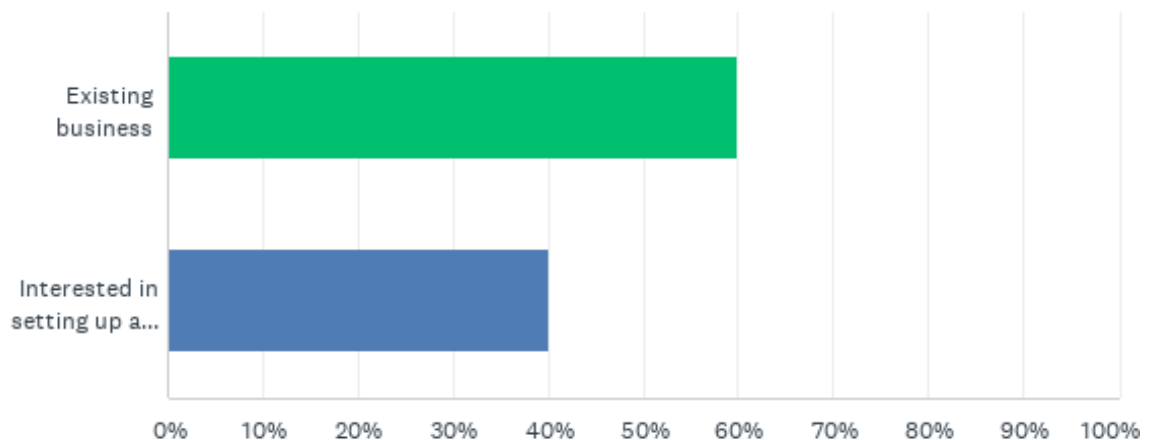
Start-up Business Accommodation Survey 2022

The purpose of this report is to provide a summary of the survey that was run by FIDC in February 2022 in order to better understand the current level of demand that exists for start-up business space for potential new enterprises or for newly established ventures.

The survey sought to learn more from the business community about their business accommodation needs. There has been some discussion in recent months about FIDC potentially taking on the management of the cabins at the Hillside Camp site now that the site has been transferred to the Falkland Islands Government. The points that respondents raised in completing the survey reflect this recent discussion. The results of the survey will be used to analyse the types of premises required and how FIDC can support businesses with acquiring the business accommodation they need.

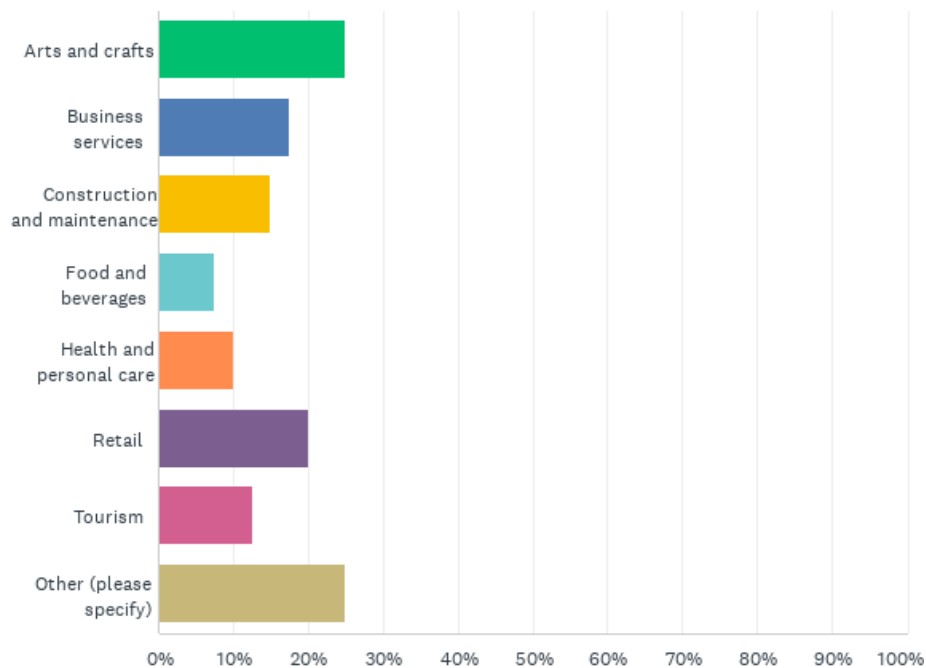
The survey was promoted online, by email to clients and through the Chamber of Commerce membership list. There were forty completed survey results which was in line with expectations for the number of returns.

Q1: Are you an existing business or are you interested in setting up a new business?



The majority of respondents to the survey – 60% - already run existing businesses. 40% were interested in setting up a new business.

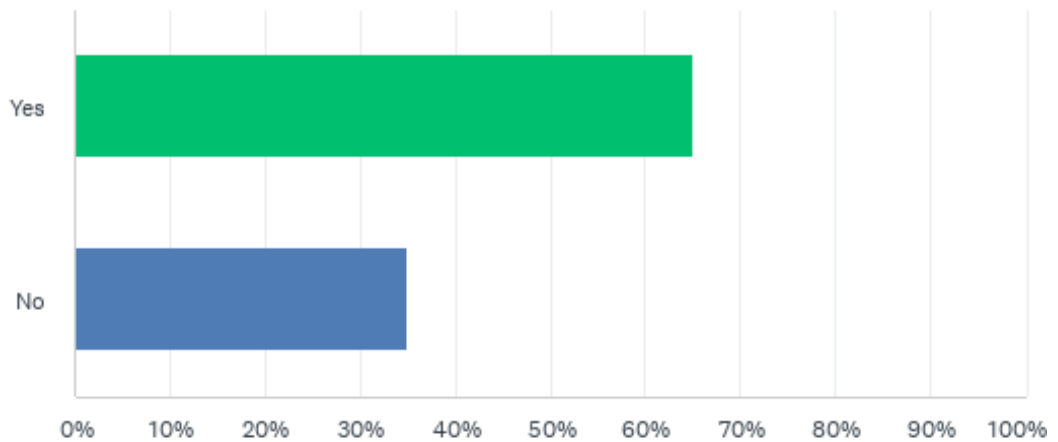
Q2: Which economic sector is your business involved in or you are seeking to be involved in?



The highest ranked economic sector from those that completed the survey were the Arts and Crafts sector which ten respondents selected. This was followed in second place by Retail with eight respondents. In third was Business Services with seven respondents. Further down were Construction (6), Tourism (5), Health and Personal Care (4) and Food and Beverages (3). In the Other section, more niche areas such as business continuity space and food preparation areas were given as answers.

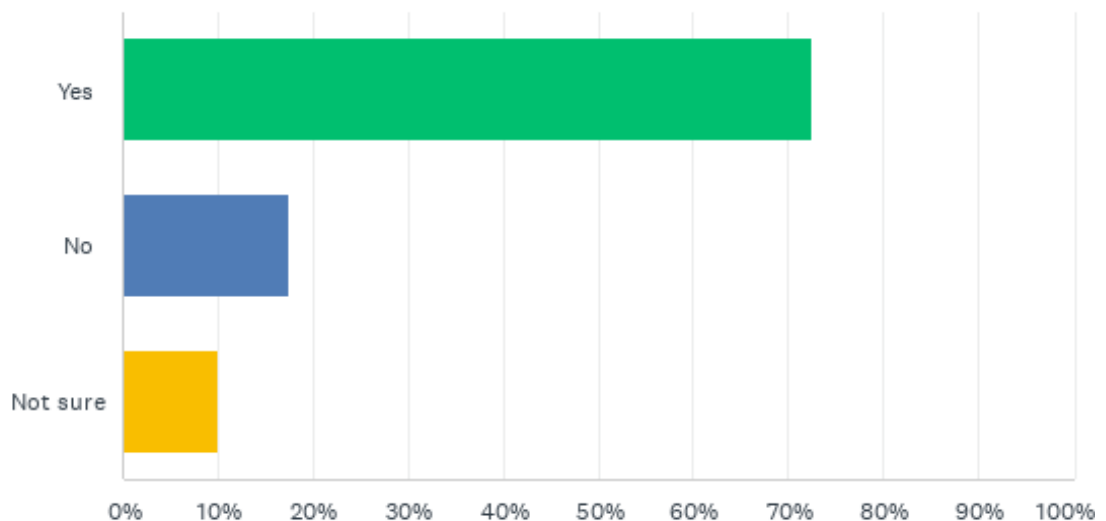
The results indicate that there is a significant potential for a new retail hub in Stanley that could incorporate arts and crafts enterprises and retail units. These types of businesses could complement each other if they were to be grouped together in a single setting.

Q3: Are you looking for business accommodation currently?



65% of respondents answered that they were looking for business accommodation currently, 35% said that they weren't. It is to be expected that those completing the survey were more likely to be interested in obtaining new business accommodation.

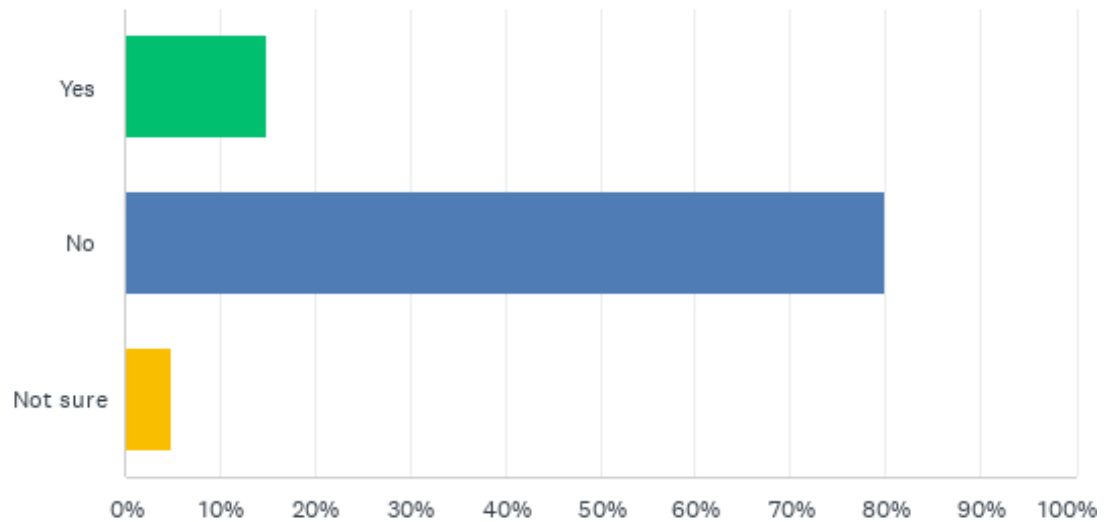
Q4: Is the lack of suitable business accommodation hampering the development of your business?



A sizable 72.5% of respondents said that the lack of suitable business accommodation was hampering the development of their business with 17.5% saying that it wasn't. 10%

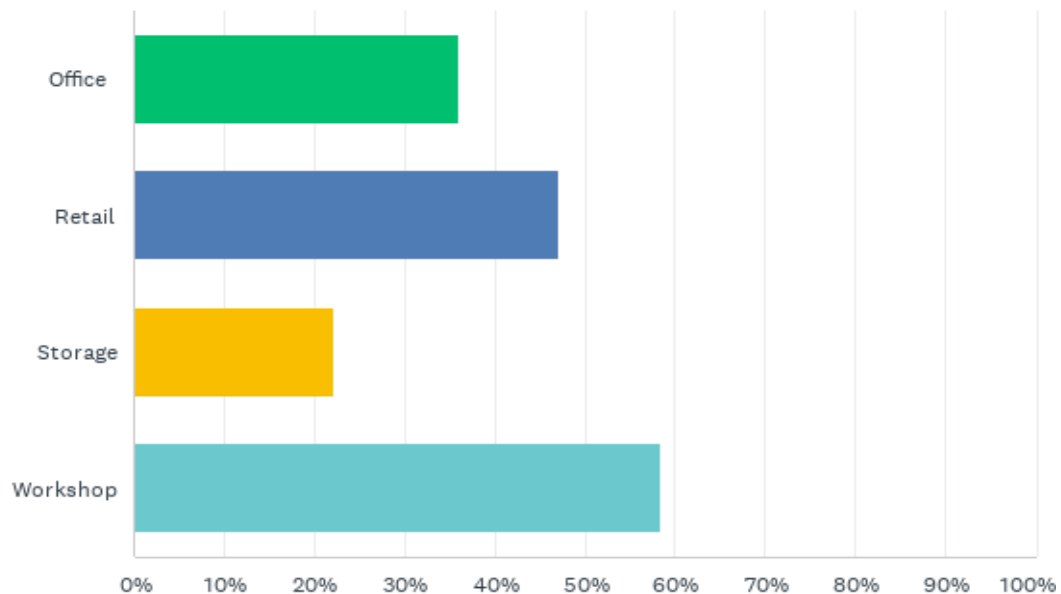
answered Not Sure. This result confirms that the lack of appropriate business space is an obstacle for a significant number of businesses.

Q5: Do you think there is currently an adequate supply of sites and premises available for businesses like yours?



A large majority of 80% didn't feel that there is currently an adequate supply of sites and premises available for businesses like theirs. 15% felt that there was an adequate supply, 5% answered 'Not Sure'. Again, it is to be expected that respondents completing this survey would be more likely to cite problems with business accommodation but it does confirm that it is a significant issue for businesses.

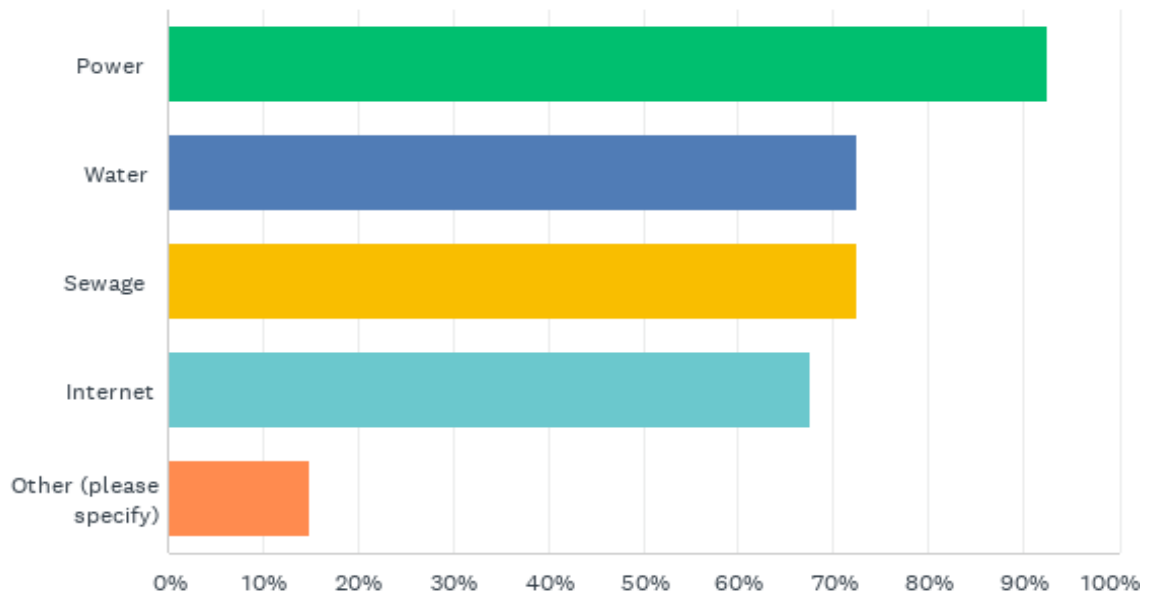
Q6: If you are seeking new business accommodation currently, what sort of premises would you be interested in?



The most popular selection for this question was Workshop which 58% of respondents selected. Retail was the second highest category with 47% of respondents selecting it. In third place was Office facilities with 36% and Storage with 22%. Other responses given included food preparation area and business continuity space.

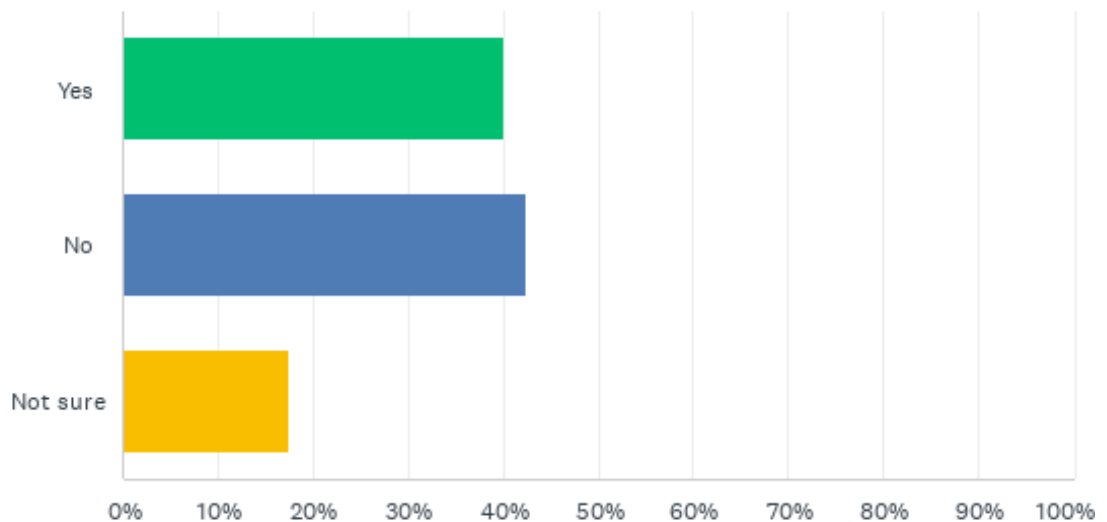
This response to the question suggests that there is a significant demand for multi-use workshop spaces that could incorporate arts and craft outlets as well as construction and maintenance related activity. There also appears to be a need for affordable office space.

Q7: What services would you require for any new premises?



The response to this question was definitive in that a clear majority would require standard services such as power, followed by water, sewage and internet.

Q8: Would you be willing to share business accommodation with similar businesses?

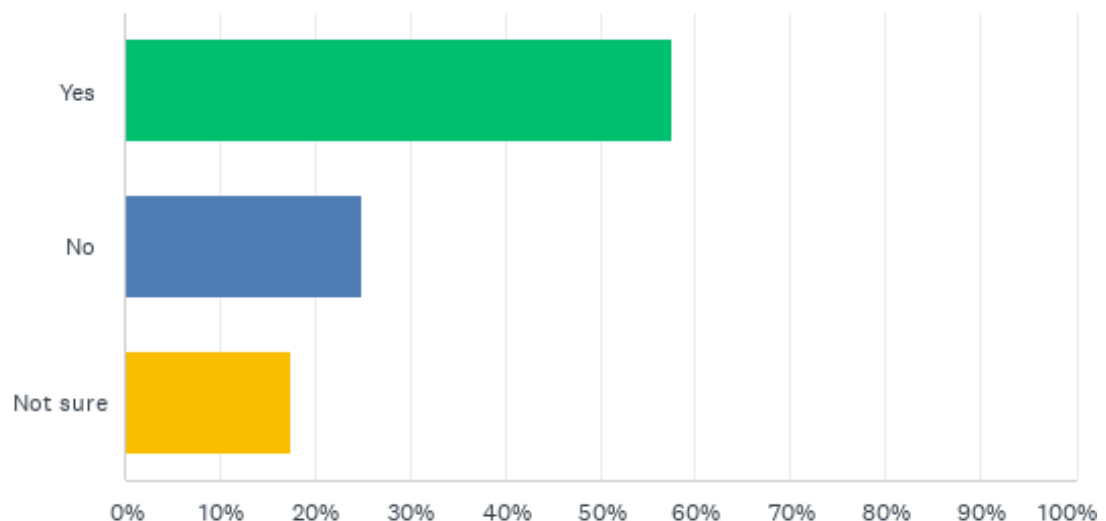


The responses were evenly split when it came to this question. A slight majority of 42.5% wouldn't be willing to share business accommodation with similar businesses, 40% would be. 17.5% answered 'Not Sure'.

Q9: What would be the ideal size for the premises you are seeking?

A range of responses were received to this question. A clear theme from the answers was the desire for relatively small workspaces/retail units. While a handful of responses were interested in larger premises, the majority of respondents stated that they would wish for smaller units in line with the Hillside Camp cabins.

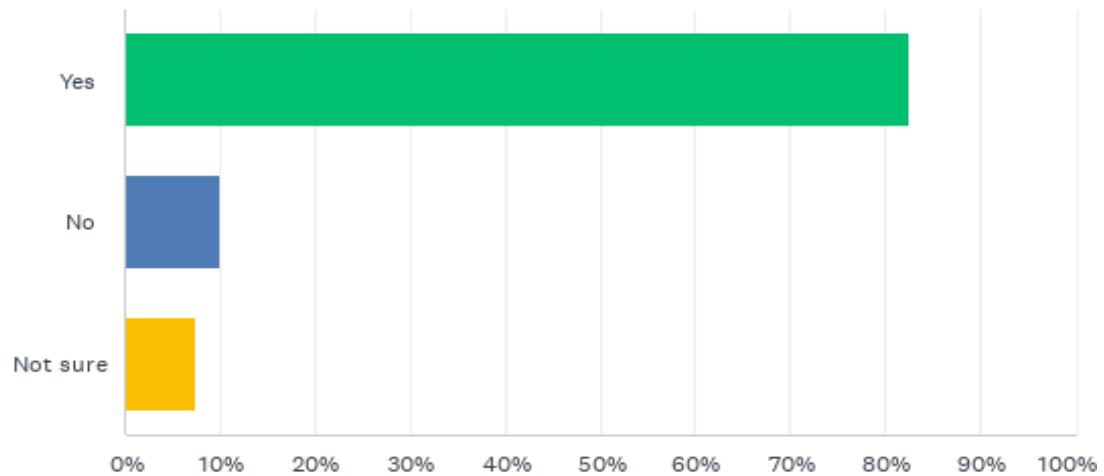
Q10: Would you be interested in being able to base your business in one of the cabins on the Hillside Camp site if they were to become available?



The majority of respondents – 57.5% - said that they would be interested in being able to base their business in one of the cabins on the Hillside Camp site if they were to become available. 25% answered that they wouldn't be. 17.5% answered with 'Not Sure'.

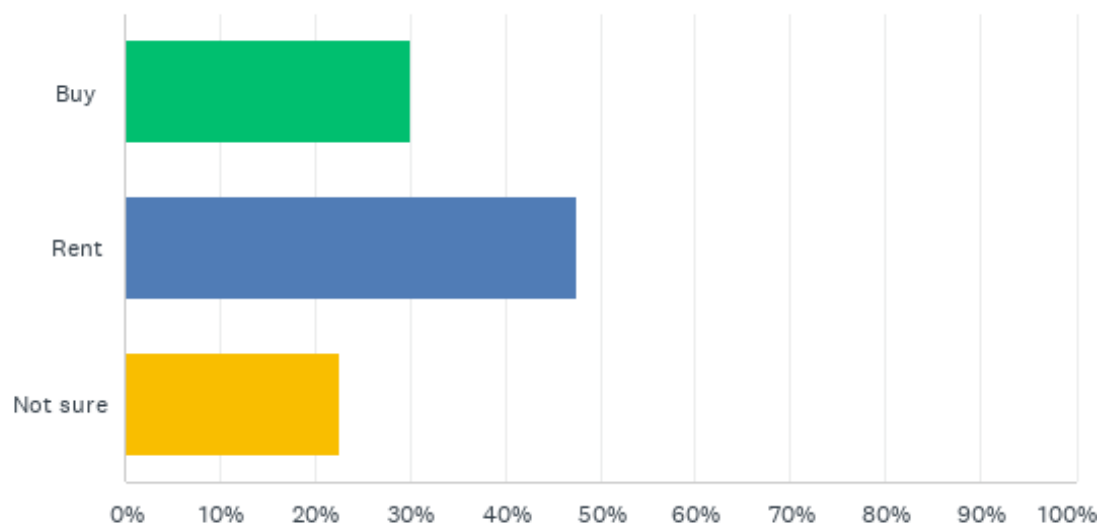
A discussion was held in January 2022, facilitated by the Chamber of Commerce, on potential uses of the Hillside Camp site not already allocated for use by the Falkland Islands Government. The discussion has helped generate interest in the site for commercial use and the information from this responses to this question demonstrate that there are at least 23 businesses that would be interested in basing their business on the site.

Q11: Would the availability of an initial lowered soft rent be of assistance to your business?



A strong majority of those answering this question were in favour of a potential soft rent – 82.5%. 10% didn't feel it would be of assistance and 7.5% answered 'Not Sure'.

Q12: If new business premises were to become available would you wish to buy or rent them?



A slight majority of respondents – 47.5% - would wish to rent any new business premises if they were to become available. 30% would wish to buy any new business premises. 22.5% answered 'Not Sure'.

13. Thank you for completing this survey. Do you have any final comments?

The final question was an opportunity to highlight any issues that hadn't been covered to that point in the survey.

There were a number of comments provided, most of them were related to the potential use of the cabins on the Hillside Camp site. A number were in favour of Hillside becoming a commercial hub saying that opening up the site to business would provide a lot of value for local consumers as well as opening up potentially new and exciting businesses. Comments were also received that Hillside would be an ideal stepping stone site for businesses to establish themselves while in their fledgling stages before potentially moving on to larger sites. Another comment said that affordable office space is very much needed.

However, some respondents felt that the Hillside cabins wouldn't be suitable for their needs as it would involve more heavy duty construction activity. It was also commented that Hillside would be better used to consolidate FIG office accommodation needs.

Next Steps

Running the survey was a useful exercise to do to better understand the current level of demand for new start-up business accommodation. While the numbers of potential businesses aren't huge, the fact that over 25 businesses have stated that the lack of suitable business accommodation is an issue for them is of significance.

The information gathered from this survey will be shared with the FIDC Board. FIDC will use the information received from the survey to help inform the current work taking place and discuss further with partners to identify new premises for start-up business accommodation space.