

# Finance & Accounting Trend Watch Survey Results Summary



Hunter Hamilton recently polled our customers in a Chicago area survey to identify past, present and future challenges within the finance and accounting areas and have uncovered that over 63% plan to increase finance and accounting salaries during 2011. In addition, 34% project the highest demand for finance and accounting

professionals will be within the general accounting area. We invite you to take a moment to glance over some local hiring trends and see what steps are being taken by other Chicago finance accounting departments as our local market continues to advance through the economic recovery.

## Results Summary

### Approximately how many employees work for your company or organization?

Number of Employees	Percent
0-99	41.25%
100-499	26.25%
500-999	6.25%
1000+	26.25%

### What was the most significant change your company experienced in 2010?

Significant Changes	Percent
Merger, acquisition and/or divestiture	7.50%
Revenue growth	35.00%
Revenue decline	27.50%
Turnover and/or loss of key personnel	6.25%
No significant changes	15.00%
Other	8.75%

### As it pertains to employee 2011 salaries, please select one of the following:

Salaries	Percent
We have or intend to increase employee salaries by 1-3% in 2011.	63.29%
We have or intend to increase employee salaries by 4-6% in 2011.	10.13%
We will not be increasing employee salaries in 2011.	24.05%
We have or intend to decrease employee salaries in 2011.	2.53%

### In which area do you anticipate the highest demand for finance and accounting professionals within the next two years?

Areas of Highest demand	Percent
Audit	6.25%
Financial Planning & Analysis	32.50%
Financial Reporting	16.25%
General Accounting	33.75%
Tax	6.25%
Treasury	2.50%
Other	2.50%

### What key finance and accounting initiatives are you focusing on in 2011? Please select all that apply.

Key Initiatives	Percent
Accounts Payable Process	5.88%
Adequacy of ERP Systems/GL Systems	7.84%
Adequacy of Existing Staff/Staff Assessment	8.24%
Cash Management Optimization	10.98%
Forecasting/Variance Analysis Process	10.59%
IFRS/"Little GAAP"	1.18%
Management/Dashboard Reporting	12.94%
Mergers, Acquisitions and/or Divestitures	7.84%
Order-to-Cash	2.75%
Process Improvement and/or Reengineering	12.55%
Reporting (SEC, XBRL)	3.53%
Risk Management	2.75%
Strategic Planning Process	7.84%
No Current Initiatives for 2011	3.14%
Other	1.96%

To receive a complete, detailed report including all results from this survey, please contact:

Jeff Moench, Group Practice Executive Director  
P: 612-373-5709 | E: [Jeff.Moench@hunterhamiltonpr.com](mailto:Jeff.Moench@hunterhamiltonpr.com)

