

# 22ND ANNUAL BUSINESS CLIMATE SURVEY

## Total Survey Area Results

1. **In 2007, our overall business:**
  - 50.2 a) Increased 24.7%
  - 31.6 b) Remained stable
  - 18.2 c) Decreased 17.4%
2. **We estimate gross sales in 2008 will be:**
  - 50.9 a) Under \$1 million
  - 22.5 b) \$1 million to \$3 million
  - 7.9 c) \$3 million to \$5 million
  - 18.7 d) Over \$5 million
3. **In 2008, we believe our business will:**
  - 54.4 a) Increase
  - 37.5 b) Remain stable
  - 8.1 c) Decrease
4. **We expect our employment level in 2008 to:**
  - 30.4 a) Increase
  - 63.6 b) Remain stable
  - 6.0 c) Decrease
5. **Please rank your major concerns as you enter 2008:**  
Number in Order of Importance (1=most important--10=least)
  - 4 a) Finding qualified employees
  - 1 b) Health care costs
  - 7 c) Workers' compensation
  - 5 d) National economy
  - 3 e) Taxes
  - 6 f) Government regulations
  - 9 g) Transportation
  - 2 h) Energy pricing
  - 8 i) State budget
  - 10 j) Security issues
6. **Our primary business is:**
  - 5.4 a) Manufacturing 6.0 g) Finance/Banking
  - 20.6 b) Service Industry 5.0 h) Real Estate
  - 3.4 c) Wholesale 4.0 i) Tourism
  - 10.8 d) Retail 19.9 j) Professional Services
  - 3.0 e) Technology 13.9 k) Other
  - 8.0 f) Construction/engineering
7. **How would you characterize your county's economy?**
  - 35.9 a) Prospering 39.1 c) Stagnant
  - 13.0 b) Recovering 12.0 d) Recessionary
8. **At what stage is your company?**
  - 47.3 a) Established (20+ years)
  - 35.0 b) Mature (5 - 20 years)
  - 17.7 c) A start-up (0 - 5 years)
9. **How would you characterize the Capital Region's economy?**
  - 32.5 a) Prospering 42.3 c) Stagnant
  - 18.1 b) Recovering 7.1 d) Recessionary
10. **How do you expect the Capital Region's economy to perform in the next several years?**
  - 50.6 a) It will prosper
  - 37.7 b) It will experience little or no growth
  - 11.7 c) It will struggle
11. **The increase in technology-based businesses in the Capital Region has impacted my business:**
  - 5.9 a) Significantly 46.6 c) Very little impact
  - 22.0 b) Moderately 25.5 d) No impact at all
12. **How does the real estate market downturn impact your business?**
  - 15.2 a) Significantly 37.8 c) Very little impact
  - 30.5 b) Moderately 16.5 d) No impact at all
13. **How do changes in the Federal Reserve Bank discount rate impact your business?**
  - 13.6 a) Significantly 35.1 c) Very little impact
  - 35.5 b) Moderately 15.8 d) No impact at all
14. **What impact does the rising cost of health care have on your business?**
  - 43.0 a) Significantly 15.5 c) Very little impact
  - 36.8 b) Moderately 4.7 d) No impact at all