

Survey of Business Leaders in Ohio

**Ohio Chamber of Commerce Research
Foundation’s “Pulse of Ohio’s Economy” Survey**

Topline Summary Report – Second Quarter, 2017

Q2. Thinking now about the overall economic climate here in Ohio, would you say the economic climate is excellent, good, only fair, or poor?

STATE OF ECONOMY

	Frequency	Percent	Valid Percent	Cumulative Percent
EXCELLENT	20	5.0	5.0	5.0
GOOD	237	58.7	58.7	63.6
ONLY FAIR	122	30.2	30.2	93.8
POOR	18	4.5	4.5	98.3
NOT SURE	7	1.7	1.7	100.0
Total	404	100.0	100.0	

Q3. On a scale of 1 to 10, with 1 at the lowest end of the scale and 10 at the highest, how were your company’s profits in the second quarter (April, May, and June) of 2017?

Q2 PROFITS

	Frequency	Percent	Valid Percent	Cumulative Percent
1	11	2.7	2.7	2.7
2	21	5.2	5.2	7.9
3	45	11.1	11.1	19.1
4	25	6.2	6.2	25.2
5	117	29.0	29.0	54.2
6	70	17.3	17.3	71.5
7	46	11.4	11.4	82.9
8	44	10.9	10.9	93.8
9	14	3.5	3.5	97.3
10	11	2.7	2.7	100.0
Total	404	100.0	100.0	

Q4. On a scale of 1 to 10, did **the number of workers** at your company increase, decrease, or stay about the same in the second quarter (April, May, and June) of 2017?

Q2 WORKFORCE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	39	9.7	9.7	9.7
	2	9	2.2	2.2	11.9
	3	10	2.5	2.5	14.4
	4	25	6.2	6.2	20.5
	5	194	48.0	48.0	68.6
	6	53	13.1	13.1	81.7
	7	34	8.4	8.4	90.1
	8	20	5.0	5.0	95.0
	9	4	1.0	1.0	96.0
	10	16	4.0	4.0	100.0
Total		404	100.0	100.0	

Q5. On a scale of 1 to 10, please describe the level of **capital expenditures (equipment, buildings, etc.)** made by your firm in the second quarter (April, May, and June) of 2017? Did your company have a large reduction in capital expenditures, a large increase, or did those expenditures remain about the same as the business quarter immediately preceding it (January, February, and March, 2017)?

Q2 CAP EX

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	18	4.5	4.5	4.5
	2	11	2.7	2.7	7.2
	3	23	5.7	5.7	12.9
	4	36	8.9	8.9	21.8
	5	188	46.5	46.5	68.3
	6	46	11.4	11.4	79.7
	7	35	8.7	8.7	88.4
	8	31	7.7	7.7	96.0
	9	10	2.5	2.5	98.5
	10	6	1.5	1.5	100.0
Total		404	100.0	100.0	

Q6. On a scale of 1 to 10, please indicate whether **your company's overall business expenses (materials, labor, taxes, leases, utilities, insurance, etc.)** decreased, increased, or stayed about the same in the second quarter (April, May, and June) of 2017, compared to the previous quarter:

Q2 BIZ EXPENSE

		Frequency	Percent	Valid Percent	Cumulative Percent
	1	28	6.9	6.9	6.9
	2	4	1.0	1.0	7.9
	3	19	4.7	4.7	12.6
	4	30	7.4	7.4	20.0
	5	141	34.9	34.9	55.0
Valid	6	88	21.8	21.8	76.7
	7	40	9.9	9.9	86.6
	8	28	6.9	6.9	93.6
	9	6	1.5	1.5	95.0
	10	20	5.0	5.0	100.0
	Total	404	100.0	100.0	

For the next several questions, please think about the NEXT THREE MONTHS, considering what you **anticipate will happen for your company** in this current business quarter (July, August, and September, 2017):

Q7. On a scale of 1 to 10, with 1 being at the lowest end of the scale and 10 being at the highest, do you **anticipate that your company's profits** will be much lower, much higher, or remain about the same in the next three months?

Q3 PROFIT OUTLOOK

	Frequency	Percent	Valid Percent	Cumulative Percent
1	11	2.7	2.7	2.7
2	4	1.0	1.0	3.7
3	11	2.7	2.7	6.4
4	24	5.9	5.9	12.4
5	170	42.1	42.1	54.5
Valid 6	68	16.8	16.8	71.3
7	50	12.4	12.4	83.7
8	31	7.7	7.7	91.3
9	15	3.7	3.7	95.0
10	20	5.0	5.0	100.0
Total	404	100.0	100.0	

Q8. On a scale of 1 to 10, **do you anticipate** that the number of workers at your company will reduce, will increase, or will stay the same in the next three months (July, August, and September, 2017)?

Q3 WORKFORCE OUTLOOK

	Frequency	Percent	Valid Percent	Cumulative Percent
1	18	4.5	4.5	4.5
2	3	.7	.7	5.2
3	19	4.7	4.7	9.9
4	21	5.2	5.2	15.1
5	215	53.2	53.2	68.3
Valid 6	72	17.8	17.8	86.1
7	26	6.4	6.4	92.6
8	17	4.2	4.2	96.8
9	3	.7	.7	97.5
10	10	2.5	2.5	100.0
Total	404	100.0	100.0	

Q9. On a scale of 1 to 10, **do you anticipate** that **your company's capital expenditures (equipment, buildings, etc.)** will decrease, increase, or stay about the same in the third quarter (July, August, and September) of 2017?

Q3 CAP EX OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	32	7.9	7.9	7.9
	2	13	3.2	3.2	11.1
	3	14	3.5	3.5	14.6
	4	19	4.7	4.7	19.3
	5	206	51.0	51.0	70.3
	6	61	15.1	15.1	85.4
	7	24	5.9	5.9	91.3
	8	9	2.2	2.2	93.6
	9	13	3.2	3.2	96.8
	10	13	3.2	3.2	100.0
	Total	404	100.0	100.0	

Q10. On a scale of 1 to 10, **do you anticipate** that **overall business expenses (materials, labor, taxes, leases, utilities, insurance etc.)** for your company will decrease, increase, or stay about the same in the third quarter (July, August, and September) of 2017?

Q3 BIZ EXPENSE OUTLOOK

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	12	3.0	3.0	3.0
	2	5	1.2	1.2	4.2
	3	6	1.5	1.5	5.7
	4	21	5.2	5.2	10.9
	5	175	43.3	43.3	54.2
	6	99	24.5	24.5	78.7
	7	40	9.9	9.9	88.6
	8	29	7.2	7.2	95.8
	9	8	2.0	2.0	97.8
	10	9	2.2	2.2	100.0
	Total	404	100.0	100.0	

Q11. On a scale of 1 to 10, with 1 being at the lowest end of the scale and 10 being at the highest, overall, **how optimistic or pessimistic** would you say you are about the immediate future of your business over the course of the next three months?

Q3 OPTIMISM

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	10	2.5	2.5	2.5
	2	2	.5	.5	3.0
	3	9	2.2	2.2	5.2
	4	13	3.2	3.2	8.4
	5	70	17.3	17.3	25.7
	6	54	13.4	13.4	39.1
	7	81	20.0	20.0	59.2
	8	93	23.0	23.0	82.2
	9	30	7.4	7.4	89.6
	10	42	10.4	10.4	100.0
	Total	404	100.0	100.0	

Q12. On a scale of 1 to 10, with 1 being not a concern at all and 10 being a very high concern – please rate each of the following issues as it currently impacts your company while doing business in Ohio:

ISSUE - FED REG

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	50	12.4	12.4	12.4
	2	25	6.2	6.2	18.6
	3	30	7.4	7.4	26.0
	4	14	3.5	3.5	29.5
	5	68	16.8	16.8	46.3
	6	38	9.4	9.4	55.7
	7	41	10.1	10.1	65.8
	8	49	12.1	12.1	78.0
	9	29	7.2	7.2	85.1
	10	60	14.9	14.9	100.0
	Total	404	100.0	100.0	

ISSUE - STATE REG

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	46	11.4	11.4	11.4
	2	15	3.7	3.7	15.1
	3	38	9.4	9.4	24.5
	4	14	3.5	3.5	28.0
	5	69	17.1	17.1	45.0
	6	45	11.1	11.1	56.2
	7	56	13.9	13.9	70.0
	8	39	9.7	9.7	79.7
	9	20	5.0	5.0	84.7
	10	62	15.3	15.3	100.0
Total		404	100.0	100.0	

ISSUE - ECON UNCERTAINTY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	32	7.9	7.9	7.9
	2	22	5.4	5.4	13.4
	3	37	9.2	9.2	22.5
	4	32	7.9	7.9	30.4
	5	80	19.8	19.8	50.2
	6	60	14.9	14.9	65.1
	7	54	13.4	13.4	78.5
	8	35	8.7	8.7	87.1
	9	19	4.7	4.7	91.8
	10	33	8.2	8.2	100.0
Total		404	100.0	100.0	

ISSUE - WORKFORCE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	77	19.1	19.1	19.1
	2	17	4.2	4.2	23.3
	3	22	5.4	5.4	28.7
	4	14	3.5	3.5	32.2
	5	75	18.6	18.6	50.7
	6	36	8.9	8.9	59.7
	7	49	12.1	12.1	71.8
	8	42	10.4	10.4	82.2
	9	32	7.9	7.9	90.1
	10	40	9.9	9.9	100.0
	Total	404	100.0	100.0	

ISSUE - ENERGY COSTS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	25	6.2	6.2	6.2
	2	39	9.7	9.7	15.8
	3	51	12.6	12.6	28.5
	4	47	11.6	11.6	40.1
	5	98	24.3	24.3	64.4
	6	36	8.9	8.9	73.3
	7	31	7.7	7.7	80.9
	8	22	5.4	5.4	86.4
	9	12	3.0	3.0	89.4
	10	43	10.6	10.6	100.0
	Total	404	100.0	100.0	

ISSUE - COMPETITION

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	56	13.9	13.9	13.9
	2	36	8.9	8.9	22.8
	3	33	8.2	8.2	30.9
	4	27	6.7	6.7	37.6
	5	91	22.5	22.5	60.1
	6	59	14.6	14.6	74.8
	7	31	7.7	7.7	82.4
	8	38	9.4	9.4	91.8
	9	14	3.5	3.5	95.3
	10	19	4.7	4.7	100.0
Total		404	100.0	100.0	

ISSUE - HEALTHCARE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	46	11.4	11.4	11.4
	2	27	6.7	6.7	18.1
	3	10	2.5	2.5	20.5
	4	5	1.2	1.2	21.8
	5	46	11.4	11.4	33.2
	6	27	6.7	6.7	39.9
	7	40	9.9	9.9	49.8
	8	52	12.9	12.9	62.6
	9	43	10.6	10.6	73.3
	10	108	26.7	26.7	100.0
Total		404	100.0	100.0	

ISSUE - EMP. BENEFITS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	76	18.8	18.8	18.8
	2	32	7.9	7.9	26.7
	3	13	3.2	3.2	30.0
	4	15	3.7	3.7	33.7
	5	52	12.9	12.9	46.5
	6	34	8.4	8.4	55.0
	7	58	14.4	14.4	69.3
	8	56	13.9	13.9	83.2
	9	24	5.9	5.9	89.1
	10	44	10.9	10.9	100.0
	Total	404	100.0	100.0	

ISSUE - PRODUCTIVITY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	79	19.6	19.6	19.6
	2	33	8.2	8.2	27.7
	3	45	11.1	11.1	38.9
	4	22	5.4	5.4	44.3
	5	62	15.3	15.3	59.7
	6	40	9.9	9.9	69.6
	7	44	10.9	10.9	80.4
	8	33	8.2	8.2	88.6
	9	25	6.2	6.2	94.8
	10	21	5.2	5.2	100.0
	Total	404	100.0	100.0	

ISSUE - DATA SECURITY

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	40	9.9	9.9	9.9
	2	26	6.4	6.4	16.3
	3	40	9.9	9.9	26.2
	4	30	7.4	7.4	33.7
	5	65	16.1	16.1	49.8
	6	28	6.9	6.9	56.7
	7	48	11.9	11.9	68.6
	8	51	12.6	12.6	81.2
	9	23	5.7	5.7	86.9
	10	53	13.1	13.1	100.0
	Total	404	100.0	100.0	

ISSUE - GLOBAL TRADE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	126	31.2	31.2	31.2
	2	55	13.6	13.6	44.8
	3	36	8.9	8.9	53.7
	4	23	5.7	5.7	59.4
	5	72	17.8	17.8	77.2
	6	28	6.9	6.9	84.2
	7	21	5.2	5.2	89.4
	8	21	5.2	5.2	94.6
	9	12	3.0	3.0	97.5
	10	10	2.5	2.5	100.0
	Total	404	100.0	100.0	

ISSUE - RISING WAGES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	66	16.3	16.3	16.3
	2	35	8.7	8.7	25.0
	3	29	7.2	7.2	32.2
	4	27	6.7	6.7	38.9
	5	78	19.3	19.3	58.2
	6	48	11.9	11.9	70.0
	7	54	13.4	13.4	83.4
	8	43	10.6	10.6	94.1
	9	6	1.5	1.5	95.5
	10	18	4.5	4.5	100.0
	Total	404	100.0	100.0	

ISSUE - POLITICAL ENVIRONMENT

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	42	10.4	10.4	10.4
	2	37	9.2	9.2	19.6
	3	26	6.4	6.4	26.0
	4	28	6.9	6.9	32.9
	5	65	16.1	16.1	49.0
	6	34	8.4	8.4	57.4
	7	56	13.9	13.9	71.3
	8	44	10.9	10.9	82.2
	9	25	6.2	6.2	88.4
	10	47	11.6	11.6	100.0
	Total	404	100.0	100.0	

ISSUE - TECH CHANGES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	54	13.4	13.4	13.4
	2	38	9.4	9.4	22.8
	3	34	8.4	8.4	31.2
	4	35	8.7	8.7	39.9
	5	77	19.1	19.1	58.9
	6	28	6.9	6.9	65.8
	7	43	10.6	10.6	76.5
	8	47	11.6	11.6	88.1
	9	23	5.7	5.7	93.8
	10	25	6.2	6.2	100.0
Total		404	100.0	100.0	

ISSUE - STATE/LOCAL TAXES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	30	7.4	7.4	7.4
	2	21	5.2	5.2	12.6
	3	22	5.4	5.4	18.1
	4	26	6.4	6.4	24.5
	5	63	15.6	15.6	40.1
	6	37	9.2	9.2	49.3
	7	42	10.4	10.4	59.7
	8	40	9.9	9.9	69.6
	9	24	5.9	5.9	75.5
	10	99	24.5	24.5	100.0
Total		404	100.0	100.0	

Q14TITLE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CEO	89	22.0	22.0	22.0
	COO	13	3.2	3.2	25.2
	CFO	14	3.5	3.5	28.7
	PRESIDENT	81	20.0	20.0	48.8
	OWNER	111	27.5	27.5	76.2
	EXEC. ASSISTANT	96	23.8	23.8	100.0
	Total	404	100.0	100.0	

INDUSTRY

	Frequency	Percent	Valid Percent	Cumulative Percent
AG - FISH - FOREST	9	2.2	2.2	2.2
MINING - OIL - GAS	2	.5	.5	2.7
UTILITIES	5	1.2	1.2	4.0
CONSTRUCTION	26	6.4	6.4	10.4
MANUFACTURING	51	12.6	12.6	23.0
WHOLESALE	2	.5	.5	23.5
RETAIL	51	12.6	12.6	36.1
TRANS - WAREHOUSE	14	3.5	3.5	39.6
INFO SERVICES	12	3.0	3.0	42.6
FINANCE - INSURANCE	29	7.2	7.2	49.8
REAL ESTATE	12	3.0	3.0	52.7
MANAGEMENT	4	1.0	1.0	53.7
PROFESSIONAL - TECHNICAL	43	10.6	10.6	64.4
ADMIN, WASTE MANAGEMENT	6	1.5	1.5	65.8
EDUCATIONAL	11	2.7	2.7	68.6
HEALTH CARE - SOCIAL	31	7.7	7.7	76.2
ARTS - RECREATION	15	3.7	3.7	80.0
ACCOMODATIONS - FOOD	12	3.0	3.0	82.9
OTHER SERVICES	59	14.6	14.6	97.5
PUBLIC ADMIN	10	2.5	2.5	100.0
Total	404	100.0	100.0	

GROSSREVENUE

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	LESS THAN 500K	162	40.1	40.1	40.1
	500K TO 1M	41	10.1	10.1	50.2
	1M TO 5M	87	21.5	21.5	71.8
	6M TO 10M	20	5.0	5.0	76.7
	11M TO 50M	32	7.9	7.9	84.7
	51M TO 100M	4	1.0	1.0	85.6
	101M TO 500M	15	3.7	3.7	89.4
	501M TO 1B	20	5.0	5.0	94.3
	1B +	23	5.7	5.7	100.0
	Total	404	100.0	100.0	

NUMBEREMPLOYEES

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1 - 99 EMPLOYEES	335	82.9	82.9	82.9
	100 TO 400 EMPLOYEES	43	10.6	10.6	93.6
	401 TO 1000 EMPLOYEES	12	3.0	3.0	96.5
	1001 TO 5000 EMPLOYEES	6	1.5	1.5	98.0
	5001 + EMPLOYEES	8	2.0	2.0	100.0
Total	404	100.0	100.0		

ACCOUNTINGCALENDAR

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CALENDAR YEAR	322	79.7	79.7	79.7
	FISCAL YEAR	82	20.3	20.3	100.0
	Total	404	100.0	100.0	

LABORUNIONS

		Frequency	Percent	Valid Percent	Cumulative Percent
	YES - LABOR UNION	30	7.4	7.4	7.4
Valid	NO - LABOR UNION	374	92.6	92.6	100.0
	Total	404	100.0	100.0	