

*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
<b>EXCELLENT</b>	20	5.0	5.0	5.0
<b>GOOD</b>	237	58.7	58.7	63.6
<b>ONLY FAIR</b>	122	30.2	30.2	93.8
<b>POOR</b>	18	4.5	4.5	98.3
<b>NOT SURE</b>	7	1.7	1.7	100.0
<b>Total</b>	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
<b>1</b>	11	2.7	2.7	2.7
<b>2</b>	21	5.2	5.2	7.9
<b>3</b>	45	11.1	11.1	19.1
<b>4</b>	25	6.2	6.2	25.2
<b>5</b>	117	29.0	29.0	54.2
<b>6</b>	70	17.3	17.3	71.5
<b>7</b>	46	11.4	11.4	82.9
<b>8</b>	44	10.9	10.9	93.8
<b>9</b>	14	3.5	3.5	97.3
<b>10</b>	11	2.7	2.7	100.0
<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	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
	<b>Total</b>	404	100.0	100.0	

**Q14TITLE**

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

**INDUSTRY**

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

**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
<b>Total</b>	<b>404</b>	<b>100.0</b>	<b>100.0</b>		

**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
	<b>Total</b>	<b>404</b>	<b>100.0</b>	<b>100.0</b>	



**LABORUNIONS**

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