

*Survey of Business Leaders in Ohio*

**Ohio Chamber of Commerce Research  
Foundation’s “Pulse of Ohio’s Economy” Survey**  
Topline Summary Report – Fourth 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
Valid	EXCELLENT	29	7.3	7.3	7.3
	GOOD	316	78.7	78.7	86.0
	ONLY FAIR	47	11.7	11.7	97.6
	POOR	8	2.1	2.1	99.7
	NO OPINION	1	.3	.3	100.0
	Total	402	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 fourth quarter of 2017?

**Q4 2017 PROFITS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	18	4.4	4.4	4.4
	2	21	5.2	5.2	9.6
	3	24	6.0	6.0	15.6
	4	37	9.1	9.1	24.7
	5	63	15.6	15.6	40.3
	6	60	15.0	15.0	55.3
	7	110	27.3	27.3	82.6
	8	49	12.2	12.2	94.8
	9	10	2.4	2.4	97.2
	10	11	2.8	2.8	100.0
Total	402	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 fourth quarter of 2017?

**Q4 2017 WORKFORCE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	8	2.1	2.1	2.1
	2	4	.9	.9	3.0
	3	13	3.2	3.2	6.2
	4	19	4.8	4.8	10.9
	5	179	44.4	44.4	55.4
	6	42	10.4	10.4	65.8
	7	116	28.9	28.9	94.7
	8	7	1.8	1.8	96.5
	9	2	.4	.4	96.9
	10	12	3.1	3.1	100.0
Total		402	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 fourth quarter 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?

**Q4 2017 CAP EX**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	58	14.4	14.4	14.4
	2	11	2.8	2.8	17.1
	3	19	4.7	4.7	21.9
	4	22	5.6	5.6	27.4
	5	79	19.5	19.5	47.0
	6	44	11.0	11.0	58.0
	7	122	30.3	30.3	88.2
	8	25	6.1	6.1	94.3
	9	11	2.7	2.7	97.1
	10	12	2.9	2.9	100.0
Total		402	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 fourth quarter of 2017, compared to the previous quarter:

**Q4 2017 BIZ EXPENSE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	11	2.7	2.7	2.7
	2	6	1.5	1.5	4.1
	3	23	5.6	5.6	9.8
	4	22	5.6	5.6	15.3
	5	95	23.7	23.7	39.0
	6	73	18.1	18.1	57.1
	7	126	31.3	31.3	88.4
	8	30	7.5	7.5	95.9
	9	8	2.0	2.0	97.9
	10	9	2.1	2.1	100.0
	Total	402	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 of 2018:

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?

**Q1 2018 PROFIT OUTLOOK**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	15	3.8	3.8	3.8
	2	11	2.7	2.7	6.5
	3	27	6.7	6.7	13.2
	4	34	8.4	8.4	21.6
	5	69	17.2	17.2	38.8
	6	74	18.4	18.4	57.2
	7	21	5.2	5.2	62.4
	8	135	33.6	33.6	96.0
	9	8	2.1	2.1	98.1
	10	8	1.9	1.9	100.0
	Total	402	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?

**Q1 2018 WORKFORCE OUTLOOK**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	15	3.7	3.7	3.7
	2	2	.5	.5	4.1
	3	5	1.2	1.2	5.3
	4	18	4.5	4.5	9.8
	5	170	42.3	42.3	52.1
	6	60	14.9	14.9	67.0
	7	10	2.4	2.4	69.4
	8	112	27.8	27.8	97.3
	9	5	1.2	1.2	98.5
	10	6	1.5	1.5	100.0
Total		402	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 first quarter of 2018?

**Q1 2018 CAP EX OUTLOOK**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	46	11.5	11.5	11.5
	2	15	3.8	3.8	15.4
	3	32	7.9	7.9	23.3
	4	25	6.2	6.2	29.5
	5	81	20.3	20.3	49.8
	6	52	12.9	12.9	62.6
	7	18	4.5	4.5	67.1
	8	112	27.8	27.8	94.9
	9	16	3.9	3.9	98.8
	10	5	1.2	1.2	100.0
Total		402	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 first quarter of 2018?

**Q4 BIZ EXPENSE OUTLOOK**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	11	2.7	2.7	2.7
	2	8	1.9	1.9	4.6
	3	26	6.5	6.5	11.1
	4	22	5.6	5.6	16.7
	5	90	22.3	22.3	39.0
	6	78	19.5	19.5	58.5
	7	34	8.4	8.4	66.9
	8	122	30.3	30.3	97.2
	9	4	1.1	1.1	98.3
	10	7	1.7	1.7	100.0
Total		402	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?

**Q4 OPTIMISM**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	11	2.7	2.7	2.7
	2	4	.9	.9	3.6
	3	11	2.6	2.6	6.2
	4	20	5.0	5.0	11.2
	5	60	14.8	14.8	26.1
	6	75	18.7	18.7	44.8
	7	76	18.9	18.9	63.7
	8	61	15.2	15.2	78.9
	9	34	8.6	8.6	87.5
	10	50	12.5	12.5	100.0
Total		402	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	54	13.5	13.5	13.5
	2	28	6.9	6.9	20.4
	3	22	5.5	5.5	25.9
	4	35	8.7	8.7	34.6
	5	76	18.8	18.8	53.4
	6	34	8.4	8.4	61.8
	7	40	9.9	9.9	71.7
	8	45	11.2	11.2	83.0
	9	24	5.9	5.9	88.9
	10	45	11.1	11.1	100.0
Total		402	100.0	100.0	

**ISSUE - STATE REG**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	53	13.1	13.1	13.1
	2	32	7.9	7.9	21.0
	3	33	8.1	8.1	29.2
	4	31	7.6	7.6	36.8
	5	78	19.4	19.4	56.1
	6	33	8.3	8.3	64.4
	7	45	11.2	11.2	75.5
	8	32	8.0	8.0	83.6
	9	20	5.1	5.1	88.6
	10	46	11.4	11.4	100.0
Total		402	100.0	100.0	

**ISSUE - ECONOMIC UNCERTAINTY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	30	7.4	7.4	7.4
	2	17	4.3	4.3	11.7
	3	53	13.3	13.3	25.0
	4	34	8.4	8.4	33.4
	5	95	23.7	23.7	57.1
	6	42	10.4	10.4	67.5
	7	41	10.1	10.1	77.6
	8	42	10.5	10.5	88.1
	9	15	3.8	3.8	91.9
	10	33	8.1	8.1	100.0
Total		402	100.0	100.0	

**ISSUE - WORKFORCE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	47	11.6	11.6	11.6
	2	26	6.5	6.5	18.2
	3	14	3.4	3.4	21.6
	4	18	4.5	4.5	26.1
	5	79	19.8	19.8	45.9
	6	37	9.2	9.2	55.0
	7	42	10.4	10.4	65.4
	8	51	12.7	12.7	78.1
	9	41	10.2	10.2	88.4
	10	47	11.6	11.6	100.0
Total		402	100.0	100.0	

**ISSUE - ENERGY COSTS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	40	10.0	10.0	10.0
	2	33	8.1	8.1	18.1
	3	28	6.8	6.8	24.9
	4	31	7.7	7.7	32.6
	5	81	20.2	20.2	52.8
	6	55	13.8	13.8	66.6
	7	30	7.5	7.5	74.1
	8	24	6.0	6.0	80.0
	9	18	4.6	4.6	84.6
	10	62	15.4	15.4	100.0
Total		402	100.0	100.0	

**ISSUE - COMPETITION**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	55	13.6	13.6	13.6
	2	31	7.8	7.8	21.4
	3	34	8.4	8.4	29.8
	4	29	7.2	7.2	37.1
	5	82	20.5	20.5	57.5
	6	36	8.9	8.9	66.4
	7	44	11.0	11.0	77.5
	8	27	6.7	6.7	84.2
	9	22	5.4	5.4	89.6
	10	42	10.4	10.4	100.0
Total		402	100.0	100.0	



**ISSUE - HEALTHCARE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	19	4.8	4.8	4.8
	2	22	5.5	5.5	10.3
	3	24	6.0	6.0	16.3
	4	24	6.0	6.0	22.3
	5	81	20.1	20.1	42.4
	6	37	9.3	9.3	51.6
	7	44	10.9	10.9	62.6
	8	62	15.3	15.3	77.9
	9	27	6.8	6.8	84.6
	10	62	15.4	15.4	100.0
Total		402	100.0	100.0	

**ISSUE - EMP. BENEFITS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	33	8.2	8.2	8.2
	2	21	5.1	5.1	13.3
	3	26	6.5	6.5	19.8
	4	18	4.5	4.5	24.3
	5	96	24.0	24.0	48.3
	6	41	10.3	10.3	58.6
	7	50	12.3	12.3	70.9
	8	46	11.6	11.6	82.5
	9	25	6.2	6.2	88.7
	10	45	11.3	11.3	100.0
Total		402	100.0	100.0	

**ISSUE - PRODUCTIVITY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	60	14.9	14.9	14.9
	2	27	6.7	6.7	21.6
	3	21	5.3	5.3	26.9
	4	27	6.6	6.6	33.5
	5	85	21.1	21.1	54.6
	6	37	9.2	9.2	63.8
	7	47	11.6	11.6	75.4
	8	47	11.7	11.7	87.1
	9	20	5.0	5.0	92.1
	10	32	7.9	7.9	100.0
Total		402	100.0	100.0	

**ISSUE - DATA SECURITY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	37	9.3	9.3	9.3
	2	28	6.9	6.9	16.2
	3	34	8.5	8.5	24.7
	4	12	3.0	3.0	27.7
	5	93	23.0	23.0	50.8
	6	44	10.9	10.9	61.6
	7	36	9.0	9.0	70.6
	8	63	15.7	15.7	86.4
	9	25	6.1	6.1	92.5
	10	30	7.5	7.5	100.0
Total		402	100.0	100.0	

**ISSUE - GLOBAL TRADE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	110	27.3	27.3	27.3
	2	47	11.7	11.7	39.1
	3	37	9.3	9.3	48.4
	4	17	4.3	4.3	52.6
	5	100	25.0	25.0	77.6
	6	20	4.9	4.9	82.5
	7	25	6.1	6.1	88.6
	8	28	7.0	7.0	95.6
	9	11	2.6	2.6	98.2
	10	7	1.8	1.8	100.0
Total		402	100.0	100.0	

**ISSUE - RISING WAGES**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	52	12.9	12.9	12.9
	2	34	8.4	8.4	21.4
	3	21	5.2	5.2	26.6
	4	27	6.7	6.7	33.2
	5	91	22.6	22.6	55.8
	6	60	15.0	15.0	70.8
	7	46	11.4	11.4	82.2
	8	29	7.2	7.2	89.4
	9	19	4.7	4.7	94.1
	10	24	5.9	5.9	100.0
Total		402	100.0	100.0	

**ISSUE - POLITICAL ENVIRONMENT**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	63	15.8	15.8	15.8
	2	17	4.2	4.2	20.0
	3	37	9.1	9.1	29.1
	4	29	7.3	7.3	36.5
	5	109	27.0	27.0	63.5
	6	44	10.9	10.9	74.4
	7	34	8.5	8.5	83.0
	8	32	8.0	8.0	90.9
	9	12	3.1	3.1	94.0
	10	24	6.0	6.0	100.0
Total		402	100.0	100.0	

**ISSUE - TECH CHANGES**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	46	11.3	11.3	11.3
	2	37	9.2	9.2	20.5
	3	44	10.9	10.9	31.4
	4	27	6.8	6.8	38.2
	5	103	25.6	25.6	63.8
	6	45	11.2	11.2	75.0
	7	44	11.0	11.0	86.0
	8	38	9.3	9.3	95.3
	9	9	2.3	2.3	97.6
	10	10	2.4	2.4	100.0
Total		402	100.0	100.0	

**ISSUE - STATE/LOCAL TAXES**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	34	8.4	8.4	8.4
	2	37	9.1	9.1	17.6
	3	27	6.6	6.6	24.2
	4	27	6.7	6.7	30.9
	5	93	23.1	23.1	54.0
	6	40	9.9	9.9	63.9
	7	42	10.4	10.4	74.3
	8	47	11.7	11.7	86.1
	9	20	5.1	5.1	91.2
	10	36	8.8	8.8	100.0
Total		402	100.0	100.0	

**YOUR TITLE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CEO	59	14.6	14.6	14.6
	COO	6	1.5	1.5	16.0
	CFO	9	2.3	2.3	18.3
	PRESIDENT	2	.4	.4	18.8
	OWNER	73	18.2	18.2	37.0
	EXEC. ASSISTANT	157	39.1	39.1	76.1
	OTHER MANAGER	96	23.9	23.9	100.0
	Total		402	100.0	100.0

**YOUR INDUSTRY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	AG - FISH - FOREST	13	3.3	3.3	3.3
	MINING - OIL - GAS	5	1.3	1.3	4.7
	UTILITIES	4	1.1	1.1	5.8
	CONSTRUCTION	38	9.5	9.5	15.2
	MANUFACTURING	71	17.7	17.7	32.9
	WHOLESALE	15	3.6	3.6	36.5
	RETAIL	46	11.4	11.4	47.9
	TRANS - WAREHOUSE	21	5.3	5.3	53.2
	INFO SERVICES	6	1.6	1.6	54.8
	FINANCE - INSURANCE	18	4.4	4.4	59.2
	REAL ESTATE	12	2.9	2.9	62.1
	MANAGEMENT	1	.3	.3	62.4
	PROFESSIONAL - TECHNICAL	20	4.9	4.9	67.3
	ADMIN, WASTE	1	.1	.1	67.4
	MANAGEMENT				
	EDUCATIONAL	8	2.1	2.1	69.5
	HEALTH CARE - SOCIAL	28	7.0	7.0	76.5
	ARTS - RECREATION	11	2.7	2.7	79.2
	ACCOMODATIONS - FOOD	14	3.4	3.4	82.6
	OTHER SERVICES	70	17.4	17.4	100.0
	Total	402	100.0	100.0	

**YOUR GROSS REVENUE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	LESS THAN 500K	148	36.8	36.8	36.8
	500K TO 1M	26	6.4	6.4	43.2
	1M TO 5M	43	10.8	10.8	54.0
	6M TO 10M	65	16.1	16.1	70.1
	11M TO 50M	39	9.8	9.8	79.8
	51M TO 100M	24	5.9	5.9	85.7
	101M TO 500M	14	3.4	3.4	89.1
	501M TO 1B	13	3.2	3.2	92.3
	1B +	8	1.9	1.9	94.2
	DECLINED	23	5.8	5.8	100.0
	Total	402	100.0	100.0	

**NUMBER EMPLOYEES**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1 - 99 EMPLOYEES	325	80.9	80.9	80.9
	100 TO 400 EMPLOYEES	50	12.5	12.5	93.4
	401 TO 1000 EMPLOYEES	12	3.1	3.1	96.5
	1001 TO 5000 EMPLOYEES	9	2.3	2.3	98.8
	5001 + EMPLOYEES	5	1.2	1.2	100.0
	Total	402	100.0	100.0	

**ACCOUNTING**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CALENDAR	330	82.0	82.0	82.0
	FISCAL	72	18.0	18.0	100.0
	Total	402	100.0	100.0	

**LABOR UNION SHOP?**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	YES - LABOR UNION	67	16.7	16.7	16.7
	NO - LABOR UNION	335	83.3	83.3	100.0
	Total	402	100.0	100.0	

**REGION**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	NW OHIO	49	12.1	12.1	12.1
	NE OHIO	127	31.5	31.5	43.6
	CENTRAL	117	29.1	29.1	72.7
	SW OHIO	83	20.7	20.7	93.4
	SE OHIO	27	6.6	6.6	100.0
	Total	402	100.0	100.0	