



Ohio Chamber of Commerce Research Foundation

2017 First Quarter Survey – Unweighted Survey Data

April 30, 2017

Clout Research conducted a survey of business leaders across the state of Ohio to determine the state of their companies and the Ohio economy. The survey was conducted online and over the telephone April 13 – 29, 2017, and included 405 business leaders statewide. The survey included 286 respondents online and 119 on the telephone. It carries a confidence interval of 95% and a margin of error of +/- 4.85 percentage points.

Question # 1. Thinking about the overall economic climate here in Ohio, would you say the economic climate is excellent, good, only fair or poor?

Economic Climate

	Frequency	Percent	Valid Percent	Cumulative Percent
EXCELLENT	21	5.2	5.2	5.2
GOOD	238	58.8	58.8	64.0
Valid ONLY FAIR	128	31.6	31.6	95.6
POOR	18	4.4	4.4	100.0
Total	405	100.0	100.0	

Question # 2. On a scale of 1 to 10, with 1 being the lowest end of the scale and 10 being the highest, how were your company's profits in the last 3 months?

1 = very low

5 = stable

10 = very high

Q1 PROFITS – INDEX: 54.94

	Frequency	Percent	Valid Percent	Cumulative Percent
1	16	4.0	4.0	4.0
2	21	5.2	5.2	9.1
3	27	6.7	6.7	15.8
4	43	10.6	10.6	26.4
5	123	30.4	30.4	56.8
Valid 6	49	12.1	12.1	68.9
7	56	13.8	13.8	82.7
8	35	8.6	8.6	91.4
9	17	4.2	4.2	95.6
10	18	4.4	4.4	100.0
Total	405	100.0	100.0	

Question # 3. On a scale of 1 to 10, did the number of workers at your company increase, decrease or stay the same in the last 3 months?

1 = large decrease

5 = no change

10 = large increase

Q1 WORKFORCE – INDEX: 53.01

	Frequency	Percent	Valid Percent	Cumulative Percent
1	6	1.5	1.5	1.5
2	8	2.0	2.0	3.5
3	16	4.0	4.0	7.4
4	15	3.7	3.7	11.1
5	249	61.5	61.5	72.6
Valid 6	53	13.1	13.1	85.7
7	32	7.9	7.9	93.6
8	11	2.7	2.7	96.3
9	8	2.0	2.0	98.3
10	7	1.7	1.7	100.0
Total	405	100.0	100.0	

Question # 4. On a scale of 1 to 10, please describe the level of capital expenditures (investments) made by your firm in the last 3 months compared to the previous quarter.

1 = large reduction 5 = stayed the same 10 = large increase

Q1 CAP EX – INDEX: 51.21

	Frequency	Percent	Valid Percent	Cumulative Percent
1	47	11.6	11.6	11.6
2	6	1.5	1.5	13.1
3	10	2.5	2.5	15.6
4	15	3.7	3.7	19.3
5	200	49.4	49.4	68.6
Valid 6	46	11.4	11.4	80.0
7	32	7.9	7.9	87.9
8	29	7.2	7.2	95.1
9	7	1.7	1.7	96.8
10	13	3.2	3.2	100.0
Total	405	100.0	100.0	

Question # 5. On a scale of 1 to 10, please indicate whether your company's overall business expenses decreased, increased or stayed the same in the first quarter of 2017, compared to the previous quarter.

1 = large decrease

5 = stayed the same

10 = large increase

Q1 BIZ EXPENSE – INDEX: 57.78

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	8	2.0	2.0	2.0
	2	6	1.5	1.5	3.5
	3	11	2.7	2.7	6.2
	4	21	5.2	5.2	11.4
	5	160	39.5	39.5	50.9
	6	83	20.5	20.5	71.4
	7	62	15.3	15.3	86.7
	8	30	7.4	7.4	94.1
	9	9	2.2	2.2	96.3
	10	15	3.7	3.7	100.0
Total		405	100.0	100.0	

Question # 6. For the next several questions, please think about the next three months, considering what you anticipate will happen in quarter 2 (April, May, June).

On a scale of 1 to 10, with 1 being the lowest end of the scale and 10 being the highest, do you anticipate that your company’s profits will be higher, lower or stay the same?

1 = expect much lower 5 = will stay the same 10 = expect much higher

Q2 PROFIT OUTLOOK – INDEX: 56.40

	Frequency	Percent	Valid Percent	Cumulative Percent
1	3	.7	.7	.7
2	19	4.7	4.7	5.4
3	21	5.2	5.2	10.6
4	38	9.4	9.4	20.0
5	132	32.6	32.6	52.6
Valid 6	76	18.8	18.8	71.4
7	57	14.1	14.1	85.4
8	34	8.4	8.4	93.8
9	9	2.2	2.2	96.0
10	16	4.0	4.0	100.0
Total	405	100.0	100.0	

Question # 7. On a scale of 1 to 10, do you anticipate that the number of workers at your company will be reduced, stay the same or increase in quarter 2, 2017?

1 = expect large reduction 5 = stay the same 10 = expect large increase

Q2 WORKFORCE OUTLOOK – INDEX: 54.42

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	.5	.5	.5
2	4	1.0	1.0	1.5
3	10	2.5	2.5	4.0
4	16	4.0	4.0	7.9
5	245	60.5	60.5	68.4
Valid				
6	72	17.8	17.8	86.2
7	28	6.9	6.9	93.1
8	13	3.2	3.2	96.3
9	7	1.7	1.7	98.0
10	8	2.0	2.0	100.0
Total	405	100.0	100.0	

Question # 8. On a scale of 1 to 10, do you expect your company's capital expenditures will decrease, stay the same or increase?

1 = expect large reduction 5 = stay the same 10 = expect large increase

Q2 CAP EX OUTLOOK – INDEX: 52.22

	Frequency	Percent	Valid Percent	Cumulative Percent
1	18	4.4	4.4	4.4
2	11	2.7	2.7	7.2
3	21	5.2	5.2	12.3
4	36	8.9	8.9	21.2
5	192	47.4	47.4	68.6
Valid 6	58	14.3	14.3	83.0
7	29	7.2	7.2	90.1
8	18	4.4	4.4	94.6
9	7	1.7	1.7	96.3
10	15	3.7	3.7	100.0
Total	405	100.0	100.0	

Question # 9. On a scale of 1 to 10, do you anticipate that overall business expenses for your company will decrease, stay the same or increase in Q2?

1 = expect large reduction 5 = stay the same 10 = expect large increase

Q2 BIZ EXPENSE OUTLOOK – INDEX: 57.68

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	5	1.2	1.2	1.2
	2	8	2.0	2.0	3.2
	3	8	2.0	2.0	5.2
	4	17	4.2	4.2	9.4
	5	165	40.7	40.7	50.1
	6	105	25.9	25.9	76.0
	7	43	10.6	10.6	86.7
	8	32	7.9	7.9	94.6
	9	9	2.2	2.2	96.8
	10	13	3.2	3.2	100.0
Total		405	100.0	100.0	

Question # 10. On a scale of 1 to 10, with 1 being the lowest end of the scale and 10 being the highest, how optimistic or pessimistic would you say you are about the immediate future of your business over the next quarter?

1 = very pessimistic

10 = very optimistic

Q2 OPTIMISM – INDEX: 66.52

	Frequency	Percent	Valid Percent	Cumulative Percent
1	6	1.5	1.5	1.5
2	5	1.2	1.2	2.7
3	17	4.2	4.2	6.9
4	29	7.2	7.2	14.1
5	69	17.0	17.0	31.1
Valid 6	56	13.8	13.8	44.9
7	83	20.5	20.5	65.4
8	58	14.3	14.3	79.8
9	35	8.6	8.6	88.4
10	47	11.6	11.6	100.0
Total	405	100.0	100.0	

Question # 12. On a scale of 1 to 10, with 1 being no concern at all and 10 being very high concern – please rate the following issues as it currently impacts your company while doing business in Ohio.

Regulatory or other interference by Federal Government:

ISSUE - FED REG – INDEX: 61.01

	Frequency	Percent	Valid Percent	Cumulative Percent
1	31	7.7	7.7	7.7
2	36	8.9	8.9	16.5
3	16	4.0	4.0	20.5
4	24	5.9	5.9	26.4
5	51	12.6	12.6	39.0
Valid	50	12.3	12.3	51.4
7	45	11.1	11.1	62.5
8	60	14.8	14.8	77.3
9	46	11.4	11.4	88.6
10	46	11.4	11.4	100.0
Total	405	100.0	100.0	

Regulatory or other interference by State Government:

ISSUE - STATE REG – INDEX: 59.51

	Frequency	Percent	Valid Percent	Cumulative Percent
1	31	7.7	7.7	7.7
2	27	6.7	6.7	14.3
3	19	4.7	4.7	19.0
4	32	7.9	7.9	26.9
5	65	16.0	16.0	43.0
Valid 6	50	12.3	12.3	55.3
7	54	13.3	13.3	68.6
8	49	12.1	12.1	80.7
9	35	8.6	8.6	89.4
10	43	10.6	10.6	100.0
Total	405	100.0	100.0	

Economic Uncertainty:

ISSUE - ECON UNCERTAINTY – INDEX: 56.99

	Frequency	Percent	Valid Percent	Cumulative Percent
1	17	4.2	4.2	4.2
2	29	7.2	7.2	11.4
3	23	5.7	5.7	17.0
4	28	6.9	6.9	24.0
Valid 5	91	22.5	22.5	46.4
6	63	15.6	15.6	62.0
7	70	17.3	17.3	79.3
8	49	12.1	12.1	91.4
9	13	3.2	3.2	94.6
10	22	5.4	5.4	100.0

Total	405	100.0	100.0	
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Attracting/Hiring Qualified Employees:

ISSUE – WORKFORCE – INDEX: 59.16

	Frequency	Percent	Valid Percent	Cumulative Percent
1	37	9.1	9.1	9.1
2	28	6.9	6.9	16.0
3	39	9.6	9.6	25.7
4	14	3.5	3.5	29.1
5	57	14.1	14.1	43.2
Valid	43	10.6	10.6	53.8
7	51	12.6	12.6	66.4
8	52	12.8	12.8	79.3
9	26	6.4	6.4	85.7
10	58	14.3	14.3	100.0
Total	405	100.0	100.0	

Cost of Energy:

ISSUE - ENERGY COSTS – INDEX: 49.12

	Frequency	Percent	Valid Percent	Cumulative Percent
1	29	7.2	7.2	7.2
2	43	10.6	10.6	17.8
3	57	14.1	14.1	31.9
4	19	4.7	4.7	36.5
5	97	24.0	24.0	60.5
Valid	68	16.8	16.8	77.3
7	38	9.4	9.4	86.7
8	29	7.2	7.2	93.8
9	10	2.5	2.5	96.3
10	15	3.7	3.7	100.0
Total	405	100.0	100.0	

Competition:

ISSUE – COMPETITION – INDEX: 49.75

	Frequency	Percent	Valid Percent	Cumulative Percent
1	53	13.1	13.1	13.1
2	31	7.7	7.7	20.7
3	43	10.6	10.6	31.4
4	28	6.9	6.9	38.3
5	96	23.7	23.7	62.0
Valid 6	34	8.4	8.4	70.4
7	44	10.9	10.9	81.2
8	41	10.1	10.1	91.4
9	11	2.7	2.7	94.1
10	24	5.9	5.9	100.0
Total	405	100.0	100.0	

Cost of Healthcare:

ISSUE – HEALTHCARE – INDEX: 69.75

	Frequency	Percent	Valid Percent	Cumulative Percent
1	28	6.9	6.9	6.9
2	12	3.0	3.0	9.9
3	18	4.4	4.4	14.3
4	19	4.7	4.7	19.0
5	42	10.4	10.4	29.4
Valid 6	29	7.2	7.2	36.5
7	45	11.1	11.1	47.7
8	57	14.1	14.1	61.7
9	62	15.3	15.3	77.0
10	93	23.0	23.0	100.0
Total	405	100.0	100.0	

Cost of All Employee Benefits:

ISSUE - EMP. BENEFITS - INDEX: 63.33

	Frequency	Percent	Valid Percent	Cumulative Percent
1	28	6.9	6.9	6.9
2	16	4.0	4.0	10.9
3	15	3.7	3.7	14.6
4	30	7.4	7.4	22.0
5	69	17.0	17.0	39.0
Valid 6	42	10.4	10.4	49.4
7	48	11.9	11.9	61.2
8	61	15.1	15.1	76.3
9	41	10.1	10.1	86.4
10	55	13.6	13.6	100.0
Total	405	100.0	100.0	

Employee Productivity:

ISSUE - PRODUCTIVITY - INDEX: 52.07

	Frequency	Percent	Valid Percent	Cumulative Percent
1	51	12.6	12.6	12.6
2	32	7.9	7.9	20.5
3	30	7.4	7.4	27.9
4	30	7.4	7.4	35.3
5	83	20.5	20.5	55.8
Valid 6	51	12.6	12.6	68.4
7	47	11.6	11.6	80.0
8	28	6.9	6.9	86.9
9	20	4.9	4.9	91.9
10	33	8.1	8.1	100.0

Total	405	100.0	100.0	
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Data Security:

ISSUE - DATA SECURITY – INDEX: 55.70

	Frequency	Percent	Valid Percent	Cumulative Percent
1	34	8.4	8.4	8.4
2	34	8.4	8.4	16.8
3	25	6.2	6.2	23.0
4	26	6.4	6.4	29.4
5	91	22.5	22.5	51.9
Valid	43	10.6	10.6	62.5
7	48	11.9	11.9	74.3
8	44	10.9	10.9	85.2
9	26	6.4	6.4	91.6
10	34	8.4	8.4	100.0
Total	405	100.0	100.0	

Global Trade & Markets:

ISSUE - GLOBAL TRADE – INDEX: 40.59

	Frequency	Percent	Valid Percent	Cumulative Percent
1	97	24.0	24.0	24.0
2	56	13.8	13.8	37.8
3	30	7.4	7.4	45.2
4	24	5.9	5.9	51.1
5	100	24.7	24.7	75.8
Valid	27	6.7	6.7	82.5
7	22	5.4	5.4	87.9
8	23	5.7	5.7	93.6
9	11	2.7	2.7	96.3
10	15	3.7	3.7	100.0

Total	405	100.0	100.0	
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Rising Salaries and Wages:

ISSUE - RISING WAGES – INDEX: 50.94

	Frequency	Percent	Valid Percent	Cumulative Percent
1	52	12.8	12.8	12.8
2	36	8.9	8.9	21.7
3	26	6.4	6.4	28.1
4	21	5.2	5.2	33.3
5	96	23.7	23.7	57.0
6	57	14.1	14.1	71.1
7	44	10.9	10.9	82.0
8	35	8.6	8.6	90.6
9	13	3.2	3.2	93.8
10	25	6.2	6.2	100.0
Total	405	100.0	100.0	

Political Environment in Ohio:

ISSUE - POLITICAL ENVIRONMENT – INDEX: 58.74

	Frequency	Percent	Valid Percent	Cumulative Percent
1	19	4.7	4.7	4.7
2	29	7.2	7.2	11.9
3	31	7.7	7.7	19.5
4	22	5.4	5.4	24.9
5	92	22.7	22.7	47.7
6	57	14.1	14.1	61.7
7	35	8.6	8.6	70.4
8	49	12.1	12.1	82.5
9	28	6.9	6.9	89.4
10	43	10.6	10.6	100.0

Total	405	100.0	100.0	
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Technology Changes:

ISSUE - TECH CHANGES – INDEX: 54.81

	Frequency	Percent	Valid Percent	Cumulative Percent
1	27	6.7	6.7	6.7
2	31	7.7	7.7	14.3
3	21	5.2	5.2	19.5
4	35	8.6	8.6	28.1
5	96	23.7	23.7	51.9
Valid	52	12.8	12.8	64.7
7	64	15.8	15.8	80.5
8	42	10.4	10.4	90.9
9	18	4.4	4.4	95.3
10	19	4.7	4.7	100.0
Total	405	100.0	100.0	

State/Local Taxes:

ISSUE - STATE/LOCAL TAXES – INDEX: 58.69

	Frequency	Percent	Valid Percent	Cumulative Percent
1	26	6.4	6.4	6.4
2	25	6.2	6.2	12.6
3	29	7.2	7.2	19.8
4	20	4.9	4.9	24.7
5	89	22.0	22.0	46.7
Valid	51	12.6	12.6	59.3
7	52	12.8	12.8	72.1
8	47	11.6	11.6	83.7
9	17	4.2	4.2	87.9
10	49	12.1	12.1	100.0
Total	405	100.0	100.0	

Question # 13. UNDISCLOSED PRIVATE INFORMATION

Question # 14. What is your title?

		TITLE			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	CEO	66	16.3	16.3	16.3
	COO	18	4.4	4.4	20.7
	CFO	9	2.2	2.2	23.0
	PRESIDENT	85	21.0	21.0	44.0
	OWNER	149	36.8	36.8	80.7
	OTHER	78	19.3	19.3	100.0
	Total		405	100.0	100.0

Question # 15. What industry classification does your company identify with (NAICS 2017)

INDUSTRY				
	Frequency	Percent	Valid Percent	Cumulative Percent
AG - FISH - FOREST	14	3.5	3.5	3.5
MINING - OIL - GAS	3	.7	.7	4.2
UTILITIES	8	2.0	2.0	6.2
CONSTRUCTION	32	7.9	7.9	14.1
MANUFACTURING	43	10.6	10.6	24.7
WHOLESALE	12	3.0	3.0	27.7
RETAIL	35	8.6	8.6	36.3
TRANS - WAREHOUSE	26	6.4	6.4	42.7
INFO SERVICES	15	3.7	3.7	46.4
FINANCE - INSURANCE	37	9.1	9.1	55.6
REAL ESTATE	8	2.0	2.0	57.5
MANAGEMENT	9	2.2	2.2	59.8
PROFESSIONAL - TECHNICAL	38	9.4	9.4	69.1
ADMIN, WASTE MANAGEMENT	6	1.5	1.5	70.6
EDUCATIONAL	17	4.2	4.2	74.8
HEALTH CARE - SOCIAL	42	10.4	10.4	85.2
ARTS - RECREATION	11	2.7	2.7	87.9
ACCOMODATIONS - FOOD	17	4.2	4.2	92.1
OTHER SERVICES	22	5.4	5.4	97.5
PUBLIC ADMIN	10	2.5	2.5	100.0
Total	405	100.0	100.0	

Question # 16. Which of the following categories reflects your company's annual gross revenues?

GROSSREVENUE

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
LESS THAN 500K	145	35.8	35.8	35.8
500K TO 1M	44	10.9	10.9	46.7
1M TO 5M	106	26.2	26.2	72.8
6M TO 10M	6	1.5	1.5	74.3
11M TO 50M	38	9.4	9.4	83.7
51M TO 100M	14	3.5	3.5	87.2
101M TO 500M	28	6.9	6.9	94.1
501M TO 1B	9	2.2	2.2	96.3
1B +	15	3.7	3.7	100.0
Total	405	100.0	100.0	

Question # 17. How many employees does your company have in Ohio?

NUMBEREMPLOYEES

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
1 - 99 EMPLOYEES	318	78.5	78.5	78.5
100 TO 400 EMPLOYEES	46	11.4	11.4	89.9
401 TO 1000 EMPLOYEES	21	5.2	5.2	95.1
1001 TO 5000 EMPLOYEES	20	4.9	4.9	100.0
Total	405	100.0	100.0	

Question # 18. Do you have any employees represented by a collective bargaining unit?

LABORUNIONS				
	Frequency	Percent	Valid Percent	Cumulative Percent
YES - LABOR UNION	55	13.6	13.6	13.6
Valid NO - LABOR UNION	350	86.4	86.4	100.0
Total	405	100.0	100.0	

Question # 19. If you would like to receive a copy of survey results please provide an email address: