

Quarter 1 2018 Full Crosstabs



Research Foundation

Q2. CURRENT BIZ OUTLOOK * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	3	30	3	1
		% within TITLE	15.8%	10.2%	11.1%	7.7%
	GOOD	Count	11	138	15	9
		% within TITLE	57.9%	47.1%	55.6%	69.2%
	ONLY FAIR	Count	5	102	9	3
		% within TITLE	26.3%	34.8%	33.3%	23.1%
	POOR	Count	0	20	0	0
		% within TITLE	.0%	6.8%	.0%	.0%
	NOT SURE	Count	0	3	0	0
		% within TITLE	.0%	1.0%	.0%	.0%

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Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q2. CURRENT BIZ OUTLOOK * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	5	0	0	4
		% within BIZ CATEGORY	20.8%	.0%	.0%	10.5%
	GOOD	Count	9	2	2	22
		% within BIZ CATEGORY	37.5%	100.0%	66.7%	57.9%
	ONLY FAIR	Count	5	0	1	11
		% within BIZ CATEGORY	20.8%	.0%	33.3%	28.9%
	POOR	Count	5	0	0	0
		% within BIZ CATEGORY	20.8%	.0%	.0%	.0%
	NOT SURE	Count	0	0	0	1
		% within BIZ CATEGORY	.0%	.0%	.0%	2.6%
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q2. CURRENT BIZ OUTLOOK * ANNUAL REVENUE

		ANNUAL REVENUE

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			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	16	6	15	1
		% within ANNUAL REVENUE	8.6%	9.1%	18.1%	11.1%
	GOOD	Count	86	36	45	8
		% within ANNUAL REVENUE	46.5%	54.5%	54.2%	88.9%
	ONLY FAIR	Count	67	20	21	0
		% within ANNUAL REVENUE	36.2%	30.3%	25.3%	.0%
	POOR	Count	14	4	2	0
		% within ANNUAL REVENUE	7.6%	6.1%	2.4%	.0%
	NOT SURE	Count	2	0	0	0
		% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q2. CURRENT BIZ OUTLOOK * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	35	4	2	0
		% within NUMBER	9.8%	12.9%	12.5%	.0%
	GOOD	Count	182	21	11	4
		% within NUMBER	51.0%	67.7%	68.8%	66.7%
	ONLY FAIR	Count	117	5	3	2
		% within NUMBER	32.8%	16.1%	18.8%	33.3%
	POOR	Count	20	0	0	0
		% within NUMBER	5.6%	.0%	.0%	.0%
	NOT SURE	Count	3	1	0	0
		% within NUMBER EMPLOYEES	.8%	3.2%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q2. CURRENT BIZ OUTLOOK * REGION OF OHIO

		REGION OF OHIO

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			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	10	7	12	11
		% within REGION OF OHIO	15.6%	5.2%	10.2%	17.7%
	GOOD	Count	29	55	78	41
		% within REGION OF OHIO	45.3%	41.0%	66.1%	66.1%
	ONLY FAIR	Count	22	64	21	8
	% within REGION OF OHIO	34.4%	47.8%	17.8%	12.9%	
	POOR	Count	3	7	5	2
	% within REGION OF OHIO	4.7%	5.2%	4.2%	3.2%	
	NOT SURE	Count	0	1	2	0
	% within REGION OF OHIO	.0%	.7%	1.7%	.0%	
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q3-COMPANY PROFITS - PAST * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	2	10	1	0
		% within TITLE	10.5%	3.4%	3.7%	.0%
	A LITTLE HIGHER	Count	7	55	7	1
		% within TITLE	36.8%	18.8%	25.9%	7.7%
	ABOUT THE SAME	Count	5	122	9	8
		% within TITLE	26.3%	41.6%	33.3%	61.5%
	A LITTLE LOWER	Count	5	88	8	3
	% within TITLE	26.3%	30.0%	29.6%	23.1%	
	MUCH LOWER	Count	0	8	0	1
	% within TITLE	.0%	2.7%	.0%	7.7%	
	NOT SURE	Count	0	10	2	0

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	% within TITLE	.0%	3.4%	7.4%	.0%
Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q3-COMPANY PROFITS - PAST * BIZ CATEGORY

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	0	0	1	1
		% within BIZ CATEGORY	.0%	.0%	33.3%	2.6%
	A LITTLE HIGHER	Count	2	1	0	9
		% within BIZ CATEGORY	8.3%	50.0%	.0%	23.7%
	ABOUT THE SAME	Count	17	0	0	14
		% within BIZ CATEGORY	70.8%	.0%	.0%	36.8%
	A LITTLE LOWER	Count	4	1	2	12
		% within BIZ CATEGORY	16.7%	50.0%	66.7%	31.6%
	MUCH LOWER	Count	0	0	0	1
		% within BIZ CATEGORY	.0%	.0%	.0%	2.6%
	NOT SURE	Count	1	0	0	1
		% within BIZ CATEGORY	4.2%	.0%	.0%	2.6%
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q3-COMPANY PROFITS - PAST * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	3	2	7	1
		% within ANNUAL REVENUE	1.6%	3.0%	8.4%	11.1%
	A LITTLE HIGHER	Count	29	13	17	4
		% within ANNUAL REVENUE	15.7%	19.7%	20.5%	44.4%
	ABOUT THE SAME	Count	78	30	43	4
		% within ANNUAL REVENUE	42.2%	45.5%	51.8%	44.4%
	A LITTLE LOWER	Count	61	20	14	0
		% within ANNUAL REVENUE	33.0%	30.3%	16.9%	.0%
	MUCH LOWER	Count	7	1	1	0

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		% within ANNUAL REVENUE	3.8%	1.5%	1.2%	.0%
	NOT SURE	Count	7	0	1	0
		% within ANNUAL REVENUE	3.8%	.0%	1.2%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q3-COMPANY PROFITS - PAST * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	12	3	0	0
		% within NUMBER	3.4%	9.7%	.0%	.0%
	A LITTLE HIGHER	Count	63	10	8	1
		% within NUMBER	17.6%	32.3%	50.0%	16.7%
	ABOUT THE SAME	Count	161	11	5	2
		% within NUMBER	45.1%	35.5%	31.3%	33.3%
	A LITTLE LOWER	Count	99	7	3	3
		% within NUMBER	27.7%	22.6%	18.8%	50.0%
	MUCH LOWER	Count	9	0	0	0
		% within NUMBER	2.5%	.0%	.0%	.0%
	NOT SURE	Count	13	0	0	0
		% within NUMBER	3.6%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q3-COMPANY PROFITS - PAST * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	2	6	6	0
		% within REGION OF OHIO	3.1%	4.5%	5.1%	.0%
	A LITTLE HIGHER	Count	8	25	26	15

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		% within REGION OF OHIO	12.5%	18.7%	22.0%	24.2%
ABOUT THE SAME	Count		22	55	55	35
	% within REGION OF OHIO		34.4%	41.0%	46.6%	56.5%
A LITTLE LOWER	Count		23	43	28	9
	% within REGION OF OHIO		35.9%	32.1%	23.7%	14.5%
MUCH LOWER	Count		3	4	2	0
	% within REGION OF OHIO		4.7%	3.0%	1.7%	.0%
NOT SURE	Count		6	1	1	3
	% within REGION OF OHIO		9.4%	.7%	.8%	4.8%
Total	Count		64	134	118	62
	% within REGION OF OHIO		100.0%	100.0%	100.0%	100.0%

Q4-COMPANY PROFITS - FORWARD * TITLE			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	2	12	1	0
		% within TITLE	10.5%	4.1%	3.7%	.0%
	A LITTLE HIGHER	Count	9	108	11	0
		% within TITLE	47.4%	36.9%	40.7%	.0%
	ABOUT THE SAME	Count	5	135	14	13
		% within TITLE	26.3%	46.1%	51.9%	100.0%
	A LITTLE LOWER	Count	3	28	1	0
		% within TITLE	15.8%	9.6%	3.7%	.0%
	MUCH LOWER	Count	0	1	0	0
		% within TITLE	.0%	.3%	.0%	.0%
	NOT SURE	Count	0	9	0	0
		% within TITLE	.0%	3.1%	.0%	.0%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

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Q4-COMPANY PROFITS - FORWARD * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	1	0	1	2
		% within BIZ CATEGORY	4.2%	.0%	33.3%	5.3%
	A LITTLE HIGHER	Count	8	1	2	15
		% within BIZ CATEGORY	33.3%	50.0%	66.7%	39.5%
	ABOUT THE SAME	Count	14	1	0	17
		% within BIZ CATEGORY	58.3%	50.0%	.0%	44.7%
	A LITTLE LOWER	Count	0	0	0	3
% within BIZ CATEGORY		.0%	.0%	.0%	7.9%	
MUCH LOWER	Count	1	0	0	0	
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%	
NOT SURE	Count	0	0	0	1	
	% within BIZ CATEGORY	.0%	.0%	.0%	2.6%	
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q4-COMPANY PROFITS - FORWARD * ANNUAL			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	6	2	4	1
		% within ANNUAL REVENUE	3.2%	3.0%	4.8%	11.1%
	A LITTLE HIGHER	Count	62	27	31	4
		% within ANNUAL REVENUE	33.5%	40.9%	37.3%	44.4%
	ABOUT THE SAME	Count	98	27	40	3
		% within ANNUAL REVENUE	53.0%	40.9%	48.2%	33.3%
	A LITTLE LOWER	Count	12	8	7	1
% within ANNUAL REVENUE		6.5%	12.1%	8.4%	11.1%	
MUCH LOWER	Count	1	0	0	0	
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%	
NOT SURE	Count	6	2	1	0	
	% within ANNUAL REVENUE	3.2%	3.0%	4.8%	11.1%	

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	% within ANNUAL REVENUE	3.2%	3.0%	1.2%	.0%
Total	Count	185	66	83	9
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q4-COMPANY PROFITS - FORWARD * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	11	3	1	0
		% within NUMBER	3.1%	9.7%	6.3%	.0%
	A LITTLE HIGHER	Count	129	10	9	2
		% within NUMBER	36.1%	32.3%	56.3%	33.3%
	ABOUT THE SAME	Count	177	12	6	3
		% within NUMBER	49.6%	38.7%	37.5%	50.0%
	A LITTLE LOWER	Count	29	6	0	1
		% within NUMBER EMPLOYEES	8.1%	19.4%	.0%	16.7%
MUCH LOWER	Count	1	0	0	0	
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%	
NOT SURE	Count	10	0	0	0	
	% within NUMBER EMPLOYEES	2.8%	.0%	.0%	.0%	
Total	Count	357	31	16	6	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	

Q4-COMPANY PROFITS - FORWARD * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	3	4	3	3
		% within REGION OF OHIO	4.7%	3.0%	2.5%	4.8%
	A LITTLE HIGHER	Count	20	44	45	32
		% within REGION OF OHIO	31.3%	32.8%	38.1%	51.6%
ABOUT THE SAME	Count	33	67	60	24	

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	% within REGION OF OHIO	51.6%	50.0%	50.8%	38.7%
A LITTLE LOWER	Count	7	14	6	3
	% within REGION OF OHIO	10.9%	10.4%	5.1%	4.8%
MUCH LOWER	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
NOT SURE	Count	1	5	3	0
	% within REGION OF OHIO	1.6%	3.7%	2.5%	.0%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q5-EMPLOYEES - PAST * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	4	41	3	1
		% within TITLE	21.1%	14.0%	11.1%	7.7%
	UP 10 TO 25	Count	4	20	1	3
		% within TITLE	21.1%	6.8%	3.7%	23.1%
	UP MORE THAN 25	Count	1	161	11	5
		% within TITLE	5.3%	54.9%	40.7%	38.5%
	NO CHANGE	Count	7	59	9	3
		% within TITLE	36.8%	20.1%	33.3%	23.1%
	DOWN LESS THAN 10	Count	3	9	2	1
		% within TITLE	15.8%	3.1%	7.4%	7.7%
	DOWN 10 TO 25	Count	0	1	1	0
		% within TITLE	.0%	.3%	3.7%	.0%
	DOWN MORE THAN 25	Count	0	2	0	0
		% within TITLE	.0%	.7%	.0%	.0%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

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Q5-EMPLOYEES - PAST * BIZ CATEGORY Crosstabulation			BIZ CATEGORY			
			AG-FORESTRY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	4	2	0	6
		% within BIZ CATEGORY	16.7%	100.0%	.0%	15.8%
	UP 10 TO 25	Count	2	0	0	4
		% within BIZ CATEGORY	8.3%	.0%	.0%	10.5%
	UP MORE THAN 25	Count	16	0	2	24
		% within BIZ CATEGORY	66.7%	.0%	66.7%	63.2%
	NO CHANGE	Count	2	0	1	4
		% within BIZ CATEGORY	8.3%	.0%	33.3%	10.5%
	DOWN LESS THAN 10	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
	DOWN 10 TO 25	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
	DOWN MORE THAN 25	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q5-EMPLOYEES - PAST * ANNUAL REVENUE			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	13	9	19	1
		% within ANNUAL REVENUE	7.0%	13.6%	22.9%	11.1%
	UP 10 TO 25	Count	14	4	7	1
		% within ANNUAL REVENUE	7.6%	6.1%	8.4%	11.1%
	UP MORE THAN 25	Count	124	37	23	0
		% within ANNUAL REVENUE	67.0%	56.1%	27.7%	.0%
	NO CHANGE	Count	29	14	27	5
		% within ANNUAL REVENUE	15.7%	21.2%	32.5%	55.6%
	DOWN LESS THAN 10	Count	5	2	5	2
		% within ANNUAL REVENUE	2.7%	3.0%	6.0%	22.2%

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	DOWN 10 TO 25	Count	0	0	1	0
		% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
	DOWN MORE THAN 25	Count	0	0	1	0
		% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q5-EMPLOYEES - PAST * NUMBER EMPLOYEES			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	49	3	4	1
		% within NUMBER EMPLOYEES	13.7%	9.7%	25.0%	16.7%
	UP 10 TO 25	Count	25	1	2	1
		% within NUMBER EMPLOYEES	7.0%	3.2%	12.5%	16.7%
	UP MORE THAN 25	Count	201	0	0	0
		% within NUMBER EMPLOYEES	56.3%	.0%	.0%	.0%
	NO CHANGE	Count	69	21	7	3
		% within NUMBER EMPLOYEES	19.3%	67.7%	43.8%	50.0%
	DOWN LESS THAN 10	Count	12	4	2	0
		% within NUMBER EMPLOYEES	3.4%	12.9%	12.5%	.0%
	DOWN 10 TO 25	Count	1	0	1	0
		% within NUMBER EMPLOYEES	.3%	.0%	6.3%	.0%
	DOWN MORE THAN 25	Count	0	2	0	1
		% within NUMBER EMPLOYEES	.0%	6.5%	.0%	16.7%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q5-EMPLOYEES - PAST * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	9	16	18	10

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	% within REGION OF OHIO	14.1%	11.9%	15.3%	16.1%
UP 10 TO 25	Count	0	13	11	2
	% within REGION OF OHIO	.0%	9.7%	9.3%	3.2%
UP MORE THAN 25	Count	36	67	58	27
	% within REGION OF OHIO	56.3%	50.0%	49.2%	43.5%
NO CHANGE	Count	17	31	26	18
	% within REGION OF OHIO	26.6%	23.1%	22.0%	29.0%
DOWN LESS THAN 10	Count	1	5	4	4
	% within REGION OF OHIO	1.6%	3.7%	3.4%	6.5%
DOWN 10 TO 25	Count	1	1	0	0
	% within REGION OF OHIO	1.6%	.7%	.0%	.0%
DOWN MORE THAN 25	Count	0	1	1	1
	% within REGION OF OHIO	.0%	.7%	.8%	1.6%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q5A * TITLE Crosstabulation

		TITLE			
		C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q5A	Count	17	197	20	9
	% within TITLE	89.5%	67.2%	74.1%	69.2%
-0.17	Count	2	0	0	0
	% within TITLE	10.5%	.0%	.0%	.0%
0	Count	0	38	5	2
	% within TITLE	.0%	13.0%	18.5%	15.4%
0.2	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
0.4	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%

Quarter 1 2018 Full Crosstabs

0.5	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%
1	Count	0	14	0	0
	% within TITLE	.0%	4.8%	.0%	.0%
1 employee	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
1/2 of work force	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
11	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
12	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
15	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
2	Count	0	3	0	0
	% within TITLE	.0%	1.0%	.0%	.0%
2 decreased	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
20	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%
20% increase	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%
23	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
3	Count	0	3	1	1
	% within TITLE	.0%	1.0%	3.7%	7.7%
3 new employe	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%
6	Count	0	2	0	0
	% within TITLE	.0%	.7%	.0%	.0%
8	Count	0	0	0	1
	% within TITLE	.0%	.0%	.0%	7.7%
ADDED 2	Count	0	0	0	0

Quarter 1 2018 Full Crosstabs

WORKERS	% within TITLE	.0%	.0%	.0%	.0%
decrease 10%	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
He is the only employee	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
increase 35%	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
n/a	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
none	Count	0	3	0	0
	% within TITLE	.0%	1.0%	.0%	.0%
NONE	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
same	Count	0	8	0	0
	% within TITLE	.0%	2.7%	.0%	.0%
Same	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
SEASONAL	Count	0	0	1	0
	% within TITLE	.0%	.0%	3.7%	.0%
stay same	Count	0	1	0	0
	% within TITLE	.0%	.3%	.0%	.0%
Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q5A * BIZ CATEGORY		Crosstabulation			
		BIZ CATEGORY			
		AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q5A	Count	13	2	3	21
	% within BIZ CATEGORY	54.2%	100.0%	100.0%	55.3%
-0.17	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
0	Count	3	0	0	8
	% within BIZ CATEGORY	12.5%	.0%	.0%	21.1%
0.2	Count	0	0	0	0

Quarter 1 2018 Full Crosstabs

	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
0.4	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
0.5	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
1	Count	0	0	0	3
	% within BIZ CATEGORY	.0%	.0%	.0%	7.9%
1 employee	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
1/2 of work force	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
11	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
12	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
15	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
2	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
2 decreased	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
20	Count	0	0	0	2
	% within BIZ CATEGORY	.0%	.0%	.0%	5.3%
20% increase	Count	2	0	0	0
	% within BIZ CATEGORY	8.3%	.0%	.0%	.0%
23	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
3	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
3 new employe	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
6	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%

Quarter 1 2018 Full Crosstabs

8	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
ADDED 2 WORKERS	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
decrease 10%	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
He is the only employee	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
increase 35%	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
n/a	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
none	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
NONE	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
same	Count	0	0	0	4
	% within BIZ CATEGORY	.0%	.0%	.0%	10.5%
Same	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
SEASONAL	Count	1	0	0	0
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%
stay same	Count	0	0	0	0
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total	Count	24	2	3	38
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q5A * ANNUAL REVENUE		Crosstabulation			
		ANNUAL REVENUE			
		LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q5A	Count	122	42	61	9
	% within ANNUAL REVENUE	65.9%	63.6%	73.5%	100.0%
-0.17	Count	0	0	2	0
	% within ANNUAL REVENUE	.0%	.0%	2.4%	.0%

Quarter 1 2018 Full Crosstabs

0	Count	25	11	9	0
	% within ANNUAL REVENUE	13.5%	16.7%	10.8%	.0%
0.2	Count	0	1	0	0
	% within ANNUAL REVENUE	.0%	1.5%	.0%	.0%
0.4	Count	0	0	2	0
	% within ANNUAL REVENUE	.0%	.0%	2.4%	.0%
0.5	Count	0	2	0	0
	% within ANNUAL REVENUE	.0%	3.0%	.0%	.0%
1	Count	11	3	0	0
	% within ANNUAL REVENUE	5.9%	4.5%	.0%	.0%
1 employee	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
1/2 of work force	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
11	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
12	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
15	Count	0	1	0	0
	% within ANNUAL REVENUE	.0%	1.5%	.0%	.0%
2	Count	3	0	0	0
	% within ANNUAL REVENUE	1.6%	.0%	.0%	.0%
2 decreased	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
20	Count	0	0	2	0
	% within ANNUAL REVENUE	.0%	.0%	2.4%	.0%
20% increase	Count	2	0	0	0
	% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
23	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
3	Count	2	1	2	0
	% within ANNUAL REVENUE	1.1%	1.5%	2.4%	.0%

Quarter 1 2018 Full Crosstabs

3 new employe	Count	0	0	0	0
	% within ANNUAL REVENUE	.0%	.0%	.0%	.0%
6	Count	2	0	0	0
	% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
8	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
ADDED 2 WORKERS	Count	0	1	0	0
	% within ANNUAL REVENUE	.0%	1.5%	.0%	.0%
decrease 10%	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
He is the only employee	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
increase 35%	Count	0	1	0	0
	% within ANNUAL REVENUE	.0%	1.5%	.0%	.0%
n/a	Count	0	0	0	0
	% within ANNUAL REVENUE	.0%	.0%	.0%	.0%
none	Count	2	1	0	0
	% within ANNUAL REVENUE	1.1%	1.5%	.0%	.0%
NONE	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
same	Count	8	2	0	0
	% within ANNUAL REVENUE	4.3%	3.0%	.0%	.0%
Same	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
SEASONAL	Count	1	0	0	0
	% within ANNUAL REVENUE	.5%	.0%	.0%	.0%
stay same	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%

Quarter 1 2018 Full Crosstabs

	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
Total	Count	185	66	83	9
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q5A * NUMBER EMPLOYEES Crosstabulation

		NUMBER EMPLOYEES				
		1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +	
Q5A	Count	236	31	16	6	
	% within NUMBER EMPLOYEES	66.1%	100.0%	100.0%	100.0%	
	-0.17	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%	
	0	Count	52	0	0	0
	% within NUMBER EMPLOYEES	14.6%	.0%	.0%	.0%	
	0.2	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%	
	0.4	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%	
	0.5	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%	
	1	Count	14	0	0	0
	% within NUMBER EMPLOYEES	3.9%	.0%	.0%	.0%	
	1 employee	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%	
	1/2 of work force	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%	
11	Count	1	0	0	0	
% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%		

Quarter 1 2018 Full Crosstabs

12	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
15	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
2	Count	3	0	0	0
	% within NUMBER EMPLOYEES	.8%	.0%	.0%	.0%
2 decreased	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
20	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%
20% increase	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%
23	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
3	Count	5	0	0	0
	% within NUMBER EMPLOYEES	1.4%	.0%	.0%	.0%
3 new employe	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%
6	Count	2	0	0	0
	% within NUMBER EMPLOYEES	.6%	.0%	.0%	.0%
8	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
ADDED 2 WORKERS	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
decrease 10%	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
He is the only employee	Count	1	0	0	0
	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%

Quarter 1 2018 Full Crosstabs

	increase 35%	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
	n/a	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
	none	Count	3	0	0	0
		% within NUMBER EMPLOYEES	.8%	.0%	.0%	.0%
	NONE	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
	same	Count	12	0	0	0
		% within NUMBER EMPLOYEES	3.4%	.0%	.0%	.0%
	Same	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
	SEASONAL	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
	stay same	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
Total	Count	357	31	16	6	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	

Q5A * REGION OF OHIO Crosstabulation

		REGION OF OHIO			
		NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q5A	Count	40	99	80	47
	% within REGION OF OHIO	62.5%	73.9%	67.8%	75.8%
-0.17	Count	0	0	2	0
	% within REGION OF OHIO	.0%	.0%	1.7%	.0%
0	Count	13	12	15	8
	% within REGION OF OHIO	20.0%	9.1%	12.5%	11.8%

Quarter 1 2018 Full Crosstabs

	% within REGION OF OHIO	20.3%	9.0%	12.7%	12.9%
0.2	Count	1	0	0	0
	% within REGION OF OHIO	1.6%	.0%	.0%	.0%
0.4	Count	0	2	0	0
	% within REGION OF OHIO	.0%	1.5%	.0%	.0%
0.5	Count	2	0	0	0
	% within REGION OF OHIO	3.1%	.0%	.0%	.0%
1	Count	2	6	5	1
	% within REGION OF OHIO	3.1%	4.5%	4.2%	1.6%
1 employee	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
1/2 of work force	Count	0	0	0	0
	% within REGION OF OHIO	.0%	.0%	.0%	.0%
11	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
12	Count	0	1	0	0
	% within REGION OF OHIO	.0%	.7%	.0%	.0%
15	Count	0	0	0	1
	% within REGION OF OHIO	.0%	.0%	.0%	1.6%
2	Count	0	1	2	0
	% within REGION OF OHIO	.0%	.7%	1.7%	.0%
2 decreased	Count	0	1	0	0
	% within REGION OF OHIO	.0%	.7%	.0%	.0%
20	Count	0	2	0	0
	% within REGION OF OHIO	.0%	1.5%	.0%	.0%
20% increase	Count	0	0	2	0
	% within REGION OF OHIO	.0%	.0%	1.7%	.0%
23	Count	0	0	0	1
	% within REGION OF OHIO	.0%	.0%	.0%	1.6%

Quarter 1 2018 Full Crosstabs

3	Count	0	1	1	2
	% within REGION OF OHIO	.0%	.7%	.8%	3.2%
3 new employe	Count	0	2	0	0
	% within REGION OF OHIO	.0%	1.5%	.0%	.0%
6	Count	2	0	0	0
	% within REGION OF OHIO	3.1%	.0%	.0%	.0%
8	Count	0	0	0	0
	% within REGION OF OHIO	.0%	.0%	.0%	.0%
ADDED 2 WORKERS	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
decrease 10%	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
He is the only employee	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
increase 35%	Count	0	0	1	0
	% within REGION OF OHIO	.0%	.0%	.8%	.0%
n/a	Count	1	0	0	0
	% within REGION OF OHIO	1.6%	.0%	.0%	.0%
none	Count	1	1	1	0
	% within REGION OF OHIO	1.6%	.7%	.8%	.0%
NONE	Count	0	0	0	0
	% within REGION OF OHIO	.0%	.0%	.0%	.0%
same	Count	2	3	4	2
	% within REGION OF OHIO	3.1%	2.2%	3.4%	3.2%
Same	Count	0	1	0	0
	% within REGION OF OHIO	.0%	.7%	.0%	.0%
SEASONAL	Count	0	1	0	0
	% within REGION OF OHIO	.0%	.7%	.0%	.0%
stay same	Count	0	1	0	0
	% within REGION OF OHIO	.0%	.7%	.0%	.0%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	9	67	7	0
		% within TITLE	47.4%	22.9%	25.9%	.0%
	UP 10 TO 25	Count	1	10	2	0
		% within TITLE	5.3%	3.4%	7.4%	.0%
	UP MORE THAN 25	Count	2	156	11	9
		% within TITLE	10.5%	53.2%	40.7%	69.2%
	NO CHANGE	Count	6	56	6	4
		% within TITLE	31.6%	19.1%	22.2%	30.8%
	DOWN LESS THAN 10	Count	1	3	1	0
		% within TITLE	5.3%	1.0%	3.7%	.0%
	DOWN MORE THAN 25	Count	0	1	0	0
		% within TITLE	.0%	.3%	.0%	.0%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q6-EMPLOYEES - FORWARD * BIZ CATEGORY Crosstabulation			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	8	2	0	9
		% within BIZ CATEGORY	33.3%	100.0%	.0%	23.7%
	UP 10 TO 25	Count	0	0	0	4
		% within BIZ CATEGORY	.0%	.0%	.0%	10.5%
	UP MORE THAN 25	Count	12	0	2	22
		% within BIZ CATEGORY	50.0%	.0%	66.7%	57.9%
	NO CHANGE	Count	4	0	1	3
		% within BIZ CATEGORY	16.7%	.0%	33.3%	7.9%
	DOWN LESS THAN 10	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
	DOWN MORE THAN 25	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38

Quarter 1 2018 Full Crosstabs

% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%
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Q6-EMPLOYEES - FORWARD * ANNUAL REVENUE			ANNUAL REVENUE				
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	20	20	28	3	
		% within ANNUAL REVENUE	10.9%	30.3%	33.7%	33.3%	
	UP 10 TO 25	Count	4	2	2	0	
		% within ANNUAL REVENUE	2.2%	3.0%	2.4%	.0%	
	UP MORE THAN 25	Count	128	29	27	1	
		% within ANNUAL REVENUE	69.6%	43.9%	32.5%	11.1%	
	NO CHANGE	Count	32	15	23	4	
		% within ANNUAL REVENUE	17.4%	22.7%	27.7%	44.4%	
	DOWN LESS THAN 10	Count	0	0	2	0	
		% within ANNUAL REVENUE	.0%	.0%	2.4%	.0%	
	DOWN MORE THAN 25	Count	0	0	1	1	
		% within ANNUAL REVENUE	.0%	.0%	1.2%	11.1%	
	Total		Count	184	66	83	9
			% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q6-EMPLOYEES - FORWARD * NUMBER EMPLOYEES			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	78	13	4	1
		% within NUMBER	21.9%	41.9%	25.0%	16.7%
	UP 10 TO 25	Count	8	2	3	0
		% within NUMBER	2.2%	6.5%	18.8%	.0%
	UP MORE THAN 25	Count	197	0	1	2
		% within NUMBER	55.3%	.0%	6.3%	33.3%
	NO CHANGE	Count	71	13	6	1
		% within NUMBER EMPLOYEES	19.9%	41.9%	37.5%	16.7%
	DOWN LESS THAN 10	Count	2	2	1	1
		% within NUMBER EMPLOYEES	.6%	6.5%	6.3%	16.7%

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	DOWN MORE THAN 25	Count	0	1	1	1
		% within NUMBER EMPLOYEES	.0%	3.2%	6.3%	16.7%
Total		Count	356	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q6-EMPLOYEES - FORWARD * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	15	27	32	13
		% within REGION OF OHIO	23.4%	20.1%	27.1%	21.3%
	UP 10 TO 25	Count	0	9	2	2
		% within REGION OF OHIO	.0%	6.7%	1.7%	3.3%
	UP MORE THAN 25	Count	38	66	56	28
		% within REGION OF OHIO	59.4%	49.3%	47.5%	45.9%
	NO CHANGE	Count	10	30	26	16
	% within REGION OF OHIO	15.6%	22.4%	22.0%	26.2%	
DOWN LESS THAN 10	Count	1	1	1	1	
	% within REGION OF OHIO	1.6%	.7%	.8%	1.6%	
DOWN MORE THAN 25	Count	0	1	1	1	
	% within REGION OF OHIO	.0%	.7%	.8%	1.6%	
Total		Count	64	134	118	61
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q7-UNFILLED JOBS? * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	3	38	6	0
		% within TITLE	15.8%	13.0%	22.2%	.0%

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OPENINGS - UNSKILLED	Count	2	15	2	0
	% within TITLE	10.5%	5.1%	7.4%	.0%
OPENINGS - BOTH	Count	3	25	3	0
	% within TITLE	15.8%	8.5%	11.1%	.0%
NO OPENINGS	Count	11	215	15	13
	% within TITLE	57.9%	73.4%	55.6%	100.0%
5.0	Count	0	0	1	0
	% within TITLE	.0%	.0%	3.7%	.0%
Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q7-UNFILLED JOBS? * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	1	1	1	9
		% within BIZ CATEGORY	4.2%	50.0%	33.3%	23.7%
OPENINGS - UNSKILLED	Count	4	0	0	3	
	% within BIZ CATEGORY	16.7%	.0%	.0%	7.9%	
OPENINGS - BOTH	Count	1	1	0	2	
	% within BIZ CATEGORY	4.2%	50.0%	.0%	5.3%	
NO OPENINGS	Count	18	0	2	23	
	% within BIZ CATEGORY	75.0%	.0%	66.7%	60.5%	
5.0	Count	0	0	0	1	
	% within BIZ CATEGORY	.0%	.0%	.0%	2.6%	
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q7-UNFILLED JOBS? * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	17	4	18	2
		% within ANNUAL REVENUE	9.2%	6.1%	21.7%	22.2%
OPENINGS - UNSKILLED	Count	6	2	9	1	
	% within ANNUAL REVENUE	25.0%	10.0%	33.3%	25.0%	

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		UNSKILLED	% within ANNUAL REVENUE	3.2%	3.0%	10.8%	11.1%
	OPENINGS - BOTH	Count		7	5	10	2
		% within ANNUAL REVENUE		3.8%	7.6%	12.0%	22.2%
	NO OPENINGS	Count		155	54	46	4
		% within ANNUAL REVENUE		83.8%	81.8%	55.4%	44.4%
5.0		Count		0	1	0	0
		% within ANNUAL REVENUE		.0%	1.5%	.0%	.0%
Total		Count		185	66	83	9
		% within ANNUAL REVENUE		100.0%	100.0%	100.0%	100.0%

Q7-UNFILLED JOBS? * NUMBER EMPLOYEES			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	40	10	8	2
		% within NUMBER	11.2%	32.3%	50.0%	33.3%
	OPENINGS - UNSKILLED	Count	20	0	2	0
		% within NUMBER	5.6%	.0%	12.5%	.0%
	OPENINGS - BOTH	Count	22	10	3	1
		% within NUMBER	6.2%	32.3%	18.8%	16.7%
	NO OPENINGS	Count	274	11	3	3
		% within NUMBER	76.8%	35.5%	18.8%	50.0%
5.0		Count	1	0	0	0
		% within NUMBER	.3%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q7-UNFILLED JOBS? * REGION OF OHIO Crosstabulation			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	11	17	18	9
		% within REGION OF OHIO	17.2%	12.7%	15.3%	14.5%
	OPENINGS - UNSKILLED	Count	1	6	9	4

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UNSKILLED	% within REGION OF OHIO	1.6%	4.5%	7.6%	6.5%
	OPENINGS - BOTH	Count	10	8	13
	% within REGION OF OHIO	15.6%	6.0%	11.0%	8.1%
NO OPENINGS	Count	42	103	78	43
	% within REGION OF OHIO	65.6%	76.9%	66.1%	69.4%
5.0	Count	0	0	0	1
	% within REGION OF OHIO	.0%	.0%	.0%	1.6%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q8-CAPEX - PAST * TITLE Crosstabulation			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	3	161	11	9
		% within TITLE	15.8%	54.9%	40.7%	69.2%
	YES, \$1K TO \$5K	Count	1	13	2	1
		% within TITLE	5.3%	4.4%	7.4%	7.7%
	YES, \$5K TO \$10K	Count	1	42	5	0
		% within TITLE	5.3%	14.3%	18.5%	.0%
	YES, \$10K TO \$20K	Count	0	3	2	0
		% within TITLE	.0%	1.0%	7.4%	.0%
	YES, \$20K TO \$50K	Count	0	8	1	0
		% within TITLE	.0%	2.7%	3.7%	.0%
	YES, \$50K TO \$100K	Count	1	15	1	0
		% within TITLE	5.3%	5.1%	3.7%	.0%
	YES, \$100K TO \$500K	Count	0	7	1	0
		% within TITLE	.0%	2.4%	3.7%	.0%
	YES, \$500K TO \$1M	Count	3	5	0	0
		% within TITLE	15.8%	1.7%	.0%	.0%

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	YES, \$1M +	Count	3	3	1	0
		% within TITLE	15.8%	1.0%	3.7%	.0%
	NO CAPEX	Count	7	36	3	3
		% within TITLE	36.8%	12.3%	11.1%	23.1%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q8-CAPEX - PAST * BIZ CATEGORY Crosstabulation			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	21	0	1	21
		% within BIZ CATEGORY	87.5%	.0%	33.3%	55.3%
	YES, \$1K TO \$5K	Count	0	0	0	3
		% within BIZ CATEGORY	.0%	.0%	.0%	7.9%
	YES, \$5K TO \$10K	Count	0	1	0	5
		% within BIZ CATEGORY	.0%	50.0%	.0%	13.2%
	YES, \$10K TO \$20K	Count	1	0	0	1
		% within BIZ CATEGORY	4.2%	.0%	.0%	2.6%
	YES, \$20K TO \$50K	Count	1	0	1	0
		% within BIZ CATEGORY	4.2%	.0%	33.3%	.0%
	YES, \$50K TO \$100K	Count	0	1	0	3
		% within BIZ CATEGORY	.0%	50.0%	.0%	7.9%
	YES, \$100K TO \$500K	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
	YES, \$500K TO \$1M	Count	0	0	0	3
		% within BIZ CATEGORY	.0%	.0%	.0%	7.9%
	YES, \$1M +	Count	0	0	0	1
		% within BIZ CATEGORY	.0%	.0%	.0%	2.6%
	NO CAPEX	Count	1	0	1	1
		% within BIZ CATEGORY	4.2%	.0%	33.3%	2.6%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

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Q8-CAPEX - PAST * ANNUAL REVENUE Crosstabulation						
			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	117	38	25	0
		% within ANNUAL REVENUE	63.2%	57.6%	30.1%	.0%
	YES, \$1K TO \$5K	Count	7	6	6	1
		% within ANNUAL REVENUE	3.8%	9.1%	7.2%	11.1%
	YES, \$5K TO \$10K	Count	23	8	14	2
		% within ANNUAL REVENUE	12.4%	12.1%	16.9%	22.2%
	YES, \$10K TO \$20K	Count	2	1	2	0
		% within ANNUAL REVENUE	1.1%	1.5%	2.4%	.0%
	YES, \$20K TO \$50K	Count	2	2	3	0
		% within ANNUAL REVENUE	1.1%	3.0%	3.6%	.0%
	YES, \$50K TO \$100K	Count	4	1	4	1
		% within ANNUAL REVENUE	2.2%	1.5%	4.8%	11.1%
	YES, \$100K TO \$500K	Count	2	1	4	0
% within ANNUAL REVENUE		1.1%	1.5%	4.8%	.0%	
YES, \$500K TO \$1M	Count	3	1	3	0	
	% within ANNUAL REVENUE	1.6%	1.5%	3.6%	.0%	
YES, \$1M +	Count	1	1	0	1	
	% within ANNUAL REVENUE	.5%	1.5%	.0%	11.1%	
NO CAPEX	Count	24	7	22	4	
	% within ANNUAL REVENUE	13.0%	10.6%	26.5%	44.4%	
Total	Count	185	66	83	9	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	

Q8-CAPEX - PAST * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	199	0	0	0
		% within NUMBER EMPLOYEES	55.7%	.0%	.0%	.0%
	YES, \$1K TO \$5K	Count	18	1	1	0

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	% within NUMBER EMPLOYEES	5.0%	3.2%	6.3%	.0%
YES, \$5K TO \$10K	Count	48	3	2	1
	% within NUMBER EMPLOYEES	13.4%	9.7%	12.5%	16.7%
YES, \$10K TO \$20K	Count	3	2	0	0
	% within NUMBER EMPLOYEES	.8%	6.5%	.0%	.0%
YES, \$20K TO \$50K	Count	8	3	1	0
	% within NUMBER EMPLOYEES	2.2%	9.7%	6.3%	.0%
YES, \$50K TO \$100K	Count	13	3	5	0
	% within NUMBER EMPLOYEES	3.6%	9.7%	31.3%	.0%
YES, \$100K TO \$500K	Count	9	2	1	1
	% within NUMBER EMPLOYEES	2.5%	6.5%	6.3%	16.7%
YES, \$500K TO \$1M	Count	7	3	2	1
	% within NUMBER EMPLOYEES	2.0%	9.7%	12.5%	16.7%
YES, \$1M +	Count	0	6	2	3
	% within NUMBER EMPLOYEES	.0%	19.4%	12.5%	50.0%
NO CAPEX	Count	52	8	2	0
	% within NUMBER EMPLOYEES	14.6%	25.8%	12.5%	.0%
Total	Count	357	31	16	6
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q8-CAPEX - PAST * REGION OF OHIO Crosstabulation

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	33	68	60	25
		% within REGION OF OHIO	51.6%	50.7%	50.8%	40.3%
	YES, \$1K TO \$5K	Count	2	6	8	3
		% within REGION OF OHIO	3.1%	4.5%	6.8%	4.8%

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YES, \$5K TO \$10K	Count	8	20	15	8
	% within REGION OF OHIO	12.5%	14.9%	12.7%	12.9%
YES, \$10K TO \$20K	Count	1	0	1	3
	% within REGION OF OHIO	1.6%	.0%	.8%	4.8%
YES, \$20K TO \$50K	Count	4	1	2	3
	% within REGION OF OHIO	6.3%	.7%	1.7%	4.8%
YES, \$50K TO \$100K	Count	3	7	3	4
	% within REGION OF OHIO	4.7%	5.2%	2.5%	6.5%
YES, \$100K TO \$500K	Count	5	2	6	0
	% within REGION OF OHIO	7.8%	1.5%	5.1%	.0%
YES, \$500K TO \$1M	Count	0	3	8	2
	% within REGION OF OHIO	.0%	2.2%	6.8%	3.2%
YES, \$1M +	Count	1	5	1	4
	% within REGION OF OHIO	1.6%	3.7%	.8%	6.5%
NO CAPEX	Count	7	22	14	10
	% within REGION OF OHIO	10.9%	16.4%	11.9%	16.1%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q9-CAPEX - FORWARD * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q9-CAPEX - FORWARD	YES	Count	10	102	11	4
		% within TITLE	52.6%	34.8%	40.7%	30.8%
	NO	Count	8	168	15	8
		% within TITLE	42.1%	57.3%	55.6%	61.5%
	NOT SURE	Count	1	23	1	1
		% within TITLE	5.3%	7.8%	3.7%	7.7%
Total	Count	19	293	27	13	

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	% within TITLE	100.0%	100.0%	100.0%	100.0%
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Q9-CAPEX - FORWARD * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q9-CAPEX - FORWARD	YES	Count	10	2	1	16
		% within BIZ CATEGORY	41.7%	100.0%	33.3%	42.1%
	NO	Count	14	0	2	20
		% within BIZ CATEGORY	58.3%	.0%	66.7%	52.6%
	NOT SURE	Count	0	0	0	2
		% within BIZ CATEGORY	.0%	.0%	.0%	5.3%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q9-CAPEX - FORWARD * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q9-CAPEX - FORWARD	YES	Count	49	21	34	4
		% within ANNUAL REVENUE	26.5%	31.8%	41.0%	44.4%
	NO	Count	120	42	39	2
		% within ANNUAL REVENUE	64.9%	63.6%	47.0%	22.2%
	NOT SURE	Count	16	3	10	3
		% within ANNUAL REVENUE	8.6%	4.5%	12.0%	33.3%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q9-CAPEX - FORWARD * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q9-CAPEX - FORWARD	YES	Count	113	22	12	6
		% within NUMBER EMPLOYEES	31.7%	71.0%	75.0%	100.0%
	NO	Count	213	7	1	0
		% within NUMBER EMPLOYEES	59.7%	22.6%	6.3%	.0%

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	NOT SURE	Count	31	2	3	0
		% within NUMBER	8.7%	6.5%	18.8%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q9-CAPEX - FORWARD * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q9-CAPEX - FORWARD	YES	Count	27	39	53	24
		% within REGION OF OHIO	42.2%	29.1%	44.9%	38.7%
	NO	Count	34	86	55	29
		% within REGION OF OHIO	53.1%	64.2%	46.6%	46.8%
	NOT SURE	Count	3	9	10	9
		% within REGION OF OHIO	4.7%	6.7%	8.5%	14.5%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q10-OVERALL EXPENSES - PAST * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	9	112	11	0
		% within TITLE	47.4%	38.2%	40.7%	.0%
	UP 5% TO 10%	Count	2	29	4	4
		% within TITLE	10.5%	9.9%	14.8%	30.8%
	UP MORE THAN 10%	Count	2	119	8	6
	% within TITLE	10.5%	40.6%	29.6%	46.2%	
	NO CHANGE	Count	5	26	3	2
		% within TITLE	26.3%	8.9%	11.1%	15.4%
	DOWN LESS THAN 5%	Count	1	5	0	0
		% within TITLE	5.3%	1.7%	.0%	.0%

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DOWN 5% TO 10%	Count	0	0	0	1
	% within TITLE	.0%	.0%	.0%	7.7%
DOWN MORE THAN 10%	Count	0	2	1	0
	% within TITLE	.0%	.7%	3.7%	.0%
Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q10-OVERALL EXPENSES - PAST & BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q10-OVERALL EXPENSES - PAST UP LESS THAN 5%	Count	9	0	0	0	17
	% within BIZ CATEGORY	37.5%	.0%	.0%	.0%	44.7%
UP 5% TO 10%	Count	1	0	0	0	4
	% within BIZ CATEGORY	4.2%	.0%	.0%	.0%	10.5%
UP MORE THAN 10%	Count	14	0	2	15	
	% within BIZ CATEGORY	58.3%	.0%	66.7%	39.5%	
NO CHANGE	Count	0	2	0	1	
	% within BIZ CATEGORY	.0%	100.0%	.0%	2.6%	
DOWN LESS THAN 5%	Count	0	0	0	0	
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%	
DOWN 5% TO 10%	Count	0	0	0	0	
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%	
DOWN MORE THAN 10%	Count	0	0	1	1	
	% within BIZ CATEGORY	.0%	.0%	33.3%	2.6%	
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q10-OVERALL EXPENSES - PAST & ANNUAL REVENUE			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q10-OVERALL EXPENSES - PAST UP LESS THAN 5%	Count	64	26	40	4	
	% within ANNUAL REVENUE	34.6%	39.4%	48.2%	44.4%	
UP 5% TO 10%	Count	11	7	16	0	

Quarter 1 2018 Full Crosstabs

	% within ANNUAL REVENUE	5.9%	10.6%	19.3%	.0%
UP MORE THAN 10%	Count	93	27	13	0
	% within ANNUAL REVENUE	50.3%	40.9%	15.7%	.0%
NO CHANGE	Count	14	4	9	5
	% within ANNUAL REVENUE	7.6%	6.1%	10.8%	55.6%
DOWN LESS THAN 5%	Count	1	2	3	0
	% within ANNUAL REVENUE	.5%	3.0%	3.6%	.0%
DOWN 5% TO 10%	Count	0	0	1	0
	% within ANNUAL REVENUE	.0%	.0%	1.2%	.0%
DOWN MORE THAN 10%	Count	2	0	1	0
	% within ANNUAL REVENUE	1.1%	.0%	1.2%	.0%
Total	Count	185	66	83	9
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q10-OVERALL EXPENSES - PAST # NUMBER EMPLOYEES			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q10-OVERALL EXPENSES - PAST UP LESS THAN 5%	Count		134	13	5	3
	% within NUMBER EMPLOYEES		37.5%	41.9%	31.3%	50.0%
UP 5% TO 10%	Count		35	7	3	2
	% within NUMBER EMPLOYEES		9.8%	22.6%	18.8%	33.3%
UP MORE THAN 10%	Count		147	1	2	0
	% within NUMBER EMPLOYEES		41.2%	3.2%	12.5%	.0%
NO CHANGE	Count		33	7	6	0
	% within NUMBER EMPLOYEES		9.2%	22.6%	37.5%	.0%
DOWN LESS THAN 5%	Count		5	1	0	1
	% within NUMBER EMPLOYEES		1.4%	3.2%	.0%	16.7%
DOWN 5% TO 10%	Count		1	0	0	0
	% within NUMBER EMPLOYEES		.3%	.0%	.0%	.0%
DOWN MORE THAN 10%	Count		2	2	0	0
	% within NUMBER EMPLOYEES		.6%	6.5%	.0%	.0%
Total	Count		357	31	16	6

Quarter 1 2018 Full Crosstabs

% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%
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Q10-OVERALL EXPENSES - PAST * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	19	47	54	25
		% within REGION OF OHIO	29.7%	35.1%	45.8%	40.3%
	UP 5% TO 10%	Count	10	13	13	8
		% within REGION OF OHIO	15.6%	9.7%	11.0%	12.9%
	UP MORE THAN 10%	Count	30	50	41	19
		% within REGION OF OHIO	46.9%	37.3%	34.7%	30.6%
	NO CHANGE	Count	3	19	9	7
		% within REGION OF OHIO	4.7%	14.2%	7.6%	11.3%
	DOWN LESS THAN 5%	Count	1	3	1	1
		% within REGION OF OHIO	1.6%	2.2%	.8%	1.6%
	DOWN 5% TO 10%	Count	1	0	0	0
		% within REGION OF OHIO	1.6%	.0%	.0%	.0%
	DOWN MORE THAN 10%	Count	0	2	0	2
		% within REGION OF OHIO	.0%	1.5%	.0%	3.2%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q11-OVERALL EXPENSES - FORWARD * TITLE

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	8	100	11	3
		% within TITLE	42.1%	34.1%	40.7%	23.1%
	UP 5% TO 10%	Count	4	21	4	2

Quarter 1 2018 Full Crosstabs

		% within TITLE	21.1%	7.2%	14.8%	15.4%
UP MORE THAN 10%	Count		1	129	8	5
	% within TITLE		5.3%	44.0%	29.6%	38.5%
NO CHANGE	Count		5	37	4	2
	% within TITLE		26.3%	12.6%	14.8%	15.4%
DOWN LESS THAN 5%	Count		1	3	0	0
	% within TITLE		5.3%	1.0%	.0%	.0%
DOWN 5% TO 10%	Count		0	2	0	1
	% within TITLE		.0%	.7%	.0%	7.7%
DOWN MORE THAN 10%	Count		0	1	0	0
	% within TITLE		.0%	.3%	.0%	.0%
Total	Count		19	293	27	13
	% within TITLE		100.0%	100.0%	100.0%	100.0%

Q11-OVERALL EXPENSES - FORWARD * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
UP LESS THAN 5%	Count		14	0	1	13
	% within BIZ CATEGORY		58.3%	.0%	33.3%	34.2%
UP 5% TO 10%	Count		0	0	0	3
	% within BIZ CATEGORY		.0%	.0%	.0%	7.9%
UP MORE THAN 10%	Count		7	0	1	20
	% within BIZ CATEGORY		29.2%	.0%	33.3%	52.6%
NO CHANGE	Count		3	2	1	2
	% within BIZ CATEGORY		12.5%	100.0%	33.3%	5.3%
DOWN LESS THAN 5%	Count		0	0	0	0
	% within BIZ CATEGORY		.0%	.0%	.0%	.0%
DOWN 5% TO 10%	Count		0	0	0	0
	% within BIZ CATEGORY		.0%	.0%	.0%	.0%
DOWN MORE THAN 10%	Count		0	0	0	0
	% within BIZ CATEGORY		.0%	.0%	.0%	.0%
Total	Count		24	2	3	38
	% within BIZ CATEGORY		100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q11-OVERALL EXPENSES - FORWARD * ANNUAL			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	57	25	37	2
		% within ANNUAL REVENUE	30.8%	37.9%	44.6%	22.2%
	UP 5% TO 10%	Count	5	5	13	2
		% within ANNUAL REVENUE	2.7%	7.6%	15.7%	22.2%
	UP MORE THAN 10%	Count	100	24	16	0
		% within ANNUAL REVENUE	54.1%	36.4%	19.3%	.0%
	NO CHANGE	Count	21	9	15	4
		% within ANNUAL REVENUE	11.4%	13.6%	18.1%	44.4%
	DOWN LESS THAN 5%	Count	0	2	0	0
		% within ANNUAL REVENUE	.0%	3.0%	.0%	.0%
DOWN 5% TO 10%	Count	1	1	2	0	
	% within ANNUAL REVENUE	.5%	1.5%	2.4%	.0%	
DOWN MORE THAN 10%	Count	1	0	0	1	
	% within ANNUAL REVENUE	.5%	.0%	.0%	11.1%	
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q11-OVERALL EXPENSES - FORWARD * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	126	13	3	2
		% within NUMBER	35.3%	41.9%	18.8%	33.3%
	UP 5% TO 10%	Count	25	5	3	3
		% within NUMBER	7.0%	16.1%	18.8%	50.0%
	UP MORE THAN 10%	Count	152	0	1	0
		% within NUMBER	42.6%	.0%	6.3%	.0%
	NO CHANGE	Count	48	11	7	0
		% within NUMBER	13.4%	35.5%	43.8%	.0%
	DOWN LESS THAN 5%	Count	1	2	1	0
		% within NUMBER	.3%	5.6%	3.2%	.0%

Quarter 1 2018 Full Crosstabs

	5%	% within NUMBER EMPLOYEES	.3%	6.5%	6.3%	.0%
	DOWN 5% TO 10%	Count	4	0	0	1
		% within NUMBER EMPLOYEES	1.1%	.0%	.0%	16.7%
	DOWN MORE THAN 10%	Count	1	0	1	0
		% within NUMBER EMPLOYEES	.3%	.0%	6.3%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q11-OVERALL EXPENSES - FORWARD * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	21	45	43	22
		% within REGION OF OHIO	32.8%	33.6%	36.4%	35.5%
	UP 5% TO 10%	Count	7	9	13	5
		% within REGION OF OHIO	10.9%	6.7%	11.0%	8.1%
	UP MORE THAN 10%	Count	29	53	45	17
		% within REGION OF OHIO	45.3%	39.6%	38.1%	27.4%
	NO CHANGE	Count	6	25	15	14
		% within REGION OF OHIO	9.4%	18.7%	12.7%	22.6%
	DOWN LESS THAN 5%	Count	0	1	2	0
		% within REGION OF OHIO	.0%	.7%	1.7%	.0%
	DOWN 5% TO 10%	Count	1	1	0	2
		% within REGION OF OHIO	1.6%	.7%	.0%	3.2%
	DOWN MORE THAN 10%	Count	0	0	0	2
		% within REGION OF OHIO	.0%	.0%	.0%	3.2%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q12. FUTURE BIZ OUTLOOK * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	2	32	1	0
		% within TITLE	10.5%	10.9%	3.7%	.0%
	A LITTLE BETTER	Count	8	94	11	5
		% within TITLE	42.1%	32.1%	40.7%	38.5%
	ABOUT THE SAME	Count	9	139	11	8
		% within TITLE	47.4%	47.4%	40.7%	61.5%
	SOMEWHAT WORSE	Count	0	24	4	0
		% within TITLE	.0%	8.2%	14.8%	.0%
6.0		Count	0	4	0	0
		% within TITLE	.0%	1.4%	.0%	.0%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q12. FUTURE BIZ OUTLOOK * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	4	0	1	5
		% within BIZ CATEGORY	16.7%	.0%	33.3%	13.2%
	A LITTLE BETTER	Count	10	1	2	18
		% within BIZ CATEGORY	41.7%	50.0%	66.7%	47.4%
	ABOUT THE SAME	Count	8	1	0	13
		% within BIZ CATEGORY	33.3%	50.0%	.0%	34.2%
	SOMEWHAT WORSE	Count	2	0	0	2
		% within BIZ CATEGORY	8.3%	.0%	.0%	5.3%
6.0		Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q12. FUTURE BIZ OUTLOOK * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	16	9	9	0
		% within ANNUAL REVENUE	8.6%	13.6%	10.8%	.0%
	A LITTLE BETTER	Count	65	16	30	6
		% within ANNUAL REVENUE	35.1%	24.2%	36.1%	66.7%
	ABOUT THE SAME	Count	78	36	43	3
		% within ANNUAL REVENUE	42.2%	54.5%	51.8%	33.3%
	SOMEWHAT WORSE	Count	22	5	1	0
		% within ANNUAL REVENUE	11.9%	7.6%	1.2%	.0%
	6.0	Count	4	0	0	0
		% within ANNUAL REVENUE	2.2%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q12. FUTURE BIZ OUTLOOK * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	35	5	2	0
		% within NUMBER	9.8%	16.1%	12.5%	.0%
	A LITTLE BETTER	Count	119	10	9	2
		% within NUMBER	33.3%	32.3%	56.3%	33.3%
	ABOUT THE SAME	Count	170	16	5	4
		% within NUMBER	47.6%	51.6%	31.3%	66.7%
	SOMEWHAT WORSE	Count	29	0	0	0
		% within NUMBER	8.1%	.0%	.0%	.0%
	6.0	Count	4	0	0	0
		% within NUMBER EMPLOYEES	1.1%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q12. FUTURE BIZ OUTLOOK * REGION OF OHIO

Quarter 1 2018 Full Crosstabs

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	2	17	9	11
		% within REGION OF OHIO	3.1%	12.7%	7.6%	17.7%
	A LITTLE BETTER	Count	18	39	44	23
		% within REGION OF OHIO	28.1%	29.1%	37.3%	37.1%
	ABOUT THE SAME	Count	35	64	59	26
% within REGION OF OHIO		54.7%	47.8%	50.0%	41.9%	
SOMEWHAT WORSE	Count	7	12	6	2	
	% within REGION OF OHIO	10.9%	9.0%	5.1%	3.2%	
6.0	Count	2	2	0	0	
	% within REGION OF OHIO	3.1%	1.5%	.0%	.0%	
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q13-ISSUES - FEDERAL REGS * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	5	70	7	4
		% within TITLE	26.3%	23.9%	25.9%	30.8%
	SOMEWHAT CONCERNED	Count	8	104	13	3
		% within TITLE	42.1%	35.5%	48.1%	23.1%
NOT VERY CONCERNED	Count	4	74	6	3	
	% within TITLE	21.1%	25.3%	22.2%	23.1%	
NOT AT ALL CONCERNED	Count	2	45	1	3	
	% within TITLE	10.5%	15.4%	3.7%	23.1%	
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q13-ISSUES - FEDERAL REGS *

BIZ CATEGORY Crosstabs

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	7	0	0	9
		% within BIZ CATEGORY	29.2%	.0%	.0%	23.7%
	SOMEWHAT CONCERNED	Count	4	1	1	6
		% within BIZ CATEGORY	16.7%	50.0%	33.3%	15.8%
	NOT VERY CONCERNED	Count	6	1	0	14
	% within BIZ CATEGORY	25.0%	50.0%	.0%	36.8%	
	NOT AT ALL CONCERNED	Count	7	0	2	9
		% within BIZ CATEGORY	29.2%	.0%	66.7%	23.7%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q13-ISSUES - FEDERAL REGS *

ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	41	18	17	5
		% within ANNUAL REVENUE	22.2%	27.3%	20.5%	55.6%
	SOMEWHAT CONCERNED	Count	63	21	36	3
		% within ANNUAL REVENUE	34.1%	31.8%	43.4%	33.3%
	NOT VERY CONCERNED	Count	46	17	20	1
	% within ANNUAL REVENUE	24.9%	25.8%	24.1%	11.1%	
	NOT AT ALL CONCERNED	Count	35	10	10	0
		% within ANNUAL REVENUE	18.9%	15.2%	12.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q13-ISSUES - FEDERAL REGS *

NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	81	10	10	2

Quarter 1 2018 Full Crosstabs

	CONCERNED	% within NUMBER	22.7%	32.3%	62.5%	33.3%
	SOMEWHAT CONCERNED	Count	125	10	4	3
		% within NUMBER	35.0%	32.3%	25.0%	50.0%
	NOT VERY CONCERNED	Count	88	11	2	1
		% within NUMBER	24.6%	35.5%	12.5%	16.7%
	NOT AT ALL CONCERNED	Count	63	0	0	0
		% within NUMBER	17.6%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q13-ISSUES - FEDERAL REGS * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	15	24	33	22
		% within REGION OF OHIO	23.4%	17.9%	28.0%	35.5%
	SOMEWHAT CONCERNED	Count	21	52	38	18
		% within REGION OF OHIO	32.8%	38.8%	32.2%	29.0%
	NOT VERY CONCERNED	Count	19	39	28	12
		% within REGION OF OHIO	29.7%	29.1%	23.7%	19.4%
	NOT AT ALL CONCERNED	Count	9	19	19	10
		% within REGION OF OHIO	14.1%	14.2%	16.1%	16.1%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q14-ISSUES - STATE REGS * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	5	65	6	1
		% within TITLE	26.3%	22.2%	22.2%	7.7%
	SOMEWHAT CONCERNED	Count	9	99	11	7

Quarter 1 2018 Full Crosstabs

		CONCERNED	% within TITLE				
				47.4%	33.8%	40.7%	53.8%
		NOT VERY CONCERNED	Count	5	78	4	2
			% within TITLE	26.3%	26.6%	14.8%	15.4%
		NOT AT ALL CONCERNED	Count	0	51	6	3
			% within TITLE	.0%	17.4%	22.2%	23.1%
Total			Count	19	293	27	13
			% within TITLE	100.0%	100.0%	100.0%	100.0%

Q14-ISSUES - STATE REGS *

BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	6	0	1	7
		% within BIZ CATEGORY	25.0%	.0%	33.3%	18.4%
	SOMEWHAT CONCERNED	Count	4	1	0	9
		% within BIZ CATEGORY	16.7%	50.0%	.0%	23.7%
	NOT VERY CONCERNED	Count	4	1	0	13
	% within BIZ CATEGORY	16.7%	50.0%	.0%	34.2%	
	NOT AT ALL CONCERNED	Count	10	0	2	9
		% within BIZ CATEGORY	41.7%	.0%	66.7%	23.7%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q14-ISSUES - STATE REGS *

ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	41	16	16	4
		% within ANNUAL REVENUE	22.2%	24.2%	19.3%	44.4%
	SOMEWHAT CONCERNED	Count	60	20	33	2
		% within ANNUAL REVENUE	32.4%	30.3%	39.8%	22.2%
	NOT VERY CONCERNED	Count	45	21	24	3
		% within ANNUAL REVENUE	24.3%	31.8%	28.9%	33.3%
	NOT AT ALL CONCERNED	Count	39	9	10	0

Quarter 1 2018 Full Crosstabs

CONCERNED		% within ANNUAL REVENUE	21.1%	13.6%	12.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q14-ISSUES - STATE REGS * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	72	12	6	2
		% within NUMBER	20.2%	38.7%	37.5%	33.3%
	SOMEWHAT CONCERNED	Count	120	7	7	4
		% within NUMBER	33.6%	22.6%	43.8%	66.7%
	NOT VERY CONCERNED	Count	96	12	3	0
		% within NUMBER	26.9%	38.7%	18.8%	.0%
	NOT AT ALL CONCERNED	Count	69	0	0	0
		% within NUMBER	19.3%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q14-ISSUES - STATE REGS * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	11	21	26	26
		% within REGION OF OHIO	17.2%	15.7%	22.0%	41.9%
	SOMEWHAT CONCERNED	Count	24	42	46	14
		% within REGION OF OHIO	37.5%	31.3%	39.0%	22.6%
	NOT VERY CONCERNED	Count	17	50	27	11
		% within REGION OF OHIO	26.6%	37.3%	22.9%	17.7%
	NOT AT ALL CONCERNED	Count	12	21	19	11
		% within REGION OF OHIO	18.8%	15.7%	16.1%	17.7%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q15-ISSUES - ECON UNCERTAINTY * TITLE			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count % within TITLE	2 10.5%	70 23.9%	6 22.2%	1 7.7%
	SOMEWHAT CONCERNED	Count % within TITLE	13 68.4%	111 37.9%	14 51.9%	10 76.9%
	NOT VERY CONCERNED	Count % within TITLE	3 15.8%	64 21.8%	4 14.8%	2 15.4%
	NOT AT ALL CONCERNED	Count % within TITLE	1 5.3%	48 16.4%	3 11.1%	0 .0%
Total		Count % within TITLE	19 100.0%	293 100.0%	27 100.0%	13 100.0%

Q15-ISSUES - ECON UNCERTAINTY * BIZ			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count % within BIZ CATEGORY	6 25.0%	0 .0%	0 .0%	5 13.2%
	SOMEWHAT CONCERNED	Count % within BIZ CATEGORY	6 25.0%	1 50.0%	1 33.3%	12 31.6%
	NOT VERY CONCERNED	Count % within BIZ CATEGORY	4 16.7%	1 50.0%	1 33.3%	11 28.9%
	NOT AT ALL CONCERNED	Count % within BIZ CATEGORY	8 33.3%	0 .0%	1 33.3%	10 26.3%
Total		Count % within BIZ CATEGORY	24 100.0%	2 100.0%	3 100.0%	38 100.0%

Q15-ISSUES - ECON UNCERTAINTY * ANNUAL		ANNUAL REVENUE	

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			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	49	15	13	0
		% within ANNUAL REVENUE	26.5%	22.7%	15.7%	.0%
	SOMEWHAT CONCERNED	Count	69	32	38	7
		% within ANNUAL REVENUE	37.3%	48.5%	45.8%	77.8%
	NOT VERY CONCERNED	Count	32	12	24	2
		% within ANNUAL REVENUE	17.3%	18.2%	28.9%	22.2%
	NOT AT ALL CONCERNED	Count	35	7	8	0
		% within ANNUAL REVENUE	18.9%	10.6%	9.6%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q15-ISSUES - ECON UNCERTAINTY * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	78	6	0	0
		% within NUMBER	21.8%	19.4%	.0%	.0%
	SOMEWHAT CONCERNED	Count	144	20	13	6
		% within NUMBER	40.3%	64.5%	81.3%	100.0%
	NOT VERY CONCERNED	Count	76	4	3	0
		% within NUMBER	21.3%	12.9%	18.8%	.0%
	NOT AT ALL CONCERNED	Count	59	1	0	0
		% within NUMBER	16.5%	3.2%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q15-ISSUES - ECON UNCERTAINTY * REGION OF			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	17	33	16	14
		% within REGION OF OHIO	26.6%	24.6%	13.6%	22.6%
	SOMEWHAT CONCERNED	Count	31	58	53	25

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	CONCERNED	% within REGION OF OHIO	48.4%	43.3%	44.9%	40.3%
	NOT VERY CONCERNED	Count	11	32	21	11
		% within REGION OF OHIO	17.2%	23.9%	17.8%	17.7%
	NOT AT ALL CONCERNED	Count	5	11	28	12
		% within REGION OF OHIO	7.8%	8.2%	23.7%	19.4%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q16-ISSUES - WORKFORCE *

TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	8	81	9	3
		% within TITLE	42.1%	27.6%	33.3%	23.1%
	SOMEWHAT CONCERNED	Count	5	76	4	2
		% within TITLE	26.3%	25.9%	14.8%	15.4%
	NOT VERY CONCERNED	Count	3	46	8	3
		% within TITLE	15.8%	15.7%	29.6%	23.1%
	NOT AT ALL CONCERNED	Count	3	88	6	5
		% within TITLE	15.8%	30.0%	22.2%	38.5%
	NOT SURE	Count	0	2	0	0
		% within TITLE	.0%	.7%	.0%	.0%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q16-ISSUES - WORKFORCE *

BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	3	1	0	10
		% within BIZ CATEGORY	12.5%	50.0%	.0%	26.3%

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	SOMEWHAT CONCERNED	Count	4	1	0	7
		% within BIZ CATEGORY	16.7%	50.0%	.0%	18.4%
	NOT VERY CONCERNED	Count	4	0	1	6
		% within BIZ CATEGORY	16.7%	.0%	33.3%	15.8%
	NOT AT ALL CONCERNED	Count	13	0	2	14
		% within BIZ CATEGORY	54.2%	.0%	66.7%	36.8%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q16-ISSUES - WORKFORCE *			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	33	18	38	5
		% within ANNUAL REVENUE	17.8%	27.3%	45.8%	55.6%
	SOMEWHAT CONCERNED	Count	48	18	17	3
		% within ANNUAL REVENUE	25.9%	27.3%	20.5%	33.3%
	NOT VERY CONCERNED	Count	35	16	13	1
		% within ANNUAL REVENUE	18.9%	24.2%	15.7%	11.1%
	NOT AT ALL CONCERNED	Count	68	14	15	0
		% within ANNUAL REVENUE	36.8%	21.2%	18.1%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q16-ISSUES - WORKFORCE *			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	91	15	13	1
		% within NUMBER	25.5%	48.4%	81.3%	16.7%
	SOMEWHAT CONCERNED	Count	90	9	2	4

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	CONCERNED	% within NUMBER	25.2%	29.0%	12.5%	66.7%
	NOT VERY CONCERNED	Count	65	5	1	0
		% within NUMBER	18.2%	16.1%	6.3%	.0%
	NOT AT ALL CONCERNED	Count	108	2	0	1
		% within NUMBER	30.3%	6.5%	.0%	16.7%
	NOT SURE	Count	3	0	0	0
		% within NUMBER EMPLOYEES	.8%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q16-ISSUES - WORKFORCE * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	24	34	32	19
		% within REGION OF OHIO	37.5%	25.4%	27.1%	30.6%
	SOMEWHAT CONCERNED	Count	12	38	37	10
		% within REGION OF OHIO	18.8%	28.4%	31.4%	16.1%
	NOT VERY CONCERNED	Count	13	28	10	14
		% within REGION OF OHIO	20.3%	20.9%	8.5%	22.6%
	NOT AT ALL CONCERNED	Count	15	33	39	17
		% within REGION OF OHIO	23.4%	24.6%	33.1%	27.4%
	NOT SURE	Count	0	1	0	2
		% within REGION OF OHIO	.0%	.7%	.0%	3.2%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q17-ISSUES - COST OF ENERGY * TITLE

		TITLE			
		C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT

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Q17-ISSUES - COST OF ENERGY		Count	0	53	4	4
VERY CONCERNED	% within TITLE		.0%	18.1%	14.8%	30.8%
SOMEWHAT CONCERNED	Count	9	9	101	12	4
	% within TITLE		47.4%	34.5%	44.4%	30.8%
NOT VERY CONCERNED	Count	7	7	93	9	3
	% within TITLE		36.8%	31.7%	33.3%	23.1%
NOT AT ALL CONCERNED	Count	3	3	46	2	2
	% within TITLE		15.8%	15.7%	7.4%	15.4%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q17-ISSUES - COST OF ENERGY * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	5	0	0	7
		% within BIZ CATEGORY	20.8%	.0%	.0%	18.4%
	SOMEWHAT CONCERNED	Count	7	1	3	13
		% within BIZ CATEGORY	29.2%	50.0%	100.0%	34.2%
	NOT VERY CONCERNED	Count	8	1	0	12
		% within BIZ CATEGORY	33.3%	50.0%	.0%	31.6%
	NOT AT ALL CONCERNED	Count	4	0	0	6
		% within BIZ CATEGORY	16.7%	.0%	.0%	15.8%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q17-ISSUES - COST OF ENERGY * ANNUAL REVENUE			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	30	15	11	0
		% within ANNUAL REVENUE	16.2%	22.7%	13.3%	.0%
	SOMEWHAT CONCERNED	Count	63	24	25	3
		% within ANNUAL REVENUE	34.1%	36.4%	30.1%	33.3%

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	NOT VERY CONCERNED	Count	54	20	34	5
		% within ANNUAL REVENUE	29.2%	30.3%	41.0%	55.6%
	NOT AT ALL CONCERNED	Count	38	7	13	1
		% within ANNUAL REVENUE	20.5%	10.6%	15.7%	11.1%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q17-ISSUES - COST OF ENERGY * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	63	2	0	1
		% within NUMBER	17.6%	6.5%	.0%	16.7%
	SOMEWHAT CONCERNED	Count	120	12	8	3
		% within NUMBER	33.6%	38.7%	50.0%	50.0%
NOT VERY CONCERNED	Count	115	14	7	2	
	% within NUMBER	32.2%	45.2%	43.8%	33.3%	
NOT AT ALL CONCERNED	Count	59	3	1	0	
	% within NUMBER	16.5%	9.7%	6.3%	.0%	
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q17-ISSUES - COST OF ENERGY * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	9	23	18	8
		% within REGION OF OHIO	14.1%	17.2%	15.3%	12.9%
SOMEWHAT CONCERNED	Count	31	42	40	22	
	% within REGION OF OHIO	48.4%	31.3%	33.9%	35.5%	
NOT VERY CONCERNED	Count	18	51	37	19	
	% within REGION OF OHIO	28.1%	38.1%	31.4%	30.6%	
NOT AT ALL CONCERNED	Count	6	18	23	13	

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CONCERNED		% within REGION OF OHIO	9.4%	13.4%	19.5%	21.0%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q18-ISSUES - COMPETITION * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	3	33	2	2
		% within TITLE	15.8%	11.3%	7.4%	15.4%
	SOMEWHAT CONCERNED	Count	5	87	9	8
		% within TITLE	26.3%	29.7%	33.3%	61.5%
	NOT VERY CONCERNED	Count	6	92	11	1
		% within TITLE	31.6%	31.4%	40.7%	7.7%
	NOT AT ALL CONCERNED	Count	5	81	5	2
		% within TITLE	26.3%	27.6%	18.5%	15.4%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q18-ISSUES - COMPETITION * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	4	0	0	3
		% within BIZ CATEGORY	16.7%	.0%	.0%	7.9%
	SOMEWHAT CONCERNED	Count	5	2	0	12
		% within BIZ CATEGORY	20.8%	100.0%	.0%	31.6%
	NOT VERY CONCERNED	Count	4	0	2	14
		% within BIZ CATEGORY	16.7%	.0%	66.7%	36.8%
	NOT AT ALL CONCERNED	Count	11	0	1	9
		% within BIZ CATEGORY	45.8%	.0%	33.3%	23.7%
Total		Count	24	2	3	38

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% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%
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Q18-ISSUES - COMPETITION *			ANNUAL REVENUE			
			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	16	10	6	2
		% within ANNUAL REVENUE	8.6%	15.2%	7.2%	22.2%
	SOMEWHAT CONCERNED	Count	52	19	35	4
		% within ANNUAL REVENUE	28.1%	28.8%	42.2%	44.4%
	NOT VERY CONCERNED	Count	52	15	32	3
		% within ANNUAL REVENUE	28.1%	22.7%	38.6%	33.3%
	NOT AT ALL CONCERNED	Count	65	22	10	0
		% within ANNUAL REVENUE	35.1%	33.3%	12.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q18-ISSUES - COMPETITION *			NUMBER EMPLOYEES			
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	38	3	1	2
		% within NUMBER	10.6%	9.7%	6.3%	33.3%
	SOMEWHAT CONCERNED	Count	112	11	11	3
		% within NUMBER	31.4%	35.5%	68.8%	50.0%
	NOT VERY CONCERNED	Count	107	12	4	1
		% within NUMBER	30.0%	38.7%	25.0%	16.7%
	NOT AT ALL CONCERNED	Count	100	5	0	0
		% within NUMBER	28.0%	16.1%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q18-ISSUES - COMPETITION *		REGION OF OHIO			
		REGION OF OHIO			
		NW OHIO	NE OHIO	CENTRAL	SW OHIO

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Q18-ISSUES - COMPETITION		Count	7	12	15	5
VERY CONCERNED	% within REGION OF OHIO		10.9%	9.0%	12.7%	8.1%
SOMEWHAT CONCERNED	Count	25	44	37	20	
	% within REGION OF OHIO		39.1%	32.8%	31.4%	32.3%
NOT VERY CONCERNED	Count	19	43	31	22	
	% within REGION OF OHIO		29.7%	32.1%	26.3%	35.5%
NOT AT ALL CONCERNED	Count	13	35	35	15	
	% within REGION OF OHIO		20.3%	26.1%	29.7%	24.2%
Total		Count	64	134	118	62
	% within REGION OF OHIO		100.0%	100.0%	100.0%	100.0%

Q19-ISSUES - HEALTHCARE COSTS * TITLE Crosstabulation

		TITLE				
		C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	7	156	19	9
		% within TITLE	36.8%	53.2%	70.4%	69.2%
	SOMEWHAT CONCERNED	Count	9	63	6	1
		% within TITLE	47.4%	21.5%	22.2%	7.7%
	NOT VERY CONCERNED	Count	3	28	0	1
	% within TITLE	15.8%	9.6%	.0%	7.7%	
NOT AT ALL CONCERNED	Count	0	46	2	2	
	% within TITLE	.0%	15.7%	7.4%	15.4%	
NOT SURE	Count	0	0	0	0	
	% within TITLE	.0%	.0%	.0%	.0%	
Total		Count	19	293	27	13
	% within TITLE		100.0%	100.0%	100.0%	100.0%

Q19-ISSUES - HEALTHCARE COSTS * BIZ CATEGORY

		BIZ CATEGORY
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			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	4	0	0	22
		% within BIZ CATEGORY	16.7%	.0%	.0%	57.9%
	SOMEWHAT CONCERNED	Count	4	2	1	6
		% within BIZ CATEGORY	16.7%	100.0%	33.3%	15.8%
	NOT VERY CONCERNED	Count	6	0	0	3
		% within BIZ CATEGORY	25.0%	.0%	.0%	7.9%
	NOT AT ALL CONCERNED	Count	10	0	2	6
		% within BIZ CATEGORY	41.7%	.0%	66.7%	15.8%
	NOT SURE	Count	0	0	0	1
		% within BIZ CATEGORY	.0%	.0%	.0%	2.6%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q19-ISSUES - HEALTHCARE COSTS * ANNUAL REVENUE			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	92	33	57	5
		% within ANNUAL REVENUE	49.7%	50.0%	68.7%	55.6%
	SOMEWHAT CONCERNED	Count	37	21	15	4
		% within ANNUAL REVENUE	20.0%	31.8%	18.1%	44.4%
	NOT VERY CONCERNED	Count	16	4	9	0
		% within ANNUAL REVENUE	8.6%	6.1%	10.8%	.0%
	NOT AT ALL CONCERNED	Count	40	8	2	0
		% within ANNUAL REVENUE	21.6%	12.1%	2.4%	.0%
	NOT SURE	Count	0	0	0	0
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q19-ISSUES - HEALTHCARE COSTS * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +

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Q19-ISSUES - HEALTHCARE COSTS		VERY CONCERNED	Count	192	15	9	3
			% within NUMBER EMPLOYEES	53.8%	48.4%	56.3%	50.0%
		SOMEWHAT CONCERNED	Count	74	13	7	3
			% within NUMBER EMPLOYEES	20.7%	41.9%	43.8%	50.0%
		NOT VERY CONCERNED	Count	32	3	0	0
			% within NUMBER EMPLOYEES	9.0%	9.7%	.0%	.0%
		NOT AT ALL CONCERNED	Count	58	0	0	0
			% within NUMBER EMPLOYEES	16.2%	.0%	.0%	.0%
		NOT SURE	Count	1	0	0	0
			% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
Total			Count	357	31	16	6
			% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q19-ISSUES - HEALTHCARE COSTS * REGION OF OHIO

			REGION OF OHIO				
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	
Q19-ISSUES - HEALTHCARE COSTS		VERY CONCERNED	Count	35	73	49	39
			% within REGION OF OHIO	54.7%	54.5%	41.5%	62.9%
		SOMEWHAT CONCERNED	Count	17	28	32	12
			% within REGION OF OHIO	26.6%	20.9%	27.1%	19.4%
		NOT VERY CONCERNED	Count	2	14	15	4
			% within REGION OF OHIO	3.1%	10.4%	12.7%	6.5%
		NOT AT ALL CONCERNED	Count	10	18	22	7
			% within REGION OF OHIO	15.6%	13.4%	18.6%	11.3%
		NOT SURE	Count	0	1	0	0
			% within REGION OF OHIO	.0%	.7%	.0%	.0%
Total			Count	64	134	118	62
			% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q20-ISSUES - COST OTHER BENEFITS * TITLE

Quarter 1 2018 Full Crosstabs

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	8	95	12	3
		% within TITLE	42.1%	32.4%	44.4%	23.1%
	SOMEWHAT CONCERNED	Count	6	75	7	6
		% within TITLE	31.6%	25.6%	25.9%	46.2%
	NOT VERY CONCERNED	Count	3	45	0	0
	% within TITLE	15.8%	15.4%	.0%	.0%	
NOT AT ALL CONCERNED	Count	2	78	8	4	
	% within TITLE	10.5%	26.6%	29.6%	30.8%	
NOT SURE	Count	0	0	0	0	
	% within TITLE	.0%	.0%	.0%	.0%	
Total	Count	19	293	27	13	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	

Q20-ISSUES - COST OTHER BENEFITS * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	3	0	0	14
		% within BIZ CATEGORY	12.5%	.0%	.0%	36.8%
	SOMEWHAT CONCERNED	Count	2	2	2	10
		% within BIZ CATEGORY	8.3%	100.0%	66.7%	26.3%
	NOT VERY CONCERNED	Count	3	0	0	4
	% within BIZ CATEGORY	12.5%	.0%	.0%	10.5%	
NOT AT ALL CONCERNED	Count	16	0	1	9	
	% within BIZ CATEGORY	66.7%	.0%	33.3%	23.7%	
NOT SURE	Count	0	0	0	1	
	% within BIZ CATEGORY	.0%	.0%	.0%	2.6%	
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Quarter 1 2018 Full Crosstabs

Q20-ISSUES - COST OTHER BENEFITS * ANNUAL			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	41	21	41	4
		% within ANNUAL REVENUE	22.2%	31.8%	49.4%	44.4%
	SOMEWHAT CONCERNED	Count	43	21	27	5
		% within ANNUAL REVENUE	23.2%	31.8%	32.5%	55.6%
	NOT VERY CONCERNED	Count	30	10	7	0
		% within ANNUAL REVENUE	16.2%	15.2%	8.4%	.0%
	NOT AT ALL CONCERNED	Count	71	14	8	0
		% within ANNUAL REVENUE	38.4%	21.2%	9.6%	.0%
	NOT SURE	Count	0	0	0	0
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q20-ISSUES - COST OTHER BENEFITS * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	112	11	9	3
		% within NUMBER	31.4%	35.5%	56.3%	50.0%
	SOMEWHAT CONCERNED	Count	94	16	7	3
		% within NUMBER	26.3%	51.6%	43.8%	50.0%
	NOT VERY CONCERNED	Count	50	4	0	0
		% within NUMBER	14.0%	12.9%	.0%	.0%
	NOT AT ALL CONCERNED	Count	100	0	0	0
		% within NUMBER	28.0%	.0%	.0%	.0%
	NOT SURE	Count	1	0	0	0
		% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

**Q20-ISSUES - COST OTHER
BENEFITS * REGION OF OHIO**

Quarter 1 2018 Full Crosstabs

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count % within REGION OF OHIO	21 32.8%	47 35.1%	31 26.3%	22 35.5%
	SOMEWHAT CONCERNED	Count % within REGION OF OHIO	20 31.3%	32 23.9%	35 29.7%	22 35.5%
	NOT VERY CONCERNED	Count % within REGION OF OHIO	12 18.8%	23 17.2%	14 11.9%	3 4.8%
	NOT AT ALL CONCERNED	Count % within REGION OF OHIO	11 17.2%	31 23.1%	38 32.2%	15 24.2%
	NOT SURE	Count % within REGION OF OHIO	0 .0%	1 .7%	0 .0%	0 .0%
Total	Count % within REGION OF OHIO	64 100.0%	134 100.0%	118 100.0%	62 100.0%	

Q21-ISSUES - PRODUCTIVITY * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count % within TITLE	6 31.6%	50 17.1%	6 22.2%	1 7.7%
	SOMEWHAT CONCERNED	Count % within TITLE	7 36.8%	80 27.3%	9 33.3%	5 38.5%
	NOT VERY CONCERNED	Count % within TITLE	3 15.8%	82 28.0%	7 25.9%	4 30.8%
	NOT AT ALL CONCERNED	Count % within TITLE	3 15.8%	79 27.0%	5 18.5%	3 23.1%
	NOT SURE	Count % within TITLE	0 .0%	2 .7%	0 .0%	0 .0%

Quarter 1 2018 Full Crosstabs

Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q1-ISSUES - PRODUCTIVITY *

BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q1-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	0	0	0	8
		% within BIZ CATEGORY	.0%	.0%	.0%	21.1%
	SOMEWHAT CONCERNED	Count	7	1	0	6
		% within BIZ CATEGORY	29.2%	50.0%	.0%	15.8%
	NOT VERY CONCERNED	Count	3	1	1	13
		% within BIZ CATEGORY	12.5%	50.0%	33.3%	34.2%
	NOT AT ALL CONCERNED	Count	14	0	2	11
		% within BIZ CATEGORY	58.3%	.0%	66.7%	28.9%
	NOT SURE	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q1-ISSUES - PRODUCTIVITY *

ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q1-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	31	8	14	1
		% within ANNUAL REVENUE	16.8%	12.1%	16.9%	11.1%
	SOMEWHAT CONCERNED	Count	44	24	27	5
		% within ANNUAL REVENUE	23.8%	36.4%	32.5%	55.6%
	NOT VERY CONCERNED	Count	43	19	32	3
		% within ANNUAL REVENUE	23.2%	28.8%	38.6%	33.3%
	NOT AT ALL CONCERNED	Count	65	15	10	0
		% within ANNUAL REVENUE	35.1%	22.7%	12.0%	.0%
	NOT SURE	Count	2	0	0	0
		% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
Total	Count	185	66	83	9	

Quarter 1 2018 Full Crosstabs

			% within ANNUAL REVENUE			
			100.0%	100.0%	100.0%	100.0%
Q21-ISSUES - PRODUCTIVITY * NUMBER EMPLOYEES						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	57	7	3	1
		% within NUMBER	16.0%	22.6%	18.8%	16.7%
	SOMEWHAT CONCERNED	Count	99	14	8	3
		% within NUMBER	27.7%	45.2%	50.0%	50.0%
	NOT VERY CONCERNED	Count	98	8	5	2
		% within NUMBER	27.5%	25.8%	31.3%	33.3%
	NOT AT ALL CONCERNED	Count	101	2	0	0
		% within NUMBER	28.3%	6.5%	.0%	.0%
	NOT SURE	Count	2	0	0	0
		% within NUMBER	.6%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q21-ISSUES - PRODUCTIVITY * REGION OF OHIO						
			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	16	17	21	11
		% within REGION OF OHIO	25.0%	12.7%	17.8%	17.7%
	SOMEWHAT CONCERNED	Count	15	44	39	15
		% within REGION OF OHIO	23.4%	32.8%	33.1%	24.2%
	NOT VERY CONCERNED	Count	16	48	19	18
		% within REGION OF OHIO	25.0%	35.8%	16.1%	29.0%
	NOT AT ALL CONCERNED	Count	17	25	37	18
		% within REGION OF OHIO	26.6%	18.7%	31.4%	29.0%
	NOT SURE	Count	0	0	2	0

Quarter 1 2018 Full Crosstabs

	% within REGION OF OHIO	.0%	.0%	1.7%	.0%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q22-ISSUES - DATA SECURITY * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	9	89	8	5
		% within TITLE	47.4%	30.4%	29.6%	38.5%
	SOMEWHAT CONCERNED	Count	10	82	7	6
		% within TITLE	52.6%	28.0%	25.9%	46.2%
	NOT VERY CONCERNED	Count	0	68	8	0
	% within TITLE	.0%	23.2%	29.6%	.0%	
NOT AT ALL CONCERNED	Count	0	53	2	2	
	% within TITLE	.0%	18.1%	7.4%	15.4%	
NOT SURE	Count	0	1	2	0	
	% within TITLE	.0%	.3%	7.4%	.0%	
Total	Count	19	293	27	13	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	

Q22-ISSUES - DATA SECURITY * BIZ CATEGORY

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	5	1	0	11
		% within BIZ CATEGORY	20.8%	50.0%	.0%	28.9%
	SOMEWHAT CONCERNED	Count	6	0	0	6
		% within BIZ CATEGORY	25.0%	.0%	.0%	15.8%
NOT VERY CONCERNED	Count	5	1	1	12	
	% within BIZ CATEGORY	20.8%	50.0%	33.3%	31.6%	
NOT AT ALL CONCERNED	Count	8	0	2	9	
	% within BIZ CATEGORY	33.3%	.0%	66.7%	23.7%	

Quarter 1 2018 Full Crosstabs

NOT SURE		Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q22-ISSUES - DATA SECURITY * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	55	16	34	7
		% within ANNUAL REVENUE	29.7%	24.2%	41.0%	77.8%
	SOMEWHAT CONCERNED	Count	47	23	29	1
		% within ANNUAL REVENUE	25.4%	34.8%	34.9%	11.1%
	NOT VERY CONCERNED	Count	37	19	14	1
		% within ANNUAL REVENUE	20.0%	28.8%	16.9%	11.1%
	NOT AT ALL CONCERNED	Count	43	8	6	0
		% within ANNUAL REVENUE	23.2%	12.1%	7.2%	.0%
	NOT SURE	Count	3	0	0	0
		% within ANNUAL REVENUE	1.6%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q22-ISSUES - DATA SECURITY * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	104	15	10	3
		% within NUMBER	29.1%	48.4%	62.5%	50.0%
	SOMEWHAT CONCERNED	Count	102	10	6	2
		% within NUMBER	28.6%	32.3%	37.5%	33.3%
	NOT VERY CONCERNED	Count	84	4	0	1
		% within NUMBER	23.5%	12.9%	.0%	16.7%
	NOT AT ALL CONCERNED	Count	64	2	0	0
		% within NUMBER	17.9%	6.5%	.0%	.0%
	NOT SURE	Count	3	0	0	0

Quarter 1 2018 Full Crosstabs

	% within NUMBER EMPLOYEES	.8%	.0%	.0%	.0%
Total	Count	357	31	16	6
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q22-ISSUES - DATA SECURITY * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	13	46	41	22
		% within REGION OF OHIO	20.3%	34.3%	34.7%	35.5%
	SOMEWHAT CONCERNED	Count	21	36	33	18
		% within REGION OF OHIO	32.8%	26.9%	28.0%	29.0%
	NOT VERY CONCERNED	Count	18	32	22	12
	% within REGION OF OHIO	28.1%	23.9%	18.6%	19.4%	
	NOT AT ALL CONCERNED	Count	9	20	22	10
		% within REGION OF OHIO	14.1%	14.9%	18.6%	16.1%
	NOT SURE	Count	3	0	0	0
		% within REGION OF OHIO	4.7%	.0%	.0%	.0%
Total	Count	64	134	118	62	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	

Q23-ISSUES - TRADE-MARKETS * TITLE

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	1	36	5	2
		% within TITLE	5.3%	12.3%	18.5%	15.4%
	SOMEWHAT CONCERNED	Count	6	59	5	2
	% within TITLE	31.6%	20.1%	18.5%	15.4%	
	NOT VERY CONCERNED	Count	10	102	4	2

Quarter 1 2018 Full Crosstabs

		CONCERNED	% within TITLE				
				52.6%	34.8%	14.8%	15.4%
		NOT AT ALL CONCERNED	Count	2	92	13	7
			% within TITLE	10.5%	31.4%	48.1%	53.8%
		NOT SURE	Count	0	4	0	0
			% within TITLE	.0%	1.4%	.0%	.0%
Total			Count	19	293	27	13
			% within TITLE	100.0%	100.0%	100.0%	100.0%

Q23-ISSUES - TRADE-MARKETS * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	1	1	0	4
		% within BIZ CATEGORY	4.2%	50.0%	.0%	10.5%
	SOMEWHAT CONCERNED	Count	4	1	1	7
		% within BIZ CATEGORY	16.7%	50.0%	33.3%	18.4%
	NOT VERY CONCERNED	Count	5	0	0	14
		% within BIZ CATEGORY	20.8%	.0%	.0%	36.8%
	NOT AT ALL CONCERNED	Count	14	0	2	13
		% within BIZ CATEGORY	58.3%	.0%	66.7%	34.2%
	NOT SURE	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q23-ISSUES - TRADE-MARKETS * ANNUAL			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	20	10	12	1
		% within ANNUAL REVENUE	10.8%	15.2%	14.5%	11.1%
	SOMEWHAT CONCERNED	Count	31	16	19	2
	% within ANNUAL REVENUE	16.8%	24.2%	22.9%	22.2%	
	NOT VERY CONCERNED	Count	55	23	37	5
	% within ANNUAL REVENUE	29.7%	34.8%	44.6%	55.6%	

Quarter 1 2018 Full Crosstabs

	NOT AT ALL CONCERNED	Count	77	17	15	1
		% within ANNUAL REVENUE	41.6%	25.8%	18.1%	11.1%
	NOT SURE	Count	2	0	0	0
		% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q23-ISSUES - TRADE-MARKETS * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	42	5	2	0
		% within NUMBER	11.8%	16.1%	12.5%	.0%
	SOMEWHAT CONCERNED	Count	73	6	4	3
		% within NUMBER	20.4%	19.4%	25.0%	50.0%
	NOT VERY CONCERNED	Count	115	14	8	2
		% within NUMBER	32.2%	45.2%	50.0%	33.3%
NOT AT ALL CONCERNED	Count	123	6	2	1	
	% within NUMBER	34.5%	19.4%	12.5%	16.7%	
NOT SURE	Count	4	0	0	0	
	% within NUMBER EMPLOYEES	1.1%	.0%	.0%	.0%	
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q23-ISSUES - TRADE-MARKETS * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	8	19	12	10
		% within REGION OF OHIO	12.5%	14.2%	10.2%	16.1%
	SOMEWHAT CONCERNED	Count	11	32	27	10
	% within REGION OF OHIO	17.2%	23.9%	22.9%	16.1%	
NOT VERY CONCERNED	Count	24	46	35	20	

Quarter 1 2018 Full Crosstabs

		CONCERNED	% within REGION OF OHIO				
				37.5%	34.3%	29.7%	32.3%
		NOT AT ALL CONCERNED	Count	18	37	44	22
			% within REGION OF OHIO	28.1%	27.6%	37.3%	35.5%
		NOT SURE	Count	3	0	0	0
			% within REGION OF OHIO	4.7%	.0%	.0%	.0%
Total			Count	64	134	118	62
			% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q24-ISSUES - RISING SALARIES

* TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	2	53	10	5
		% within TITLE	10.5%	18.1%	37.0%	38.5%
	SOMEWHAT CONCERNED	Count	9	104	9	2
		% within TITLE	47.4%	35.5%	33.3%	15.4%
	NOT VERY CONCERNED	Count	7	66	2	5
		% within TITLE	36.8%	22.5%	7.4%	38.5%
	NOT AT ALL CONCERNED	Count	1	70	6	1
		% within TITLE	5.3%	23.9%	22.2%	7.7%
Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q24-ISSUES - RISING SALARIES

* BIZ CATEGORY

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	3	0	0	8
		% within BIZ CATEGORY	12.5%	.0%	.0%	21.1%
	SOMEWHAT CONCERNED	Count	4	2	1	14
		% within BIZ CATEGORY	16.7%	100.0%	33.3%	36.8%
	NOT VERY CONCERNED	Count	9	0	0	5

Quarter 1 2018 Full Crosstabs

		CONCERNED	% within BIZ CATEGORY	37.5%	.0%	.0%	13.2%
		NOT AT ALL CONCERNED	Count	8	0	2	11
			% within BIZ CATEGORY	33.3%	.0%	66.7%	28.9%
Total			Count	24	2	3	38
			% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q24-ISSUES - RISING SALARIES * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	36	11	18	1
		% within ANNUAL REVENUE	19.5%	16.7%	21.7%	11.1%
	SOMEWHAT CONCERNED	Count	51	26	39	6
		% within ANNUAL REVENUE	27.6%	39.4%	47.0%	66.7%
	NOT VERY CONCERNED	Count	42	18	18	2
		% within ANNUAL REVENUE	22.7%	27.3%	21.7%	22.2%
	NOT AT ALL CONCERNED	Count	56	11	8	0
		% within ANNUAL REVENUE	30.3%	16.7%	9.6%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q24-ISSUES - RISING SALARIES * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	67	5	2	2
		% within NUMBER	18.8%	16.1%	12.5%	33.3%
	SOMEWHAT CONCERNED	Count	120	20	9	3
		% within NUMBER	33.6%	64.5%	56.3%	50.0%
	NOT VERY CONCERNED	Count	83	5	5	1
		% within NUMBER	23.2%	16.1%	31.3%	16.7%
	NOT AT ALL CONCERNED	Count	87	1	0	0
		% within NUMBER	24.4%	3.2%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Q24-ISSUES - RISING SALARIES * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count % within REGION OF OHIO	12 18.8%	31 23.1%	19 16.1%	12 19.4%
	SOMEWHAT CONCERNED	Count % within REGION OF OHIO	26 40.6%	44 32.8%	43 36.4%	26 41.9%
	NOT VERY CONCERNED	Count % within REGION OF OHIO	13 20.3%	29 21.6%	27 22.9%	12 19.4%
	NOT AT ALL CONCERNED	Count % within REGION OF OHIO	13 20.3%	30 22.4%	29 24.6%	12 19.4%
Total	Count % within REGION OF OHIO	64 100.0%	134 100.0%	118 100.0%	62 100.0%	

Q25-ISSUES - OHIO POLITICAL ENVIRON * TITLE

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count % within TITLE	8 42.1%	89 30.4%	13 48.1%	2 15.4%
	SOMEWHAT CONCERNED	Count % within TITLE	6 31.6%	92 31.4%	7 25.9%	9 69.2%
	NOT VERY CONCERNED	Count % within TITLE	5 26.3%	61 20.8%	5 18.5%	1 7.7%
	NOT AT ALL CONCERNED	Count % within TITLE	0 .0%	46 15.7%	2 7.4%	1 7.7%
	NOT SURE	Count % within TITLE	0 .0%	5 1.7%	0 .0%	0 .0%

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Total		Count	19	293	27	13
		% within TITLE	100.0%	100.0%	100.0%	100.0%

Q25-ISSUES - OHIO POLITICAL ENVIRON*BIZ CATEGORY

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	10	0	0	8
		% within BIZ CATEGORY	41.7%	.0%	.0%	21.1%
	SOMEWHAT CONCERNED	Count	1	1	1	12
		% within BIZ CATEGORY	4.2%	50.0%	33.3%	31.6%
	NOT VERY CONCERNED	Count	4	1	0	10
		% within BIZ CATEGORY	16.7%	50.0%	.0%	26.3%
	NOT AT ALL CONCERNED	Count	9	0	2	8
		% within BIZ CATEGORY	37.5%	.0%	66.7%	21.1%
	NOT SURE	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q25-ISSUES - OHIO POLITICAL ENVIRON*ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	60	23	27	2
		% within ANNUAL REVENUE	32.4%	34.8%	32.5%	22.2%
	SOMEWHAT CONCERNED	Count	53	24	29	7
		% within ANNUAL REVENUE	28.6%	36.4%	34.9%	77.8%
	NOT VERY CONCERNED	Count	32	11	22	0
		% within ANNUAL REVENUE	17.3%	16.7%	26.5%	.0%
	NOT AT ALL CONCERNED	Count	36	8	5	0
		% within ANNUAL REVENUE	19.5%	12.1%	6.0%	.0%
	NOT SURE	Count	4	0	0	0
		% within ANNUAL REVENUE	2.2%	.0%	.0%	.0%
Total		Count	185	66	83	9

Quarter 1 2018 Full Crosstabs

% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%
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Q25-ISSUES - OHIO POLITICAL

ENVIRON * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	115	11	4	3
		% within NUMBER	32.2%	35.5%	25.0%	50.0%
	SOMEWHAT CONCERNED	Count	111	12	10	1
		% within NUMBER	31.1%	38.7%	62.5%	16.7%
	NOT VERY CONCERNED	Count	71	8	2	2
		% within NUMBER	19.9%	25.8%	12.5%	33.3%
	NOT AT ALL CONCERNED	Count	55	0	0	0
		% within NUMBER	15.4%	.0%	.0%	.0%
	NOT SURE	Count	5	0	0	0
		% within NUMBER	1.4%	.0%	.0%	.0%
Total		Count	357	31	16	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q25-ISSUES - OHIO POLITICAL

ENVIRON * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	12	44	43	22
		% within REGION OF OHIO	18.8%	32.8%	36.4%	35.5%
	SOMEWHAT CONCERNED	Count	29	34	36	23
		% within REGION OF OHIO	45.3%	25.4%	30.5%	37.1%
	NOT VERY CONCERNED	Count	11	36	20	8
		% within REGION OF OHIO	17.2%	26.9%	16.9%	12.9%
	NOT AT ALL CONCERNED	Count	9	20	17	9
		% within REGION OF OHIO	14.1%	14.9%	14.4%	14.5%
	NOT SURE	Count	3	0	2	0

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	% within REGION OF OHIO	4.7%	.0%	1.7%	.0%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q26-ISSUES - TECH CHANGES * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	3	35	9	4
		% within TITLE	15.8%	11.9%	33.3%	30.8%
	SOMEWHAT CONCERNED	Count	8	87	4	3
		% within TITLE	42.1%	29.7%	14.8%	23.1%
	NOT VERY CONCERNED	Count	5	95	9	3
	% within TITLE	26.3%	32.4%	33.3%	23.1%	
NOT AT ALL CONCERNED	Count	3	75	5	3	
	% within TITLE	15.8%	25.6%	18.5%	23.1%	
NOT SURE	Count	0	1	0	0	
	% within TITLE	.0%	.3%	.0%	.0%	
Total	Count	19	293	27	13	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	

Q26-ISSUES - TECH CHANGES * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	0	0	0	4
		% within BIZ CATEGORY	.0%	.0%	.0%	10.5%
	SOMEWHAT CONCERNED	Count	4	1	1	6
		% within BIZ CATEGORY	16.7%	50.0%	33.3%	15.8%
NOT VERY CONCERNED	Count	6	1	0	17	
	% within BIZ CATEGORY	25.0%	50.0%	.0%	44.7%	
NOT AT ALL CONCERNED	Count	14	0	2	11	
	% within BIZ CATEGORY	58.3%	.0%	66.7%	28.9%	

Quarter 1 2018 Full Crosstabs

	NOT SURE	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q26-ISSUES - TECH CHANGES * ANNUAL REVENUE

			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	30	7	6	1
		% within ANNUAL REVENUE	16.2%	10.6%	7.2%	11.1%
	SOMEWHAT CONCERNED	Count	45	25	26	5
		% within ANNUAL REVENUE	24.3%	37.9%	31.3%	55.6%
	NOT VERY CONCERNED	Count	42	23	40	3
		% within ANNUAL REVENUE	22.7%	34.8%	48.2%	33.3%
	NOT AT ALL CONCERNED	Count	68	11	11	0
		% within ANNUAL REVENUE	36.8%	16.7%	13.3%	.0%
	NOT SURE	Count	0	0	0	0
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q26-ISSUES - TECH CHANGES * NUMBER EMPLOYEES

			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	50	4	1	1
		% within NUMBER	14.0%	12.9%	6.3%	16.7%
	SOMEWHAT CONCERNED	Count	101	12	10	3
		% within NUMBER	28.3%	38.7%	62.5%	50.0%
	NOT VERY CONCERNED	Count	109	14	4	2
		% within NUMBER	30.5%	45.2%	25.0%	33.3%
	NOT AT ALL CONCERNED	Count	96	1	1	0
		% within NUMBER	26.9%	3.2%	6.3%	.0%
	NOT SURE	Count	1	0	0	0

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	% within NUMBER EMPLOYEES	.3%	.0%	.0%	.0%
Total	Count	357	31	16	6
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q26-ISSUES - TECH CHANGES * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	6	21	14	11
		% within REGION OF OHIO	9.4%	15.7%	11.9%	17.7%
	SOMEWHAT CONCERNED	Count	23	38	41	17
		% within REGION OF OHIO	35.9%	28.4%	34.7%	27.4%
	NOT VERY CONCERNED	Count	20	44	30	19
	% within REGION OF OHIO	31.3%	32.8%	25.4%	30.6%	
	NOT AT ALL CONCERNED	Count	15	31	32	15
		% within REGION OF OHIO	23.4%	23.1%	27.1%	24.2%
	NOT SURE	Count	0	0	1	0
		% within REGION OF OHIO	.0%	.0%	.8%	.0%
Total	Count	64	134	118	62	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	

Q27-ISSUES - STATE-LOCAL TAXES * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	6	94	9	4
		% within TITLE	31.6%	32.1%	33.3%	30.8%
	SOMEWHAT CONCERNED	Count	8	103	9	7
	% within TITLE	42.1%	35.2%	33.3%	53.8%	
	NOT VERY CONCERNED	Count	5	68	6	0

Quarter 1 2018 Full Crosstabs

		CONCERNED	% within TITLE				
				26.3%	23.2%	22.2%	.0%
		NOT AT ALL CONCERNED	Count	0	28	3	0
			% within TITLE	.0%	9.6%	11.1%	.0%
		NOT SURE	Count	0	0	0	2
			% within TITLE	.0%	.0%	.0%	15.4%
Total			Count	19	293	27	13
			% within TITLE	100.0%	100.0%	100.0%	100.0%

Q27-ISSUES - STATE-LOCAL TAXES * BIZ CATEGORY			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	8	0	0	15
		% within BIZ CATEGORY	33.3%	.0%	.0%	39.5%
	SOMEWHAT CONCERNED	Count	4	0	1	10
		% within BIZ CATEGORY	16.7%	.0%	33.3%	26.3%
	NOT VERY CONCERNED	Count	5	2	0	9
		% within BIZ CATEGORY	20.8%	100.0%	.0%	23.7%
	NOT AT ALL CONCERNED	Count	7	0	2	4
		% within BIZ CATEGORY	29.2%	.0%	66.7%	10.5%
	NOT SURE	Count	0	0	0	0
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%
Total		Count	24	2	3	38
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%

Q27-ISSUES - STATE-LOCAL TAXES * ANNUAL REVENUE			ANNUAL REVENUE			
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	73	12	20	1
		% within ANNUAL REVENUE	39.5%	18.2%	24.1%	11.1%
	SOMEWHAT CONCERNED	Count	56	27	40	5
	% within ANNUAL REVENUE	30.3%	40.9%	48.2%	55.6%	
	NOT VERY CONCERNED	Count	36	22	19	3
	% within ANNUAL REVENUE	19.5%	33.3%	22.9%	33.3%	

Quarter 1 2018 Full Crosstabs

	NOT AT ALL CONCERNED	Count	18	5	4	0
		% within ANNUAL REVENUE	9.7%	7.6%	4.8%	.0%
	NOT SURE	Count	2	0	0	0
		% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q27-ISSUES - STATE-LOCAL TAXES * NUMBER			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	115	6	0	1
		% within NUMBER	32.2%	19.4%	.0%	16.7%
	SOMEWHAT CONCERNED	Count	128	8	9	2
		% within NUMBER	35.9%	25.8%	56.3%	33.3%
	NOT VERY CONCERNED	Count	77	15	6	3
		% within NUMBER	21.6%	48.4%	37.5%	50.0%
NOT AT ALL CONCERNED	Count	35	2	1	0	
	% within NUMBER	9.8%	6.5%	6.3%	.0%	
NOT SURE	Count	2	0	0	0	
	% within NUMBER	.6%	.0%	.0%	.0%	
Total		Count	357	31	16	6
		% within NUMBER	100.0%	100.0%	100.0%	100.0%

Q27-ISSUES - STATE-LOCAL TAXES * REGION OF OHIO			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	13	45	36	17
		% within REGION OF OHIO	20.3%	33.6%	30.5%	27.4%
	SOMEWHAT CONCERNED	Count	30	47	35	22
	% within REGION OF OHIO	46.9%	35.1%	29.7%	35.5%	
NOT VERY CONCERNED	Count	18	30	29	18	

Quarter 1 2018 Full Crosstabs

	CONCERNED	% within REGION OF OHIO	28.1%	22.4%	24.6%	29.0%
	NOT AT ALL CONCERNED	Count	3	12	16	5
		% within REGION OF OHIO	4.7%	9.0%	13.6%	8.1%
	NOT SURE	Count	0	0	2	0
		% within REGION OF OHIO	.0%	.0%	1.7%	.0%
Total		Count	64	134	118	62
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Q28-ISSUES - TOP ISSUE * TITLE Crosstabulation

			TITLE			
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT
Q28-ISSUES - TOP ISSUE	TAXES	Count	5	42	3	2
		% within TITLE	26.3%	14.3%	11.1%	15.4%
	INFLATION	Count	0	7	1	1
		% within TITLE	.0%	2.4%	3.7%	7.7%
	POOR SALES	Count	1	31	4	3
		% within TITLE	5.3%	10.6%	14.8%	23.1%
	FINANCE-INT RATES	Count	0	11	1	0
		% within TITLE	.0%	3.8%	3.7%	.0%
	LABOR COSTS	Count	7	41	6	0
		% within TITLE	36.8%	14.0%	22.2%	.0%
	GOVT RELATIONS	Count	0	33	3	1
		% within TITLE	.0%	11.3%	11.1%	7.7%
	COMPETITION	Count	3	24	2	1
		% within TITLE	15.8%	8.2%	7.4%	7.7%
	LABOR ISSUES	Count	0	15	2	1
		% within TITLE	.0%	5.1%	7.4%	7.7%
	INSURANCE	Count	2	25	2	4
		% within TITLE	10.5%	8.5%	7.4%	30.8%
	OTHER	Count	1	64	3	0

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	% within TITLE	5.3%	21.8%	11.1%	.0%
Total	Count	19	293	27	13
	% within TITLE	100.0%	100.0%	100.0%	100.0%

Q28-ISSUES - TOP ISSUE * BIZ CATEGORY Crosstabulation

			BIZ CATEGORY			
			AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION
Q28-ISSUES - TOP ISSUE	TAXES	Count	0	0	1	6
		% within BIZ CATEGORY	.0%	.0%	33.3%	15.8%
	INFLATION	Count	0	0	0	1
		% within BIZ CATEGORY	.0%	.0%	.0%	2.6%
	POOR SALES	Count	2	0	0	2
		% within BIZ CATEGORY	8.3%	.0%	.0%	5.3%
	FINANCE-INT RATES	Count	2	1	0	0
		% within BIZ CATEGORY	8.3%	50.0%	.0%	.0%
	LABOR COSTS	Count	2	1	0	10
		% within BIZ CATEGORY	8.3%	50.0%	.0%	26.3%
	GOVT RELATIONS	Count	4	0	1	3
		% within BIZ CATEGORY	16.7%	.0%	33.3%	7.9%
	COMPETITION	Count	2	0	0	3
		% within BIZ CATEGORY	8.3%	.0%	.0%	7.9%
	LABOR ISSUES	Count	4	0	0	0
		% within BIZ CATEGORY	16.7%	.0%	.0%	.0%
	INSURANCE	Count	0	0	1	3
		% within BIZ CATEGORY	.0%	.0%	33.3%	7.9%
	OTHER	Count	8	0	0	10
		% within BIZ CATEGORY	33.3%	.0%	.0%	26.3%
Total	Count	24	2	3	38	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	

Q28-ISSUES - TOP ISSUE * ANNUAL REVENUE

		ANNUAL REVENUE			
		LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M

Quarter 1 2018 Full Crosstabs

Q28-ISSUES - TOP ISSUE	TAXES	Count	34	9	11	0
		% within ANNUAL REVENUE	18.4%	13.6%	13.3%	.0%
	INFLATION	Count	6	1	2	0
		% within ANNUAL REVENUE	3.2%	1.5%	2.4%	.0%
	POOR SALES	Count	24	4	6	0
		% within ANNUAL REVENUE	13.0%	6.1%	7.2%	.0%
	FINANCE-INT RATES	Count	5	4	2	0
		% within ANNUAL REVENUE	2.7%	6.1%	2.4%	.0%
	LABOR COSTS	Count	8	10	20	3
		% within ANNUAL REVENUE	4.3%	15.2%	24.1%	33.3%
	GOVT RELATIONS	Count	22	6	7	0
		% within ANNUAL REVENUE	11.9%	9.1%	8.4%	.0%
	COMPETITION	Count	13	5	7	2
		% within ANNUAL REVENUE	7.0%	7.6%	8.4%	22.2%
	LABOR ISSUES	Count	12	4	4	0
		% within ANNUAL REVENUE	6.5%	6.1%	4.8%	.0%
	INSURANCE	Count	13	9	13	1
		% within ANNUAL REVENUE	7.0%	13.6%	15.7%	11.1%
	OTHER	Count	48	14	11	3
		% within ANNUAL REVENUE	25.9%	21.2%	13.3%	33.3%
Total		Count	185	66	83	9
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%

Q28-ISSUES - TOP ISSUE *			NUMBER EMPLOYEES			
NUMBER EMPLOYEES						
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	5000 EMPLOYEES +
Q28-ISSUES - TOP ISSUE	TAXES	Count	57	1	0	0
		% within NUMBER EMPLOYEES	16.0%	3.2%	.0%	.0%
	INFLATION	Count	9	0	0	0
		% within NUMBER EMPLOYEES	2.5%	.0%	.0%	.0%
	POOR SALES	Count	38	3	0	0

Quarter 1 2018 Full Crosstabs

	% within NUMBER EMPLOYEES	10.6%	9.7%	.0%	.0%
FINANCE-INT RATES	Count	11	0	1	0
	% within NUMBER EMPLOYEES	3.1%	.0%	6.3%	.0%
LABOR COSTS	Count	42	11	9	2
	% within NUMBER EMPLOYEES	11.8%	35.5%	56.3%	33.3%
GOVT RELATIONS	Count	40	3	0	0
	% within NUMBER EMPLOYEES	11.2%	9.7%	.0%	.0%
COMPETITION	Count	28	3	1	2
	% within NUMBER EMPLOYEES	7.8%	9.7%	6.3%	33.3%
LABOR ISSUES	Count	20	0	0	0
	% within NUMBER EMPLOYEES	5.6%	.0%	.0%	.0%
INSURANCE	Count	37	1	1	0
	% within NUMBER EMPLOYEES	10.4%	3.2%	6.3%	.0%
OTHER	Count	75	9	4	2
	% within NUMBER EMPLOYEES	21.0%	29.0%	25.0%	33.3%
Total	Count	357	31	16	6
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Q28-ISSUES - TOP ISSUE * REGION OF OHIO

			REGION OF OHIO			
			NW OHIO	NE OHIO	CENTRAL	SW OHIO
Q28-ISSUES - TOP ISSUE	TAXES	Count	5	31	12	6
		% within REGION OF OHIO	7.8%	23.1%	10.2%	9.7%
	INFLATION	Count	1	6	0	1
		% within REGION OF OHIO	1.6%	4.5%	.0%	1.6%
	POOR SALES	Count	5	18	7	5
		% within REGION OF OHIO	7.8%	13.4%	5.9%	8.1%

Quarter 1 2018 Full Crosstabs

FINANCE-INT RATES	Count	3	3	5	0
	% within REGION OF OHIO	4.7%	2.2%	4.2%	.0%
LABOR COSTS	Count	10	15	25	8
	% within REGION OF OHIO	15.6%	11.2%	21.2%	12.9%
GOV'T RELATIONS	Count	8	11	14	7
	% within REGION OF OHIO	12.5%	8.2%	11.9%	11.3%
COMPETITION	Count	5	13	7	8
	% within REGION OF OHIO	7.8%	9.7%	5.9%	12.9%
LABOR ISSUES	Count	5	3	11	1
	% within REGION OF OHIO	7.8%	2.2%	9.3%	1.6%
INSURANCE	Count	7	10	11	10
	% within REGION OF OHIO	10.9%	7.5%	9.3%	16.1%
OTHER	Count	15	24	26	16
	% within REGION OF OHIO	23.4%	17.9%	22.0%	25.8%
Total	Count	64	134	118	62
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

	Total
OTHER	
4	41
6.7%	10.0%
46	219

Quarter 1 2018 Full Crosstabs

76.7%	53.2%
9	128
15.0%	31.1%
0	20
.0%	4.9%
1	4
1.7%	1.0%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
6	1	1	1	0	2	1	3	1
11.3%	16.7%	2.6%	3.8%	.0%	11.8%	16.7%	6.5%	16.7%
37	4	18	11	1	13	5	26	4
69.8%	66.7%	47.4%	42.3%	100.0%	76.5%	83.3%	56.5%	66.7%
8	1	15	13	0	2	0	15	1
15.1%	16.7%	39.5%	50.0%	.0%	11.8%	.0%	32.6%	16.7%
1	0	3	1	0	0	0	2	0
1.9%	.0%	7.9%	3.8%	.0%	.0%	.0%	4.3%	.0%
1	0	1	0	0	0	0	0	0
1.9%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
3	0	0	0	0	0	41
11.5%	.0%	.0%	.0%	.0%	.0%	10.0%
20	6	5	1	2	10	219

Quarter 1 2018 Full Crosstabs

76.9%	66.7%	71.4%	100.0%	66.7%	43.5%	53.2%
2	3	2	0	1	12	128
7.7%	33.3%	28.6%	.0%	33.3%	52.2%	31.1%
0	0	0	0	0	0	20
.0%	.0%	.0%	.0%	.0%	.0%	4.9%
1	0	0	0	0	1	4
3.8%	.0%	.0%	.0%	.0%	4.3%	1.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	41
.0%	10.0%
1	219
50.0%	53.2%
1	128
50.0%	31.1%
0	20
.0%	4.9%
0	4
.0%	1.0%
2	412
100.0%	100.0%

	Total
--	-------

Quarter 1 2018 Full Crosstabs

SE OHIO	Total
1	41
2.9%	10.0%
16	219
47.1%	53.2%
13	128
38.2%	31.1%
3	20
8.8%	4.9%
1	4
2.9%	1.0%
34	412
100.0%	100.0%

OTHER	Total
2	15
3.3%	3.6%
12	82
20.0%	19.9%
36	180
60.0%	43.7%
9	113
15.0%	27.4%
0	9
.0%	2.2%
1	13
1.7%	3.2%
60	412
100.0%	100.0%



Quarter 1 2018 Full Crosstabs

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
4	0	1	1	0	2	0	2	0
7.5%	.0%	2.6%	3.8%	.0%	11.8%	.0%	4.3%	.0%
16	1	7	4	0	6	1	12	1
30.2%	16.7%	18.4%	15.4%	.0%	35.3%	16.7%	26.1%	16.7%
21	3	16	8	1	7	4	13	3
39.6%	50.0%	42.1%	30.8%	100.0%	41.2%	66.7%	28.3%	50.0%
11	2	13	9	0	1	1	17	2
20.8%	33.3%	34.2%	34.6%	.0%	5.9%	16.7%	37.0%	33.3%
0	0	0	3	0	0	0	2	0
.0%	.0%	.0%	11.5%	.0%	.0%	.0%	4.3%	.0%
1	0	1	1	0	1	0	0	0
1.9%	.0%	2.6%	3.8%	.0%	5.9%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
2	0	0	0	0	0	15
7.7%	.0%	.0%	.0%	.0%	.0%	3.6%
11	3	3	0	0	2	82
42.3%	33.3%	42.9%	.0%	.0%	8.7%	19.9%
4	2	1	1	3	14	180
15.4%	22.2%	14.3%	100.0%	100.0%	60.9%	43.7%
9	4	3	0	0	2	113
34.6%	44.4%	42.9%	.0%	.0%	8.7%	27.4%
0	0	0	0	0	0	9
.0%	.0%	.0%	.0%	.0%	.0%	2.2%
0	0	0	0	0	5	13

Quarter 1 2018 Full Crosstabs

.0%	.0%	.0%	.0%	.0%	21.7%	3.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	15
.0%	3.6%
0	82
.0%	19.9%
1	180
50.0%	43.7%
1	113
50.0%	27.4%
0	9
.0%	2.2%
0	13
.0%	3.2%
2	412
100.0%	100.0%

SE OHIO	Total
1	15
2.9%	3.6%
8	82
23.5%	19.9%

Quarter 1 2018 Full Crosstabs

13	180
38.2%	43.7%
10	113
29.4%	27.4%
0	9
.0%	2.2%
2	13
5.9%	3.2%
34	412
100.0%	100.0%

	Total
OTHER	
0	15
.0%	3.6%
23	151
38.3%	36.7%
32	199
53.3%	48.3%
4	36
6.7%	8.7%
0	1
.0%	.2%
1	10
1.7%	2.4%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
4	0	3	0	0	0	0	1	0

Quarter 1 2018 Full Crosstabs

7.5%	.0%	7.9%	.0%	.0%	.0%	.0%	2.2%	.0%
23	2	14	9	1	9	1	19	2
43.4%	33.3%	36.8%	34.6%	100.0%	52.9%	16.7%	41.3%	33.3%
18	2	20	11	0	7	4	19	4
34.0%	33.3%	52.6%	42.3%	.0%	41.2%	66.7%	41.3%	66.7%
5	2	1	4	0	1	1	5	0
9.4%	33.3%	2.6%	15.4%	.0%	5.9%	16.7%	10.9%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
3	0	0	2	0	0	0	2	0
5.7%	.0%	.0%	7.7%	.0%	.0%	.0%	4.3%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
2	0	0	0	0	0	15
7.7%	.0%	.0%	.0%	.0%	.0%	3.6%
12	4	3	1	1	6	151
46.2%	44.4%	42.9%	100.0%	33.3%	26.1%	36.7%
10	2	3	0	2	14	199
38.5%	22.2%	42.9%	.0%	66.7%	60.9%	48.3%
2	3	1	0	0	2	36
7.7%	33.3%	14.3%	.0%	.0%	8.7%	8.7%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	1	10
.0%	.0%	.0%	.0%	.0%	4.3%	2.4%
26	9	7	1	3	23	412

Quarter 1 2018 Full Crosstabs

100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
--------	--------	--------	--------	--------	--------	--------

	Total
NOT SURE	
0	15
.0%	3.6%
1	151
50.0%	36.7%
1	199
50.0%	48.3%
0	36
.0%	8.7%
0	1
.0%	.2%
0	10
.0%	2.4%
2	412
100.0%	100.0%

	Total
SE OHIO	
2	15
5.9%	3.6%
10	151
29.4%	36.7%
15	199
44.1%	48.3%
6	36

Quarter 1 2018 Full Crosstabs

17.6%	8.7%
0	1
.0%	.2%
1	10
2.9%	2.4%
34	412
100.0%	100.0%

	Total
OTHER	
8	57
13.3%	13.8%
1	29
1.7%	7.0%
24	202
40.0%	49.0%
23	101
38.3%	24.5%
3	18
5.0%	4.4%
0	2
.0%	.5%
1	3
1.7%	.7%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
12	0	1	5	0	2	0	8	0
22.6%	.0%	2.6%	19.2%	.0%	11.8%	.0%	17.4%	.0%

Quarter 1 2018 Full Crosstabs

2	0	3	0	0	2	0	10	1
3.8%	.0%	7.9%	.0%	.0%	11.8%	.0%	21.7%	16.7%
15	3	27	12	0	7	5	13	1
28.3%	50.0%	71.1%	46.2%	.0%	41.2%	83.3%	28.3%	16.7%
20	3	5	5	1	5	1	12	3
37.7%	50.0%	13.2%	19.2%	100.0%	29.4%	16.7%	26.1%	50.0%
4	0	2	2	0	1	0	3	1
7.5%	.0%	5.3%	7.7%	.0%	5.9%	.0%	6.5%	16.7%
0	0	0	1	0	0	0	0	0
.0%	.0%	.0%	3.8%	.0%	.0%	.0%	.0%	.0%
0	0	0	1	0	0	0	0	0
.0%	.0%	.0%	3.8%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
8	0	3	0	1	3	57
30.8%	.0%	42.9%	.0%	33.3%	13.0%	13.8%
2	1	0	0	0	0	29
7.7%	11.1%	.0%	.0%	.0%	.0%	7.0%
1	0	0	0	0	17	202
3.8%	.0%	.0%	.0%	.0%	73.9%	49.0%
11	7	2	1	2	3	101
42.3%	77.8%	28.6%	100.0%	66.7%	13.0%	24.5%
2	1	1	0	0	0	18
7.7%	11.1%	14.3%	.0%	.0%	.0%	4.4%
1	0	0	0	0	0	2
3.8%	.0%	.0%	.0%	.0%	.0%	.5%
1	0	1	0	0	0	3

Quarter 1 2018 Full Crosstabs

3.8%	.0%	14.3%	.0%	.0%	.0%	.7%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	57
.0%	13.8%
0	29
.0%	7.0%
1	202
50.0%	49.0%
1	101
50.0%	24.5%
0	18
.0%	4.4%
0	2
.0%	.5%
0	3
.0%	.7%
2	412
100.0%	100.0%

	Total
SE OHIO	
4	57
11.8%	13.8%

Quarter 1 2018 Full Crosstabs

3	29
8.8%	7.0%
14	202
41.2%	49.0%
9	101
26.5%	24.5%
4	18
11.8%	4.4%
0	2
.0%	.5%
0	3
.0%	.7%
34	412
100.0%	100.0%

	Total
OTHER	
47	290
78.3%	70.4%
0	2
.0%	.5%
8	53
13.3%	12.9%
0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	14
.0%	3.4%
0	1

Quarter 1 2018 Full Crosstabs

.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	3
.0%	.7%
0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	1
.0%	.2%
0	5
.0%	1.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	1
.0%	.2%
1	1
1.7%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1

Quarter 1 2018 Full Crosstabs

0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
0	0	1	0	0	0	0	0	0
.0%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
0	0	0	0	0	0	2	0	0
.0%	.0%	.0%	.0%	.0%	.0%	33.3%	.0%	.0%
0	0	0	0	0	0	0	1	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	2.2%	.0%
1	0	3	0	0	0	1	2	0
1.9%	.0%	7.9%	.0%	.0%	.0%	16.7%	4.3%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
1	0	0	0	0	0	0	0	0
1.9%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
25	9	7	1	3	11	290
96.2%	100.0%	100.0%	100.0%	100.0%	47.8%	70.4%
0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
0	0	0	0	0	8	53
.0%	.0%	.0%	.0%	.0%	34.8%	12.9%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%

Quarter 1 2018 Full Crosstabs

0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
0	0	0	0	0	0	14
.0%	.0%	.0%	.0%	.0%	.0%	3.4%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	3
.0%	.0%	.0%	.0%	.0%	.0%	.7%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
0	0	0	0	0	0	5

Quarter 1 2018 Full Crosstabs

0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
1	290
50.0%	70.4%
0	2
.0%	.5%
1	53
50.0%	12.9%
0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	14
.0%	3.4%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%

Quarter 1 2018 Full Crosstabs

0	1
.0%	.2%
0	1
.0%	.2%
0	3
.0%	.7%
0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	1
.0%	.2%
0	5
.0%	1.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1

Quarter 1 2018 Full Crosstabs

.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	3
.0%	.7%
0	1
.0%	.2%
0	12
.0%	2.9%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
2	412
100.0%	100.0%

SE OHIO	Total
24	290
70.6%	70.4%
0	2
.0%	.5%
5	53
14.7%	12.9%

Quarter 1 2018 Full Crosstabs

0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	14
.0%	3.4%
0	1
.0%	.2%
1	1
2.9%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	3
.0%	.7%
0	1
.0%	.2%
0	2
.0%	.5%
0	2
.0%	.5%
0	1
.0%	.2%
1	5
2.9%	1.2%
0	2
.0%	.5%
0	2
.0%	.5%

Quarter 1 2018 Full Crosstabs

1	1
2.9%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
0	3
.0%	.7%
1	1
2.9%	.2%
1	12
2.9%	2.9%
0	1
.0%	.2%
0	1
.0%	.2%
0	1
.0%	.2%
34	412
100.0%	100.0%

	Total
OTHER	
13	96
22.0%	23.4%
0	13

Quarter 1 2018 Full Crosstabs

.0%	3.2%
23	201
39.0%	48.9%
20	92
33.9%	22.4%
1	6
1.7%	1.5%
2	3
3.4%	.7%
59	411
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
24	0	3	6	0	4	0	9	2
45.3%	.0%	7.9%	23.1%	.0%	23.5%	.0%	19.6%	33.3%
0	0	2	2	0	0	0	1	1
.0%	.0%	5.3%	7.7%	.0%	.0%	.0%	2.2%	16.7%
13	3	27	10	0	9	5	22	1
24.5%	50.0%	71.1%	38.5%	.0%	52.9%	83.3%	47.8%	16.7%
15	3	5	5	1	4	1	14	2
28.3%	50.0%	13.2%	19.2%	100.0%	23.5%	16.7%	30.4%	33.3%
1	0	1	2	0	0	0	0	0
1.9%	.0%	2.6%	7.7%	.0%	.0%	.0%	.0%	.0%
0	0	0	1	0	0	0	0	0
.0%	.0%	.0%	3.8%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	

Quarter 1 2018 Full Crosstabs

16	1	2	0	1	5	96
61.5%	11.1%	28.6%	.0%	33.3%	21.7%	23.4%
4	1	0	0	0	0	13
15.4%	11.1%	.0%	.0%	.0%	.0%	3.2%
1	0	0	1	0	14	201
3.8%	.0%	.0%	100.0%	.0%	60.9%	48.9%
4	7	1	0	2	4	92
15.4%	77.8%	14.3%	.0%	66.7%	17.4%	22.4%
1	0	3	0	0	0	6
3.8%	.0%	42.9%	.0%	.0%	.0%	1.5%
0	0	1	0	0	0	3
.0%	.0%	14.3%	.0%	.0%	.0%	.7%
26	9	7	1	3	23	411
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	96
.0%	23.4%
0	13
.0%	3.2%
1	201
50.0%	48.9%
1	92
50.0%	22.4%
0	6
.0%	1.5%

Quarter 1 2018 Full Crosstabs

0	3
.0%	.7%
2	411
100.0%	100.0%

	Total
SE OHIO	
9	96
26.5%	23.4%
0	13
.0%	3.2%
13	201
38.2%	48.9%
10	92
29.4%	22.4%
2	6
5.9%	1.5%
0	3
.0%	.7%
34	411
100.0%	100.0%

	Total
OTHER	
13	60
21.7%	14.6%
3	22
5.0%	5.3%
5	36
8.3%	8.7%
39	293

Quarter 1 2018 Full Crosstabs

65.0%	71.1%
0	1
.0%	.2%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
9	0	2	10	0	4	0	7	3
17.0%	.0%	5.3%	38.5%	.0%	23.5%	.0%	15.2%	50.0%
4	0	2	0	0	0	0	1	1
7.5%	.0%	5.3%	.0%	.0%	.0%	.0%	2.2%	16.7%
11	1	2	3	0	0	0	5	0
20.8%	16.7%	5.3%	11.5%	.0%	.0%	.0%	10.9%	.0%
29	5	32	13	1	13	6	33	2
54.7%	83.3%	84.2%	50.0%	100.0%	76.5%	100.0%	71.7%	33.3%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
10	2	3	0	2	2	60
38.5%	22.2%	42.9%	.0%	66.7%	8.7%	14.6%
1	0	0	0	1	2	22
3.8%	.0%	.0%	.0%	33.3%	8.7%	5.3%
8	1	2	0	0	1	36
30.8%	11.1%	28.6%	.0%	.0%	4.3%	8.7%
7	6	2	1	0	18	293

Quarter 1 2018 Full Crosstabs

26.9%	66.7%	28.6%	100.0%	.0%	78.3%	71.1%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	60
.0%	14.6%
0	22
.0%	5.3%
0	36
.0%	8.7%
2	293
100.0%	71.1%
0	1
.0%	.2%
2	412
100.0%	100.0%

	Total
SE OHIO	
5	60
14.7%	14.6%
2	22
5.9%	5.3%

Quarter 1 2018 Full Crosstabs

0	36
.0%	8.7%
27	293
79.4%	71.1%
0	1
.0%	.2%
34	412
100.0%	100.0%

OTHER	Total
17	201
28.3%	48.8%
3	20
5.0%	4.9%
6	54
10.0%	13.1%
0	5
.0%	1.2%
3	12
5.0%	2.9%
4	21
6.7%	5.1%
5	13
8.3%	3.2%
5	13
8.3%	3.2%
4	11
6.7%	2.7%
13	62
21.7%	15.0%
60	412

Quarter 1 2018 Full Crosstabs

100.0%	100.0%
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MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
14	3	24	8	0	6	5	22	0
26.4%	50.0%	63.2%	30.8%	.0%	35.3%	83.3%	47.8%	.0%
2	0	3	1	0	2	0	3	1
3.8%	.0%	7.9%	3.8%	.0%	11.8%	.0%	6.5%	16.7%
11	0	4	2	0	4	0	7	2
20.8%	.0%	10.5%	7.7%	.0%	23.5%	.0%	15.2%	33.3%
0	0	0	0	0	1	0	2	0
.0%	.0%	.0%	.0%	.0%	5.9%	.0%	4.3%	.0%
3	0	0	2	0	0	0	0	0
5.7%	.0%	.0%	7.7%	.0%	.0%	.0%	.0%	.0%
3	1	0	0	0	2	0	1	0
5.7%	16.7%	.0%	.0%	.0%	11.8%	.0%	2.2%	.0%
3	0	2	3	0	0	0	0	1
5.7%	.0%	5.3%	11.5%	.0%	.0%	.0%	.0%	16.7%
5	0	0	3	0	1	0	1	0
9.4%	.0%	.0%	11.5%	.0%	5.9%	.0%	2.2%	.0%
3	0	1	2	0	0	0	0	1
5.7%	.0%	2.6%	7.7%	.0%	.0%	.0%	.0%	16.7%
9	2	4	5	1	1	1	10	1
17.0%	33.3%	10.5%	19.2%	100.0%	5.9%	16.7%	21.7%	16.7%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
1	0	0	0	0	20	201

Quarter 1 2018 Full Crosstabs

3.8%	.0%	.0%	.0%	.0%	87.0%	48.8%
0	0	0	0	0	0	20
.0%	.0%	.0%	.0%	.0%	.0%	4.9%
6	0	1	0	0	0	54
23.1%	.0%	14.3%	.0%	.0%	.0%	13.1%
0	0	0	0	0	0	5
.0%	.0%	.0%	.0%	.0%	.0%	1.2%
2	1	0	0	0	2	12
7.7%	11.1%	.0%	.0%	.0%	8.7%	2.9%
7	1	1	0	1	1	21
26.9%	11.1%	14.3%	.0%	33.3%	4.3%	5.1%
4	1	1	0	0	0	13
15.4%	11.1%	14.3%	.0%	.0%	.0%	3.2%
2	1	1	0	2	0	13
7.7%	11.1%	14.3%	.0%	66.7%	.0%	3.2%
2	2	3	1	0	0	11
7.7%	22.2%	42.9%	100.0%	.0%	.0%	2.7%
2	3	0	0	0	0	62
7.7%	33.3%	.0%	.0%	.0%	.0%	15.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
2	201
100.0%	48.8%

Quarter 1 2018 Full Crosstabs

0	20
.0%	4.9%
0	54
.0%	13.1%
0	5
.0%	1.2%
0	12
.0%	2.9%
0	21
.0%	5.1%
0	13
.0%	3.2%
0	13
.0%	3.2%
0	11
.0%	2.7%
0	62
.0%	15.0%
2	412
100.0%	100.0%

	Total
SE OHIO	
15	201
44.1%	48.8%
1	20
2.9%	4.9%
3	54

Quarter 1 2018 Full Crosstabs

8.8%	13.1%
0	5
.0%	1.2%
2	12
5.9%	2.9%
4	21
11.8%	5.1%
0	13
.0%	3.2%
0	13
.0%	3.2%
0	11
.0%	2.7%
9	62
26.5%	15.0%
34	412
100.0%	100.0%

	Total
OTHER	
26	153
43.3%	37.1%
24	223
40.0%	54.1%
10	36
16.7%	8.7%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
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Quarter 1 2018 Full Crosstabs

25	2	8	15	0	9	0	17	6
47.2%	33.3%	21.1%	57.7%	.0%	52.9%	.0%	37.0%	100.0%
21	3	26	11	0	7	6	24	0
39.6%	50.0%	68.4%	42.3%	.0%	41.2%	100.0%	52.2%	.0%
7	1	4	0	1	1	0	5	0
13.2%	16.7%	10.5%	.0%	100.0%	5.9%	.0%	10.9%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
20	8	7	1	2	7	153
76.9%	88.9%	100.0%	100.0%	66.7%	30.4%	37.1%
4	1	0	0	0	15	223
15.4%	11.1%	.0%	.0%	.0%	65.2%	54.1%
2	0	0	0	1	1	36
7.7%	.0%	.0%	.0%	33.3%	4.3%	8.7%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	153
.0%	37.1%
2	223
100.0%	54.1%
0	36
.0%	8.7%

Quarter 1 2018 Full Crosstabs

2	412
100.0%	100.0%

	Total
SE OHIO	
10	153
29.4%	37.1%
19	223
55.9%	54.1%
5	36
14.7%	8.7%
34	412
100.0%	100.0%

	Total
OTHER	
23	155
38.3%	37.6%
8	47
13.3%	11.4%
17	152
28.3%	36.9%
10	46
16.7%	11.2%
1	7
1.7%	1.7%
0	1
.0%	.2%
1	4
1.7%	1.0%
60	412

Quarter 1 2018 Full Crosstabs

100.0%	100.0%
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MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
20	3	11	11	1	8	3	14	2
37.7%	50.0%	28.9%	42.3%	100.0%	47.1%	50.0%	30.4%	33.3%
9	0	3	6	0	3	0	9	1
17.0%	.0%	7.9%	23.1%	.0%	17.6%	.0%	19.6%	16.7%
11	2	20	4	0	4	3	15	2
20.8%	33.3%	52.6%	15.4%	.0%	23.5%	50.0%	32.6%	33.3%
10	1	3	3	0	2	0	8	1
18.9%	16.7%	7.9%	11.5%	.0%	11.8%	.0%	17.4%	16.7%
2	0	1	1	0	0	0	0	0
3.8%	.0%	2.6%	3.8%	.0%	.0%	.0%	.0%	.0%
1	0	0	0	0	0	0	0	0
1.9%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
0	0	0	1	0	0	0	0	0
.0%	.0%	.0%	3.8%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
7	3	3	0	1	7	155
26.9%	33.3%	42.9%	.0%	33.3%	30.4%	37.6%
7	3	1	1	1	0	47
26.9%	33.3%	14.3%	100.0%	33.3%	.0%	11.4%
6	1	0	0	0	12	152
23.1%	11.1%	.0%	.0%	.0%	52.2%	36.9%
5	2	2	0	1	4	46

Quarter 1 2018 Full Crosstabs

19.2%	22.2%	28.6%	.0%	33.3%	17.4%	11.2%
0	0	1	0	0	0	7
.0%	.0%	14.3%	.0%	.0%	.0%	1.7%
0	0	0	0	0	0	1
.0%	.0%	.0%	.0%	.0%	.0%	.2%
1	0	0	0	0	0	4
3.8%	.0%	.0%	.0%	.0%	.0%	1.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	155
.0%	37.6%
0	47
.0%	11.4%
2	152
100.0%	36.9%
0	46
.0%	11.2%
0	7
.0%	1.7%
0	1
.0%	.2%
0	4
.0%	1.0%
2	412

Quarter 1 2018 Full Crosstabs

100.0%	100.0%
--------	--------

SE OHIO	Total
10	155
29.4%	37.6%
3	47
8.8%	11.4%
12	152
35.3%	36.9%
8	46
23.5%	11.2%
1	7
2.9%	1.7%
0	1
.0%	.2%
0	4
.0%	1.0%
34	412
100.0%	100.0%

OTHER	Total
22	144
36.7%	35.0%
5	36
8.3%	8.7%
12	155
20.0%	37.6%
18	66
30.0%	16.0%

Quarter 1 2018 Full Crosstabs

0	4
.0%	1.0%
2	5
3.3%	1.2%
1	2
1.7%	.5%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
17	2	10	12	1	7	1	14	4
32.1%	33.3%	26.3%	46.2%	100.0%	41.2%	16.7%	30.4%	66.7%
8	1	4	5	0	3	0	3	1
15.1%	16.7%	10.5%	19.2%	.0%	17.6%	.0%	6.5%	16.7%
13	2	19	4	0	5	5	15	1
24.5%	33.3%	50.0%	15.4%	.0%	29.4%	83.3%	32.6%	16.7%
13	1	3	3	0	2	0	13	0
24.5%	16.7%	7.9%	11.5%	.0%	11.8%	.0%	28.3%	.0%
1	0	1	0	0	0	0	0	0
1.9%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
1	0	0	2	0	0	0	1	0
1.9%	.0%	.0%	7.7%	.0%	.0%	.0%	2.2%	.0%
0	0	1	0	0	0	0	0	0
.0%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
6	4	2	0	1	10	144

Quarter 1 2018 Full Crosstabs

23.1%	44.4%	28.6%	.0%	33.3%	43.5%	35.0%
5	3	2	1	0	0	36
19.2%	33.3%	28.6%	100.0%	.0%	.0%	8.7%
4	0	0	0	0	11	155
15.4%	.0%	.0%	.0%	.0%	47.8%	37.6%
10	2	1	0	2	2	66
38.5%	22.2%	14.3%	.0%	66.7%	8.7%	16.0%
1	0	1	0	0	0	4
3.8%	.0%	14.3%	.0%	.0%	.0%	1.0%
0	0	1	0	0	0	5
.0%	.0%	14.3%	.0%	.0%	.0%	1.2%
0	0	0	0	0	0	2
.0%	.0%	.0%	.0%	.0%	.0%	.5%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	144
.0%	35.0%
0	36
.0%	8.7%
2	155
100.0%	37.6%
0	66
.0%	16.0%
0	4

Quarter 1 2018 Full Crosstabs

.0%	1.0%
0	5
.0%	1.2%
0	2
.0%	.5%
2	412
100.0%	100.0%

	Total
SE OHIO	
13	144
38.2%	35.0%
2	36
5.9%	8.7%
11	155
32.4%	37.6%
6	66
17.6%	16.0%
1	4
2.9%	1.0%
1	5
2.9%	1.2%
0	2
.0%	.5%
34	412
100.0%	100.0%

	Total
OTHER	
7	42

Quarter 1 2018 Full Crosstabs

11.7%	10.2%
22	140
36.7%	34.0%
30	197
50.0%	47.8%
1	29
1.7%	7.0%
0	4
.0%	1.0%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
5	0	5	3	0	2	0	6	0
9.4%	.0%	13.2%	11.5%	.0%	11.8%	.0%	13.0%	.0%
22	4	6	5	0	8	1	15	2
41.5%	66.7%	15.8%	19.2%	.0%	47.1%	16.7%	32.6%	33.3%
24	2	19	13	1	7	5	22	4
45.3%	33.3%	50.0%	50.0%	100.0%	41.2%	83.3%	47.8%	66.7%
2	0	7	5	0	0	0	3	0
3.8%	.0%	18.4%	19.2%	.0%	.0%	.0%	6.5%	.0%
0	0	1	0	0	0	0	0	0
.0%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
3	1	0	0	0	4	42
11.5%	11.1%	.0%	.0%	.0%	17.4%	10.2%

Quarter 1 2018 Full Crosstabs

9	3	3	1	2	5	140
34.6%	33.3%	42.9%	100.0%	66.7%	21.7%	34.0%
13	5	4	0	1	14	197
50.0%	55.6%	57.1%	.0%	33.3%	60.9%	47.8%
1	0	0	0	0	0	29
3.8%	.0%	.0%	.0%	.0%	.0%	7.0%
0	0	0	0	0	0	4
.0%	.0%	.0%	.0%	.0%	.0%	1.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	42
.0%	10.2%
0	140
.0%	34.0%
2	197
100.0%	47.8%
0	29
.0%	7.0%
0	4
.0%	1.0%
2	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

SE OHIO	Total
3	42
8.8%	10.2%
16	140
47.1%	34.0%
13	197
38.2%	47.8%
2	29
5.9%	7.0%
0	4
.0%	1.0%
34	412
100.0%	100.0%

OTHER	Total
17	103
28.3%	25.0%
15	143
25.0%	34.7%
16	103
26.7%	25.0%
12	63
20.0%	15.3%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
11	0	6	11	0	8	0	11	3

Quarter 1 2018 Full Crosstabs

20.8%	.0%	15.8%	42.3%	.0%	47.1%	.0%	23.9%	50.0%
24	4	19	11	1	5	2	16	2
45.3%	66.7%	50.0%	42.3%	100.0%	29.4%	33.3%	34.8%	33.3%
14	1	8	1	0	1	3	16	1
26.4%	16.7%	21.1%	3.8%	.0%	5.9%	50.0%	34.8%	16.7%
4	1	5	3	0	3	1	3	0
7.5%	16.7%	13.2%	11.5%	.0%	17.6%	16.7%	6.5%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
11	3	3	0	2	3	103
42.3%	33.3%	42.9%	.0%	66.7%	13.0%	25.0%
8	4	3	0	1	4	143
30.8%	44.4%	42.9%	.0%	33.3%	17.4%	34.7%
7	2	1	1	0	8	103
26.9%	22.2%	14.3%	100.0%	.0%	34.8%	25.0%
0	0	0	0	0	8	63
.0%	.0%	.0%	.0%	.0%	34.8%	15.3%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	103
.0%	25.0%
1	143

Quarter 1 2018 Full Crosstabs

50.0%	34.7%
1	103
50.0%	25.0%
0	63
.0%	15.3%
2	412
100.0%	100.0%

	Total
SE OHIO	
9	103
26.5%	25.0%
14	143
41.2%	34.7%
5	103
14.7%	25.0%
6	63
17.6%	15.3%
34	412
100.0%	100.0%

	Total
OTHER	
15	92
25.0%	22.3%
13	139
21.7%	33.7%
23	112
38.3%	27.2%
9	69

Quarter 1 2018 Full Crosstabs

	Total
NOT SURE	
0	92
.0%	22.3%
1	139
50.0%	33.7%
1	112
50.0%	27.2%
0	69
.0%	16.7%
2	412
100.0%	100.0%

	Total
SE OHIO	
8	92
23.5%	22.3%
13	139
38.2%	33.7%
7	112
20.6%	27.2%
6	69
17.6%	16.7%
34	412
100.0%	100.0%

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Quarter 1 2018 Full Crosstabs

OTHER	Total
6	85
10.0%	20.6%
35	183
58.3%	44.4%
11	84
18.3%	20.4%
8	60
13.3%	14.6%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
11	1	10	12	0	1	0	12	2
20.8%	16.7%	26.3%	46.2%	.0%	5.9%	.0%	26.1%	33.3%
30	4	18	6	1	7	3	19	3
56.6%	66.7%	47.4%	23.1%	100.0%	41.2%	50.0%	41.3%	50.0%
9	1	7	4	0	6	2	8	1
17.0%	16.7%	18.4%	15.4%	.0%	35.3%	33.3%	17.4%	16.7%
3	0	3	4	0	3	1	7	0
5.7%	.0%	7.9%	15.4%	.0%	17.6%	16.7%	15.2%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
5	0	0	0	0	3	85
19.2%	.0%	.0%	.0%	.0%	13.0%	20.6%
14	9	6	1	3	4	183

Quarter 1 2018 Full Crosstabs

53.8%	100.0%	85.7%	100.0%	100.0%	17.4%	44.4%
6	0	1	0	0	7	84
23.1%	.0%	14.3%	.0%	.0%	30.4%	20.4%
1	0	0	0	0	9	60
3.8%	.0%	.0%	.0%	.0%	39.1%	14.6%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
1	85
50.0%	20.6%
0	183
.0%	44.4%
1	84
50.0%	20.4%
0	60
.0%	14.6%
2	412
100.0%	100.0%

SE OHIO	Total
5	85
14.7%	20.6%
16	183
47.1%	44.4%

Quarter 1 2018 Full Crosstabs

9	84
26.5%	20.4%
4	60
11.8%	14.6%
34	412
100.0%	100.0%

	Total
OTHER	
19	120
31.7%	29.1%
18	105
30.0%	25.5%
11	71
18.3%	17.2%
11	113
18.3%	27.4%
1	3
1.7%	.7%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
24	2	8	10	0	2	1	13	2
45.3%	33.3%	21.1%	38.5%	.0%	11.8%	16.7%	28.3%	33.3%
17	1	7	4	1	8	1	14	3
32.1%	16.7%	18.4%	15.4%	100.0%	47.1%	16.7%	30.4%	50.0%
9	0	11	5	0	3	0	8	1
17.0%	.0%	28.9%	19.2%	.0%	17.6%	.0%	17.4%	16.7%
3	3	11	7	0	4	4	11	0

Quarter 1 2018 Full Crosstabs

5.7%	50.0%	28.9%	26.9%	.0%	23.5%	66.7%	23.9%	.0%
0	0	1	0	0	0	0	0	0
.0%	.0%	2.6%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
16	3	3	0	2	2	120
61.5%	33.3%	42.9%	.0%	66.7%	8.7%	29.1%
6	4	4	0	1	4	105
23.1%	44.4%	57.1%	.0%	33.3%	17.4%	25.5%
3	2	0	0	0	1	71
11.5%	22.2%	.0%	.0%	.0%	4.3%	17.2%
1	0	0	1	0	14	113
3.8%	.0%	.0%	100.0%	.0%	60.9%	27.4%
0	0	0	0	0	2	3
.0%	.0%	.0%	.0%	.0%	8.7%	.7%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	120
.0%	29.1%
0	105
.0%	25.5%

Quarter 1 2018 Full Crosstabs

0	71
.0%	17.2%
2	113
100.0%	27.4%
0	3
.0%	.7%
2	412
100.0%	100.0%

	Total
SE OHIO	
11	120
32.4%	29.1%
8	105
23.5%	25.5%
6	71
17.6%	17.2%
9	113
26.5%	27.4%
0	3
.0%	.7%
34	412
100.0%	100.0%

	Total
OTHER	
5	66
8.3%	16.0%
18	144
30.0%	35.0%

Quarter 1 2018 Full Crosstabs

26	138
43.3%	33.5%
11	64
18.3%	15.5%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
6	1	3	9	0	2	0	6	1
11.3%	16.7%	7.9%	34.6%	.0%	11.8%	.0%	13.0%	16.7%
26	2	12	5	1	3	2	7	3
49.1%	33.3%	31.6%	19.2%	100.0%	17.6%	33.3%	15.2%	50.0%
14	1	18	9	0	7	3	18	2
26.4%	16.7%	47.4%	34.6%	.0%	41.2%	50.0%	39.1%	33.3%
7	2	5	3	0	5	1	15	0
13.2%	33.3%	13.2%	11.5%	.0%	29.4%	16.7%	32.6%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
3	0	2	0	0	5	66
11.5%	.0%	28.6%	.0%	.0%	21.7%	16.0%
9	5	2	1	2	10	144
34.6%	55.6%	28.6%	100.0%	66.7%	43.5%	35.0%
14	3	3	0	1	4	138
53.8%	33.3%	42.9%	.0%	33.3%	17.4%	33.5%
0	1	0	0	0	4	64

Quarter 1 2018 Full Crosstabs

.0%	11.1%	.0%	.0%	.0%	17.4%	15.5%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	66
.0%	16.0%
1	144
50.0%	35.0%
0	138
.0%	33.5%
1	64
50.0%	15.5%
2	412
100.0%	100.0%

SE OHIO	Total
8	66
23.5%	16.0%
9	144
26.5%	35.0%
13	138
38.2%	33.5%
4	64
11.8%	15.5%
34	412

Quarter 1 2018 Full Crosstabs

100.0%	100.0%
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OTHER	Total
4	44
6.7%	10.7%
28	137
46.7%	33.3%
14	124
23.3%	30.1%
14	107
23.3%	26.0%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
8	1	1	4	0	4	0	5	1
15.1%	16.7%	2.6%	15.4%	.0%	23.5%	.0%	10.9%	16.7%
20	2	10	4	1	7	3	14	3
37.7%	33.3%	26.3%	15.4%	100.0%	41.2%	50.0%	30.4%	50.0%
19	0	21	11	0	4	2	13	0
35.8%	.0%	55.3%	42.3%	.0%	23.5%	33.3%	28.3%	.0%
6	3	6	7	0	2	1	14	2
11.3%	50.0%	15.8%	26.9%	.0%	11.8%	16.7%	30.4%	33.3%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total

Quarter 1 2018 Full Crosstabs

1	2	3	0	0	4	44
3.8%	22.2%	42.9%	.0%	.0%	17.4%	10.7%
15	3	3	1	2	3	137
57.7%	33.3%	42.9%	100.0%	66.7%	13.0%	33.3%
9	3	1	0	1	8	124
34.6%	33.3%	14.3%	.0%	33.3%	34.8%	30.1%
1	1	0	0	0	8	107
3.8%	11.1%	.0%	.0%	.0%	34.8%	26.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	44
.0%	10.7%
0	137
.0%	33.3%
0	124
.0%	30.1%
2	107
100.0%	26.0%
2	412
100.0%	100.0%

SE OHIO	Total
5	44

Quarter 1 2018 Full Crosstabs

14.7%	10.7%
11	137
32.4%	33.3%
9	124
26.5%	30.1%
9	107
26.5%	26.0%
34	412
100.0%	100.0%

	Total
OTHER	
28	219
46.7%	53.2%
20	99
33.3%	24.0%
3	35
5.0%	8.5%
8	58
13.3%	14.1%
1	1
1.7%	.2%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
33	4	16	19	1	9	2	26	4
62.3%	66.7%	42.1%	73.1%	100.0%	52.9%	33.3%	56.5%	66.7%
15	0	9	2	0	6	3	15	2
28.3%	.0%	23.7%	7.7%	.0%	35.3%	50.0%	32.6%	33.3%

Quarter 1 2018 Full Crosstabs

1	0	3	3	0	1	1	1	0
1.9%	.0%	7.9%	11.5%	.0%	5.9%	16.7%	2.2%	.0%
4	2	10	2	0	1	0	4	0
7.5%	33.3%	26.3%	7.7%	.0%	5.9%	.0%	8.7%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
15	8	3	1	0	5	219
57.7%	88.9%	42.9%	100.0%	.0%	21.7%	53.2%
10	1	4	0	3	4	99
38.5%	11.1%	57.1%	.0%	100.0%	17.4%	24.0%
1	0	0	0	0	5	35
3.8%	.0%	.0%	.0%	.0%	21.7%	8.5%
0	0	0	0	0	8	58
.0%	.0%	.0%	.0%	.0%	34.8%	14.1%
0	0	0	0	0	1	1
.0%	.0%	.0%	.0%	.0%	4.3%	.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	219
.0%	53.2%

Quarter 1 2018 Full Crosstabs

2	99
100.0%	24.0%
0	35
.0%	8.5%
0	58
.0%	14.1%
0	1
.0%	.2%
2	412
100.0%	100.0%

	Total
SE OHIO	
23	219
67.6%	53.2%
10	99
29.4%	24.0%
0	35
.0%	8.5%
1	58
2.9%	14.1%
0	1
.0%	.2%
34	412
100.0%	100.0%

	Total
OTHER	
17	135

Quarter 1 2018 Full Crosstabs

28.3%	32.8%
26	120
43.3%	29.1%
6	54
10.0%	13.1%
10	102
16.7%	24.8%
1	1
1.7%	.2%
60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
23	3	7	14	0	5	0	20	2
43.4%	50.0%	18.4%	53.8%	.0%	29.4%	.0%	43.5%	33.3%
17	2	10	5	0	7	4	12	4
32.1%	33.3%	26.3%	19.2%	.0%	41.2%	66.7%	26.1%	66.7%
7	0	5	3	1	1	1	7	0
13.2%	.0%	13.2%	11.5%	100.0%	5.9%	16.7%	15.2%	.0%
6	1	16	4	0	4	1	7	0
11.3%	16.7%	42.1%	15.4%	.0%	23.5%	16.7%	15.2%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
14	6	3	1	0	4	135
53.8%	66.7%	42.9%	100.0%	.0%	17.4%	32.8%

Quarter 1 2018 Full Crosstabs

10	3	4	0	3	4	120
38.5%	33.3%	57.1%	.0%	100.0%	17.4%	29.1%
2	0	0	0	0	5	54
7.7%	.0%	.0%	.0%	.0%	21.7%	13.1%
0	0	0	0	0	9	102
.0%	.0%	.0%	.0%	.0%	39.1%	24.8%
0	0	0	0	0	1	1
.0%	.0%	.0%	.0%	.0%	4.3%	.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	135
.0%	32.8%
0	120
.0%	29.1%
0	54
.0%	13.1%
2	102
100.0%	24.8%
0	1
.0%	.2%
2	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

SE OHIO	Total
14	135
41.2%	32.8%
11	120
32.4%	29.1%
2	54
5.9%	13.1%
7	102
20.6%	24.8%
0	1
.0%	.2%
34	412
100.0%	100.0%

OTHER	Total
5	68
8.3%	16.5%
23	124
38.3%	30.1%
17	113
28.3%	27.4%
15	105
25.0%	25.5%
0	2
.0%	.5%
60	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

	Total
NOT SURE	
0	68
.0%	16.5%
0	124
.0%	30.1%
0	113
.0%	27.4%
2	105
100.0%	25.5%
0	2
.0%	.5%
2	412
100.0%	100.0%

	Total
SE OHIO	
3	68
8.8%	16.5%
11	124
32.4%	30.1%
12	113
35.3%	27.4%
8	105
23.5%	25.5%
0	2
.0%	.5%
34	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
11	2	4	0	2	1	132
42.3%	22.2%	57.1%	.0%	66.7%	4.3%	32.0%
7	6	2	1	1	4	121
26.9%	66.7%	28.6%	100.0%	33.3%	17.4%	29.4%
8	1	1	0	0	9	90
30.8%	11.1%	14.3%	.0%	.0%	39.1%	21.8%
0	0	0	0	0	9	66
.0%	.0%	.0%	.0%	.0%	39.1%	16.0%
0	0	0	0	0	0	3
.0%	.0%	.0%	.0%	.0%	.0%	.7%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	132
.0%	32.0%
1	121
50.0%	29.4%
1	90
50.0%	21.8%
0	66
.0%	16.0%
0	3

Quarter 1 2018 Full Crosstabs

.0%	.7%
2	412
100.0%	100.0%

SE OHIO	Total
10	132
29.4%	32.0%
13	121
38.2%	29.4%
6	90
17.6%	21.8%
5	66
14.7%	16.0%
0	3
.0%	.7%
34	412
100.0%	100.0%

OTHER	Total
5	49
8.3%	11.9%
15	87
25.0%	21.1%
22	140
36.7%	34.0%
18	132
30.0%	32.0%
0	4
.0%	1.0%

Quarter 1 2018 Full Crosstabs

60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
11	3	5	1	0	1	1	4	0
20.8%	50.0%	13.2%	3.8%	.0%	5.9%	16.7%	8.7%	.0%
18	1	9	7	0	8	0	10	4
34.0%	16.7%	23.7%	26.9%	.0%	47.1%	.0%	21.7%	66.7%
15	1	11	14	0	5	1	16	2
28.3%	16.7%	28.9%	53.8%	.0%	29.4%	16.7%	34.8%	33.3%
9	1	13	4	1	3	4	16	0
17.0%	16.7%	34.2%	15.4%	100.0%	17.6%	66.7%	34.8%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
1	2	1	0	1	1	49
3.8%	22.2%	14.3%	.0%	33.3%	4.3%	11.9%
7	3	2	1	2	4	87
26.9%	33.3%	28.6%	100.0%	66.7%	17.4%	21.1%
12	3	3	0	0	2	140
46.2%	33.3%	42.9%	.0%	.0%	8.7%	34.0%
6	1	1	0	0	14	132
23.1%	11.1%	14.3%	.0%	.0%	60.9%	32.0%
0	0	0	0	0	2	4

Quarter 1 2018 Full Crosstabs

.0%	.0%	.0%	.0%	.0%	8.7%	1.0%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	49
.0%	11.9%
1	87
50.0%	21.1%
1	140
50.0%	34.0%
0	132
.0%	32.0%
0	4
.0%	1.0%
2	412
100.0%	100.0%

SE OHIO	Total
0	49
.0%	11.9%
7	87
20.6%	21.1%
15	140
44.1%	34.0%
11	132

Quarter 1 2018 Full Crosstabs

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
5	2	1	1	0	1	76
19.2%	22.2%	14.3%	100.0%	.0%	4.3%	18.4%
16	4	4	0	3	4	153
61.5%	44.4%	57.1%	.0%	100.0%	17.4%	37.1%
5	2	2	0	0	5	94
19.2%	22.2%	28.6%	.0%	.0%	21.7%	22.8%
0	1	0	0	0	13	89
.0%	11.1%	.0%	.0%	.0%	56.5%	21.6%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	76
.0%	18.4%
1	153
50.0%	37.1%
0	94
.0%	22.8%
1	89
50.0%	21.6%
2	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

	Total
SE OHIO	
2	76
5.9%	18.4%
14	153
41.2%	37.1%
13	94
38.2%	22.8%
5	89
14.7%	21.6%
34	412
100.0%	100.0%

	Total
OTHER	
21	133
35.0%	32.3%
21	135
35.0%	32.8%
11	83
18.3%	20.1%
7	56
11.7%	13.6%
0	5
.0%	1.2%
60	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

	Total
NOT SURE	
0	133
.0%	32.3%
1	135
50.0%	32.8%
0	83
.0%	20.1%
1	56
50.0%	13.6%
0	5
.0%	1.2%
2	412
100.0%	100.0%

	Total
SE OHIO	
12	133
35.3%	32.3%
13	135
38.2%	32.8%
8	83
23.5%	20.1%
1	56
2.9%	13.6%
0	5
.0%	1.2%
34	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

						Total
\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	
3	0	2	0	1	6	56
11.5%	.0%	28.6%	.0%	33.3%	26.1%	13.6%
11	6	3	0	2	3	126
42.3%	66.7%	42.9%	.0%	66.7%	13.0%	30.6%
11	2	2	1	0	6	130
42.3%	22.2%	28.6%	100.0%	.0%	26.1%	31.6%
1	1	0	0	0	7	99
3.8%	11.1%	.0%	.0%	.0%	30.4%	24.0%
0	0	0	0	0	1	1
.0%	.0%	.0%	.0%	.0%	4.3%	.2%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	56
.0%	13.6%
0	126
.0%	30.6%
1	130
50.0%	31.6%
1	99
50.0%	24.0%
0	1

Quarter 1 2018 Full Crosstabs

.0%	.2%
2	412
100.0%	100.0%

SE OHIO	Total
4	56
11.8%	13.6%
7	126
20.6%	30.6%
17	130
50.0%	31.6%
6	99
17.6%	24.0%
0	1
.0%	.2%
34	412
100.0%	100.0%

OTHER	Total
9	122
15.0%	29.6%
21	148
35.0%	35.9%
22	101
36.7%	24.5%
8	39
13.3%	9.5%
0	2
.0%	.5%

Quarter 1 2018 Full Crosstabs

60	412
100.0%	100.0%

MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
11	2	12	11	0	7	2	15	2
20.8%	33.3%	31.6%	42.3%	.0%	41.2%	33.3%	32.6%	33.3%
23	2	11	5	1	6	2	19	3
43.4%	33.3%	28.9%	19.2%	100.0%	35.3%	33.3%	41.3%	50.0%
15	1	14	7	0	4	2	9	1
28.3%	16.7%	36.8%	26.9%	.0%	23.5%	33.3%	19.6%	16.7%
4	1	1	3	0	0	0	3	0
7.5%	16.7%	2.6%	11.5%	.0%	.0%	.0%	6.5%	.0%
0	0	0	0	0	0	0	0	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
4	2	1	0	0	9	122
15.4%	22.2%	14.3%	.0%	.0%	39.1%	29.6%
12	2	1	1	1	3	148
46.2%	22.2%	14.3%	100.0%	33.3%	13.0%	35.9%
8	5	5	0	2	1	101
30.8%	55.6%	71.4%	.0%	66.7%	4.3%	24.5%
2	0	0	0	0	10	39
7.7%	.0%	.0%	.0%	.0%	43.5%	9.5%
0	0	0	0	0	0	2

Quarter 1 2018 Full Crosstabs

.0%	.0%	.0%	.0%	.0%	.0%	.5%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

NOT SURE	Total
0	122
.0%	29.6%
1	148
50.0%	35.9%
0	101
.0%	24.5%
1	39
50.0%	9.5%
0	2
.0%	.5%
2	412
100.0%	100.0%

SE OHIO	Total
11	122
32.4%	29.6%
14	148
41.2%	35.9%
6	101
17.6%	24.5%
3	39

Quarter 1 2018 Full Crosstabs

8.8%	9.5%
0	2
.0%	.5%
34	412
100.0%	100.0%

OTHER	Total
6	58
10.0%	14.1%
0	9
.0%	2.2%
2	41
3.3%	10.0%
1	13
1.7%	3.2%
10	64
16.7%	15.5%
6	43
10.0%	10.4%
4	34
6.7%	8.3%
2	20
3.3%	4.9%
6	39
10.0%	9.5%
23	91
38.3%	22.1%
60	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

MANUFACTURING	WHOLESALE	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION
4	0	3	9	0	3	2	7	0
7.5%	.0%	7.9%	34.6%	.0%	17.6%	33.3%	15.2%	.0%
4	0	1	0	0	0	0	1	0
7.5%	.0%	2.6%	.0%	.0%	.0%	.0%	2.2%	.0%
4	2	14	0	1	1	0	5	0
7.5%	33.3%	36.8%	.0%	100.0%	5.9%	.0%	10.9%	.0%
0	0	2	0	0	1	0	0	0
.0%	.0%	5.3%	.0%	.0%	5.9%	.0%	.0%	.0%
16	0	8	2	0	1	0	5	2
30.2%	.0%	21.1%	7.7%	.0%	5.9%	.0%	10.9%	33.3%
1	0	5	2	0	6	2	5	1
1.9%	.0%	13.2%	7.7%	.0%	35.3%	33.3%	10.9%	16.7%
7	3	1	2	0	3	0	7	0
13.2%	50.0%	2.6%	7.7%	.0%	17.6%	.0%	15.2%	.0%
0	0	0	0	0	0	0	4	0
.0%	.0%	.0%	.0%	.0%	.0%	.0%	8.7%	.0%
9	0	1	4	0	1	1	5	0
17.0%	.0%	2.6%	15.4%	.0%	5.9%	16.7%	10.9%	.0%
8	1	3	7	0	1	1	7	3
15.1%	16.7%	7.9%	26.9%	.0%	5.9%	16.7%	15.2%	50.0%
53	6	38	26	1	17	6	46	6
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	\$1B +	DECLINED	Total
0	0	0	0	0	4	58
.0%	.0%	.0%	.0%	.0%	17.4%	14.1%
0	0	0	0	0	0	9

Quarter 1 2018 Full Crosstabs

.0%	.0%	.0%	.0%	.0%	.0%	2.2%
4	1	0	0	0	2	41
15.4%	11.1%	.0%	.0%	.0%	8.7%	10.0%
1	0	0	0	1	0	13
3.8%	.0%	.0%	.0%	33.3%	.0%	3.2%
14	3	1	1	1	3	64
53.8%	33.3%	14.3%	100.0%	33.3%	13.0%	15.5%
1	0	0	0	0	7	43
3.8%	.0%	.0%	.0%	.0%	30.4%	10.4%
1	3	3	0	0	0	34
3.8%	33.3%	42.9%	.0%	.0%	.0%	8.3%
0	0	0	0	0	0	20
.0%	.0%	.0%	.0%	.0%	.0%	4.9%
2	0	0	0	1	0	39
7.7%	.0%	.0%	.0%	33.3%	.0%	9.5%
3	2	3	0	0	7	91
11.5%	22.2%	42.9%	.0%	.0%	30.4%	22.1%
26	9	7	1	3	23	412
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

	Total
NOT SURE	
0	58
.0%	14.1%
0	9
.0%	2.2%

Quarter 1 2018 Full Crosstabs

0	41
.0%	10.0%
1	13
50.0%	3.2%
0	64
.0%	15.5%
0	43
.0%	10.4%
0	34
.0%	8.3%
0	20
.0%	4.9%
0	39
.0%	9.5%
1	91
50.0%	22.1%
2	412
100.0%	100.0%

SE OHIO	Total
4	58
11.8%	14.1%
1	9
2.9%	2.2%
6	41
17.6%	10.0%
2	13
5.9%	3.2%

Quarter 1 2018 Full Crosstabs

6	64
17.6%	15.5%
3	43
8.8%	10.4%
1	34
2.9%	8.3%
0	20
.0%	4.9%
1	39
2.9%	9.5%
10	91
29.4%	22.1%
34	412
100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
2	14	41
10.5%	11.0%	10.0%
11	54	219
57.9%	42.5%	53.2%
3	53	128
15.8%	41.7%	31.1%
3	5	20
15.8%	3.9%	4.9%
0	1	4
.0%	.8%	1.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

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Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
0	3	15
.0%	2.4%	3.6%
4	18	82
21.1%	14.2%	19.9%
10	63	180
52.6%	49.6%	43.7%
5	33	113
26.3%	26.0%	27.4%
0	3	9
.0%	2.4%	2.2%
0	7	13
.0%	5.5%	3.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
0	3	15

Quarter 1 2018 Full Crosstabs

.0%	2.4%	3.6%
10	35	151
52.6%	27.6%	36.7%
9	73	199
47.4%	57.5%	48.3%
0	14	36
.0%	11.0%	8.7%
0	0	1
.0%	.0%	.2%
0	2	10
.0%	1.6%	2.4%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
4	13	57
21.1%	10.2%	13.8%

Quarter 1 2018 Full Crosstabs

0	5	29
.0%	3.9%	7.0%
7	70	202
36.8%	55.1%	49.0%
6	33	101
31.6%	26.0%	24.5%
1	4	18
5.3%	3.1%	4.4%
1	0	2
5.3%	.0%	.5%
0	2	3
.0%	1.6%	.7%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
15	87	290
78.9%	68.5%	70.4%
0	0	2
.0%	.0%	.5%
3	19	53
15.8%	15.0%	12.9%
0	1	1
.0%	.8%	.2%
0	0	2
.0%	.0%	.5%
0	2	2
.0%	1.6%	.5%

Quarter 1 2018 Full Crosstabs

0	4	14
.0%	3.1%	3.4%
0	0	1
.0%	.0%	.2%
0	1	1
.0%	.8%	.2%
0	0	1
.0%	.0%	.2%
0	1	1
.0%	.8%	.2%
0	1	1
.0%	.8%	.2%
0	3	3
.0%	2.4%	.7%
0	0	1
.0%	.0%	.2%
0	0	2
.0%	.0%	.5%
0	0	2
.0%	.0%	.5%
0	0	1
.0%	.0%	.2%
0	4	5
.0%	3.1%	1.2%
0	2	2
.0%	1.6%	.5%
0	0	2
.0%	.0%	.5%
0	0	1
.0%	.0%	.2%
0	0	1
.0%	.0%	.2%
0	0	1
.0%	.0%	.2%

Quarter 1 2018 Full Crosstabs

0	0	1
.0%	.0%	.2%
0	0	1
.0%	.0%	.2%
0	1	1
.0%	.8%	.2%
0	0	3
.0%	.0%	.7%
0	0	1
.0%	.0%	.2%
0	1	12
.0%	.8%	2.9%
1	0	1
5.3%	.0%	.2%
0	0	1
.0%	.0%	.2%
0	0	1
.0%	.0%	.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
4	25	96
21.1%	19.8%	23.4%
1	2	13
5.3%	1.6%	3.2%
6	69	201
31.6%	54.8%	48.9%
7	27	92
36.8%	21.4%	22.4%
1	1	6
5.3%	.8%	1.5%
0	2	3
.0%	1.6%	.7%
19	126	411
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
2	11	60
10.5%	8.7%	14.6%
3	4	22
15.8%	3.1%	5.3%
2	8	36
10.5%	6.3%	8.7%
12	104	293
63.2%	81.9%	71.1%
0	0	1
.0%	.0%	.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
6	70	201
31.6%	55.1%	48.8%
0	5	20
.0%	3.9%	4.9%
4	14	54
21.1%	11.0%	13.1%
0	0	5
.0%	.0%	1.2%
0	5	12
.0%	3.9%	2.9%
2	8	21
10.5%	6.3%	5.1%
0	4	13
.0%	3.1%	3.2%
0	0	13
.0%	.0%	3.2%
0	3	11
.0%	2.4%	2.7%
7	18	62
36.8%	14.2%	15.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	

Quarter 1 2018 Full Crosstabs

6	36	153
31.6%	28.3%	37.1%
12	77	223
63.2%	60.6%	54.1%
1	14	36
5.3%	11.0%	8.7%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
6	50	155
31.6%	39.4%	37.6%
2	9	47
10.5%	7.1%	11.4%
8	52	152
42.1%	40.9%	36.9%
2	13	46
10.5%	10.2%	11.2%
1	2	7
5.3%	1.6%	1.7%
0	0	1
.0%	.0%	.2%
0	1	4
.0%	.8%	1.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
6	42	144
31.6%	33.1%	35.0%
2	6	36
10.5%	4.7%	8.7%
6	57	155
31.6%	44.9%	37.6%
4	19	66
21.1%	15.0%	16.0%
1	1	4
5.3%	.8%	1.0%
0	1	5
.0%	.8%	1.2%
0	1	2
.0%	.8%	.5%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
0	11	42
.0%	8.7%	10.2%
9	37	140
47.4%	29.1%	34.0%
8	70	197
42.1%	55.1%	47.8%
1	7	29
5.3%	5.5%	7.0%
1	2	4
5.3%	1.6%	1.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
6	31	103

Quarter 1 2018 Full Crosstabs

31.6%	24.4%	25.0%
7	40	143
36.8%	31.5%	34.7%
2	35	103
10.5%	27.6%	25.0%
4	21	63
21.1%	16.5%	15.3%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
7	30	92
36.8%	23.6%	22.3%
6	40	139
31.6%	31.5%	33.7%
5	34	112
26.3%	26.8%	27.2%
1	23	69
5.3%	18.1%	16.7%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
3	22	85
15.8%	17.3%	20.6%
9	63	183
47.4%	49.6%	44.4%
4	25	84
21.1%	19.7%	20.4%
3	17	60
15.8%	13.4%	14.6%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
6	38	120
31.6%	29.9%	29.1%
4	33	105
21.1%	26.0%	25.5%
5	18	71
26.3%	14.2%	17.2%
4	37	113

Quarter 1 2018 Full Crosstabs

21.1%	29.1%	27.4%
0	1	3
.0%	.8%	.7%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
0	26	66
.0%	20.5%	16.0%
11	48	144
57.9%	37.8%	35.0%
7	38	138
36.8%	29.9%	33.5%
1	15	64
5.3%	11.8%	15.5%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
1	12	44
5.3%	9.4%	10.7%
8	46	137
42.1%	36.2%	33.3%
2	32	124
10.5%	25.2%	30.1%
8	37	107
42.1%	29.1%	26.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
12	67	219
63.2%	52.8%	53.2%
5	29	99
26.3%	22.8%	24.0%

Quarter 1 2018 Full Crosstabs

0	16	35
.0%	12.6%	8.5%
2	15	58
10.5%	11.8%	14.1%
0	0	1
.0%	.0%	.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
8	36	135
42.1%	28.3%	32.8%
5	38	120
26.3%	29.9%	29.1%
3	19	54
15.8%	15.0%	13.1%
3	34	102
15.8%	26.8%	24.8%
0	0	1
.0%	.0%	.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

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Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
3	22	68
15.8%	17.3%	16.5%
6	33	124
31.6%	26.0%	30.1%
3	37	113
15.8%	29.1%	27.4%
7	35	105
36.8%	27.6%	25.5%
0	0	2
.0%	.0%	.5%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
4	41	132
21.1%	32.3%	32.0%
10	31	121
52.6%	24.4%	29.4%
2	28	90
10.5%	22.0%	21.8%
3	24	66
15.8%	18.9%	16.0%
0	3	3
.0%	2.4%	.7%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
1	16	49
5.3%	12.6%	11.9%
3	14	87
15.8%	11.0%	21.1%
6	50	140
31.6%	39.4%	34.0%
9	43	132
47.4%	33.9%	32.0%
0	4	4
.0%	3.1%	1.0%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

		Total
HEALTHCARE - SOCIAL	OTHERS	
3	24	76
15.8%	18.9%	18.4%
7	48	153
36.8%	37.8%	37.1%
7	19	94
36.8%	15.0%	22.8%
2	36	89
10.5%	28.3%	21.6%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs



Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
7	37	133
36.8%	29.1%	32.3%
6	44	135
31.6%	34.6%	32.8%
6	23	83
31.6%	18.1%	20.1%
0	20	56
.0%	15.7%	13.6%
0	3	5
.0%	2.4%	1.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
0	20	56
.0%	15.7%	13.6%
10	40	126
52.6%	31.5%	30.6%
3	36	130
15.8%	28.3%	31.6%
6	31	99
31.6%	24.4%	24.0%
0	0	1
.0%	.0%	.2%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
3	34	122
15.8%	26.8%	29.6%
10	51	148
52.6%	40.2%	35.9%
5	27	101
26.3%	21.3%	24.5%
1	13	39
5.3%	10.2%	9.5%
0	2	2
.0%	1.6%	.5%
19	127	412
100.0%	100.0%	100.0%

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

Quarter 1 2018 Full Crosstabs

HEALTHCARE - SOCIAL	OTHERS	Total
3	20	58
15.8%	15.7%	14.1%
0	2	9
.0%	1.6%	2.2%
0	10	41
.0%	7.9%	10.0%
0	7	13
.0%	5.5%	3.2%
4	13	64
21.1%	10.2%	15.5%
2	11	43
10.5%	8.7%	10.4%
2	4	34
10.5%	3.1%	8.3%
0	12	20
.0%	9.4%	4.9%
3	11	39
15.8%	8.7%	9.5%
5	37	91
26.3%	29.1%	22.1%
19	127	412
100.0%	100.0%	100.0%