

Ohio Chamber of Commerce Research Foundation Prosperity Pulse – 2018 Q3 – Topline Report

Clout Research conducted a quarterly survey of business leaders in various sectors across the state of Ohio regarding the strength of their companies and the state economy. The survey included 403 respondents who completed survey interviews online and on the telephone with live agent interviewers. It carries a confidence interval of 95% and a margin of error of +/- 4.86 percentage points.

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

Q2. CURRENT BIZ OUTLOOK * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	10	38	0	9	8	65
		% within TITLE	18.2%	13.6%	.0%	69.2%	20.0%	16.1%
	GOOD	Count	36	155	15	4	17	227
		% within TITLE	65.5%	55.4%	100.0%	30.8%	42.5%	56.3%
	ONLY FAIR	Count	5	66	0	0	8	79
		% within TITLE	9.1%	23.6%	.0%	.0%	20.0%	19.6%
	POOR	Count	2	11	0	0	3	16
		% within TITLE	3.6%	3.9%	.0%	.0%	7.5%	4.0%
	NOT SURE	Count	2	10	0	0	4	16
		% within TITLE	3.6%	3.6%	.0%	.0%	10.0%	4.0%
Total		Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

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

Q2. CURRENT BIZ OUTLOOK * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-	UTILITIES	CONSTRUCTIO	MANUFACTUR	WHOLESALE	RETAIL	TRANS-	INFO	FINANCE-	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE		OTHERS
			FORESTY	GAS		N	ING			WAREHOUSE	SERVICES	INSURANCE				- SOCIAL		
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	3	4	5	10	6	1	2	4	0	1	0	9	6	1	13	65
		% within BIZ CATEGORY	12.0%	44.4%	62.5%	28.6%	15.0%	25.0%	3.9%	23.5%	.0%	3.4%	.0%	26.5%	27.3%	4.3%	15.1%	16.1%
	GOOD	Count	14	5	1	21	19	2	32	7	7	19	6	21	10	17	46	227
		% within BIZ CATEGORY	56.0%	55.6%	12.5%	60.0%	47.5%	50.0%	62.7%	41.2%	70.0%	65.5%	60.0%	61.8%	45.5%	73.9%	53.5%	56.3%
	ONLY FAIR	Count	4	0	1	2	12	0	8	5	2	9	3	4	4	5	20	79
		% within BIZ CATEGORY	16.0%	.0%	12.5%	5.7%	30.0%	.0%	15.7%	29.4%	20.0%	31.0%	30.0%	11.8%	18.2%	21.7%	23.3%	19.6%
	POOR	Count	2	0	0	0	1	1	6	0	1	0	0	0	2	0	3	16
		% within BIZ CATEGORY	8.0%	.0%	.0%	.0%	2.5%	25.0%	11.8%	.0%	10.0%	.0%	.0%	.0%	9.1%	.0%	3.5%	4.0%
	NOT SURE	Count	2	0	1	2	2	0	3	1	0	0	1	0	0	0	4	16
		% within BIZ CATEGORY	8.0%	.0%	12.5%	5.7%	5.0%	.0%	5.9%	5.9%	.0%	.0%	10.0%	.0%	.0%	.0%	4.7%	4.0%
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

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

Q2. CURRENT BIZ OUTLOOK * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	18	14	16	0	13	0	4	0	65
		% within ANNUAL REVENUE	9.8%	19.2%	22.5%	.0%	32.5%	.0%	57.1%	.0%	16.1%
	GOOD	Count	101	46	35	13	18	8	1	5	227
		% within ANNUAL REVENUE	54.9%	63.0%	49.3%	86.7%	45.0%	100.0%	14.3%	100.0%	56.3%
	ONLY FAIR	Count	43	9	16	0	9	0	2	0	79
		% within ANNUAL REVENUE	23.4%	12.3%	22.5%	.0%	22.5%	.0%	28.6%	.0%	19.6%
	POOR	Count	12	0	3	1	0	0	0	0	16
		% within ANNUAL REVENUE	6.5%	.0%	4.2%	6.7%	.0%	.0%	.0%	.0%	4.0%
	NOT SURE	Count	10	4	1	1	0	0	0	0	16
		% within ANNUAL REVENUE	5.4%	5.5%	1.4%	6.7%	.0%	.0%	.0%	.0%	4.0%
	Total	Count	184	73	71	15	40	8	7	5	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

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

Q2. CURRENT BIZ OUTLOOK * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	47	13	5	0	65
		% within NUMBER EMPLOYEES	13.3%	44.8%	35.7%	.0%	16.1%
	GOOD	Count	203	9	9	6	227
		% within NUMBER EMPLOYEES	57.3%	31.0%	64.3%	100.0%	56.3%
	ONLY FAIR	Count	74	5	0	0	79
		% within NUMBER EMPLOYEES	20.9%	17.2%	.0%	.0%	19.6%
	POOR	Count	15	1	0	0	16
		% within NUMBER EMPLOYEES	4.2%	3.4%	.0%	.0%	4.0%
	NOT SURE	Count	15	1	0	0	16
		% within NUMBER EMPLOYEES	4.2%	3.4%	.0%	.0%	4.0%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

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

Q2. CURRENT BIZ OUTLOOK * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q2. CURRENT BIZ OUTLOOK	EXCELLENT	Count	9	31	12	4	9	65
		% within REGION OF OHIO	17.0%	24.2%	11.1%	6.3%	18.0%	16.1%
	GOOD	Count	35	60	74	37	21	227
		% within REGION OF OHIO	66.0%	46.9%	68.5%	57.8%	42.0%	56.3%
	ONLY FAIR	Count	5	25	17	15	17	79
		% within REGION OF OHIO	9.4%	19.5%	15.7%	23.4%	34.0%	19.6%
	POOR	Count	0	9	2	4	1	16
		% within REGION OF OHIO	.0%	7.0%	1.9%	6.3%	2.0%	4.0%
	NOT SURE	Count	4	3	3	4	2	16
		% within REGION OF OHIO	7.5%	2.3%	2.8%	6.3%	4.0%	4.0%
Total		Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter, were your company's profits or "income" after taxes higher, lower or about the same as the quarter before?

Q3-COMPANY PROFITS - PAST * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	4	0	0	0	0	4
		% within TITLE	7.3%	.0%	.0%	.0%	.0%	1.0%
	A LITTLE HIGHER	Count	14	39	15	5	4	77
		% within TITLE	25.5%	13.9%	100.0%	38.5%	10.0%	19.1%
	ABOUT THE SAME	Count	12	52	0	8	8	80
		% within TITLE	21.8%	18.6%	.0%	61.5%	20.0%	19.9%
	A LITTLE LOWER	Count	10	92	0	0	12	114
		% within TITLE	18.2%	32.9%	.0%	.0%	30.0%	28.3%
	MUCH LOWER	Count	15	97	0	0	16	128
		% within TITLE	27.3%	34.6%	.0%	.0%	40.0%	31.8%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter, were your company's profits or "income" after taxes higher, lower or about the same as the quarter before?

Q3-COMPANY PROFITS - PAST * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTRY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL		OTHERS
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	0	0	0	0	0	0	0	0	0	0	0	0	0	4	4	
		% within BIZ	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	4.7%	1.0%
		CATEGORY																
	A LITTLE HIGHER	Count	4	0	0	15	5	0	9	0	5	14	0	5	0	10	10	77
		% within BIZ	16.0%	.0%	.0%	42.9%	12.5%	.0%	17.6%	.0%	50.0%	48.3%	.0%	14.7%	.0%	43.5%	11.6%	19.1%
		CATEGORY																
	ABOUT THE SAME	Count	0	4	4	4	16	0	0	4	0	4	4	24	0	4	12	80
		% within BIZ	.0%	44.4%	50.0%	11.4%	40.0%	.0%	.0%	23.5%	.0%	13.8%	40.0%	70.6%	.0%	17.4%	14.0%	19.9%
		CATEGORY																
	A LITTLE LOWER	Count	11	4	2	3	7	0	19	7	2	4	2	5	15	6	27	114
		% within BIZ	44.0%	44.4%	25.0%	8.6%	17.5%	.0%	37.3%	41.2%	20.0%	13.8%	20.0%	14.7%	68.2%	26.1%	31.4%	28.3%
		CATEGORY																
	MUCH LOWER	Count	10	1	2	13	12	4	23	6	3	7	4	0	7	3	33	128
		% within BIZ	40.0%	11.1%	25.0%	37.1%	30.0%	100.0%	45.1%	35.3%	30.0%	24.1%	40.0%	.0%	31.8%	13.0%	38.4%	31.8%
		CATEGORY																
	Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403
		% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
		CATEGORY																

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Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter, were your company's profits or "income" after taxes higher, lower or about the same as the quarter before?

Q3-COMPANY PROFITS - PAST * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	0	0	0	0	4	0	0	0	4
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%	10.0%	.0%	.0%	.0%	1.0%
	A LITTLE HIGHER	Count	10	12	22	5	19	4	0	5	77
		% within ANNUAL REVENUE	5.4%	16.4%	31.0%	33.3%	47.5%	50.0%	.0%	100.0%	19.1%
	ABOUT THE SAME	Count	28	20	16	0	12	0	4	0	80
		% within ANNUAL REVENUE	15.2%	27.4%	22.5%	.0%	30.0%	.0%	57.1%	.0%	19.9%
	A LITTLE LOWER	Count	70	23	7	6	4	4	0	0	114
		% within ANNUAL REVENUE	38.0%	31.5%	9.9%	40.0%	10.0%	50.0%	.0%	.0%	28.3%
	MUCH LOWER	Count	76	18	26	4	1	0	3	0	128
		% within ANNUAL REVENUE	41.3%	24.7%	36.6%	26.7%	2.5%	.0%	42.9%	.0%	31.8%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

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Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter, were your company's profits or "income" after taxes higher, lower or about the same as the quarter before?

Q3-COMPANY PROFITS - PAST * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	0	4	0	0	4
		% within NUMBER EMPLOYEES	.0%	13.8%	.0%	.0%	1.0%
	A LITTLE HIGHER	Count	57	5	10	5	77
		% within NUMBER EMPLOYEES	16.1%	17.2%	71.4%	83.3%	19.1%
	ABOUT THE SAME	Count	68	12	0	0	80
		% within NUMBER EMPLOYEES	19.2%	41.4%	.0%	.0%	19.9%
	A LITTLE LOWER	Count	104	5	4	1	114
		% within NUMBER EMPLOYEES	29.4%	17.2%	28.6%	16.7%	28.3%
	MUCH LOWER	Count	125	3	0	0	128
		% within NUMBER EMPLOYEES	35.3%	10.3%	.0%	.0%	31.8%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter, were your company's profits or "income" after taxes higher, lower or about the same as the quarter before?

Q3-COMPANY PROFITS - PAST * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q3-COMPANY PROFITS - PAST	MUCH HIGHER	Count	0	4	0	0	0	4
		% within REGION OF OHIO	.0%	3.1%	.0%	.0%	.0%	1.0%
	A LITTLE HIGHER	Count	15	25	32	0	5	77
		% within REGION OF OHIO	28.3%	19.5%	29.6%	.0%	10.0%	19.1%
	ABOUT THE SAME	Count	4	24	21	11	20	80
		% within REGION OF OHIO	7.5%	18.8%	19.4%	17.2%	40.0%	19.9%
	A LITTLE LOWER	Count	14	37	28	20	15	114
		% within REGION OF OHIO	26.4%	28.9%	25.9%	31.3%	30.0%	28.3%
	MUCH LOWER	Count	20	38	27	33	10	128
		% within REGION OF OHIO	37.7%	29.7%	25.0%	51.6%	20.0%	31.8%
	Total	Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your company's profits or "income" after taxes to be higher, lower or about the same as the quarter?

Q4-COMPANY PROFITS - FORWARD * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	17	106	0	0	16	139
		% within TITLE	30.9%	37.9%	.0%	.0%	40.0%	34.5%
	A LITTLE HIGHER	Count	8	80	0	0	7	95
		% within TITLE	14.5%	28.6%	.0%	.0%	17.5%	23.6%
	ABOUT THE SAME	Count	8	63	5	8	9	93
		% within TITLE	14.5%	22.5%	33.3%	61.5%	22.5%	23.1%
	A LITTLE LOWER	Count	14	26	5	5	4	54
		% within TITLE	25.5%	9.3%	33.3%	38.5%	10.0%	13.4%
	MUCH LOWER	Count	8	5	5	0	4	22
		% within TITLE	14.5%	1.8%	33.3%	.0%	10.0%	5.5%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your company's profits or "income" after taxes to be higher, lower or about the same as the quarter?

Q4-COMPANY PROFITS - FORWARD * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOESAL E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL		OTHERS
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	10	1	3	8	13	4	33	5	4	7	5	0	7	3	36	139
		% within BIZ	40.0%	11.1%	37.5%	22.9%	32.5%	100.0%	64.7%	29.4%	40.0%	24.1%	50.0%	.0%	31.8%	13.0%	41.9%	34.5%
		CATEGORY																
	A LITTLE HIGHER	Count	15	4	1	8	11	0	14	8	1	4	5	0	7	2	15	95
		% within BIZ	60.0%	44.4%	12.5%	22.9%	27.5%	.0%	27.5%	47.1%	10.0%	13.8%	50.0%	.0%	31.8%	8.7%	17.4%	23.6%
		CATEGORY																
	ABOUT THE SAME	Count	0	4	4	9	8	0	0	4	5	4	0	29	4	9	13	93
		% within BIZ	.0%	44.4%	50.0%	25.7%	20.0%	.0%	.0%	23.5%	50.0%	13.8%	.0%	85.3%	18.2%	39.1%	15.1%	23.1%
		CATEGORY																
	A LITTLE LOWER	Count	0	0	0	5	8	0	0	0	0	14	0	0	0	9	18	54
		% within BIZ	.0%	.0%	.0%	14.3%	20.0%	.0%	.0%	.0%	.0%	48.3%	.0%	.0%	.0%	39.1%	20.9%	13.4%
		CATEGORY																
	MUCH LOWER	Count	0	0	0	5	0	0	4	0	0	0	0	5	4	0	4	22
		% within BIZ	.0%	.0%	.0%	14.3%	.0%	.0%	7.8%	.0%	.0%	.0%	.0%	14.7%	18.2%	.0%	4.7%	5.5%
		CATEGORY																
	Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403
		% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
		CATEGORY																

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Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your company’s profits or “income” after taxes to be higher, lower or about the same as the quarter?

Q4-COMPANY PROFITS - FORWARD * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	86	24	22	3	1	0	3	0	139
		% within ANNUAL REVENUE	46.7%	32.9%	31.0%	20.0%	2.5%	.0%	42.9%	.0%	34.5%
	A LITTLE HIGHER	Count	55	17	7	7	5	4	0	0	95
		% within ANNUAL REVENUE	29.9%	23.3%	9.9%	46.7%	12.5%	50.0%	.0%	.0%	23.6%
	ABOUT THE SAME	Count	30	21	21	0	21	0	0	0	93
		% within ANNUAL REVENUE	16.3%	28.8%	29.6%	.0%	52.5%	.0%	.0%	.0%	23.1%
	A LITTLE LOWER	Count	8	9	18	5	5	0	4	5	54
		% within ANNUAL REVENUE	4.3%	12.3%	25.4%	33.3%	12.5%	.0%	57.1%	100.0%	13.4%
	MUCH LOWER	Count	5	2	3	0	8	4	0	0	22
		% within ANNUAL REVENUE	2.7%	2.7%	4.2%	.0%	20.0%	50.0%	.0%	.0%	5.5%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your company’s profits or “income” after taxes to be higher, lower or about the same as the quarter?

Q4-COMPANY PROFITS - FORWARD * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	135	3	0	1	139
		% within NUMBER EMPLOYEES	38.1%	10.3%	.0%	16.7%	34.5%
	A LITTLE HIGHER	Count	94	1	0	0	95
		% within NUMBER EMPLOYEES	26.6%	3.4%	.0%	.0%	23.6%
	ABOUT THE SAME	Count	76	12	5	0	93
		% within NUMBER EMPLOYEES	21.5%	41.4%	35.7%	.0%	23.1%
	A LITTLE LOWER	Count	35	9	5	5	54
		% within NUMBER EMPLOYEES	9.9%	31.0%	35.7%	83.3%	13.4%
	MUCH LOWER	Count	14	4	4	0	22
		% within NUMBER EMPLOYEES	4.0%	13.8%	28.6%	.0%	5.5%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your company’s profits or “income” after taxes to be higher, lower or about the same as the quarter?

Q4-COMPANY PROFITS - FORWARD * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q4-COMPANY PROFITS - FORWARD	MUCH HIGHER	Count	20	41	31	39	8	139
		% within REGION OF OHIO	37.7%	32.0%	28.7%	60.9%	16.0%	34.5%
	A LITTLE HIGHER	Count	10	27	28	14	16	95
		% within REGION OF OHIO	18.9%	21.1%	25.9%	21.9%	32.0%	23.6%
	ABOUT THE SAME	Count	9	20	36	11	17	93
		% within REGION OF OHIO	17.0%	15.6%	33.3%	17.2%	34.0%	23.1%
	A LITTLE LOWER	Count	9	27	9	0	9	54
		% within REGION OF OHIO	17.0%	21.1%	8.3%	.0%	18.0%	13.4%
	MUCH LOWER	Count	5	13	4	0	0	22
		% within REGION OF OHIO	9.4%	10.2%	3.7%	.0%	.0%	5.5%
	Total	Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the past quarter, did the total number of employees in your company increase, decrease or stay the same?

Q5-EMPLOYEES - PAST * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	8	14	0	5	0	27
		% within TITLE	14.5%	5.0%	.0%	38.5%	.0%	6.7%
	UP 10 TO 25	Count	21	159	0	0	23	203
		% within TITLE	38.2%	56.8%	.0%	.0%	57.5%	50.4%
	UP MORE THAN 25	Count	4	5	0	0	0	9
		% within TITLE	7.3%	1.8%	.0%	.0%	.0%	2.2%
	NO CHANGE	Count	18	94	15	8	17	152
		% within TITLE	32.7%	33.6%	100.0%	61.5%	42.5%	37.7%
	DOWN LESS THAN 10	Count	4	8	0	0	0	12
		% within TITLE	7.3%	2.9%	.0%	.0%	.0%	3.0%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the past quarter, did the total number of employees in your company increase, decrease or stay the same?

Q5-EMPLOYEES - PAST * BIZ CATEGORY Crosstabulation																	
			BIZ CATEGORY														Total
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESAL E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL	
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	4	0	0	5	4	0	5	0	0	4	0	0	0	5	0
		% within BIZ CATEGORY	16.0%	.0%	.0%	14.3%	10.0%	.0%	9.8%	.0%	.0%	13.8%	.0%	.0%	.0%	21.7%	.0%
	UP 10 TO 25	Count	17	1	4	16	19	4	37	13	5	11	6	0	14	5	51
		% within BIZ CATEGORY	68.0%	11.1%	50.0%	45.7%	47.5%	100.0%	72.5%	76.5%	50.0%	37.9%	60.0%	.0%	63.6%	21.7%	59.3%
	UP MORE THAN 25	Count	0	0	0	0	0	0	0	0	0	0	0	0	0	0	9
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	10.5%
	NO CHANGE	Count	4	8	4	14	13	0	9	4	5	14	4	34	4	13	22
		% within BIZ CATEGORY	16.0%	88.9%	50.0%	40.0%	32.5%	.0%	17.6%	23.5%	50.0%	48.3%	40.0%	100.0%	18.2%	56.5%	25.6%
	DOWN LESS THAN 10	Count	0	0	0	0	4	0	0	0	0	0	0	0	4	0	4
		% within BIZ CATEGORY	.0%	.0%	.0%	.0%	10.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	18.2%	.0%	4.7%
Total	Count		25	9	8	35	40	4	51	17	10	29	10	34	22	23	86
		% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the past quarter, did the total number of employees in your company increase, decrease or stay the same?

Q5-EMPLOYEES - PAST * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	9	0	10	0	0	4	4	0	27
		% within ANNUAL REVENUE	4.9%	.0%	14.1%	.0%	.0%	50.0%	57.1%	.0%	6.7%
	UP 10 TO 25	Count	128	36	29	6	1	0	3	0	203
		% within ANNUAL REVENUE	69.6%	49.3%	40.8%	40.0%	2.5%	.0%	42.9%	.0%	50.4%
	UP MORE THAN 25	Count	0	0	0	0	9	0	0	0	9
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%	22.5%	.0%	.0%	.0%	2.2%
	NO CHANGE	Count	47	37	28	9	26	0	0	5	152
		% within ANNUAL REVENUE	25.5%	50.7%	39.4%	60.0%	65.0%	.0%	.0%	100.0%	37.7%
	DOWN LESS THAN 10	Count	0	0	4	0	4	4	0	0	12
		% within ANNUAL REVENUE	.0%	.0%	5.6%	.0%	10.0%	50.0%	.0%	.0%	3.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the past quarter, did the total number of employees in your company increase, decrease or stay the same?

Q5-EMPLOYEES - PAST * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	23	4	0	0	27
		% within NUMBER EMPLOYEES	6.5%	13.8%	.0%	.0%	6.7%
	UP 10 TO 25	Count	198	4	0	1	203
		% within NUMBER EMPLOYEES	55.9%	13.8%	.0%	16.7%	50.4%
	UP MORE THAN 25	Count	0	4	5	0	9
		% within NUMBER EMPLOYEES	.0%	13.8%	35.7%	.0%	2.2%
	NO CHANGE	Count	129	13	5	5	152
		% within NUMBER EMPLOYEES	36.4%	44.8%	35.7%	83.3%	37.7%
	DOWN LESS THAN 10	Count	4	4	4	0	12
		% within NUMBER EMPLOYEES	1.1%	13.8%	28.6%	.0%	3.0%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the past quarter, did the total number of employees in your company increase, decrease or stay the same?

Q5-EMPLOYEES - PAST * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q5-EMPLOYEES - PAST	UP LESS THAN 10	Count	0	14	9	0	4	27
		% within REGION OF OHIO	.0%	10.9%	8.3%	.0%	8.0%	6.7%
	UP 10 TO 25	Count	30	58	50	49	16	203
		% within REGION OF OHIO	56.6%	45.3%	46.3%	76.6%	32.0%	50.4%
	UP MORE THAN 25	Count	0	4	0	0	5	9
		% within REGION OF OHIO	.0%	3.1%	.0%	.0%	10.0%	2.2%
	NO CHANGE	Count	23	48	45	15	21	152
		% within REGION OF OHIO	43.4%	37.5%	41.7%	23.4%	42.0%	37.7%
	DOWN LESS THAN 10	Count	0	4	4	0	4	12
		% within REGION OF OHIO	.0%	3.1%	3.7%	.0%	8.0%	3.0%
	Total	Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate increasing, decreasing or making no change in the total number of employees?

Q6-EMPLOYEES - FORWARD * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	10	31	10	5	8	64
		% within TITLE	18.2%	11.1%	66.7%	38.5%	20.0%	15.9%
	UP 10 TO 25	Count	21	159	0	0	23	203
		% within TITLE	38.2%	56.8%	.0%	.0%	57.5%	50.4%
	UP MORE THAN 25	Count	4	5	5	0	0	14
		% within TITLE	7.3%	1.8%	33.3%	.0%	.0%	3.5%
	NO CHANGE	Count	20	80	0	7	7	114
		% within TITLE	36.4%	28.6%	.0%	53.8%	17.5%	28.3%
	DOWN LESS THAN 10	Count	0	5	0	1	2	8
		% within TITLE	.0%	1.8%	.0%	7.7%	5.0%	2.0%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate increasing, decreasing or making no change in the total number of employees?

Q6-EMPLOYEES - FORWARD * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTRY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESALE E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE -SOCIAL		OTHERS
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	0	0	4	15	8	0	5	0	5	10	0	4	4	9	0	64
		% within BIZ	.0%	.0%	50.0%	42.9%	20.0%	.0%	9.8%	.0%	50.0%	34.5%	.0%	11.8%	18.2%	39.1%	.0%	15.9%
		CATEGORY																
	UP 10 TO 25	Count	17	1	4	16	19	4	37	13	5	11	6	0	14	5	51	203
		% within BIZ	68.0%	11.1%	50.0%	45.7%	47.5%	100.0%	72.5%	76.5%	50.0%	37.9%	60.0%	.0%	63.6%	21.7%	59.3%	50.4%
		CATEGORY																
	UP MORE THAN 25	Count	0	0	0	0	0	0	0	0	0	0	0	0	0	0	14	14
		% within BIZ	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	16.3%	3.5%
		CATEGORY																
	NO CHANGE	Count	8	7	0	4	13	0	8	3	0	7	4	28	4	9	19	114
		% within BIZ	32.0%	77.8%	.0%	11.4%	32.5%	.0%	15.7%	17.6%	.0%	24.1%	40.0%	82.4%	18.2%	39.1%	22.1%	28.3%
		CATEGORY																
	DOWN LESS THAN 10	Count	0	1	0	0	0	0	1	1	0	1	0	2	0	0	2	8
		% within BIZ	.0%	11.1%	.0%	.0%	.0%	.0%	2.0%	5.9%	.0%	3.4%	.0%	5.9%	.0%	.0%	2.3%	2.0%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate increasing, decreasing or making no change in the total number of employees?

Q6-EMPLOYEES - FORWARD * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE								Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	0	25	21	5	13	0	0	0	64
		% within ANNUAL REVENUE	.0%	34.2%	29.6%	33.3%	32.5%	.0%	.0%	.0%	15.9%
	UP 10 TO 25	Count	128	36	29	6	1	0	3	0	203
		% within ANNUAL REVENUE	69.6%	49.3%	40.8%	40.0%	2.5%	.0%	42.9%	.0%	50.4%
	UP MORE THAN 25	Count	0	0	0	0	9	0	0	5	14
		% within ANNUAL REVENUE	.0%	.0%	.0%	.0%	22.5%	.0%	.0%	100.0%	3.5%
	NO CHANGE	Count	54	11	18	3	16	8	4	0	114
		% within ANNUAL REVENUE	29.3%	15.1%	25.4%	20.0%	40.0%	100.0%	57.1%	.0%	28.3%
	DOWN LESS THAN 10	Count	2	1	3	1	1	0	0	0	8
		% within ANNUAL REVENUE	1.1%	1.4%	4.2%	6.7%	2.5%	.0%	.0%	.0%	2.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate increasing, decreasing or making no change in the total number of employees?

Q6-EMPLOYEES - FORWARD * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	46	13	5	0	64
		% within NUMBER EMPLOYEES	13.0%	44.8%	35.7%	.0%	15.9%
	UP 10 TO 25	Count	198	4	0	1	203
		% within NUMBER EMPLOYEES	55.9%	13.8%	.0%	16.7%	50.4%
	UP MORE THAN 25	Count	0	4	5	5	14
		% within NUMBER EMPLOYEES	.0%	13.8%	35.7%	83.3%	3.5%
	NO CHANGE	Count	102	8	4	0	114
		% within NUMBER EMPLOYEES	28.8%	27.6%	28.6%	.0%	28.3%
	DOWN LESS THAN 10	Count	8	0	0	0	8
		% within NUMBER EMPLOYEES	2.3%	.0%	.0%	.0%	2.0%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate increasing, decreasing or making no change in the total number of employees?

Q6-EMPLOYEES - FORWARD * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q6-EMPLOYEES - FORWARD	UP LESS THAN 10	Count	23	19	10	4	8	64
		% within REGION OF OHIO	43.4%	14.8%	9.3%	6.3%	16.0%	15.9%
	UP 10 TO 25	Count	30	58	50	49	16	203
		% within REGION OF OHIO	56.6%	45.3%	46.3%	76.6%	32.0%	50.4%
	UP MORE THAN 25	Count	0	4	5	0	5	14
		% within REGION OF OHIO	.0%	3.1%	4.6%	.0%	10.0%	3.5%
	NO CHANGE	Count	0	44	40	11	19	114
		% within REGION OF OHIO	.0%	34.4%	37.0%	17.2%	38.0%	28.3%
	DOWN LESS THAN 10	Count	0	3	3	0	2	8
		% within REGION OF OHIO	.0%	2.3%	2.8%	.0%	4.0%	2.0%
	Total	Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Do you currently have any job openings that you are NOT able to fill?

Q7-UNFILLED JOBS? * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	2	34	5	0	1	42
		% within TITLE	3.6%	12.1%	33.3%	.0%	2.5%	10.4%
	OPENINGS - UNSKILLED	Count	2	23	5	0	6	36
		% within TITLE	3.6%	8.2%	33.3%	.0%	15.0%	8.9%
	OPENINGS - BOTH	Count	11	42	0	5	5	63
		% within TITLE	20.0%	15.0%	.0%	38.5%	12.5%	15.6%
	NO OPENINGS	Count	40	181	5	8	28	262
		% within TITLE	72.7%	64.6%	33.3%	61.5%	70.0%	65.0%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Do you currently have any job openings that you are NOT able to fill?

Q7-UNFILLED JOBS? * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESAL E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL		OTHERS
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	2	0	0	7	5	0	4	4	1	5	4	0	0	5	5	42
		% within BIZ CATEGORY	8.0%	.0%	.0%	20.0%	12.5%	.0%	7.8%	23.5%	10.0%	17.2%	40.0%	.0%	.0%	21.7%	5.8%	10.4%
	OPENINGS - UNSKILLED	Count	1	1	0	2	9	0	7	3	0	0	0	0	1	6	6	36
		% within BIZ CATEGORY	4.0%	11.1%	.0%	5.7%	22.5%	.0%	13.7%	17.6%	.0%	.0%	.0%	.0%	4.5%	26.1%	7.0%	8.9%
	OPENINGS - BOTH	Count	5	0	0	8	8	0	3	2	7	0	0	0	6	1	23	63
		% within BIZ CATEGORY	20.0%	.0%	.0%	22.9%	20.0%	.0%	5.9%	11.8%	70.0%	.0%	.0%	.0%	27.3%	4.3%	26.7%	15.6%
	NO OPENINGS	Count	17	8	8	18	18	4	37	8	2	24	6	34	15	11	52	262
		% within BIZ CATEGORY	68.0%	88.9%	100.0%	51.4%	45.0%	100.0%	72.5%	47.1%	20.0%	82.8%	60.0%	100.0%	68.2%	47.8%	60.5%	65.0%
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Do you currently have any job openings that you are NOT able to fill?

Q7-UNFILLED JOBS? * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	24	5	9	0	4	0	0	0	42
		% within ANNUAL REVENUE	13.0%	6.8%	12.7%	.0%	10.0%	.0%	.0%	.0%	10.4%
	OPENINGS - UNSKILLED	Count	12	10	3	1	9	0	1	0	36
		% within ANNUAL REVENUE	6.5%	13.7%	4.2%	6.7%	22.5%	.0%	14.3%	.0%	8.9%
	OPENINGS - BOTH	Count	23	8	13	2	13	0	4	0	63
		% within ANNUAL REVENUE	12.5%	11.0%	18.3%	13.3%	32.5%	.0%	57.1%	.0%	15.6%
	NO OPENINGS	Count	125	50	46	12	14	8	2	5	262
		% within ANNUAL REVENUE	67.9%	68.5%	64.8%	80.0%	35.0%	100.0%	28.6%	100.0%	65.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Do you currently have any job openings that you are NOT able to fill?

Q7-UNFILLED JOBS? * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	42	0	0	0	42
		% within NUMBER EMPLOYEES	11.9%	.0%	.0%	.0%	10.4%
	OPENINGS - UNSKILLED	Count	27	4	5	0	36
		% within NUMBER EMPLOYEES	7.6%	13.8%	35.7%	.0%	8.9%
	OPENINGS - BOTH	Count	44	13	5	1	63
		% within NUMBER EMPLOYEES	12.4%	44.8%	35.7%	16.7%	15.6%
	NO OPENINGS	Count	241	12	4	5	262
		% within NUMBER EMPLOYEES	68.1%	41.4%	28.6%	83.3%	65.0%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Do you currently have any job openings that you are NOT able to fill?

Q7-UNFILLED JOBS? * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q7-UNFILLED JOBS?	OPENINGS - SKILLED	Count	8	11	7	6	10	42
		% within REGION OF OHIO	15.1%	8.6%	6.5%	9.4%	20.0%	10.4%
	OPENINGS - UNSKILLED	Count	6	11	11	4	4	36
		% within REGION OF OHIO	11.3%	8.6%	10.2%	6.3%	8.0%	8.9%
	OPENINGS - BOTH	Count	9	19	15	8	12	63
		% within REGION OF OHIO	17.0%	14.8%	13.9%	12.5%	24.0%	15.6%
	NO OPENINGS	Count	30	87	75	46	24	262
		% within REGION OF OHIO	56.6%	68.0%	69.4%	71.9%	48.0%	65.0%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the last quarter, did your company invest in any capital expenditures (equipment, buildings, etc.)? If yes, please estimate how much was invested:

Q8-CAPEX - PAST * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	6	50	0	0	10	66
		% within TITLE	10.9%	17.9%	.0%	.0%	25.0%	16.4%
	YES, \$1K TO \$5K	Count	5	45	0	4	6	60
		% within TITLE	9.1%	16.1%	.0%	30.8%	15.0%	14.9%
	YES, \$5K TO \$10K	Count	2	16	5	4	0	27
		% within TITLE	3.6%	5.7%	33.3%	30.8%	.0%	6.7%
	YES, \$10K TO \$20K	Count	0	19	0	0	2	21
		% within TITLE	.0%	6.8%	.0%	.0%	5.0%	5.2%
	YES, \$20K TO \$50K	Count	11	43	0	0	9	63
		% within TITLE	20.0%	15.4%	.0%	.0%	22.5%	15.6%
	YES, \$50K TO \$100K	Count	5	21	5	0	4	35
		% within TITLE	9.1%	7.5%	33.3%	.0%	10.0%	8.7%
	YES, \$100K TO \$500K	Count	0	19	0	0	5	24
		% within TITLE	.0%	6.8%	.0%	.0%	12.5%	6.0%
	YES, \$500K TO \$1M	Count	4	8	5	5	0	22
		% within TITLE	7.3%	2.9%	33.3%	38.5%	.0%	5.5%
YES, \$1M +	Count	8	2	0	0	0	10	
	% within TITLE	14.5%	.7%	.0%	.0%	.0%	2.5%	
NO CAPEX	Count	14	57	0	0	4	75	
	% within TITLE	25.5%	20.4%	.0%	.0%	10.0%	18.6%	
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the last quarter, did your company invest in any capital expenditures (equipment, buildings, etc.)? If yes, please estimate how much was invested:

Q8-CAPEX - PAST * BIZ CATEGORY Crosstabulation																	
			BIZ CATEGORY														Total
			AG-FORESTRY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION	MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL	
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	4	0	0	2	5	1	12	1	2	7	3	0	6	3	20
		% within BIZ CATEGORY	16.0%	.0%	.0%	5.7%	12.5%	25.0%	23.5%	5.9%	20.0%	24.1%	30.0%	.0%	27.3%	13.0%	23.3%
	YES, \$1K TO \$5K	Count	2	4	1	3	6	0	6	8	5	4	4	9	1	0	7
		% within BIZ CATEGORY	8.0%	44.4%	12.5%	8.6%	15.0%	.0%	11.8%	47.1%	50.0%	13.8%	40.0%	26.5%	4.5%	.0%	8.1%
	YES, \$5K TO \$10K	Count	0	1	0	10	2	1	2	0	1	0	1	4	2	0	3
		% within BIZ CATEGORY	.0%	11.1%	.0%	28.6%	5.0%	25.0%	3.9%	.0%	10.0%	.0%	10.0%	11.8%	9.1%	.0%	3.5%
	YES, \$10K TO \$20K	Count	0	0	0	1	0	0	2	1	0	0	0	4	0	4	9
		% within BIZ CATEGORY	.0%	.0%	.0%	2.9%	.0%	.0%	3.9%	5.9%	.0%	.0%	.0%	11.8%	.0%	17.4%	10.5%
	YES, \$20K TO \$50K	Count	5	0	3	3	7	1	9	5	1	5	1	0	7	6	10
		% within BIZ CATEGORY	20.0%	.0%	37.5%	8.6%	17.5%	25.0%	17.6%	29.4%	10.0%	17.2%	10.0%	.0%	31.8%	26.1%	11.6%
	YES, \$50K TO \$100K	Count	1	0	4	1	14	0	0	1	1	5	0	0	1	5	2
		% within BIZ CATEGORY	4.0%	.0%	50.0%	2.9%	35.0%	.0%	.0%	5.9%	10.0%	17.2%	.0%	.0%	4.5%	21.7%	2.3%
YES, \$100K TO \$500K	Count	2	4	0	1	0	0	6	1	0	1	0	0	0	0	9	
	% within BIZ CATEGORY	8.0%	44.4%	.0%	2.9%	.0%	.0%	11.8%	5.9%	.0%	3.4%	.0%	.0%	.0%	.0%	10.5%	
YES, \$500K TO \$1M	Count	2	0	0	6	1	0	0	0	0	0	0	0	5	0	8	
	% within BIZ CATEGORY	8.0%	.0%	.0%	17.1%	2.5%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	22.7%	.0%	9.3%	
YES, \$1M +	Count	0	0	0	0	4	0	0	0	0	0	1	0	0	0	5	
	% within BIZ CATEGORY	.0%	.0%	.0%	.0%	10.0%	.0%	.0%	.0%	.0%	.0%	10.0%	.0%	.0%	.0%	5.8%	
NO CAPEX	Count	9	0	0	8	1	1	14	0	0	7	0	17	0	5	13	
	% within BIZ CATEGORY	36.0%	.0%	.0%	22.9%	2.5%	25.0%	27.5%	.0%	.0%	24.1%	.0%	50.0%	.0%	21.7%	15.1%	
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the last quarter, did your company invest in any capital expenditures (equipment, buildings, etc.)? If yes, please estimate how much was invested:

Q8-CAPEX - PAST * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE								Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	\$501M - \$999M	
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	49	9	6	0	0	0	2	0	66
		% within ANNUAL REVENUE	26.6%	12.3%	8.5%	.0%	.0%	.0%	28.6%	.0%	16.4%
	YES, \$1K TO \$5K	Count	26	17	14	3	0	0	0	0	60
		% within ANNUAL REVENUE	14.1%	23.3%	19.7%	20.0%	.0%	.0%	.0%	.0%	14.9%
	YES, \$5K TO \$10K	Count	14	7	4	1	0	0	1	0	27
		% within ANNUAL REVENUE	7.6%	9.6%	5.6%	6.7%	.0%	.0%	14.3%	.0%	6.7%
	YES, \$10K TO \$20K	Count	6	4	5	1	5	0	0	0	21
		% within ANNUAL REVENUE	3.3%	5.5%	7.0%	6.7%	12.5%	.0%	.0%	.0%	5.2%
	YES, \$20K TO \$50K	Count	33	15	7	0	8	0	0	0	63
		% within ANNUAL REVENUE	17.9%	20.5%	9.9%	.0%	20.0%	.0%	.0%	.0%	15.6%
Q8-CAPEX - PAST	YES, \$50K TO \$100K	Count	6	1	5	5	18	0	0	0	35
		% within ANNUAL REVENUE	3.3%	1.4%	7.0%	33.3%	45.0%	.0%	.0%	.0%	8.7%
	YES, \$100K TO \$500K	Count	12	0	4	4	4	0	0	0	24
		% within ANNUAL REVENUE	6.5%	.0%	5.6%	26.7%	10.0%	.0%	.0%	.0%	6.0%
	YES, \$500K TO \$1M	Count	2	3	7	1	0	4	0	5	22
		% within ANNUAL REVENUE	1.1%	4.1%	9.9%	6.7%	.0%	50.0%	.0%	100.0%	5.5%
	YES, \$1M +	Count	2	0	0	0	4	0	4	0	10
		% within ANNUAL REVENUE	1.1%	.0%	.0%	.0%	10.0%	.0%	57.1%	.0%	2.5%
	NO CAPEX	Count	34	17	19	0	1	4	0	0	75
		% within ANNUAL REVENUE	18.5%	23.3%	26.8%	.0%	2.5%	50.0%	.0%	.0%	18.6%
Total	Count	184	73	71	15	40	8	7	5	403	
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the last quarter, did your company invest in any capital expenditures (equipment, buildings, etc.)? If yes, please estimate how much was invested:

Q8-CAPEX - PAST * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	64	2	0	0	66
		% within NUMBER EMPLOYEES	18.1%	6.9%	.0%	.0%	16.4%
	YES, \$1K TO \$5K	Count	59	1	0	0	60
		% within NUMBER EMPLOYEES	16.7%	3.4%	.0%	.0%	14.9%
	YES, \$5K TO \$10K	Count	27	0	0	0	27
		% within NUMBER EMPLOYEES	7.6%	.0%	.0%	.0%	6.7%
	YES, \$10K TO \$20K	Count	15	1	5	0	21
		% within NUMBER EMPLOYEES	4.2%	3.4%	35.7%	.0%	5.2%
	YES, \$20K TO \$50K	Count	55	8	0	0	63
		% within NUMBER EMPLOYEES	15.5%	27.6%	.0%	.0%	15.6%
	YES, \$50K TO \$100K	Count	26	4	5	0	35
		% within NUMBER EMPLOYEES	7.3%	13.8%	35.7%	.0%	8.7%
	YES, \$100K TO \$500K	Count	23	0	0	1	24
		% within NUMBER EMPLOYEES	6.5%	.0%	.0%	16.7%	6.0%
	YES, \$500K TO \$1M	Count	13	0	4	5	22
		% within NUMBER EMPLOYEES	3.7%	.0%	28.6%	83.3%	5.5%
	YES, \$1M +	Count	2	8	0	0	10
		% within NUMBER EMPLOYEES	.6%	27.6%	.0%	.0%	2.5%
	NO CAPEX	Count	70	5	0	0	75
		% within NUMBER EMPLOYEES	19.8%	17.2%	.0%	.0%	18.6%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

During the last quarter, did your company invest in any capital expenditures (equipment, buildings, etc.)? If yes, please estimate how much was invested:

Q8-CAPEX - PAST * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q8-CAPEX - PAST	YES, LESS THAN \$1000	Count	5	15	16	18	12	66
		% within REGION OF OHIO	9.4%	11.7%	14.8%	28.1%	24.0%	16.4%
	YES, \$1K TO \$5K	Count	8	18	23	5	6	60
		% within REGION OF OHIO	15.1%	14.1%	21.3%	7.8%	12.0%	14.9%
	YES, \$5K TO \$10K	Count	11	5	6	3	2	27
		% within REGION OF OHIO	20.8%	3.9%	5.6%	4.7%	4.0%	6.7%
	YES, \$10K TO \$20K	Count	4	9	1	1	6	21
		% within REGION OF OHIO	7.5%	7.0%	.9%	1.6%	12.0%	5.2%
	YES, \$20K TO \$50K	Count	13	23	9	16	2	63
		% within REGION OF OHIO	24.5%	18.0%	8.3%	25.0%	4.0%	15.6%
	YES, \$50K TO \$100K	Count	6	6	8	6	9	35
		% within REGION OF OHIO	11.3%	4.7%	7.4%	9.4%	18.0%	8.7%
	YES, \$100K TO \$500K	Count	2	7	6	2	7	24
		% within REGION OF OHIO	3.8%	5.5%	5.6%	3.1%	14.0%	6.0%
	YES, \$500K TO \$1M	Count	1	10	9	2	0	22
		% within REGION OF OHIO	1.9%	7.8%	8.3%	3.1%	.0%	5.5%
YES, \$1M +	Count	0	9	0	1	0	10	
	% within REGION OF OHIO	.0%	7.0%	.0%	1.6%	.0%	2.5%	
NO CAPEX	Count	3	26	30	10	6	75	
	% within REGION OF OHIO	5.7%	20.3%	27.8%	15.6%	12.0%	18.6%	
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Looking ahead to next quarter (2018 April, May, June), do you anticipate your company investing in any capital expenditures?

Q9-CAPEX - FORWARD * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q9-CAPEX - FORWARD	YES	Count	47	185	15	9	32	288
		% within TITLE	85.5%	66.1%	100.0%	69.2%	80.0%	71.5%
	NO	Count	7	59	0	4	2	72
		% within TITLE	12.7%	21.1%	.0%	30.8%	5.0%	17.9%
	NOT SURE	Count	1	36	0	0	6	43
		% within TITLE	1.8%	12.9%	.0%	.0%	15.0%	10.7%
Total		Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Looking ahead to next quarter (2018 April, May, June), do you anticipate your company investing in any capital expenditures?

Q9-CAPEX - FORWARD * BIZ CATEGORY Crosstabulation																
			BIZ CATEGORY													
			AG-FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTIO N	MANUFACTUR ING	WHOLESALE	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL
Q9-CAPEX - FORWARD YES			Count	19	9	8	23	35	2	41	13	9	20	8	12	18
			% within BIZ CATEGORY	76.0%	100.0%	100.0%	65.7%	87.5%	50.0%	80.4%	76.5%	90.0%	69.0%	80.0%	35.3%	81.8%
NO			Count	6	0	0	3	4	1	9	3	1	4	1	12	4
			% within BIZ CATEGORY	24.0%	0%	0%	8.6%	10.0%	25.0%	17.6%	17.6%	10.0%	13.8%	10.0%	35.3%	18.2%
NOT SURE			Count	0	0	0	9	1	1	1	1	0	5	1	10	0
			% within BIZ CATEGORY	.0%	0%	0%	25.7%	2.5%	25.0%	2.0%	5.9%	.0%	17.2%	10.0%	29.4%	.0%
Total			Count	25	9	8	35	40	4	51	17	10	29	10	34	22
			% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Looking ahead to next quarter (2018 April, May, June), do you anticipate your company investing in any capital expenditures?

Q9-CAPEX - FORWARD * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q9-CAPEX - FORWARD	YES	Count	111	62	51	9	35	8	7	5	288
		% within ANNUAL REVENUE	60.3%	84.9%	71.8%	60.0%	87.5%	100.0%	100.0%	100.0%	71.5%
	NO	Count	48	6	8	5	5	0	0	0	72
		% within ANNUAL REVENUE	26.1%	8.2%	11.3%	33.3%	12.5%	.0%	.0%	.0%	17.9%
	NOT SURE	Count	25	5	12	1	0	0	0	0	43
		% within ANNUAL REVENUE	13.6%	6.8%	16.9%	6.7%	.0%	.0%	.0%	.0%	10.7%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Looking ahead to next quarter (2018 April, May, June), do you anticipate your company investing in any capital expenditures?

Q9-CAPEX - FORWARD * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q9-CAPEX - FORWARD	YES	Count	245	28	9	6	288
		% within NUMBER EMPLOYEES	69.2%	96.6%	64.3%	100.0%	71.5%
	NO	Count	66	1	5	0	72
		% within NUMBER EMPLOYEES	18.6%	3.4%	35.7%	.0%	17.9%
	NOT SURE	Count	43	0	0	0	43
		% within NUMBER EMPLOYEES	12.1%	.0%	.0%	.0%	10.7%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Looking ahead to next quarter (2018 April, May, June), do you anticipate your company investing in any capital expenditures?

Q9-CAPEX - FORWARD * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q9-CAPEX - FORWARD	YES	Count	40	96	74	51	27	288
		% within REGION OF OHIO	75.5%	75.0%	68.5%	79.7%	54.0%	71.5%
	NO	Count	7	25	17	9	14	72
		% within REGION OF OHIO	13.2%	19.5%	15.7%	14.1%	28.0%	17.9%
	NOT SURE	Count	6	7	17	4	9	43
		% within REGION OF OHIO	11.3%	5.5%	15.7%	6.3%	18.0%	10.7%
Total		Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter did your overall business expenses – materials, labor, taxes, leases, utilities, insurance, etc. – increase, decrease or stay the same?

Q10-OVERALL EXPENSES - PAST * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	20	69	5	4	13	111
		% within TITLE	36.4%	24.6%	33.3%	30.8%	32.5%	27.5%
	UP 5% TO 10%	Count	2	40	0	0	2	44
		% within TITLE	3.6%	14.3%	.0%	.0%	5.0%	10.9%
	UP MORE THAN 10%	Count	10	35	5	5	11	66
		% within TITLE	18.2%	12.5%	33.3%	38.5%	27.5%	16.4%
	NO CHANGE	Count	22	120	5	4	12	163
		% within TITLE	40.0%	42.9%	33.3%	30.8%	30.0%	40.4%
	DOWN LESS THAN 5%	Count	1	8	0	0	2	11
		% within TITLE	1.8%	2.9%	.0%	.0%	5.0%	2.7%
	DOWN 5% TO 10%	Count	0	8	0	0	0	8
		% within TITLE	.0%	2.9%	.0%	.0%	.0%	2.0%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter did your overall business expenses – materials, labor, taxes, leases, utilities, insurance, etc. – increase, decrease or stay the same?

Q10-OVERALL EXPENSES - PAST * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-	UTILITIES	CONSTRUCTI	MANUFACTU	WHOLESA	RETAIL	TRANS-	INFO	FINANCE-	REAL ESTATE	PROF - TECH	EDUCATIO	HEALTHCARE		OTHERS
			FORESTY	GAS		ON	RING	E		WAREHOUSE	SERVICES	INSURANCE		N	- SOCIAL			
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	8	4	6	3	11	1	15	6	1	17	2	0	13	10	14	111
		% within BIZ	32.0%	44.4%	75.0%	8.6%	27.5%	25.0%	29.4%	35.3%	10.0%	58.6%	20.0%	.0%	59.1%	43.5%	16.3%	27.5%
		CATEGORY																
	UP 5% TO 10%	Count	2	0	0	8	2	0	2	1	5	1	2	9	1	1	10	44
		% within BIZ	8.0%	.0%	.0%	22.9%	5.0%	.0%	3.9%	5.9%	50.0%	3.4%	20.0%	26.5%	4.5%	4.3%	11.6%	10.9%
		CATEGORY																
	UP MORE THAN 10%	Count	9	0	0	12	1	1	7	1	3	2	0	5	1	1	23	66
		% within BIZ	36.0%	.0%	.0%	34.3%	2.5%	25.0%	13.7%	5.9%	30.0%	6.9%	.0%	14.7%	4.5%	4.3%	26.7%	16.4%
		CATEGORY																
	NO CHANGE	Count	5	5	1	12	22	1	25	8	1	8	6	20	6	5	38	163
		% within BIZ	20.0%	55.6%	12.5%	34.3%	55.0%	25.0%	49.0%	47.1%	10.0%	27.6%	60.0%	58.8%	27.3%	21.7%	44.2%	40.4%
		CATEGORY																
	DOWN LESS THAN 5%	Count	0	0	1	0	0	1	2	0	0	1	0	0	0	5	1	11
		% within BIZ	.0%	.0%	12.5%	.0%	.0%	25.0%	3.9%	.0%	.0%	3.4%	.0%	.0%	.0%	21.7%	1.2%	2.7%
		CATEGORY																
	DOWN 5% TO 10%	Count	1	0	0	0	4	0	0	1	0	0	0	0	1	1	0	8
		% within BIZ	4.0%	.0%	.0%	.0%	10.0%	.0%	.0%	5.9%	.0%	.0%	.0%	.0%	4.5%	4.3%	.0%	2.0%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter did your overall business expenses – materials, labor, taxes, leases, utilities, insurance, etc. – increase, decrease or stay the same?

Q10-OVERALL EXPENSES - PAST * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	44	21	16	2	19	8	1	0	111
		% within ANNUAL REVENUE	23.9%	28.8%	22.5%	13.3%	47.5%	100.0%	14.3%	.0%	27.5%
	UP 5% TO 10%	Count	26	4	14	0	0	0	0	0	44
		% within ANNUAL REVENUE	14.1%	5.5%	19.7%	.0%	.0%	.0%	.0%	.0%	10.9%
	UP MORE THAN 10%	Count	32	12	12	1	4	0	0	5	66
		% within ANNUAL REVENUE	17.4%	16.4%	16.9%	6.7%	10.0%	.0%	.0%	100.0%	16.4%
	NO CHANGE	Count	77	35	20	12	13	0	6	0	163
		% within ANNUAL REVENUE	41.8%	47.9%	28.2%	80.0%	32.5%	.0%	85.7%	.0%	40.4%
	DOWN LESS THAN 5%	Count	2	1	8	0	0	0	0	0	11
		% within ANNUAL REVENUE	1.1%	1.4%	11.3%	.0%	.0%	.0%	.0%	.0%	2.7%
	DOWN 5% TO 10%	Count	3	0	1	0	4	0	0	0	8
		% within ANNUAL REVENUE	1.6%	.0%	1.4%	.0%	10.0%	.0%	.0%	.0%	2.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter did your overall business expenses – materials, labor, taxes, leases, utilities, insurance, etc. – increase, decrease or stay the same?

Q10-OVERALL EXPENSES - PAST * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	93	9	9	0	111
		% within NUMBER EMPLOYEES	26.3%	31.0%	64.3%	.0%	27.5%
	UP 5% TO 10%	Count	44	0	0	0	44
		% within NUMBER EMPLOYEES	12.4%	.0%	.0%	.0%	10.9%
	UP MORE THAN 10%	Count	54	6	0	6	66
		% within NUMBER EMPLOYEES	15.3%	20.7%	.0%	100.0%	16.4%
	NO CHANGE	Count	148	10	5	0	163
		% within NUMBER EMPLOYEES	41.8%	34.5%	35.7%	.0%	40.4%
	DOWN LESS THAN 5%	Count	11	0	0	0	11
		% within NUMBER EMPLOYEES	3.1%	.0%	.0%	.0%	2.7%
	DOWN 5% TO 10%	Count	4	4	0	0	8
		% within NUMBER EMPLOYEES	1.1%	13.8%	.0%	.0%	2.0%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the past quarter did your overall business expenses – materials, labor, taxes, leases, utilities, insurance, etc. – increase, decrease or stay the same?

Q10-OVERALL EXPENSES - PAST * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q10-OVERALL EXPENSES - PAST	UP LESS THAN 5%	Count	10	40	32	16	13	111
		% within REGION OF OHIO	18.9%	31.3%	29.6%	25.0%	26.0%	27.5%
	UP 5% TO 10%	Count	6	17	13	4	4	44
		% within REGION OF OHIO	11.3%	13.3%	12.0%	6.3%	8.0%	10.9%
	UP MORE THAN 10%	Count	11	20	18	9	8	66
		% within REGION OF OHIO	20.8%	15.6%	16.7%	14.1%	16.0%	16.4%
	NO CHANGE	Count	24	43	42	34	20	163
		% within REGION OF OHIO	45.3%	33.6%	38.9%	53.1%	40.0%	40.4%
	DOWN LESS THAN 5%	Count	1	6	2	1	1	11
		% within REGION OF OHIO	1.9%	4.7%	1.9%	1.6%	2.0%	2.7%
	DOWN 5% TO 10%	Count	1	2	1	0	4	8
		% within REGION OF OHIO	1.9%	1.6%	.9%	.0%	8.0%	2.0%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your overall business expenses to increase, decrease or stay the same?

Q11-OVERALL EXPENSES - FORWARD * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	20	103	5	0	16	144
		% within TITLE	36.4%	36.8%	33.3%	.0%	40.0%	35.7%
	UP 5% TO 10%	Count	9	32	5	4	6	56
		% within TITLE	16.4%	11.4%	33.3%	30.8%	15.0%	13.9%
	UP MORE THAN 10%	Count	7	25	5	5	5	47
		% within TITLE	12.7%	8.9%	33.3%	38.5%	12.5%	11.7%
	NO CHANGE	Count	17	101	0	4	6	128
		% within TITLE	30.9%	36.1%	.0%	30.8%	15.0%	31.8%
	DOWN LESS THAN 5%	Count	1	16	0	0	2	19
		% within TITLE	1.8%	5.7%	.0%	.0%	5.0%	4.7%
	DOWN 5% TO 10%	Count	1	3	0	0	5	9
		% within TITLE	1.8%	1.1%	.0%	.0%	12.5%	2.2%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your overall business expenses to increase, decrease or stay the same?

Q11-OVERALL EXPENSES - FORWARD * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-	UTILITIES	CONSTRUCTI	MANUFACTU	WHOLESA	RETAIL	TRANS-	INFO	FINANCE-	REAL ESTATE	PROF - TECH	EDUCATIO	HEALTHCARE		OTHERS
			FORESTY	GAS		ON	RING	E		WAREHOUSE	SERVICES	INSURANCE		N	- SOCIAL			
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	11	4	7	12	16	1	15	5	6	16	6	8	13	1	23	144
		% within BIZ	44.0%	44.4%	87.5%	34.3%	40.0%	25.0%	29.4%	29.4%	60.0%	55.2%	60.0%	23.5%	59.1%	4.3%	26.7%	35.7%
		CATEGORY																
	UP 5% TO 10%	Count	5	0	0	2	2	1	4	5	1	7	3	9	1	7	9	56
		% within BIZ	20.0%	.0%	.0%	5.7%	5.0%	25.0%	7.8%	29.4%	10.0%	24.1%	30.0%	26.5%	4.5%	30.4%	10.5%	13.9%
		CATEGORY																
	UP MORE THAN 10%	Count	2	0	0	7	1	1	6	1	1	0	1	5	1	1	20	47
		% within BIZ	8.0%	.0%	.0%	20.0%	2.5%	25.0%	11.8%	5.9%	10.0%	.0%	10.0%	14.7%	4.5%	4.3%	23.3%	11.7%
		CATEGORY																
	NO CHANGE	Count	5	5	0	14	20	0	23	6	1	3	0	12	7	9	23	128
		% within BIZ	20.0%	55.6%	.0%	40.0%	50.0%	.0%	45.1%	35.3%	10.0%	10.3%	.0%	35.3%	31.8%	39.1%	26.7%	31.8%
		CATEGORY																
	DOWN LESS THAN 5%	Count	2	0	1	0	1	1	2	0	0	2	0	0	0	5	5	19
		% within BIZ	8.0%	.0%	12.5%	.0%	2.5%	25.0%	3.9%	.0%	.0%	6.9%	.0%	.0%	.0%	21.7%	5.8%	4.7%
		CATEGORY																
	DOWN 5% TO 10%	Count	0	0	0	0	0	0	1	0	1	1	0	0	0	0	6	9
		% within BIZ	.0%	.0%	.0%	.0%	.0%	.0%	2.0%	.0%	10.0%	3.4%	.0%	.0%	.0%	.0%	7.0%	2.2%
		CATEGORY																
	Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403
		% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
		CATEGORY																

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your overall business expenses to increase, decrease or stay the same?

Q11-OVERALL EXPENSES - FORWARD * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	53	36	28	3	14	8	2	0	144
		% within ANNUAL REVENUE	28.8%	49.3%	39.4%	20.0%	35.0%	100.0%	28.6%	.0%	35.7%
	UP 5% TO 10%	Count	31	5	9	6	5	0	0	0	56
		% within ANNUAL REVENUE	16.8%	6.8%	12.7%	40.0%	12.5%	.0%	.0%	.0%	13.9%
	UP MORE THAN 10%	Count	21	7	9	1	4	0	0	5	47
		% within ANNUAL REVENUE	11.4%	9.6%	12.7%	6.7%	10.0%	.0%	.0%	100.0%	11.7%
	NO CHANGE	Count	62	23	16	5	17	0	5	0	128
		% within ANNUAL REVENUE	33.7%	31.5%	22.5%	33.3%	42.5%	.0%	71.4%	.0%	31.8%
	DOWN LESS THAN 5%	Count	9	2	8	0	0	0	0	0	19
		% within ANNUAL REVENUE	4.9%	2.7%	11.3%	.0%	.0%	.0%	.0%	.0%	4.7%
DOWN 5% TO 10%	Count	8	0	1	0	0	0	0	0	9	
	% within ANNUAL REVENUE	4.3%	.0%	1.4%	.0%	.0%	.0%	.0%	.0%	2.2%	
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your overall business expenses to increase, decrease or stay the same?

Q11-OVERALL EXPENSES - FORWARD * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES
			Total			
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	130	10	4	0
		% within NUMBER EMPLOYEES	36.7%	34.5%	28.6%	.0%
	UP 5% TO 10%	Count	50	1	5	0
		% within NUMBER EMPLOYEES	14.1%	3.4%	35.7%	.0%
	UP MORE THAN 10%	Count	36	5	0	6
		% within NUMBER EMPLOYEES	10.2%	17.2%	.0%	100.0%
	NO CHANGE	Count	110	13	5	0
		% within NUMBER EMPLOYEES	31.1%	44.8%	35.7%	.0%
	DOWN LESS THAN 5%	Count	19	0	0	0
		% within NUMBER EMPLOYEES	5.4%	.0%	.0%	.0%
	DOWN 5% TO 10%	Count	9	0	0	0
		% within NUMBER EMPLOYEES	2.5%	.0%	.0%	.0%
	Total	Count	354	29	14	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

In the next quarter do you anticipate your overall business expenses to increase, decrease or stay the same?

Q11-OVERALL EXPENSES - FORWARD * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q11-OVERALL EXPENSES - FORWARD	UP LESS THAN 5%	Count	23	37	45	20	19	144
		% within REGION OF OHIO	43.4%	28.9%	41.7%	31.3%	38.0%	35.7%
	UP 5% TO 10%	Count	8	21	9	16	2	56
		% within REGION OF OHIO	15.1%	16.4%	8.3%	25.0%	4.0%	13.9%
	UP MORE THAN 10%	Count	4	19	15	7	2	47
		% within REGION OF OHIO	7.5%	14.8%	13.9%	10.9%	4.0%	11.7%
	NO CHANGE	Count	15	38	36	20	19	128
		% within REGION OF OHIO	28.3%	29.7%	33.3%	31.3%	38.0%	31.8%
	DOWN LESS THAN 5%	Count	3	10	3	1	2	19
		% within REGION OF OHIO	5.7%	7.8%	2.8%	1.6%	4.0%	4.7%
	DOWN 5% TO 10%	Count	0	3	0	0	6	9
		% within REGION OF OHIO	.0%	2.3%	.0%	.0%	12.0%	2.2%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Thinking about the economy in Ohio, do you think the next three months will be better, worse or stay the same for your business?

Q12. FUTURE BIZ OUTLOOK * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	8	30	0	5	3	46
		% within TITLE	14.5%	10.7%	.0%	38.5%	7.5%	11.4%
	A LITTLE BETTER	Count	25	99	10	0	19	153
		% within TITLE	45.5%	35.4%	66.7%	.0%	47.5%	38.0%
	ABOUT THE SAME	Count	19	125	5	8	12	169
		% within TITLE	34.5%	44.6%	33.3%	61.5%	30.0%	41.9%
	SOMEWHAT WORSE	Count	3	26	0	0	6	35
		% within TITLE	5.5%	9.3%	.0%	.0%	15.0%	8.7%
Total		Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Thinking about the economy in Ohio, do you think the next three months will be better, worse or stay the same for your business?

Q12. FUTURE BIZ OUTLOOK * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTRY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTHCARE - SOCIAL		OTHERS
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	2	4	0	6	2	1	6	0	1	7	1	9	2	0	5	46
		% within BIZ	8.0%	44.4%	.0%	17.1%	5.0%	25.0%	11.8%	.0%	10.0%	24.1%	10.0%	26.5%	9.1%	.0%	5.8%	11.4%
		CATEGORY																
	A LITTLE BETTER	Count	7	1	7	11	16	2	20	6	6	9	1	4	7	11	45	153
		% within BIZ	28.0%	11.1%	87.5%	31.4%	40.0%	50.0%	39.2%	35.3%	60.0%	31.0%	10.0%	11.8%	31.8%	47.8%	52.3%	38.0%
		CATEGORY																
	ABOUT THE SAME	Count	10	4	1	18	17	1	22	10	1	10	4	21	13	12	25	169
		% within BIZ	40.0%	44.4%	12.5%	51.4%	42.5%	25.0%	43.1%	58.8%	10.0%	34.5%	40.0%	61.8%	59.1%	52.2%	29.1%	41.9%
		CATEGORY																
	SOMEWHAT WORSE	Count	6	0	0	0	5	0	3	1	2	3	4	0	0	0	11	35
		% within BIZ	24.0%	.0%	.0%	.0%	12.5%	.0%	5.9%	5.9%	20.0%	10.3%	40.0%	.0%	.0%	.0%	12.8%	8.7%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Thinking about the economy in Ohio, do you think the next three months will be better, worse or stay the same for your business?

Q12. FUTURE BIZ OUTLOOK * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	29	6	6	5	0	0	0	0	46
		% within ANNUAL REVENUE	15.8%	8.2%	8.5%	33.3%	.0%	.0%	.0%	.0%	11.4%
	A LITTLE BETTER	Count	50	38	35	5	9	4	7	5	153
		% within ANNUAL REVENUE	27.2%	52.1%	49.3%	33.3%	22.5%	50.0%	100.0%	100.0%	38.0%
	ABOUT THE SAME	Count	83	26	26	5	25	4	0	0	169
		% within ANNUAL REVENUE	45.1%	35.6%	36.6%	33.3%	62.5%	50.0%	.0%	.0%	41.9%
	SOMEWHAT WORSE	Count	22	3	4	0	6	0	0	0	35
		% within ANNUAL REVENUE	12.0%	4.1%	5.6%	.0%	15.0%	.0%	.0%	.0%	8.7%
Total		Count	184	73	71	15	40	8	7	5	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Thinking about the economy in Ohio, do you think the next three months will be better, worse or stay the same for your business?

Q12. FUTURE BIZ OUTLOOK * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	45	0	0	1	46
		% within NUMBER EMPLOYEES	12.7%	.0%	.0%	16.7%	11.4%
	A LITTLE BETTER	Count	125	14	9	5	153
		% within NUMBER EMPLOYEES	35.3%	48.3%	64.3%	83.3%	38.0%
	ABOUT THE SAME	Count	150	14	5	0	169
		% within NUMBER EMPLOYEES	42.4%	48.3%	35.7%	.0%	41.9%
	SOMEWHAT WORSE	Count	34	1	0	0	35
		% within NUMBER EMPLOYEES	9.6%	3.4%	.0%	.0%	8.7%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

Thinking about the economy in Ohio, do you think the next three months will be better, worse or stay the same for your business?

Q12. FUTURE BIZ OUTLOOK * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q12. FUTURE BIZ OUTLOOK	MUCH BETTER	Count	6	23	7	7	3	46
		% within REGION OF OHIO	11.3%	18.0%	6.5%	10.9%	6.0%	11.4%
	A LITTLE BETTER	Count	22	47	44	20	20	153
		% within REGION OF OHIO	41.5%	36.7%	40.7%	31.3%	40.0%	38.0%
	ABOUT THE SAME	Count	23	46	55	28	17	169
		% within REGION OF OHIO	43.4%	35.9%	50.9%	43.8%	34.0%	41.9%
	SOMEWHAT WORSE	Count	2	12	2	9	10	35
		% within REGION OF OHIO	3.8%	9.4%	1.9%	14.1%	20.0%	8.7%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

FEDERAL REGULATIONS

Q13-ISSUES - FEDERAL REGS * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	17	25	5	4	4	55
		% within TITLE	30.9%	8.9%	33.3%	30.8%	10.0%	13.6%
	SOMEWHAT CONCERNED	Count	13	65	10	9	8	105
		% within TITLE	23.6%	23.2%	66.7%	69.2%	20.0%	26.1%
	NOT VERY CONCERNED	Count	14	90	0	0	14	118
		% within TITLE	25.5%	32.1%	.0%	.0%	35.0%	29.3%
	NOT AT ALL CONCERNED	Count	11	100	0	0	14	125
		% within TITLE	20.0%	35.7%	.0%	.0%	35.0%	31.0%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

FEDERAL REGULATIONS

Q13-ISSUES - FEDERAL REGS * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	0	0	4	9	0	0	5	4	0	5	0	8	4	4	12	55
		% within BIZ	.0%	.0%	50.0%	25.7%	.0%	.0%	9.8%	23.5%	.0%	17.2%	.0%	23.5%	18.2%	17.4%	14.0%	13.6%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	8	4	0	5	13	0	4	0	5	13	4	17	0	14	18	105
		% within BIZ	32.0%	44.4%	.0%	14.3%	32.5%	.0%	7.8%	.0%	50.0%	44.8%	40.0%	50.0%	.0%	60.9%	20.9%	26.1%
		CATEGORY																
	NOT VERY CONCERNED	Count	5	4	1	14	18	3	18	3	0	4	2	9	12	1	24	118
		% within BIZ	20.0%	44.4%	12.5%	40.0%	45.0%	75.0%	35.3%	17.6%	.0%	13.8%	20.0%	26.5%	54.5%	4.3%	27.9%	29.3%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	12	1	3	7	9	1	24	10	5	7	4	0	6	4	32	125
		% within BIZ	48.0%	11.1%	37.5%	20.0%	22.5%	25.0%	47.1%	58.8%	50.0%	24.1%	40.0%	.0%	27.3%	17.4%	37.2%	31.0%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

FEDERAL REGULATIONS

Q13-ISSUES - FEDERAL REGS * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	17	10	15	5	4	4	0	0	55
		% within ANNUAL REVENUE	9.2%	13.7%	21.1%	33.3%	10.0%	50.0%	.0%	.0%	13.6%
	SOMEWHAT CONCERNED	Count	25	13	27	4	27	4	0	5	105
		% within ANNUAL REVENUE	13.6%	17.8%	38.0%	26.7%	67.5%	50.0%	.0%	100.0%	26.1%
	NOT VERY CONCERNED	Count	64	31	8	2	9	0	4	0	118
		% within ANNUAL REVENUE	34.8%	42.5%	11.3%	13.3%	22.5%	.0%	57.1%	.0%	29.3%
	NOT AT ALL CONCERNED	Count	78	19	21	4	0	0	3	0	125
		% within ANNUAL REVENUE	42.4%	26.0%	29.6%	26.7%	.0%	.0%	42.9%	.0%	31.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

FEDERAL REGULATIONS

Q13-ISSUES - FEDERAL REGS * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	47	4	4	0	55
		% within NUMBER EMPLOYEES	13.3%	13.8%	28.6%	.0%	13.6%
	SOMEWHAT CONCERNED	Count	81	9	10	5	105
		% within NUMBER EMPLOYEES	22.9%	31.0%	71.4%	83.3%	26.1%
	NOT VERY CONCERNED	Count	105	12	0	1	118
		% within NUMBER EMPLOYEES	29.7%	41.4%	.0%	16.7%	29.3%
	NOT AT ALL CONCERNED	Count	121	4	0	0	125
		% within NUMBER EMPLOYEES	34.2%	13.8%	.0%	.0%	31.0%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

FEDERAL REGULATIONS

Q13-ISSUES - FEDERAL REGS * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q13-ISSUES - FEDERAL REGS	VERY CONCERNED	Count	10	20	13	4	8	55
		% within REGION OF OHIO	18.9%	15.6%	12.0%	6.3%	16.0%	13.6%
	SOMEWHAT CONCERNED	Count	4	32	41	11	17	105
		% within REGION OF OHIO	7.5%	25.0%	38.0%	17.2%	34.0%	26.1%
	NOT VERY CONCERNED	Count	22	46	18	16	16	118
		% within REGION OF OHIO	41.5%	35.9%	16.7%	25.0%	32.0%	29.3%
	NOT AT ALL CONCERNED	Count	17	30	36	33	9	125
		% within REGION OF OHIO	32.1%	23.4%	33.3%	51.6%	18.0%	31.0%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE REGULATIONS

Q14-ISSUES - STATE REGS * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	13	25	10	4	8	60
		% within TITLE	23.6%	8.9%	66.7%	30.8%	20.0%	14.9%
	SOMEWHAT CONCERNED	Count	13	66	5	9	4	97
		% within TITLE	23.6%	23.6%	33.3%	69.2%	10.0%	24.1%
	NOT VERY CONCERNED	Count	16	79	0	0	14	109
		% within TITLE	29.1%	28.2%	.0%	.0%	35.0%	27.0%
	NOT AT ALL CONCERNED	Count	13	110	0	0	14	137
		% within TITLE	23.6%	39.3%	.0%	.0%	35.0%	34.0%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE REGULATIONS

Q14-ISSUES - STATE REGS * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESAL		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	4	0	4	9	0	0	4	4	0	5	0	4	4	13	9	60
		% within BIZ	16.0%	.0%	50.0%	25.7%	.0%	.0%	7.8%	23.5%	.0%	17.2%	.0%	11.8%	18.2%	56.5%	10.5%	14.9%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	0	8	0	10	8	0	10	0	5	13	0	21	0	5	17	97
		% within BIZ	.0%	88.9%	.0%	28.6%	20.0%	.0%	19.6%	.0%	50.0%	44.8%	.0%	61.8%	.0%	21.7%	19.8%	24.1%
		CATEGORY																
	NOT VERY CONCERNED	Count	9	1	0	10	23	4	9	3	0	4	6	9	8	1	22	109
		% within BIZ	36.0%	11.1%	.0%	28.6%	57.5%	100.0%	17.6%	17.6%	.0%	13.8%	60.0%	26.5%	36.4%	4.3%	25.6%	27.0%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	12	0	4	6	9	0	28	10	5	7	4	0	10	4	38	137
		% within BIZ	48.0%	.0%	50.0%	17.1%	22.5%	.0%	54.9%	58.8%	50.0%	24.1%	40.0%	.0%	45.5%	17.4%	44.2%	34.0%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE REGULATIONS

Q14-ISSUES - STATE REGS * ANNUAL REVENUE Crosstabulation										
			ANNUAL REVENUE							Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	4	10	19	5	18	4	0	60
		% within ANNUAL REVENUE	2.2%	13.7%	26.8%	33.3%	45.0%	50.0%	.0%	14.9%
	SOMEWHAT CONCERNED	Count	34	23	23	4	8	0	0	97
		% within ANNUAL REVENUE	18.5%	31.5%	32.4%	26.7%	20.0%	.0%	.0%	24.1%
	NOT VERY CONCERNED	Count	52	19	12	3	14	4	5	109
		% within ANNUAL REVENUE	28.3%	26.0%	16.9%	20.0%	35.0%	50.0%	71.4%	27.0%
	NOT AT ALL CONCERNED	Count	94	21	17	3	0	0	2	137
		% within ANNUAL REVENUE	51.1%	28.8%	23.9%	20.0%	.0%	.0%	28.6%	34.0%
	Total	Count	184	73	71	15	40	8	7	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE REGULATIONS

Q14-ISSUES - STATE REGS * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	42	4	14	0	60
		% within NUMBER EMPLOYEES	11.9%	13.8%	100.0%	.0%	14.9%
	SOMEWHAT CONCERNED	Count	83	9	0	5	97
		% within NUMBER EMPLOYEES	23.4%	31.0%	.0%	83.3%	24.1%
	NOT VERY CONCERNED	Count	96	12	0	1	109
		% within NUMBER EMPLOYEES	27.1%	41.4%	.0%	16.7%	27.0%
	NOT AT ALL CONCERNED	Count	133	4	0	0	137
		% within NUMBER EMPLOYEES	37.6%	13.8%	.0%	.0%	34.0%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE REGULATIONS

Q14-ISSUES - STATE REGS * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q14-ISSUES - STATE REGS	VERY CONCERNED	Count	10	12	17	12	9	60
		% within REGION OF OHIO	18.9%	9.4%	15.7%	18.8%	18.0%	14.9%
	SOMEWHAT CONCERNED	Count	9	36	37	3	12	97
		% within REGION OF OHIO	17.0%	28.1%	34.3%	4.7%	24.0%	24.1%
	NOT VERY CONCERNED	Count	14	44	17	13	21	109
		% within REGION OF OHIO	26.4%	34.4%	15.7%	20.3%	42.0%	27.0%
	NOT AT ALL CONCERNED	Count	20	36	37	36	8	137
		% within REGION OF OHIO	37.7%	28.1%	34.3%	56.3%	16.0%	34.0%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

ECONOMIC UNCERTAINTY

Q15-ISSUES - ECON UNCERTAINTY * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	4	17	10	6	0	37
		% within TITLE	7.3%	6.1%	66.7%	46.2%	.0%	9.2%
	SOMEWHAT CONCERNED	Count	13	42	5	5	13	78
		% within TITLE	23.6%	15.0%	33.3%	38.5%	32.5%	19.4%
	NOT VERY CONCERNED	Count	28	117	0	1	13	159
		% within TITLE	50.9%	41.8%	.0%	7.7%	32.5%	39.5%
	NOT AT ALL CONCERNED	Count	10	104	0	1	14	129
		% within TITLE	18.2%	37.1%	.0%	7.7%	35.0%	32.0%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

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HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

ECONOMIC UNCERTAINTY

Q15-ISSUES - ECON UNCERTAINTY * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	0	0	0	14	0	0	0	1	0	0	0	13	4	5	0	37
		% within BIZ	.0%	.0%	.0%	40.0%	.0%	.0%	.0%	5.9%	.0%	.0%	.0%	38.2%	18.2%	21.7%	.0%	9.2%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	0	4	0	9	0	9	1	0	13	4	12	0	4	18	78
		% within BIZ	16.0%	.0%	50.0%	.0%	22.5%	.0%	17.6%	5.9%	.0%	44.8%	40.0%	35.3%	.0%	17.4%	20.9%	19.4%
		CATEGORY																
	NOT VERY CONCERNED	Count	10	9	0	13	19	3	18	6	8	7	3	5	10	10	38	159
		% within BIZ	40.0%	100.0%	.0%	37.1%	47.5%	75.0%	35.3%	35.3%	80.0%	24.1%	30.0%	14.7%	45.5%	43.5%	44.2%	39.5%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	11	0	4	8	12	1	24	9	2	9	3	4	8	4	30	129
		% within BIZ	44.0%	.0%	50.0%	22.9%	30.0%	25.0%	47.1%	52.9%	20.0%	31.0%	30.0%	11.8%	36.4%	17.4%	34.9%	32.0%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

ECONOMIC UNCERTAINTY

Q15-ISSUES - ECON UNCERTAINTY * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	5	7	16	0	5	4	0	0	37
		% within ANNUAL REVENUE	2.7%	9.6%	22.5%	.0%	12.5%	50.0%	.0%	.0%	9.2%
	SOMEWHAT CONCERNED	Count	30	10	16	0	13	4	0	5	78
		% within ANNUAL REVENUE	16.3%	13.7%	22.5%	.0%	32.5%	50.0%	.0%	100.0%	19.4%
	NOT VERY CONCERNED	Count	69	30	21	12	21	0	6	0	159
		% within ANNUAL REVENUE	37.5%	41.1%	29.6%	80.0%	52.5%	.0%	85.7%	.0%	39.5%
	NOT AT ALL CONCERNED	Count	80	26	18	3	1	0	1	0	129
		% within ANNUAL REVENUE	43.5%	35.6%	25.4%	20.0%	2.5%	.0%	14.3%	.0%	32.0%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

ECONOMIC UNCERTAINTY

Q15-ISSUES - ECON UNCERTAINTY * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	28	0	9	0	37
		% within NUMBER EMPLOYEES	7.9%	.0%	64.3%	.0%	9.2%
	SOMEWHAT CONCERNED	Count	64	9	0	5	78
		% within NUMBER EMPLOYEES	18.1%	31.0%	.0%	83.3%	19.4%
	NOT VERY CONCERNED	Count	137	16	5	1	159
		% within NUMBER EMPLOYEES	38.7%	55.2%	35.7%	16.7%	39.5%
	NOT AT ALL CONCERNED	Count	125	4	0	0	129
		% within NUMBER EMPLOYEES	35.3%	13.8%	.0%	.0%	32.0%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

ECONOMIC UNCERTAINTY

Q15-ISSUES - ECON UNCERTAINTY * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q15-ISSUES - ECON UNCERTAINTY	VERY CONCERNED	Count	5	14	14	4	0	37
		% within REGION OF OHIO	9.4%	10.9%	13.0%	6.3%	.0%	9.2%
	SOMEWHAT CONCERNED	Count	0	23	34	0	21	78
		% within REGION OF OHIO	.0%	18.0%	31.5%	.0%	42.0%	19.4%
	NOT VERY CONCERNED	Count	35	52	26	26	20	159
		% within REGION OF OHIO	66.0%	40.6%	24.1%	40.6%	40.0%	39.5%
	NOT AT ALL CONCERNED	Count	13	39	34	34	9	129
		% within REGION OF OHIO	24.5%	30.5%	31.5%	53.1%	18.0%	32.0%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

WORKFORCE

Q16-ISSUES - WORKFORCE * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	4	52	10	4	4	74
		% within TITLE	7.3%	18.6%	66.7%	30.8%	10.0%	18.4%
	SOMEWHAT CONCERNED	Count	22	21	5	5	8	61
		% within TITLE	40.0%	7.5%	33.3%	38.5%	20.0%	15.1%
	NOT VERY CONCERNED	Count	13	82	0	4	4	103
		% within TITLE	23.6%	29.3%	.0%	30.8%	10.0%	25.6%
	NOT AT ALL CONCERNED	Count	16	125	0	0	24	165
		% within TITLE	29.1%	44.6%	.0%	.0%	60.0%	40.9%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

WORKFORCE

Q16-ISSUES - WORKFORCE * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	-SOCIAL		OTHERS
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	0	4	0	5	12	0	10	4	5	4	4	4	4	9	9	74
		% within BIZ	.0%	44.4%	.0%	14.3%	30.0%	.0%	19.6%	23.5%	50.0%	13.8%	40.0%	11.8%	18.2%	39.1%	10.5%	18.4%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	0	0	4	10	4	0	4	0	0	14	0	8	4	4	9	61
		% within BIZ	.0%	.0%	50.0%	28.6%	10.0%	.0%	7.8%	.0%	.0%	48.3%	.0%	23.5%	18.2%	17.4%	10.5%	15.1%
		CATEGORY																
	NOT VERY CONCERNED	Count	18	0	0	7	15	2	14	3	1	1	3	9	4	2	24	103
		% within BIZ	72.0%	.0%	.0%	20.0%	37.5%	50.0%	27.5%	17.6%	10.0%	3.4%	30.0%	26.5%	18.2%	8.7%	27.9%	25.6%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	7	5	4	13	9	2	23	10	4	10	3	13	10	8	44	165
		% within BIZ	28.0%	55.6%	50.0%	37.1%	22.5%	50.0%	45.1%	58.8%	40.0%	34.5%	30.0%	38.2%	45.5%	34.8%	51.2%	40.9%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

WORKFORCE

Q16-ISSUES - WORKFORCE * ANNUAL REVENUE Crosstabulation										
			ANNUAL REVENUE							Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	17	19	12	0	26	0	0	74
		% within ANNUAL REVENUE	9.2%	26.0%	16.9%	.0%	65.0%	.0%	.0%	18.4%
	SOMEWHAT CONCERNED	Count	4	14	17	5	8	4	4	61
		% within ANNUAL REVENUE	2.2%	19.2%	23.9%	33.3%	20.0%	50.0%	57.1%	15.1%
	NOT VERY CONCERNED	Count	62	16	14	1	5	4	1	103
		% within ANNUAL REVENUE	33.7%	21.9%	19.7%	6.7%	12.5%	50.0%	14.3%	25.6%
	NOT AT ALL CONCERNED	Count	101	24	28	9	1	0	2	165
		% within ANNUAL REVENUE	54.9%	32.9%	39.4%	60.0%	2.5%	.0%	28.6%	40.9%
	Total	Count	184	73	71	15	40	8	7	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

WORKFORCE

Q16-ISSUES - WORKFORCE * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	52	12	10	0	74
		% within NUMBER EMPLOYEES	14.7%	41.4%	71.4%	.0%	18.4%
	SOMEWHAT CONCERNED	Count	39	13	4	5	61
		% within NUMBER EMPLOYEES	11.0%	44.8%	28.6%	83.3%	15.1%
	NOT VERY CONCERNED	Count	103	0	0	0	103
		% within NUMBER EMPLOYEES	29.1%	.0%	.0%	.0%	25.6%
	NOT AT ALL CONCERNED	Count	160	4	0	1	165
		% within NUMBER EMPLOYEES	45.2%	13.8%	.0%	16.7%	40.9%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

WORKFORCE

Q16-ISSUES - WORKFORCE * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q16-ISSUES - WORKFORCE	VERY CONCERNED	Count	13	17	20	7	17	74
		% within REGION OF OHIO	24.5%	13.3%	18.5%	10.9%	34.0%	18.4%
	SOMEWHAT CONCERNED	Count	10	26	13	4	8	61
		% within REGION OF OHIO	18.9%	20.3%	12.0%	6.3%	16.0%	15.1%
	NOT VERY CONCERNED	Count	12	36	30	18	7	103
		% within REGION OF OHIO	22.6%	28.1%	27.8%	28.1%	14.0%	25.6%
	NOT AT ALL CONCERNED	Count	18	49	45	35	18	165
		% within REGION OF OHIO	34.0%	38.3%	41.7%	54.7%	36.0%	40.9%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COST OF ENERGY

Q17-ISSUES - COST OF ENERGY * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	4	4	5	6	5	24
		% within TITLE	7.3%	1.4%	33.3%	46.2%	12.5%	6.0%
	SOMEWHAT CONCERNED	Count	18	43	10	1	8	80
		% within TITLE	32.7%	15.4%	66.7%	7.7%	20.0%	19.9%
	NOT VERY CONCERNED	Count	19	119	0	5	18	161
		% within TITLE	34.5%	42.5%	.0%	38.5%	45.0%	40.0%
	NOT AT ALL CONCERNED	Count	14	114	0	1	9	138
		% within TITLE	25.5%	40.7%	.0%	7.7%	22.5%	34.2%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COST OF ENERGY

Q17-ISSUES - COST OF ENERGY * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	0	0	0	9	0	0	0	1	0	0	0	0	4	5	5	24
		% within BIZ	.0%	.0%	.0%	25.7%	.0%	.0%	.0%	5.9%	.0%	.0%	.0%	.0%	18.2%	21.7%	5.8%	6.0%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	0	4	5	8	0	10	1	5	14	0	12	0	8	9	80
		% within BIZ	16.0%	.0%	50.0%	14.3%	20.0%	.0%	19.6%	5.9%	50.0%	48.3%	.0%	35.3%	.0%	34.8%	10.5%	19.9%
		CATEGORY																
	NOT VERY CONCERNED	Count	9	5	0	14	19	3	17	7	2	11	9	22	7	7	29	161
		% within BIZ	36.0%	55.6%	.0%	40.0%	47.5%	75.0%	33.3%	41.2%	20.0%	37.9%	90.0%	64.7%	31.8%	30.4%	33.7%	40.0%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	12	4	4	7	13	1	24	8	3	4	1	0	11	3	43	138
		% within BIZ	48.0%	44.4%	50.0%	20.0%	32.5%	25.0%	47.1%	47.1%	30.0%	13.8%	10.0%	.0%	50.0%	13.0%	50.0%	34.2%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

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HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COST OF ENERGY

Q17-ISSUES - COST OF ENERGY * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	5	1	9	0	5	4	0	0	24
		% within ANNUAL REVENUE	2.7%	1.4%	12.7%	.0%	12.5%	50.0%	.0%	.0%	6.0%
	SOMEWHAT CONCERNED	Count	17	25	20	5	4	0	4	5	80
		% within ANNUAL REVENUE	9.2%	34.2%	28.2%	33.3%	10.0%	.0%	57.1%	100.0%	19.9%
	NOT VERY CONCERNED	Count	81	20	29	4	22	4	1	0	161
		% within ANNUAL REVENUE	44.0%	27.4%	40.8%	26.7%	55.0%	50.0%	14.3%	.0%	40.0%
	NOT AT ALL CONCERNED	Count	81	27	13	6	9	0	2	0	138
		% within ANNUAL REVENUE	44.0%	37.0%	18.3%	40.0%	22.5%	.0%	28.6%	.0%	34.2%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COST OF ENERGY

Q17-ISSUES - COST OF ENERGY * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	15	0	9	0	24
		% within NUMBER EMPLOYEES	4.2%	.0%	64.3%	.0%	6.0%
	SOMEWHAT CONCERNED	Count	62	13	0	5	80
		% within NUMBER EMPLOYEES	17.5%	44.8%	.0%	83.3%	19.9%
	NOT VERY CONCERNED	Count	151	9	0	1	161
		% within NUMBER EMPLOYEES	42.7%	31.0%	.0%	16.7%	40.0%
	NOT AT ALL CONCERNED	Count	126	7	5	0	138
		% within NUMBER EMPLOYEES	35.6%	24.1%	35.7%	.0%	34.2%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COST OF ENERGY

Q17-ISSUES - COST OF ENERGY * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q17-ISSUES - COST OF ENERGY	VERY CONCERNED	Count	0	10	9	0	5	24
		% within REGION OF OHIO	.0%	7.8%	8.3%	.0%	10.0%	6.0%
	SOMEWHAT CONCERNED	Count	14	31	15	12	8	80
		% within REGION OF OHIO	26.4%	24.2%	13.9%	18.8%	16.0%	19.9%
	NOT VERY CONCERNED	Count	20	50	55	24	12	161
		% within REGION OF OHIO	37.7%	39.1%	50.9%	37.5%	24.0%	40.0%
	NOT AT ALL CONCERNED	Count	19	37	29	28	25	138
		% within REGION OF OHIO	35.8%	28.9%	26.9%	43.8%	50.0%	34.2%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COMPETITION

Q18-ISSUES - COMPETITION * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	0	16	0	0	5	21
		% within TITLE	.0%	5.7%	.0%	.0%	12.5%	5.2%
	SOMEWHAT CONCERNED	Count	26	47	10	0	4	87
		% within TITLE	47.3%	16.8%	66.7%	.0%	10.0%	21.6%
	NOT VERY CONCERNED	Count	18	116	5	13	17	169
		% within TITLE	32.7%	41.4%	33.3%	100.0%	42.5%	41.9%
	NOT AT ALL CONCERNED	Count	11	101	0	0	14	126
		% within TITLE	20.0%	36.1%	.0%	.0%	35.0%	31.3%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

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HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COMPETITION

Q18-ISSUES - COMPETITION * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	0	0	0	0	0	0	0	0	0	8	0	4	0	4	5	21
		% within BIZ	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	.0%	27.6%	.0%	11.8%	.0%	17.4%	5.8%	5.2%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	8	4	0	10	9	0	4	0	0	10	4	0	8	9	21	87
		% within BIZ	32.0%	44.4%	.0%	28.6%	22.5%	.0%	7.8%	.0%	.0%	34.5%	40.0%	.0%	36.4%	39.1%	24.4%	21.6%
		CATEGORY																
	NOT VERY CONCERNED	Count	4	5	6	16	22	2	23	14	7	5	3	21	6	6	29	169
		% within BIZ	16.0%	55.6%	75.0%	45.7%	55.0%	50.0%	45.1%	82.4%	70.0%	17.2%	30.0%	61.8%	27.3%	26.1%	33.7%	41.9%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	13	0	2	9	9	2	24	3	3	6	3	9	8	4	31	126
		% within BIZ	52.0%	.0%	25.0%	25.7%	22.5%	50.0%	47.1%	17.6%	30.0%	20.7%	30.0%	26.5%	36.4%	17.4%	36.0%	31.3%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COMPETITION

Q18-ISSUES - COMPETITION * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	9	4	8	0	0	0	0	0	21
		% within ANNUAL REVENUE	4.9%	5.5%	11.3%	.0%	.0%	.0%	.0%	.0%	5.2%
	SOMEWHAT CONCERNED	Count	16	12	12	9	25	8	0	5	87
		% within ANNUAL REVENUE	8.7%	16.4%	16.9%	60.0%	62.5%	100.0%	.0%	100.0%	21.6%
	NOT VERY CONCERNED	Count	84	32	32	1	14	0	6	0	169
		% within ANNUAL REVENUE	45.7%	43.8%	45.1%	6.7%	35.0%	.0%	85.7%	.0%	41.9%
	NOT AT ALL CONCERNED	Count	75	25	19	5	1	0	1	0	126
		% within ANNUAL REVENUE	40.8%	34.2%	26.8%	33.3%	2.5%	.0%	14.3%	.0%	31.3%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COMPETITION

Q18-ISSUES - COMPETITION * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	21	0	0	0	21
		% within NUMBER EMPLOYEES	5.9%	.0%	.0%	.0%	5.2%
	SOMEWHAT CONCERNED	Count	61	17	4	5	87
		% within NUMBER EMPLOYEES	17.2%	58.6%	28.6%	83.3%	21.6%
	NOT VERY CONCERNED	Count	149	10	10	0	169
		% within NUMBER EMPLOYEES	42.1%	34.5%	71.4%	.0%	41.9%
	NOT AT ALL CONCERNED	Count	123	2	0	1	126
		% within NUMBER EMPLOYEES	34.7%	6.9%	.0%	16.7%	31.3%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COMPETITION

Q18-ISSUES - COMPETITION * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q18-ISSUES - COMPETITION	VERY CONCERNED	Count	0	4	4	4	9	21
		% within REGION OF OHIO	.0%	3.1%	3.7%	6.3%	18.0%	5.2%
	SOMEWHAT CONCERNED	Count	19	31	18	11	8	87
		% within REGION OF OHIO	35.8%	24.2%	16.7%	17.2%	16.0%	21.6%
	NOT VERY CONCERNED	Count	22	52	52	18	25	169
		% within REGION OF OHIO	41.5%	40.6%	48.1%	28.1%	50.0%	41.9%
	NOT AT ALL CONCERNED	Count	12	41	34	31	8	126
		% within REGION OF OHIO	22.6%	32.0%	31.5%	48.4%	16.0%	31.3%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

HEALTHCARE COSTS

Q19-ISSUES - HEALTHCARE COSTS * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	26	78	10	9	8	131
		% within TITLE	47.3%	27.9%	66.7%	69.2%	20.0%	32.5%
	SOMEWHAT CONCERNED	Count	4	39	5	4	4	56
		% within TITLE	7.3%	13.9%	33.3%	30.8%	10.0%	13.9%
	NOT VERY CONCERNED	Count	6	32	0	0	8	46
		% within TITLE	10.9%	11.4%	.0%	.0%	20.0%	11.4%
	NOT AT ALL CONCERNED	Count	19	131	0	0	20	170
		% within TITLE	34.5%	46.8%	.0%	.0%	50.0%	42.2%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

HEALTHCARE COSTS

Q19-ISSUES - HEALTHCARE COSTS * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESAL E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	4	8	0	14	9	0	14	0	5	18	4	25	4	14	12	131
		% within BIZ	16.0%	88.9%	.0%	40.0%	22.5%	.0%	27.5%	.0%	50.0%	62.1%	40.0%	73.5%	18.2%	60.9%	14.0%	32.5%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	0	0	4	5	12	0	0	4	0	0	0	9	4	4	14	56
		% within BIZ	.0%	.0%	50.0%	14.3%	30.0%	.0%	.0%	23.5%	.0%	.0%	.0%	26.5%	18.2%	17.4%	16.3%	13.9%
		CATEGORY																
	NOT VERY CONCERNED	Count	5	0	0	5	6	0	5	1	1	2	3	0	1	2	15	46
		% within BIZ	20.0%	.0%	.0%	14.3%	15.0%	.0%	9.8%	5.9%	10.0%	6.9%	30.0%	.0%	4.5%	8.7%	17.4%	11.4%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	16	1	4	11	13	4	32	12	4	9	3	0	13	3	45	170
		% within BIZ	64.0%	11.1%	50.0%	31.4%	32.5%	100.0%	62.7%	70.6%	40.0%	31.0%	30.0%	.0%	59.1%	13.0%	52.3%	42.2%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

HEALTHCARE COSTS

Q19-ISSUES - HEALTHCARE COSTS * ANNUAL REVENUE Crosstabulation										
			ANNUAL REVENUE							Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	42	24	30	9	18	8	0	131
		% within ANNUAL REVENUE	22.8%	32.9%	42.3%	60.0%	45.0%	100.0%	.0%	32.5%
	SOMEWHAT CONCERNED	Count	5	13	12	0	17	0	4	56
		% within ANNUAL REVENUE	2.7%	17.8%	16.9%	.0%	42.5%	.0%	57.1%	13.9%
	NOT VERY CONCERNED	Count	30	8	4	0	4	0	0	46
		% within ANNUAL REVENUE	16.3%	11.0%	5.6%	.0%	10.0%	.0%	.0%	11.4%
	NOT AT ALL CONCERNED	Count	107	28	25	6	1	0	3	170
		% within ANNUAL REVENUE	58.2%	38.4%	35.2%	40.0%	2.5%	.0%	42.9%	42.2%
Total		Count	184	73	71	15	40	8	7	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

HEALTHCARE COSTS

Q19-ISSUES - HEALTHCARE COSTS * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	113	9	9	0	131
		% within NUMBER EMPLOYEES	31.9%	31.0%	64.3%	.0%	32.5%
	SOMEWHAT CONCERNED	Count	34	12	5	5	56
		% within NUMBER EMPLOYEES	9.6%	41.4%	35.7%	83.3%	13.9%
	NOT VERY CONCERNED	Count	42	4	0	0	46
		% within NUMBER EMPLOYEES	11.9%	13.8%	.0%	.0%	11.4%
	NOT AT ALL CONCERNED	Count	165	4	0	1	170
		% within NUMBER EMPLOYEES	46.6%	13.8%	.0%	16.7%	42.2%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

HEALTHCARE COSTS

Q19-ISSUES - HEALTHCARE COSTS * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q19-ISSUES - HEALTHCARE COSTS	VERY CONCERNED	Count	14	45	48	8	16	131
		% within REGION OF OHIO	26.4%	35.2%	44.4%	12.5%	32.0%	32.5%
	SOMEWHAT CONCERNED	Count	9	21	10	3	13	56
		% within REGION OF OHIO	17.0%	16.4%	9.3%	4.7%	26.0%	13.9%
	NOT VERY CONCERNED	Count	5	15	8	11	7	46
		% within REGION OF OHIO	9.4%	11.7%	7.4%	17.2%	14.0%	11.4%
	NOT AT ALL CONCERNED	Count	25	47	42	42	14	170
		% within REGION OF OHIO	47.2%	36.7%	38.9%	65.6%	28.0%	42.2%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COSTS OF OTHER BENEFITS

Q20-ISSUES - COST OTHER BENEFITS * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	13	44	5	9	8	79
		% within TITLE	23.6%	15.7%	33.3%	69.2%	20.0%	19.6%
	SOMEWHAT CONCERNED	Count	13	61	10	4	4	92
		% within TITLE	23.6%	21.8%	66.7%	30.8%	10.0%	22.8%
	NOT VERY CONCERNED	Count	12	45	0	0	12	69
		% within TITLE	21.8%	16.1%	.0%	.0%	30.0%	17.1%
	NOT AT ALL CONCERNED	Count	17	130	0	0	16	163
		% within TITLE	30.9%	46.4%	.0%	.0%	40.0%	40.4%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COSTS OF OTHER BENEFITS

Q20-ISSUES - COST OTHER BENEFITS * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	0	4	0	14	4	0	14	4	0	13	0	9	4	5	8	79
		% within BIZ	.0%	44.4%	.0%	40.0%	10.0%	.0%	27.5%	23.5%	.0%	44.8%	.0%	26.5%	18.2%	21.7%	9.3%	19.6%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	4	4	5	13	0	0	0	5	5	4	13	4	13	18	92
		% within BIZ	16.0%	44.4%	50.0%	14.3%	32.5%	.0%	.0%	.0%	50.0%	17.2%	40.0%	38.2%	18.2%	56.5%	20.9%	22.8%
		CATEGORY																
	NOT VERY CONCERNED	Count	4	0	0	6	12	1	7	4	1	0	1	11	2	2	18	69
		% within BIZ	16.0%	.0%	.0%	17.1%	30.0%	25.0%	13.7%	23.5%	10.0%	.0%	10.0%	32.4%	9.1%	8.7%	20.9%	17.1%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	17	1	4	10	11	3	30	9	4	11	5	1	12	3	42	163
		% within BIZ	68.0%	11.1%	50.0%	28.6%	27.5%	75.0%	58.8%	52.9%	40.0%	37.9%	50.0%	2.9%	54.5%	13.0%	48.8%	40.4%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COSTS OF OTHER BENEFITS

Q20-ISSUES - COST OTHER BENEFITS * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	25	20	21	5	4	4	0	0	79
		% within ANNUAL REVENUE	13.6%	27.4%	29.6%	33.3%	10.0%	50.0%	.0%	.0%	19.6%
	SOMEWHAT CONCERNED	Count	12	15	21	4	31	4	0	5	92
		% within ANNUAL REVENUE	6.5%	20.5%	29.6%	26.7%	77.5%	50.0%	.0%	100.0%	22.8%
	NOT VERY CONCERNED	Count	38	13	8	2	4	0	4	0	69
		% within ANNUAL REVENUE	20.7%	17.8%	11.3%	13.3%	10.0%	.0%	57.1%	.0%	17.1%
	NOT AT ALL CONCERNED	Count	109	25	21	4	1	0	3	0	163
		% within ANNUAL REVENUE	59.2%	34.2%	29.6%	26.7%	2.5%	.0%	42.9%	.0%	40.4%
	Total	Count	184	73	71	15	40	8	7	5	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COSTS OF OTHER BENEFITS

Q20-ISSUES - COST OTHER BENEFITS * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	75	0	4	0	79
		% within NUMBER EMPLOYEES	21.2%	.0%	28.6%	.0%	19.6%
	SOMEWHAT CONCERNED	Count	60	17	10	5	92
		% within NUMBER EMPLOYEES	16.9%	58.6%	71.4%	83.3%	22.8%
	NOT VERY CONCERNED	Count	61	8	0	0	69
		% within NUMBER EMPLOYEES	17.2%	27.6%	.0%	.0%	17.1%
	NOT AT ALL CONCERNED	Count	158	4	0	1	163
		% within NUMBER EMPLOYEES	44.6%	13.8%	.0%	16.7%	40.4%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

COSTS OF OTHER BENEFITS

Q20-ISSUES - COST OTHER BENEFITS * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q20-ISSUES - COST OTHER BENEFITS	VERY CONCERNED	Count	14	32	25	4	4	79
		% within REGION OF OHIO	26.4%	25.0%	23.1%	6.3%	8.0%	19.6%
	SOMEWHAT CONCERNED	Count	9	23	28	7	25	92
		% within REGION OF OHIO	17.0%	18.0%	25.9%	10.9%	50.0%	22.8%
	NOT VERY CONCERNED	Count	7	25	18	10	9	69
		% within REGION OF OHIO	13.2%	19.5%	16.7%	15.6%	18.0%	17.1%
	NOT AT ALL CONCERNED	Count	23	48	37	43	12	163
		% within REGION OF OHIO	43.4%	37.5%	34.3%	67.2%	24.0%	40.4%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

PRODUCTIVITY

Q21-ISSUES - PRODUCTIVITY * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	5	31	0	0	8	44
		% within TITLE	9.1%	11.2%	.0%	.0%	20.0%	11.0%
	SOMEWHAT CONCERNED	Count	12	32	10	4	4	62
		% within TITLE	21.8%	11.6%	66.7%	30.8%	10.0%	15.5%
	NOT VERY CONCERNED	Count	17	91	5	5	5	123
		% within TITLE	30.9%	33.0%	33.3%	38.5%	12.5%	30.8%
	NOT AT ALL CONCERNED	Count	21	122	0	4	23	170
		% within TITLE	38.2%	44.2%	.0%	30.8%	57.5%	42.6%
	Total	Count	55	276	15	13	40	399
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

PRODUCTIVITY

Q21-ISSUES - PRODUCTIVITY * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	0	0	4	9	0	0	9	0	0	9	4	5	0	4	0	44
		% within BIZ	.0%	.0%	50.0%	25.7%	.0%	.0%	17.6%	.0%	.0%	31.0%	40.0%	14.7%	.0%	17.4%	.0%	11.0%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	0	0	0	5	17	0	0	4	5	4	0	1	4	9	13	62
		% within BIZ	.0%	.0%	.0%	14.3%	42.5%	.0%	.0%	23.5%	50.0%	13.8%	.0%	2.9%	18.2%	39.1%	15.1%	15.5%
		CATEGORY																
	NOT VERY CONCERNED	Count	10	9	1	12	14	1	16	3	0	2	1	10	8	5	31	123
		% within BIZ	47.6%	100.0%	12.5%	34.3%	35.0%	25.0%	31.4%	17.6%	.0%	6.9%	10.0%	29.4%	36.4%	21.7%	36.0%	30.8%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	11	0	3	9	9	3	26	10	5	14	5	18	10	5	42	170
		% within BIZ	52.4%	.0%	37.5%	25.7%	22.5%	75.0%	51.0%	58.8%	50.0%	48.3%	50.0%	52.9%	45.5%	21.7%	48.8%	42.6%
		CATEGORY																
Total	Count	21	9	8	35	40	4	51	17	10	29	10	34	22	23	86	399	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

PRODUCTIVITY

Q21-ISSUES - PRODUCTIVITY * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	8	20	12	0	4	0	0	0	44
		% within ANNUAL REVENUE	4.4%	27.4%	16.9%	.0%	10.0%	.0%	.0%	.0%	11.0%
	SOMEWHAT CONCERNED	Count	4	11	12	0	31	0	4	0	62
		% within ANNUAL REVENUE	2.2%	15.1%	16.9%	.0%	77.5%	.0%	57.1%	.0%	15.5%
	NOT VERY CONCERNED	Count	53	16	29	7	4	8	1	5	123
		% within ANNUAL REVENUE	29.4%	21.9%	40.8%	46.7%	10.0%	100.0%	14.3%	100.0%	30.8%
	NOT AT ALL CONCERNED	Count	115	26	18	8	1	0	2	0	170
		% within ANNUAL REVENUE	63.9%	35.6%	25.4%	53.3%	2.5%	.0%	28.6%	.0%	42.6%
Total	Count	180	73	71	15	40	8	7	5	399	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

PRODUCTIVITY

Q21-ISSUES - PRODUCTIVITY * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	39	5	0	0	44
		% within NUMBER EMPLOYEES	11.1%	17.2%	.0%	.0%	11.0%
	SOMEWHAT CONCERNED	Count	32	20	10	0	62
		% within NUMBER EMPLOYEES	9.1%	69.0%	71.4%	.0%	15.5%
	NOT VERY CONCERNED	Count	113	1	4	5	123
		% within NUMBER EMPLOYEES	32.3%	3.4%	28.6%	83.3%	30.8%
	NOT AT ALL CONCERNED	Count	166	3	0	1	170
		% within NUMBER EMPLOYEES	47.4%	10.3%	.0%	16.7%	42.6%
Total	Count	350	29	14	6	399	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

PRODUCTIVITY

Q21-ISSUES - PRODUCTIVITY * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q21-ISSUES - PRODUCTIVITY	VERY CONCERNED	Count	5	15	8	4	12	44
		% within REGION OF OHIO	9.4%	11.7%	7.4%	6.7%	24.0%	11.0%
	SOMEWHAT CONCERNED	Count	13	18	14	4	13	62
		% within REGION OF OHIO	24.5%	14.1%	13.0%	6.7%	26.0%	15.5%
	NOT VERY CONCERNED	Count	10	53	38	14	8	123
		% within REGION OF OHIO	18.9%	41.4%	35.2%	23.3%	16.0%	30.8%
	NOT AT ALL CONCERNED	Count	25	42	48	38	17	170
		% within REGION OF OHIO	47.2%	32.8%	44.4%	63.3%	34.0%	42.6%
	Total	Count	53	128	108	60	50	399
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

DATA SECURITY

Q22-ISSUES - DATA SECURITY * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	4	47	0	5	4	60
		% within TITLE	7.3%	16.8%	.0%	38.5%	10.0%	14.9%
	SOMEWHAT CONCERNED	Count	22	43	10	4	13	92
		% within TITLE	40.0%	15.4%	66.7%	30.8%	32.5%	22.8%
	NOT VERY CONCERNED	Count	12	74	5	4	8	103
		% within TITLE	21.8%	26.4%	33.3%	30.8%	20.0%	25.6%
	NOT AT ALL CONCERNED	Count	17	116	0	0	15	148
		% within TITLE	30.9%	41.4%	.0%	.0%	37.5%	36.7%
Total	Count		55	280	15	13	40	403
	% within TITLE		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

DATA SECURITY

Q22-ISSUES - DATA SECURITY * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	0	0	0	9	0	0	4	0	0	4	4	22	0	9	8	60
		% within BIZ	.0%	.0%	.0%	25.7%	.0%	.0%	7.8%	.0%	.0%	13.8%	40.0%	64.7%	.0%	39.1%	9.3%	14.9%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	4	4	5	17	0	0	4	0	14	0	4	8	9	19	92
		% within BIZ	16.0%	44.4%	50.0%	14.3%	42.5%	.0%	.0%	23.5%	.0%	48.3%	.0%	11.8%	36.4%	39.1%	22.1%	22.8%
		CATEGORY																
	NOT VERY CONCERNED	Count	11	4	2	10	9	2	21	5	7	1	1	4	5	0	21	103
		% within BIZ	44.0%	44.4%	25.0%	28.6%	22.5%	50.0%	41.2%	29.4%	70.0%	3.4%	10.0%	11.8%	22.7%	.0%	24.4%	25.6%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	10	1	2	11	14	2	26	8	3	10	5	4	9	5	38	148
		% within BIZ	40.0%	11.1%	25.0%	31.4%	35.0%	50.0%	51.0%	47.1%	30.0%	34.5%	50.0%	11.8%	40.9%	21.7%	44.2%	36.7%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

DATA SECURITY

Q22-ISSUES - DATA SECURITY * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	22	12	18	0	8	0	0	0	60
		% within ANNUAL REVENUE	12.0%	16.4%	25.4%	.0%	20.0%	.0%	.0%	.0%	14.9%
	SOMEWHAT CONCERNED	Count	5	18	16	9	31	8	0	5	92
		% within ANNUAL REVENUE	2.7%	24.7%	22.5%	60.0%	77.5%	100.0%	.0%	100.0%	22.8%
	NOT VERY CONCERNED	Count	61	19	18	0	0	0	5	0	103
		% within ANNUAL REVENUE	33.2%	26.0%	25.4%	.0%	.0%	.0%	71.4%	.0%	25.6%
	NOT AT ALL CONCERNED	Count	96	24	19	6	1	0	2	0	148
		% within ANNUAL REVENUE	52.2%	32.9%	26.8%	40.0%	2.5%	.0%	28.6%	.0%	36.7%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

DATA SECURITY

Q22-ISSUES - DATA SECURITY * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	56	4	0	0
		% within NUMBER EMPLOYEES	15.8%	13.8%	.0%	.0%
	SOMEWHAT CONCERNED	Count	56	17	14	5
		% within NUMBER EMPLOYEES	15.8%	58.6%	100.0%	83.3%
	NOT VERY CONCERNED	Count	99	4	0	0
		% within NUMBER EMPLOYEES	28.0%	13.8%	.0%	.0%
	NOT AT ALL CONCERNED	Count	143	4	0	1
		% within NUMBER EMPLOYEES	40.4%	13.8%	.0%	16.7%
Total		Count	354	29	14	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

DATA SECURITY

Q22-ISSUES - DATA SECURITY * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q22-ISSUES - DATA SECURITY	VERY CONCERNED	Count	0	31	13	4	12	60
		% within REGION OF OHIO	.0%	24.2%	12.0%	6.3%	24.0%	14.9%
	SOMEWHAT CONCERNED	Count	18	22	23	7	22	92
		% within REGION OF OHIO	34.0%	17.2%	21.3%	10.9%	44.0%	22.8%
	NOT VERY CONCERNED	Count	15	32	29	20	7	103
		% within REGION OF OHIO	28.3%	25.0%	26.9%	31.3%	14.0%	25.6%
	NOT AT ALL CONCERNED	Count	20	43	43	33	9	148
		% within REGION OF OHIO	37.7%	33.6%	39.8%	51.6%	18.0%	36.7%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TRADE MARKETS

Q23-ISSUES - TRADE-MARKETS * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	4	13	5	0	5	27
		% within TITLE	7.3%	4.6%	33.3%	.0%	12.5%	6.7%
	SOMEWHAT CONCERNED	Count	18	13	5	9	4	49
		% within TITLE	32.7%	4.6%	33.3%	69.2%	10.0%	12.2%
	NOT VERY CONCERNED	Count	9	115	0	0	10	134
		% within TITLE	16.4%	41.1%	.0%	.0%	25.0%	33.3%
	NOT AT ALL CONCERNED	Count	24	139	5	4	21	193
		% within TITLE	43.6%	49.6%	33.3%	30.8%	52.5%	47.9%
Total	Count		55	280	15	13	40	403
	% within TITLE		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TRADE MARKETS

Q23-ISSUES - TRADE-MARKETS * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	4	0	0	5	0	0	0	0	0	0	9	0	0	9	27	
		% within BIZ	16.0%	.0%	.0%	14.3%	.0%	.0%	.0%	.0%	.0%	.0%	26.5%	.0%	.0%	10.5%	6.7%	
		CATEGORY																
	SOMEWHAT CONCERNED	Count	0	0	4	10	0	0	4	0	10	4	4	4	0	9	49	
		% within BIZ	.0%	.0%	50.0%	28.6%	.0%	.0%	.0%	23.5%	.0%	34.5%	40.0%	11.8%	18.2%	.0%	10.5%	12.2%
		CATEGORY																
	NOT VERY CONCERNED	Count	5	4	0	7	24	0	28	4	6	12	2	13	2	6	21	134
		% within BIZ	20.0%	44.4%	.0%	20.0%	60.0%	.0%	54.9%	23.5%	60.0%	41.4%	20.0%	38.2%	9.1%	26.1%	24.4%	33.3%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	16	5	4	13	16	4	23	9	4	7	4	8	16	17	47	193
		% within BIZ	64.0%	55.6%	50.0%	37.1%	40.0%	100.0%	45.1%	52.9%	40.0%	24.1%	40.0%	23.5%	72.7%	73.9%	54.7%	47.9%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TRADE MARKETS

Q23-ISSUES - TRADE-MARKETS * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	14	2	7	0	0	4	0	0	27
		% within ANNUAL REVENUE	7.6%	2.7%	9.9%	.0%	.0%	50.0%	.0%	.0%	6.7%
	SOMEWHAT CONCERNED	Count	8	14	13	5	0	4	0	5	49
		% within ANNUAL REVENUE	4.3%	19.2%	18.3%	33.3%	.0%	50.0%	.0%	100.0%	12.2%
	NOT VERY CONCERNED	Count	53	26	26	5	18	0	6	0	134
		% within ANNUAL REVENUE	28.8%	35.6%	36.6%	33.3%	45.0%	.0%	85.7%	.0%	33.3%
	NOT AT ALL CONCERNED	Count	109	31	25	5	22	0	1	0	193
		% within ANNUAL REVENUE	59.2%	42.5%	35.2%	33.3%	55.0%	.0%	14.3%	.0%	47.9%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TRADE MARKETS

Q23-ISSUES - TRADE-MARKETS * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	27	0	0	0	27
		% within NUMBER EMPLOYEES	7.6%	.0%	.0%	.0%	6.7%
	SOMEWHAT CONCERNED	Count	35	5	4	5	49
		% within NUMBER EMPLOYEES	9.9%	17.2%	28.6%	83.3%	12.2%
	NOT VERY CONCERNED	Count	125	4	5	0	134
		% within NUMBER EMPLOYEES	35.3%	13.8%	35.7%	.0%	33.3%
	NOT AT ALL CONCERNED	Count	167	20	5	1	193
		% within NUMBER EMPLOYEES	47.2%	69.0%	35.7%	16.7%	47.9%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TRADE MARKETS

Q23-ISSUES - TRADE-MARKETS * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q23-ISSUES - TRADE-MARKETS	VERY CONCERNED	Count	5	8	9	0	5	27
		% within REGION OF OHIO	9.4%	6.3%	8.3%	.0%	10.0%	6.7%
	SOMEWHAT CONCERNED	Count	10	18	13	0	8	49
		% within REGION OF OHIO	18.9%	14.1%	12.0%	.0%	16.0%	12.2%
	NOT VERY CONCERNED	Count	10	46	33	21	24	134
		% within REGION OF OHIO	18.9%	35.9%	30.6%	32.8%	48.0%	33.3%
	NOT AT ALL CONCERNED	Count	28	56	53	43	13	193
		% within REGION OF OHIO	52.8%	43.8%	49.1%	67.2%	26.0%	47.9%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

RISING SALARIES

Q24-ISSUES - RISING SALARIES * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	4	22	5	0	0	31
		% within TITLE	7.3%	7.9%	33.3%	.0%	.0%	7.7%
	SOMEWHAT CONCERNED	Count	22	34	10	9	17	92
		% within TITLE	40.0%	12.1%	66.7%	69.2%	42.5%	22.8%
	NOT VERY CONCERNED	Count	19	101	0	0	9	129
		% within TITLE	34.5%	36.1%	.0%	.0%	22.5%	32.0%
	NOT AT ALL CONCERNED	Count	10	123	0	4	14	151
		% within TITLE	18.2%	43.9%	.0%	30.8%	35.0%	37.5%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

RISING SALARIES

Q24-ISSUES - RISING SALARIES * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	0	0	0	5	0	0	5	0	0	4	0	4	4	4	5	31
		% within BIZ	.0%	.0%	.0%	14.3%	.0%	.0%	9.8%	.0%	.0%	13.8%	.0%	11.8%	18.2%	17.4%	5.8%	7.7%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	0	4	14	9	0	4	4	0	14	4	4	4	9	18	92
		% within BIZ	16.0%	.0%	50.0%	40.0%	22.5%	.0%	7.8%	23.5%	.0%	48.3%	40.0%	11.8%	18.2%	39.1%	20.9%	22.8%
		CATEGORY																
	NOT VERY CONCERNED	Count	11	9	1	4	21	3	16	6	6	2	2	13	7	1	27	129
		% within BIZ	44.0%	100.0%	12.5%	11.4%	52.5%	75.0%	31.4%	35.3%	60.0%	6.9%	20.0%	38.2%	31.8%	4.3%	31.4%	32.0%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	10	0	3	12	10	1	26	7	4	9	4	13	7	9	36	151
		% within BIZ	40.0%	.0%	37.5%	34.3%	25.0%	25.0%	51.0%	41.2%	40.0%	31.0%	40.0%	38.2%	31.8%	39.1%	41.9%	37.5%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

RISING SALARIES

Q24-ISSUES - RISING SALARIES * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	4	11	7	0	5	4	0	31	
		% within ANNUAL REVENUE	2.2%	15.1%	9.9%	.0%	12.5%	50.0%	.0%	.0%	7.7%
	SOMEWHAT CONCERNED	Count	9	22	21	5	26	4	0	5	92
		% within ANNUAL REVENUE	4.9%	30.1%	29.6%	33.3%	65.0%	50.0%	.0%	100.0%	22.8%
	NOT VERY CONCERNED	Count	73	17	19	7	8	0	5	0	129
		% within ANNUAL REVENUE	39.7%	23.3%	26.8%	46.7%	20.0%	.0%	71.4%	.0%	32.0%
	NOT AT ALL CONCERNED	Count	98	23	24	3	1	0	2	0	151
		% within ANNUAL REVENUE	53.3%	31.5%	33.8%	20.0%	2.5%	.0%	28.6%	.0%	37.5%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

RISING SALARIES

Q24-ISSUES - RISING SALARIES * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	22	0	9	0	31
		% within NUMBER EMPLOYEES	6.2%	.0%	64.3%	.0%	7.7%
	SOMEWHAT CONCERNED	Count	65	17	5	5	92
		% within NUMBER EMPLOYEES	18.4%	58.6%	35.7%	83.3%	22.8%
	NOT VERY CONCERNED	Count	118	10	0	1	129
		% within NUMBER EMPLOYEES	33.3%	34.5%	.0%	16.7%	32.0%
	NOT AT ALL CONCERNED	Count	149	2	0	0	151
		% within NUMBER EMPLOYEES	42.1%	6.9%	.0%	.0%	37.5%
	Total	Count	354	29	14	6	403
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

RISING SALARIES

Q24-ISSUES - RISING SALARIES * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q24-ISSUES - RISING SALARIES	VERY CONCERNED	Count	5	13	0	4	9	31
		% within REGION OF OHIO	9.4%	10.2%	.0%	6.3%	18.0%	7.7%
	SOMEWHAT CONCERNED	Count	18	27	30	4	13	92
		% within REGION OF OHIO	34.0%	21.1%	27.8%	6.3%	26.0%	22.8%
	NOT VERY CONCERNED	Count	10	40	39	24	16	129
		% within REGION OF OHIO	18.9%	31.3%	36.1%	37.5%	32.0%	32.0%
	NOT AT ALL CONCERNED	Count	20	48	39	32	12	151
		% within REGION OF OHIO	37.7%	37.5%	36.1%	50.0%	24.0%	37.5%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

OHIO POLITICAL ENVIRONMENT

Q25-ISSUES - OHIO POLITICAL ENVIRON * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	18	40	5	9	9	81
		% within TITLE	32.7%	14.3%	33.3%	69.2%	22.5%	20.1%
	SOMEWHAT CONCERNED	Count	8	69	10	4	4	95
		% within TITLE	14.5%	24.6%	66.7%	30.8%	10.0%	23.6%
	NOT VERY CONCERNED	Count	18	58	0	0	11	87
		% within TITLE	32.7%	20.7%	.0%	.0%	27.5%	21.6%
	NOT AT ALL CONCERNED	Count	11	113	0	0	16	140
		% within TITLE	20.0%	40.4%	.0%	.0%	40.0%	34.7%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

OHIO POLITICAL ENVIRONMENT

Q25-ISSUES - OHIO POLITICAL ENVIRON * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG-	MINING-OIL-		CONSTRUCTI	MANUFACTU	WHOLESA		TRANS-	INFO	FINANCE-	REAL	PROF -	EDUCATIO	HEALTHCARE		
			FORESTY	GAS	UTILITIES	ON	RING	E	RETAIL	WAREHOUSE	SERVICES	INSURANCE	ESTATE	TECH	N	- SOCIAL		OTHERS
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	0	0	0	5	8	0	5	4	0	14	0	14	4	9	18	81
		% within BIZ	.0%	.0%	.0%	14.3%	20.0%	.0%	9.8%	23.5%	.0%	48.3%	.0%	41.2%	18.2%	39.1%	20.9%	20.1%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	8	4	10	9	0	5	0	5	4	0	20	4	9	13	95
		% within BIZ	16.0%	88.9%	50.0%	28.6%	22.5%	.0%	9.8%	.0%	50.0%	13.8%	.0%	58.8%	18.2%	39.1%	15.1%	23.6%
		CATEGORY																
	NOT VERY CONCERNED	Count	10	1	0	12	10	2	17	3	3	3	6	0	1	2	17	87
		% within BIZ	40.0%	11.1%	.0%	34.3%	25.0%	50.0%	33.3%	17.6%	30.0%	10.3%	60.0%	.0%	4.5%	8.7%	19.8%	21.6%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	11	0	4	8	13	2	24	10	2	8	4	0	13	3	38	140
		% within BIZ	44.0%	.0%	50.0%	22.9%	32.5%	50.0%	47.1%	58.8%	20.0%	27.6%	40.0%	.0%	59.1%	13.0%	44.2%	34.7%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

OHIO POLITICAL ENVIRONMENT

Q25-ISSUES - OHIO POLITICAL ENVIRON * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	24	17	13	5	18	4	0	0	81
		% within ANNUAL REVENUE	13.0%	23.3%	18.3%	33.3%	45.0%	50.0%	.0%	.0%	20.1%
	SOMEWHAT CONCERNED	Count	24	20	25	4	17	0	0	5	95
		% within ANNUAL REVENUE	13.0%	27.4%	35.2%	26.7%	42.5%	.0%	.0%	100.0%	23.6%
	NOT VERY CONCERNED	Count	48	12	12	2	4	4	5	0	87
		% within ANNUAL REVENUE	26.1%	16.4%	16.9%	13.3%	10.0%	50.0%	71.4%	.0%	21.6%
	NOT AT ALL CONCERNED	Count	88	24	21	4	1	0	2	0	140
		% within ANNUAL REVENUE	47.8%	32.9%	29.6%	26.7%	2.5%	.0%	28.6%	.0%	34.7%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	REVENUE										

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

OHIO POLITICAL ENVIRONMENT

Q25-ISSUES - OHIO POLITICAL ENVIRON * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES
			Total			
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	58	9	14	0
		% within NUMBER EMPLOYEES	16.4%	31.0%	100.0%	.0%
	SOMEWHAT CONCERNED	Count	78	12	0	5
		% within NUMBER EMPLOYEES	22.0%	41.4%	.0%	83.3%
	NOT VERY CONCERNED	Count	82	4	0	1
		% within NUMBER EMPLOYEES	23.2%	13.8%	.0%	16.7%
	NOT AT ALL CONCERNED	Count	136	4	0	0
		% within NUMBER EMPLOYEES	38.4%	13.8%	.0%	.0%
Total		Count	354	29	14	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

OHIO POLITICAL ENVIRONMENT

Q25-ISSUES - OHIO POLITICAL ENVIRON * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q25-ISSUES - OHIO POLITICAL ENVIRON	VERY CONCERNED	Count	9	31	20	7	14	81
		% within REGION OF OHIO	17.0%	24.2%	18.5%	10.9%	28.0%	20.1%
	SOMEWHAT CONCERNED	Count	14	31	26	8	16	95
		% within REGION OF OHIO	26.4%	24.2%	24.1%	12.5%	32.0%	23.6%
	NOT VERY CONCERNED	Count	12	30	19	15	11	87
		% within REGION OF OHIO	22.6%	23.4%	17.6%	23.4%	22.0%	21.6%
	NOT AT ALL CONCERNED	Count	18	36	43	34	9	140
		% within REGION OF OHIO	34.0%	28.1%	39.8%	53.1%	18.0%	34.7%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TECHNOLOGY CHANGES

Q26-ISSUES - TECH CHANGES * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	4	8	0	4	5	21
		% within TITLE	7.3%	2.9%	.0%	30.8%	12.5%	5.2%
	SOMEWHAT CONCERNED	Count	13	46	10	0	12	81
		% within TITLE	23.6%	16.4%	66.7%	.0%	30.0%	20.1%
	NOT VERY CONCERNED	Count	25	111	5	9	8	158
		% within TITLE	45.5%	39.6%	33.3%	69.2%	20.0%	39.2%
	NOT AT ALL CONCERNED	Count	13	115	0	0	15	143
		% within TITLE	23.6%	41.1%	.0%	.0%	37.5%	35.5%
	Total	Count	55	280	15	13	40	403
		% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TECHNOLOGY CHANGES

Q26-ISSUES - TECH CHANGES * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESALE E	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	0	0	0	0	0	0	0	4	0	4	0	4	0	4	5	21
		% within BIZ	.0%	.0%	.0%	.0%	.0%	.0%	.0%	23.5%	.0%	13.8%	.0%	11.8%	.0%	17.4%	5.8%	5.2%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	8	4	9	9	0	9	0	0	9	4	4	8	9	4	81
		% within BIZ	16.0%	88.9%	50.0%	25.7%	22.5%	.0%	17.6%	.0%	.0%	31.0%	40.0%	11.8%	36.4%	39.1%	4.7%	20.1%
		CATEGORY																
	NOT VERY CONCERNED	Count	10	0	1	16	21	2	19	4	5	10	4	22	4	6	34	158
		% within BIZ	40.0%	.0%	12.5%	45.7%	52.5%	50.0%	37.3%	23.5%	50.0%	34.5%	40.0%	64.7%	18.2%	26.1%	39.5%	39.2%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	11	1	3	10	10	2	23	9	5	6	2	4	10	4	43	143
		% within BIZ	44.0%	11.1%	37.5%	28.6%	25.0%	50.0%	45.1%	52.9%	50.0%	20.7%	20.0%	11.8%	45.5%	17.4%	50.0%	35.5%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TECHNOLOGY CHANGES

Q26-ISSUES - TECH CHANGES * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	9	8	0	0	4	0	0	0	21
		% within ANNUAL REVENUE	4.9%	11.0%	.0%	.0%	10.0%	.0%	.0%	.0%	5.2%
	SOMEWHAT CONCERNED	Count	13	15	23	4	18	8	0	0	81
		% within ANNUAL REVENUE	7.1%	20.5%	32.4%	26.7%	45.0%	100.0%	.0%	.0%	20.1%
	NOT VERY CONCERNED	Count	70	25	29	6	18	0	5	5	158
		% within ANNUAL REVENUE	38.0%	34.2%	40.8%	40.0%	45.0%	.0%	71.4%	100.0%	39.2%
	NOT AT ALL CONCERNED	Count	92	25	19	5	0	0	2	0	143
		% within ANNUAL REVENUE	50.0%	34.2%	26.8%	33.3%	.0%	.0%	28.6%	.0%	35.5%
Total	Count	184	73	71	15	40	8	7	5	403	
	% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TECHNOLOGY CHANGES

Q26-ISSUES - TECH CHANGES * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	17	4	0	0
		% within NUMBER EMPLOYEES	4.8%	13.8%	.0%	.0%
	SOMEWHAT CONCERNED	Count	63	9	9	0
		% within NUMBER EMPLOYEES	17.8%	31.0%	64.3%	.0%
	NOT VERY CONCERNED	Count	135	12	5	6
		% within NUMBER EMPLOYEES	38.1%	41.4%	35.7%	100.0%
	NOT AT ALL CONCERNED	Count	139	4	0	0
		% within NUMBER EMPLOYEES	39.3%	13.8%	.0%	.0%
Total		Count	354	29	14	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

TECHNOLOGY CHANGES

Q26-ISSUES - TECH CHANGES * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q26-ISSUES - TECH CHANGES	VERY CONCERNED	Count	0	4	0	8	9	21
		% within REGION OF OHIO	.0%	3.1%	.0%	12.5%	18.0%	5.2%
	SOMEWHAT CONCERNED	Count	13	22	34	0	12	81
		% within REGION OF OHIO	24.5%	17.2%	31.5%	.0%	24.0%	20.1%
	NOT VERY CONCERNED	Count	23	59	40	22	14	158
		% within REGION OF OHIO	43.4%	46.1%	37.0%	34.4%	28.0%	39.2%
	NOT AT ALL CONCERNED	Count	17	43	34	34	15	143
		% within REGION OF OHIO	32.1%	33.6%	31.5%	53.1%	30.0%	35.5%
	Total	Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE AND LOCAL TAXES

Q27-ISSUES - STATE-LOCAL TAXES * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	8	22	0	4	9	43
		% within TITLE	14.5%	7.9%	.0%	30.8%	22.5%	10.7%
	SOMEWHAT CONCERNED	Count	14	74	10	9	8	115
		% within TITLE	25.5%	26.4%	66.7%	69.2%	20.0%	28.5%
	NOT VERY CONCERNED	Count	17	72	0	0	6	95
		% within TITLE	30.9%	25.7%	.0%	.0%	15.0%	23.6%
	NOT AT ALL CONCERNED	Count	16	112	5	0	17	150
		% within TITLE	29.1%	40.0%	33.3%	.0%	42.5%	37.2%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE AND LOCAL TAXES

Q27-ISSUES - STATE-LOCAL TAXES * BIZ CATEGORY Crosstabulation																		
			BIZ CATEGORY														Total	
			AG- FORESTY	MINING-OIL- GAS	UTILITIES	CONSTRUCTI ON	MANUFACTU RING	WHOLESA L	RETAIL	TRANS- WAREHOUSE	INFO SERVICES	FINANCE- INSURANCE	REAL ESTATE	PROF - TECH	EDUCATIO N	HEALTHCARE - SOCIAL		OTHERS
Q27-ISSUES - STATE- LOCAL TAXES	VERY CONCERNED	Count	0	4	0	0	0	0	9	4	0	4	0	4	0	9	9	43
		% within BIZ	.0%	44.4%	.0%	.0%	.0%	.0%	17.6%	23.5%	.0%	13.8%	.0%	11.8%	.0%	39.1%	10.5%	10.7%
		CATEGORY																
	SOMEWHAT CONCERNED	Count	4	4	4	19	13	0	5	0	5	14	0	17	8	0	22	115
		% within BIZ	16.0%	44.4%	50.0%	54.3%	32.5%	.0%	9.8%	.0%	50.0%	48.3%	.0%	50.0%	36.4%	.0%	25.6%	28.5%
		CATEGORY																
	NOT VERY CONCERNED	Count	11	1	1	5	19	0	10	2	1	1	6	13	1	6	18	95
		% within BIZ	44.0%	11.1%	12.5%	14.3%	47.5%	.0%	19.6%	11.8%	10.0%	3.4%	60.0%	38.2%	4.5%	26.1%	20.9%	23.6%
		CATEGORY																
	NOT AT ALL CONCERNED	Count	10	0	3	11	8	4	27	11	4	10	4	0	13	8	37	150
		% within BIZ	40.0%	.0%	37.5%	31.4%	20.0%	100.0%	52.9%	64.7%	40.0%	34.5%	40.0%	.0%	59.1%	34.8%	43.0%	37.2%
		CATEGORY																
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	CATEGORY																	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE AND LOCAL TAXES

Q27-ISSUES - STATE-LOCAL TAXES * ANNUAL REVENUE Crosstabulation											
			ANNUAL REVENUE							Total	
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M		\$501M - \$999M
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	18	8	5	0	12	0	0	43	
		% within ANNUAL REVENUE	9.8%	11.0%	7.0%	.0%	30.0%	.0%	.0%	10.7%	
	SOMEWHAT CONCERNED	Count	21	25	33	9	18	4	0	5	115
		% within ANNUAL REVENUE	11.4%	34.2%	46.5%	60.0%	45.0%	50.0%	.0%	100.0%	28.5%
	NOT VERY CONCERNED	Count	50	14	15	2	4	4	6	0	95
		% within ANNUAL REVENUE	27.2%	19.2%	21.1%	13.3%	10.0%	50.0%	85.7%	.0%	23.6%
	NOT AT ALL CONCERNED	Count	95	26	18	4	6	0	1	0	150
		% within ANNUAL REVENUE	51.6%	35.6%	25.4%	26.7%	15.0%	.0%	14.3%	.0%	37.2%
	Total	Count	184	73	71	15	40	8	7	5	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE AND LOCAL TAXES

Q27-ISSUES - STATE-LOCAL TAXES * NUMBER EMPLOYEES Crosstabulation						
			NUMBER EMPLOYEES			
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES
			Total			
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	35	8	0	0
		% within NUMBER EMPLOYEES	9.9%	27.6%	.0%	.0%
	SOMEWHAT CONCERNED	Count	88	13	9	5
		% within NUMBER EMPLOYEES	24.9%	44.8%	64.3%	83.3%
	NOT VERY CONCERNED	Count	90	5	0	0
		% within NUMBER EMPLOYEES	25.4%	17.2%	.0%	.0%
	NOT AT ALL CONCERNED	Count	141	3	5	1
		% within NUMBER EMPLOYEES	39.8%	10.3%	35.7%	16.7%
	Total	Count	354	29	14	6
		% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

HOW CONCERNED ARE YOU ABOUT ISSUES FACING YOUR BUSINESS?

STATE AND LOCAL TAXES

Q27-ISSUES - STATE-LOCAL TAXES * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q27-ISSUES - STATE-LOCAL TAXES	VERY CONCERNED	Count	0	13	13	8	9	43
		% within REGION OF OHIO	.0%	10.2%	12.0%	12.5%	18.0%	10.7%
	SOMEWHAT CONCERNED	Count	23	45	26	4	17	115
		% within REGION OF OHIO	43.4%	35.2%	24.1%	6.3%	34.0%	28.5%
	NOT VERY CONCERNED	Count	14	23	31	15	12	95
		% within REGION OF OHIO	26.4%	18.0%	28.7%	23.4%	24.0%	23.6%
	NOT AT ALL CONCERNED	Count	16	47	38	37	12	150
		% within REGION OF OHIO	30.2%	36.7%	35.2%	57.8%	24.0%	37.2%
Total	Count	53	128	108	64	50	403	
	% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

What is the single most important problem facing your business today?

Q28-ISSUES - TOP ISSUE * TITLE Crosstabulation								
			TITLE					Total
			C - SUITE	PRESIDENT - OWNER	EVP - VP	EXEC ASSISTANT	OTHER	
Q28-ISSUES - TOP ISSUE	Competition	Count	2	31	0	0	1	34
		% within TITLE	3.6%	11.1%	.0%	.0%	2.5%	8.4%
	Cost of labor	Count	13	26	5	0	3	47
		% within TITLE	23.6%	9.3%	33.3%	.0%	7.5%	11.7%
	Financing and interest rates	Count	0	16	0	0	2	18
		% within TITLE	.0%	5.7%	.0%	.0%	5.0%	4.5%
	Government relations	Count	5	29	0	4	3	41
		% within TITLE	9.1%	10.4%	.0%	30.8%	7.5%	10.2%
	Insurance	Count	11	38	0	5	8	62
		% within TITLE	20.0%	13.6%	.0%	38.5%	20.0%	15.4%
	Labor issues	Count	3	35	5	0	3	46
		% within TITLE	5.5%	12.5%	33.3%	.0%	7.5%	11.4%
	Other - Write In	Count	18	67	5	0	12	102
		% within TITLE	32.7%	23.9%	33.3%	.0%	30.0%	25.3%
	Poor sales	Count	1	24	0	0	2	27
		% within TITLE	1.8%	8.6%	.0%	.0%	5.0%	6.7%
	Taxes	Count	2	14	0	4	6	26
		% within TITLE	3.6%	5.0%	.0%	30.8%	15.0%	6.5%
Total	Count	55	280	15	13	40	403	
	% within TITLE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

What is the single most important problem facing your business today?

Q28-ISSUES - TOP ISSUE * BIZ CATEGORY Crosstabulation																		
		BIZ CATEGORY															Total	
		AG-FORESTY	MINING-OIL-GAS	UTILITIES	CONSTRUCTION	MANUFACTURING	WHOLESALE	RETAIL	TRANS-WAREHOUSE	INFO SERVICES	FINANCE-INSURANCE	REAL ESTATE	PROF - TECH	EDUCATION	HEALTH CARE - SOCIAL	OTHERS		
Q28-ISSUES - TOP ISSUE	Competition	Count	2	0	0	1	6	1	3	1	0	6	0	0	0	5	9	34
	% within BIZ CATEGORY	8.0%	.0%	.0%	2.9%	15.0%	25.0%	5.9%	5.9%	.0%	20.7%	.0%	.0%	.0%	21.7%	10.5%	8.4%	
	Cost of labor	Count	2	1	1	6	0	1	12	2	0	6	0	0	6	0	10	47
	% within BIZ CATEGORY	8.0%	11.1%	12.5%	17.1%	.0%	25.0%	23.5%	11.8%	.0%	20.7%	.0%	.0%	27.3%	.0%	11.6%	11.7%	
	Financing and interest rates	Count	2	0	0	1	1	0	3	1	0	0	5	0	0	0	5	18
	% within BIZ CATEGORY	8.0%	.0%	.0%	2.9%	2.5%	.0%	5.9%	5.9%	.0%	.0%	50.0%	.0%	.0%	.0%	5.8%	4.5%	
	Government relations	Count	5	0	0	2	1	0	4	0	1	1	2	8	3	5	9	41
	% within BIZ CATEGORY	20.0%	.0%	.0%	5.7%	2.5%	.0%	7.8%	.0%	10.0%	3.4%	20.0%	23.5%	13.6%	21.7%	10.5%	10.2%	
	Insurance	Count	2	4	6	5	7	1	5	0	1	7	0	12	3	0	9	62
	% within BIZ CATEGORY	8.0%	44.4%	75.0%	14.3%	17.5%	25.0%	9.8%	.0%	10.0%	24.1%	.0%	35.3%	13.6%	.0%	10.5%	15.4%	
	Labor issues	Count	3	0	0	4	2	0	2	2	5	0	0	0	5	5	18	46
	% within BIZ CATEGORY	12.0%	.0%	.0%	11.4%	5.0%	.0%	3.9%	11.8%	50.0%	.0%	.0%	.0%	22.7%	21.7%	20.9%	11.4%	
	Other - Write In	Count	8	4	0	14	17	1	7	6	2	3	1	10	2	7	20	102
	% within BIZ CATEGORY	32.0%	44.4%	.0%	40.0%	42.5%	25.0%	13.7%	35.3%	20.0%	10.3%	10.0%	29.4%	9.1%	30.4%	23.3%	25.3%	
	Poor sales	Count	1	0	0	1	6	0	4	1	1	5	0	4	0	0	4	27
	% within BIZ CATEGORY	4.0%	.0%	.0%	2.9%	15.0%	.0%	7.8%	5.9%	10.0%	17.2%	.0%	11.8%	.0%	.0%	4.7%	6.7%	
	Taxes	Count	0	0	1	1	0	0	11	4	0	1	2	0	3	1	2	26
	% within BIZ CATEGORY	.0%	.0%	12.5%	2.9%	.0%	.0%	21.6%	23.5%	.0%	3.4%	20.0%	.0%	13.6%	4.3%	2.3%	6.5%	
Total	Count	25	9	8	35	40	4	51	17	10	29	10	34	22	23	86	403	
	% within BIZ CATEGORY	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

What is the single most important problem facing your business today?

Q28-ISSUES - TOP ISSUE * ANNUAL REVENUE Crosstabulation										
			ANNUAL REVENUE							Total
			LESS THAN \$500K	\$500-\$999K	\$1M - \$5M	\$6M - \$10M	\$11 - \$50M	\$51M - \$100M	\$101M - \$500M	
Q28-ISSUES - TOP ISSUE	Competition	Count	15	2	13	0	4	0	0	34
		% within ANNUAL REVENUE	8.2%	2.7%	18.3%	.0%	10.0%	.0%	.0%	8.4%
	Cost of labor	Count	11	21	4	0	0	4	2	47
		% within ANNUAL REVENUE	6.0%	28.8%	5.6%	.0%	.0%	50.0%	28.6%	11.7%
	Financing and interest rates	Count	15	3	0	0	0	0	0	18
		% within ANNUAL REVENUE	8.2%	4.1%	.0%	.0%	.0%	.0%	.0%	4.5%
	Government relations	Count	22	2	13	0	4	0	0	41
		% within ANNUAL REVENUE	12.0%	2.7%	18.3%	.0%	10.0%	.0%	.0%	10.2%
	Insurance	Count	28	14	12	7	0	0	1	62
		% within ANNUAL REVENUE	15.2%	19.2%	16.9%	46.7%	.0%	.0%	14.3%	15.4%
Q28-ISSUES - TOP ISSUE	Labor issues	Count	19	5	7	1	14	0	0	46
		% within ANNUAL REVENUE	10.3%	6.8%	9.9%	6.7%	35.0%	.0%	.0%	11.4%
	Other - Write In	Count	49	12	18	7	8	4	4	102
		% within ANNUAL REVENUE	26.6%	16.4%	25.4%	46.7%	20.0%	50.0%	57.1%	25.3%
	Poor sales	Count	10	8	3	0	6	0	0	27
		% within ANNUAL REVENUE	5.4%	11.0%	4.2%	.0%	15.0%	.0%	.0%	6.7%
	Taxes	Count	15	6	1	0	4	0	0	26
		% within ANNUAL REVENUE	8.2%	8.2%	1.4%	.0%	10.0%	.0%	.0%	6.5%
	Total	Count	184	73	71	15	40	8	7	403
		% within ANNUAL REVENUE	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

What is the single most important problem facing your business today?

Q28-ISSUES - TOP ISSUE * NUMBER EMPLOYEES Crosstabulation							
			NUMBER EMPLOYEES				Total
			1-99 EMPLOYEES	100-400 EMPLOYEES	401-1000 EMPLOYEES	1001-5000 EMPLOYEES	
Q28-ISSUES - TOP ISSUE	Competition	Count	34	0	0	0	34
		% within NUMBER EMPLOYEES	9.6%	.0%	.0%	.0%	8.4%
	Cost of labor	Count	33	5	4	5	47
		% within NUMBER EMPLOYEES	9.3%	17.2%	28.6%	83.3%	11.7%
	Financing and interest rates	Count	18	0	0	0	18
		% within NUMBER EMPLOYEES	5.1%	.0%	.0%	.0%	4.5%
	Government relations	Count	35	6	0	0	41
		% within NUMBER EMPLOYEES	9.9%	20.7%	.0%	.0%	10.2%
	Insurance	Count	61	0	0	1	62
		% within NUMBER EMPLOYEES	17.2%	.0%	.0%	16.7%	15.4%
	Labor issues	Count	32	4	10	0	46
		% within NUMBER EMPLOYEES	9.0%	13.8%	71.4%	.0%	11.4%
	Other - Write In	Count	89	13	0	0	102
		% within NUMBER EMPLOYEES	25.1%	44.8%	.0%	.0%	25.3%
	Poor sales	Count	26	1	0	0	27
		% within NUMBER EMPLOYEES	7.3%	3.4%	.0%	.0%	6.7%
	Taxes	Count	26	0	0	0	26
		% within NUMBER EMPLOYEES	7.3%	.0%	.0%	.0%	6.5%
Total	Count	354	29	14	6	403	
	% within NUMBER EMPLOYEES	100.0%	100.0%	100.0%	100.0%	100.0%	

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.

Ohio Chamber of Commerce Research Foundation – 2018 Q3 Crosstab Report

What is the single most important problem facing your business today?

Q28-ISSUES - TOP ISSUE * REGION OF OHIO Crosstabulation								
			REGION OF OHIO					Total
			NW OHIO	NE OHIO	CENTRAL	SW OHIO	SE OHIO	
Q28-ISSUES - TOP ISSUE	Competition	Count	6	15	7	4	2	34
		% within REGION OF OHIO	11.3%	11.7%	6.5%	6.3%	4.0%	8.4%
	Cost of labor	Count	11	16	11	6	3	47
		% within REGION OF OHIO	20.8%	12.5%	10.2%	9.4%	6.0%	11.7%
	Financing and interest rates	Count	2	6	2	4	4	18
		% within REGION OF OHIO	3.8%	4.7%	1.9%	6.3%	8.0%	4.5%
	Government relations	Count	2	10	13	16	0	41
		% within REGION OF OHIO	3.8%	7.8%	12.0%	25.0%	.0%	10.2%
	Insurance	Count	6	21	17	13	5	62
		% within REGION OF OHIO	11.3%	16.4%	15.7%	20.3%	10.0%	15.4%
	Labor issues	Count	9	7	17	2	11	46
		% within REGION OF OHIO	17.0%	5.5%	15.7%	3.1%	22.0%	11.4%
	Other - Write In	Count	15	32	29	8	18	102
		% within REGION OF OHIO	28.3%	25.0%	26.9%	12.5%	36.0%	25.3%
Total		Count	53	128	108	64	50	403
		% within REGION OF OHIO	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Telephone survey conducted October 5-27,2018. Margin of error: +/- 4.86 percentage points.