

## Ohio Chamber of Commerce Research Foundation Prosperity Pulse – 2018 Q2 – 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. It carries a confidence interval of 95% and a margin of error of +/- 4.86 percentage points.

Q2. CURRENT BIZ OUTLOOK					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	EXCELLENT	65	16.1	16.1	TOTAL POSITIVE
	GOOD	227	56.3	56.3	72.5
	ONLY FAIR	79	19.6	19.6	TOTAL NEGATIVE
	POOR	16	4.0	4.0	23.6
	NOT SURE	16	4.0	4.0	
	Total	403	100.0	100.0	

Q3-COMPANY PROFITS - PAST					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	MUCH HIGHER	4	1.0	1.0	1.0
	A LITTLE HIGHER	77	19.1	19.1	20.1
	ABOUT THE SAME	80	19.9	19.9	40.0
	A LITTLE LOWER	114	28.3	28.3	68.2
	MUCH LOWER	128	31.8	31.8	100.0
	Total	403	100.0	100.0	

Q4-COMPANY PROFITS - FORWARD					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	MUCH HIGHER	139	34.5	34.5	34.5
	A LITTLE HIGHER	95	23.6	23.6	58.1
	ABOUT THE SAME	93	23.1	23.1	81.1
	A LITTLE LOWER	54	13.4	13.4	94.5
	MUCH LOWER	22	5.5	5.5	100.0
	Total		403	100.0	100.0

Q5-EMPLOYEES - PAST					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	UP LESS THAN 10	27	6.7	6.7	6.7
	UP 10 TO 25	203	50.4	50.4	57.1
	UP MORE THAN 25	9	2.2	2.2	59.3
	NO CHANGE	152	37.7	37.7	97.0
	DOWN LESS THAN 10	12	3.0	3.0	100.0
	Total		403	100.0	100.0

Q6-EMPLOYEES - FORWARD					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	UP LESS THAN 10	64	15.9	15.9	15.9
	UP 10 TO 25	203	50.4	50.4	66.3
	UP MORE THAN 25	14	3.5	3.5	69.7
	NO CHANGE	114	28.3	28.3	98.0
	DOWN LESS THAN 10	8	2.0	2.0	100.0
	Total		403	100.0	100.0

Q7-UNFILLED JOBS?					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	OPENINGS - SKILLED	42	10.4	10.4	10.4
	OPENINGS - UNSKILLED	36	8.9	8.9	19.4
	OPENINGS - BOTH	63	15.6	15.6	35.0
	NO OPENINGS	262	65.0	65.0	100.0
	Total	403	100.0	100.0	

Q8-CAPEX - PAST					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	YES, LESS THAN \$1000	66	16.4	16.4	16.4
	YES, \$1K TO \$5K	60	14.9	14.9	31.3
	YES, \$5K TO \$10K	27	6.7	6.7	38.0
	YES, \$10K TO \$20K	21	5.2	5.2	43.2
	YES, \$20K TO \$50K	63	15.6	15.6	58.8
	YES, \$50K TO \$100K	35	8.7	8.7	67.5
	YES, \$100K TO \$500K	24	6.0	6.0	73.4
	YES, \$500K TO \$1M	22	5.5	5.5	78.9
	YES, \$1M +	10	2.5	2.5	81.4
	NO CAPEX	75	18.6	18.6	100.0
	Total	403	100.0	100.0	

Q9-CAPEX - FORWARD					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	YES	288	71.5	71.5	71.5
	NO	72	17.9	17.9	89.3
	NOT SURE	43	10.7	10.7	100.0
	Total	403	100.0	100.0	

Q10-OVERALL EXPENSES - PAST					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	UP LESS THAN 5%	111	27.5	27.5	27.5
	UP 5% TO 10%	44	10.9	10.9	38.5
	UP MORE THAN 10%	66	16.4	16.4	54.8
	NO CHANGE	163	40.4	40.4	95.3
	DOWN LESS THAN 5%	11	2.7	2.7	98.0
	DOWN 5% TO 10%	8	2.0	2.0	100.0
	Total	403	100.0	100.0	

Q11-OVERALL EXPENSES - FORWARD					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	UP LESS THAN 5%	144	35.7	35.7	35.7
	UP 5% TO 10%	56	13.9	13.9	49.6
	UP MORE THAN 10%	47	11.7	11.7	61.3
	NO CHANGE	128	31.8	31.8	93.1
	DOWN LESS THAN 5%	19	4.7	4.7	97.8
	DOWN 5% TO 10%	9	2.2	2.2	100.0
	Total	403	100.0	100.0	

Q12. FUTURE BIZ OUTLOOK					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	MUCH BETTER	46	11.4	11.4	11.4
	A LITTLE BETTER	153	38.0	38.0	49.4
	ABOUT THE SAME	169	41.9	41.9	91.3
	SOMEWHAT WORSE	35	8.7	8.7	100.0
	Total	403	100.0	100.0	

**Q13-ISSUES - FEDERAL REGS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	55	13.6	13.6	13.6
	SOMEWHAT CONCERNED	105	26.1	26.1	39.7
	NOT VERY CONCERNED	118	29.3	29.3	69.0
	NOT AT ALL CONCERNED	125	31.0	31.0	100.0
	Total	403	100.0	100.0	

**Q14-ISSUES - STATE REGS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	60	14.9	14.9	14.9
	SOMEWHAT CONCERNED	97	24.1	24.1	39.0
	NOT VERY CONCERNED	109	27.0	27.0	66.0
	NOT AT ALL CONCERNED	137	34.0	34.0	100.0
	Total	403	100.0	100.0	

**Q15-ISSUES - ECON UNCERTAINTY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	37	9.2	9.2	9.2
	SOMEWHAT CONCERNED	78	19.4	19.4	28.5
	NOT VERY CONCERNED	159	39.5	39.5	68.0
	NOT AT ALL CONCERNED	129	32.0	32.0	100.0
	Total	403	100.0	100.0	

**Q16-ISSUES - WORKFORCE**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	74	18.4	18.4	18.4
	SOMEWHAT CONCERNED	61	15.1	15.1	33.5
	NOT VERY CONCERNED	103	25.6	25.6	59.1
	NOT AT ALL CONCERNED	165	40.9	40.9	100.0
	Total	403	100.0	100.0	

**Q17-ISSUES - COST OF ENERGY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	24	6.0	6.0	6.0
	SOMEWHAT CONCERNED	80	19.9	19.9	25.8
	NOT VERY CONCERNED	161	40.0	40.0	65.8
	NOT AT ALL CONCERNED	138	34.2	34.2	100.0
	Total	403	100.0	100.0	

**Q18-ISSUES - COMPETITION**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	21	5.2	5.2	5.2
	SOMEWHAT CONCERNED	87	21.6	21.6	26.8
	NOT VERY CONCERNED	169	41.9	41.9	68.7
	NOT AT ALL CONCERNED	126	31.3	31.3	100.0
	Total	403	100.0	100.0	

**Q19-ISSUES - HEALTHCARE COSTS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	131	32.5	32.5	32.5
	SOMEWHAT CONCERNED	56	13.9	13.9	46.4
	NOT VERY CONCERNED	46	11.4	11.4	57.8
	NOT AT ALL CONCERNED	170	42.2	42.2	100.0
	Total	403	100.0	100.0	

**Q20-ISSUES - COST OTHER BENEFITS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	79	19.6	19.6	19.6
	SOMEWHAT CONCERNED	92	22.8	22.8	42.4
	NOT VERY CONCERNED	69	17.1	17.1	59.6
	NOT AT ALL CONCERNED	163	40.4	40.4	100.0
	Total	403	100.0	100.0	

**Q21-ISSUES - PRODUCTIVITY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	44	10.9	11.0	11.0
	SOMEWHAT CONCERNED	62	15.4	15.5	26.6
	NOT VERY CONCERNED	123	30.5	30.8	57.4
	NOT AT ALL CONCERNED	170	42.2	42.6	100.0
	Total	399	99.0	100.0	
Missing	System	4	1.0		
Total		403	100.0		

**Q22-ISSUES - DATA SECURITY**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	60	14.9	14.9	14.9
	SOMEWHAT CONCERNED	92	22.8	22.8	37.7
	NOT VERY CONCERNED	103	25.6	25.6	63.3
	NOT AT ALL CONCERNED	148	36.7	36.7	100.0
	Total	403	100.0	100.0	

**Q23-ISSUES - TRADE-MARKETS**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	27	6.7	6.7	6.7
	SOMEWHAT CONCERNED	49	12.2	12.2	18.9
	NOT VERY CONCERNED	134	33.3	33.3	52.1
	NOT AT ALL CONCERNED	193	47.9	47.9	100.0
	Total	403	100.0	100.0	

Q24-ISSUES - RISING SALARIES					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	31	7.7	7.7	7.7
	SOMEWHAT CONCERNED	92	22.8	22.8	30.5
	NOT VERY CONCERNED	129	32.0	32.0	62.5
	NOT AT ALL CONCERNED	151	37.5	37.5	100.0
	Total	403	100.0	100.0	

Q25-ISSUES - OHIO POLITICAL ENVIRON					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	81	20.1	20.1	20.1
	SOMEWHAT CONCERNED	95	23.6	23.6	43.7
	NOT VERY CONCERNED	87	21.6	21.6	65.3
	NOT AT ALL CONCERNED	140	34.7	34.7	100.0
	Total	403	100.0	100.0	

Q26-ISSUES - TECH CHANGES					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	21	5.2	5.2	5.2
	SOMEWHAT CONCERNED	81	20.1	20.1	25.3
	NOT VERY CONCERNED	158	39.2	39.2	64.5
	NOT AT ALL CONCERNED	143	35.5	35.5	100.0
	Total	403	100.0	100.0	

Q27-ISSUES - STATE-LOCAL TAXES					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	VERY CONCERNED	43	10.7	10.7	10.7
	SOMEWHAT CONCERNED	115	28.5	28.5	39.2
	NOT VERY CONCERNED	95	23.6	23.6	62.8
	NOT AT ALL CONCERNED	150	37.2	37.2	100.0
	Total	403	100.0	100.0	



Q28-ISSUES - TOP ISSUE					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Competition	34	8.4	8.4	8.4
	Cost of labor	47	11.7	11.7	20.1
	Financing and interest rates	18	4.5	4.5	24.6
	Government relations	41	10.2	10.2	34.7
	Insurance	62	15.4	15.4	50.1
	Labor issues	46	11.4	11.4	61.5
	Other - Write In	102	25.3	25.3	86.8
	Poor sales	27	6.7	6.7	93.5
	Taxes	26	6.5	6.5	100.0
	Total	403	100.0	100.0	

TITLE					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	C - SUITE	55	13.6	13.6	13.6
	PRESIDENT - OWNER	280	69.5	69.5	83.1
	EVP - VP	15	3.7	3.7	86.8
	EXEC ASSISTANT	13	3.2	3.2	90.1
	OTHER	40	9.9	9.9	100.0
	Total	403	100.0	100.0	

BIZ CATEGORY					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	AG-FORESTY	25	6.2	6.2	6.2
	MINING-OIL-GAS	9	2.2	2.2	8.4
	UTILITIES	8	2.0	2.0	10.4
	CONSTRUCTION	35	8.7	8.7	19.1
	MANUFACTURING	40	9.9	9.9	29.0
	WHOLESALE	4	1.0	1.0	30.0
	RETAIL	51	12.7	12.7	42.7
	TRANS-WAREHOUSE	17	4.2	4.2	46.9
	INFO SERVICES	10	2.5	2.5	49.4
	FINANCE-INSURANCE	29	7.2	7.2	56.6
	REAL ESTATE	10	2.5	2.5	59.1
	PROF - TECH	34	8.4	8.4	67.5
	EDUCATION	22	5.5	5.5	73.0
	HEALTHCARE - SOCIAL	23	5.7	5.7	78.7
	OTHERS	86	21.3	21.3	100.0
	Total	403	100.0	100.0	

ANNUAL REVENUE					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	LESS THAN \$500K	184	45.7	45.7	45.7
	\$500-\$999K	73	18.1	18.1	63.8
	\$1M - \$5M	71	17.6	17.6	81.4
	\$6M - \$10M	15	3.7	3.7	85.1
	\$11 - \$50M	40	9.9	9.9	95.0
	\$51M - \$100M	8	2.0	2.0	97.0
	\$101M - \$500M	7	1.7	1.7	98.8
	\$501M - \$999M	5	1.2	1.2	100.0
	Total	403	100.0	100.0	

NUMBER EMPLOYEES					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1-99 EMPLOYEES	354	87.8	87.8	87.8
	100-400 EMPLOYEES	29	7.2	7.2	95.0
	401-1000 EMPLOYEES	14	3.5	3.5	98.5
	1001-5000 EMPLOYEES	6	1.5	1.5	100.0
	Total	403	100.0	100.0	

REGION OF OHIO					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	NW OHIO	53	13.2	13.2	13.2
	NE OHIO	128	31.8	31.8	44.9
	CENTRAL	108	26.8	26.8	71.7
	SW OHIO	64	15.9	15.9	87.6
	SE OHIO	50	12.4	12.4	100.0
	Total	403	100.0	100.0	