

Siena College Research Institute
 Sponsored by The Business Council of New York State
 2016: 440 Upstate NY CEOs, MOE +/- 4.7%
 2015: 531 Upstate NY CEOs, MOE +/- 4.3%
 2014: 524 Upstate NY CEOs, MOE +/- 4.3%

Q1. Which of the following industry categories best describes the type of business your company is engaged in?																						
	Upstate					Region				Cluster			Company Size			Revenue						
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100						Up to \$5M	\$5M+
Engineering and Construction	18%	16%	17%	17%	15%	20%	12%	20%	22%	19%	20%	11%	17%	31%	10%						23%	17%
Food and Beverage	5%	5%	3%	3%	5%	1%	7%	9%	4%	2%	5%	10%	5%	5%	5%						7%	4%
Financial	7%	5%	8%	6%	8%	13%	4%	3%	8%	10%	7%	2%	6%	6%	12%						3%	8%
Manufacturing	18%	24%	21%	19%	19%	14%	24%	18%	17%	17%	20%	13%	19%	22%	12%						7%	20%
Retail	11%	12%	12%	12%	14%	11%	12%	11%	8%	8%	10%	17%	13%	8%	7%						8%	11%
Service	32%	25%	23%	27%	26%	34%	33%	28%	31%	36%	29%	37%	28%	24%	49%						42%	30%
Wholesale and Distribution	10%	11%	15%	15%	14%	8%	9%	11%	10%	8%	11%	10%	13%	4%	5%						10%	9%
Other	0%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						0%	0%
Refused	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						0%	0%

Q2. As you think about the current business or economic conditions in New York State as compared to six months ago, would you say they are considerably better, a little better, about the same, a little worse, or considerably worse?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Considerably better	1%	2%	4%	2%	1%	1%	3%	0%	1%	4%	0%	0%	2%	1%	0%	1%	0%	0%	3%	0%	4%	1%
A little better	26%	24%	32%	24%	21%	32%	27%	22%	21%	62%	13%	1%	25%	29%	28%	24%	27%	26%	30%	21%	27%	26%
About the same	48%	44%	44%	46%	44%	46%	47%	45%	56%	33%	69%	18%	50%	45%	46%	51%	53%	36%	46%	52%	39%	49%
A little worse	21%	22%	16%	22%	28%	17%	21%	29%	18%	1%	17%	66%	19%	19%	27%	19%	13%	32%	20%	26%	27%	20%
Considerably worse	4%	8%	4%	7%	7%	4%	3%	4%	4%	0%	2%	15%	4%	5%	0%	4%	8%	6%	2%	0%	3%	4%
Prefer not to answer	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Q3. Looking forward from today through next year, that is, the entire 2017 year, how would you describe your expectations for the economy in New York State?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Considerably better	5%	3%	5%	2%	2%	4%	6%	5%	4%	13%	0%	0%	7%	0%	4%	4%	6%	9%	4%	0%	8%	4%
A little better	37%	27%	37%	28%	31%	40%	39%	25%	42%	74%	24%	5%	36%	40%	36%	40%	35%	38%	36%	36%	30%	38%
About the same	37%	40%	39%	40%	32%	37%	34%	41%	35%	12%	63%	13%	37%	40%	33%	40%	42%	23%	36%	40%	44%	36%
A little worse	19%	24%	15%	24%	25%	18%	18%	26%	17%	1%	13%	68%	19%	17%	24%	17%	15%	23%	20%	24%	15%	20%
Considerably worse	3%	6%	4%	6%	10%	2%	3%	3%	3%	0%	0%	13%	2%	4%	4%	0%	1%	6%	4%	0%	3%	2%
Prefer not to answer	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Q4. Now thinking specifically about your industry, how would you describe the current business or economic conditions in New York State as compared with six months ago?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Considerably better	2%	3%	4%	3%	2%	2%	3%	1%	3%	6%	0%	0%	2%	4%	2%	1%	0%	0%	5%	0%	4%	2%
A little better	18%	21%	24%	20%	17%	23%	20%	14%	7%	49%	3%	1%	17%	24%	11%	15%	19%	17%	20%	12%	21%	17%
About the same	47%	39%	42%	44%	41%	46%	42%	48%	56%	43%	65%	6%	47%	45%	46%	59%	47%	38%	42%	48%	34%	49%
A little worse	27%	29%	24%	25%	31%	24%	28%	25%	32%	2%	29%	65%	27%	22%	30%	18%	28%	28%	27%	33%	35%	25%
Considerably worse	7%	8%	6%	8%	8%	6%	8%	11%	3%	0%	3%	28%	6%	5%	11%	6%	5%	17%	6%	7%	6%	7%
Prefer not to answer	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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Q5. And looking forward from today through the next year, how would you describe your expectations for your industry here in New York?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Considerably better	5%	3%	5%	3%	2%	5%	6%	5%	3%	15%	0%	0%	6%	1%	6%	4%	4%	6%	6%	2%	3%	5%
A little better	30%	24%	30%	25%	27%	38%	31%	22%	28%	71%	15%	0%	29%	40%	24%	42%	36%	23%	28%	19%	38%	29%
About the same	35%	41%	36%	38%	33%	32%	33%	32%	43%	13%	60%	5%	38%	33%	27%	38%	35%	30%	32%	48%	27%	36%
A little worse	24%	25%	24%	25%	27%	20%	23%	34%	24%	1%	24%	66%	24%	19%	31%	15%	23%	26%	25%	29%	27%	24%
Considerably worse	6%	7%	5%	9%	10%	4%	8%	7%	3%	0%	0%	29%	4%	6%	12%	0%	3%	15%	9%	2%	6%	6%
Prefer not to answer	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Q6. Now thinking specifically about your company, what are your expectations for revenue through the year 2017? Do you believe your revenue will...?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Grow substantially	3%	3%	4%	3%	2%	1%	4%	3%	1%	5%	1%	1%	3%	3%	1%	3%	3%	2%	3%	2%	1%	3%
Grow moderately	48%	42%	45%	39%	36%	58%	43%	41%	46%	73%	44%	13%	42%	59%	53%	44%	63%	36%	48%	38%	54%	47%
Stay about the same	33%	36%	33%	36%	35%	27%	34%	35%	42%	20%	43%	32%	37%	26%	31%	37%	22%	43%	32%	40%	27%	34%
Decrease moderately	14%	17%	16%	18%	23%	13%	16%	14%	11%	3%	11%	43%	16%	9%	13%	13%	10%	13%	17%	19%	14%	14%
Decrease substantially	2%	2%	1%	3%	4%	1%	3%	6%	0%	0%	0%	11%	2%	4%	1%	3%	3%	6%	1%	0%	4%	2%
Prefer not to answer	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%

Q7. Continuing to focus on your company, please think quickly about profitability. Between today and the end of the calendar year 2017 do you expect your profits to...?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Grow substantially	2%	2%	3%	2%	2%	1%	5%	0%	1%	4%	1%	0%	2%	1%	1%	1%	1%	2%	3%	2%	0%	2%
Grow moderately	41%	33%	38%	29%	28%	53%	38%	32%	38%	65%	37%	11%	38%	46%	46%	47%	56%	28%	39%	24%	46%	40%
Stay about the same	34%	36%	35%	38%	32%	27%	33%	39%	40%	29%	40%	23%	38%	29%	23%	36%	31%	43%	29%	43%	31%	34%
Decrease moderately	20%	25%	22%	26%	33%	17%	20%	23%	21%	1%	21%	51%	19%	15%	28%	12%	10%	21%	25%	31%	17%	21%
Decrease substantially	3%	4%	3%	4%	6%	1%	4%	6%	0%	0%	0%	15%	2%	6%	2%	4%	1%	6%	3%	0%	6%	2%
Prefer not to answer	0%	1%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	1%	0%	0%	0%

Q8. Businesses and the executives that direct them strive to enhance profitability in many ways. Through which of the following strategies do you plan to MOST enhance your company's profitability over the next year?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Market/demand growth	48%	39%	43%	40%	38%	53%	50%	47%	39%	59%	44%	37%	48%	49%	48%	46%	54%	40%	46%	55%	48%	48%
Cost reduction	25%	31%	29%	34%	34%	24%	21%	23%	35%	14%	28%	34%	26%	27%	22%	21%	21%	32%	25%	26%	27%	24%
Price increase	13%	12%	15%	13%	12%	6%	16%	16%	14%	11%	14%	13%	14%	10%	10%	18%	12%	9%	12%	17%	10%	14%
New technology	9%	9%	7%	10%	9%	12%	8%	7%	10%	10%	9%	9%	9%	9%	11%	12%	10%	11%	10%	2%	11%	9%
Other	4%	7%	6%	3%	6%	5%	4%	3%	3%	4%	3%	6%	3%	4%	7%	3%	0%	9%	7%	0%	4%	4%
Prefer not to answer	1%	1%	1%	1%	1%	1%	1%	3%	0%	1%	1%	1%	1%	1%	2%	1%	4%	0%	1%	0%	0%	1%

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Q9. Please indicate which of the following are major areas of concentration for your company now and through 2017.																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Expansion of existing markets	53%	54%	56%	61%	58%	58%	49%	58%	43%	54%	51%	55%	52%	56%	53%	65%	59%	38%	51%	60%	55%	52%
Growth in existing products	58%	52%	54%	53%	50%	65%	56%	57%	50%	62%	60%	45%	59%	54%	55%	38%	59%	66%	58%	71%	51%	59%
Entry into new markets	32%	30%	33%	37%	33%	35%	35%	28%	26%	34%	30%	33%	31%	29%	40%	29%	40%	30%	30%	40%	30%	33%
New product lines	23%	27%	25%	31%	31%	23%	23%	27%	21%	22%	26%	17%	23%	21%	25%	12%	29%	30%	18%	40%	27%	22%
Acquisition of new businesses	15%	15%	14%	11%	13%	18%	16%	16%	8%	21%	12%	15%	9%	18%	33%	12%	14%	9%	17%	14%	10%	17%
Technology innovation	28%	27%	26%	28%	27%	30%	31%	29%	21%	34%	24%	28%	23%	36%	41%	29%	31%	17%	31%	17%	20%	30%
Construction of new locations	10%	9%	10%	10%	8%	13%	10%	7%	6%	16%	7%	5%	6%	15%	14%	19%	5%	13%	8%	7%	14%	9%
Internal restructuring	25%	28%	25%	28%	33%	22%	27%	28%	24%	27%	23%	26%	25%	26%	24%	22%	22%	38%	24%	19%	20%	26%
Expansion into export markets	4%	NA	NA	NA	NA	4%	4%	5%	1%	3%	4%	2%	4%	3%	5%	0%	8%	4%	3%	7%	3%	4%
Other	4%	0%	3%	5%	4%	6%	3%	2%	4%	1%	4%	7%	3%	6%	4%	3%	4%	11%	4%	0%	1%	4%
Prefer not to answer	2%	1%	1%	2%	2%	1%	1%	3%	6%	2%	2%	1%	3%	0%	1%	1%	0%	6%	1%	2%	0%	2%
Q10. Do you intend to invest between today through 2017 in any fixed assets for your company designed to meet growing demand, reduce costs or enhance productivity?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Yes	51%	55%	58%	52%	52%	54%	52%	48%	46%	55%	52%	40%	43%	63%	69%	62%	71%	40%	43%	36%	49%	51%
No	36%	34%	31%	36%	38%	32%	36%	42%	40%	31%	36%	48%	44%	27%	22%	32%	21%	43%	42%	48%	37%	36%
Not sure	13%	11%	11%	12%	11%	15%	12%	9%	14%	14%	12%	12%	13%	10%	10%	6%	9%	17%	15%	17%	14%	12%
Q11. (If investing in fixed assets) What is the main way you expect to finance those assets?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Internally generated funds	59%	60%	63%	57%	58%	59%	68%	57%	52%	52%	68%	45%	60%	59%	61%	60%	67%	63%	56%	47%	46%	62%
Borrow from a financial institution	27%	31%	31%	34%	33%	34%	18%	32%	24%	34%	19%	39%	24%	33%	32%	29%	22%	16%	30%	33%	34%	26%
Private equity	6%	4%	2%	2%	3%	1%	8%	6%	9%	8%	5%	9%	8%	2%	4%	6%	4%	11%	7%	7%	11%	5%
Not sure	7%	5%	4%	7%	6%	5%	6%	4%	15%	6%	8%	6%	7%	6%	4%	4%	7%	11%	8%	13%	9%	7%
Q12. Now thinking about the people that work for your company, between today and the end of 2017, do you plan to...?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Substantially increase your workforce	2%	1%	2%	1%	1%	2%	3%	0%	1%	2%	1%	1%	1%	1%	1%	3%	1%	0%	2%	0%	3%	1%
Moderately increase your workforce	37%	32%	30%	27%	26%	40%	37%	37%	32%	55%	31%	23%	33%	49%	46%	54%	36%	34%	39%	24%	41%	37%
Remain about the same	52%	57%	59%	59%	58%	50%	50%	53%	60%	40%	61%	49%	57%	41%	45%	36%	49%	53%	50%	71%	45%	53%
Decrease your workforce	8%	9%	9%	12%	15%	6%	10%	8%	6%	2%	5%	27%	8%	8%	7%	5%	12%	11%	8%	5%	11%	7%
Prefer not to answer	1%	1%	1%	1%	1%	1%	0%	2%	1%	1%	2%	0%	1%	1%	1%	3%	3%	2%	1%	0%	0%	2%

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Q13. Now thinking about other challenges that your company faces, which of the following are you concerned with?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Existing U.S. competition	27%	25%	29%	25%	27%	32%	28%	26%	18%	24%	30%	24%	24%	36%	31%	22%	35%	28%	23%	36%	18%	29%
Governmental regulation	68%	68%	69%	70%	69%	63%	73%	71%	68%	65%	64%	82%	65%	69%	78%	72%	69%	72%	64%	55%	56%	70%
Taxation	57%	65%	65%	67%	67%	57%	58%	60%	53%	55%	57%	61%	61%	51%	51%	67%	55%	83%	42%	62%	51%	59%
Foreign competition	9%	11%	12%	12%	12%	10%	10%	9%	7%	7%	12%	6%	10%	5%	8%	8%	26%	6%	3%	10%	6%	10%
Energy costs	24%	19%	30%	31%	44%	21%	24%	27%	26%	22%	25%	24%	25%	22%	24%	21%	28%	36%	17%	33%	27%	23%
Risk management	22%	26%	22%	21%	22%	24%	24%	20%	21%	25%	20%	22%	20%	22%	31%	31%	14%	13%	27%	12%	21%	22%
Adverse economic conditions	42%	48%	46%	55%	65%	38%	43%	49%	35%	34%	40%	57%	42%	36%	41%	37%	41%	57%	36%	50%	41%	42%
Health care costs	79%	78%	77%	80%	79%	76%	78%	84%	82%	81%	77%	83%	77%	85%	82%	85%	81%	70%	82%	83%	77%	79%
Global political instability	12%	15%	16%	15%	22%	13%	11%	14%	7%	16%	11%	10%	11%	12%	11%	10%	19%	4%	12%	12%	8%	13%
Rising supplier costs	27%	25%	35%	39%	42%	22%	24%	34%	31%	22%	31%	24%	28%	26%	23%	28%	35%	30%	19%	43%	34%	25%
Human resources	36%	38%	30%	27%	24%	36%	41%	30%	40%	36%	34%	44%	30%	45%	52%	33%	28%	30%	46%	36%	30%	38%
Cash flow	28%	26%	29%	35%	35%	30%	24%	24%	33%	29%	27%	27%	32%	17%	20%	27%	19%	40%	33%	26%	41%	25%
Ability to obtain suitable financing	8%	8%	8%	10%	13%	9%	6%	9%	11%	8%	8%	10%	9%	5%	7%	6%	8%	21%	8%	2%	7%	9%
U.S. trade agreements	8%	NA	NA	NA	NA	6%	7%	14%	7%	6%	7%	15%	8%	8%	8%	6%	9%	11%	3%	17%	11%	7%
Prefer not to answer	1%	0%	0%	0%	0%	1%	0%	1%	0%	1%	1%	0%	1%	0%	0%	0%	1%	2%	1%	0%	1%	1%

Q14A. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Employment & Labor																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
A great deal	60%					57%	62%	66%	57%	52%	62%	70%	54%	73%	69%	62%	61%	70%	60%	40%	58%	61%
Some	30%					34%	29%	23%	35%	36%	30%	19%	34%	23%	27%	32%	33%	23%	27%	40%	34%	29%
Not very much	8%					8%	8%	9%	8%	9%	8%	9%	10%	4%	4%	7%	7%	4%	11%	19%	8%	8%
Not at all	1%					1%	1%	1%	0%	3%	0%	2%	2%	0%	0%	0%	0%	2%	3%	0%	0%	2%

Q14B. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Environmental																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
A great deal	24%					22%	25%	33%	19%	21%	23%	33%	27%	22%	21%	38%	29%	29%	14%	26%	21%	25%
Some	32%					29%	33%	32%	31%	28%	36%	28%	29%	36%	33%	42%	32%	40%	31%	24%	26%	33%
Not very much	31%					36%	28%	28%	36%	32%	30%	34%	30%	34%	35%	18%	32%	18%	33%	38%	37%	30%
Not at all	13%					14%	15%	6%	14%	18%	11%	6%	14%	8%	11%	1%	6%	13%	22%	12%	16%	12%

Q14C. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Project/land use																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
A great deal	14%					16%	14%	17%	4%	10%	14%	16%	15%	13%	10%	27%	9%	20%	8%	10%	16%	13%
Some	22%					21%	19%	24%	26%	21%	22%	25%	20%	25%	25%	35%	19%	33%	12%	18%	17%	23%
Not very much	41%					40%	43%	39%	43%	42%	38%	45%	41%	43%	44%	31%	51%	27%	44%	45%	43%	40%
Not at all	24%					23%	25%	20%	27%	27%	26%	14%	23%	19%	21%	6%	21%	20%	36%	28%	23%	24%

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 2015: 531 Upstate NY CEOs, MOE +/- 4.3%
 2014: 524 Upstate NY CEOs, MOE +/- 4.3%

Q14D. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Privacy																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
A great deal	18%	16%	21%	20%	15%	17%	18%	20%	17%	13%	25%	11%	11%	12%	24%	22%	10%	19%			
Some	28%	31%	26%	30%	22%	27%	28%	33%	32%	30%	19%	31%	25%	49%	23%	12%	31%	28%			
Not very much	39%	42%	39%	41%	37%	39%	40%	39%	36%	48%	48%	49%	51%	26%	34%	46%	41%	39%			
Not at all	14%	11%	14%	9%	26%	17%	15%	9%	15%	9%	9%	9%	13%	14%	19%	20%	18%	14%			

Q14E. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Consumer affairs																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
A great deal	15%	17%	15%	13%	14%	13%	15%	18%	14%	15%	21%	11%	9%	17%	13%	15%	13%	16%			
Some	28%	24%	28%	34%	26%	27%	27%	32%	26%	23%	38%	23%	18%	40%	33%	29%	25%	29%			
Not very much	39%	42%	38%	42%	34%	39%	40%	35%	40%	48%	33%	49%	54%	26%	31%	41%	40%	38%			
Not at all	18%	17%	19%	11%	26%	20%	18%	15%	20%	15%	8%	17%	18%	17%	24%	15%	22%	18%			

Q14F. Specifically, to what degree does governmental regulation in each of the following areas concern you? - Safety & Health																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
A great deal	34%	28%	34%	43%	34%	24%	36%	46%	33%	38%	34%	51%	36%	25%	30%	33%	30%	35%			
Some	41%	48%	39%	41%	37%	45%	42%	33%	42%	47%	40%	36%	45%	48%	41%	38%	36%	43%			
Not very much	18%	19%	22%	13%	19%	18%	18%	19%	19%	12%	21%	9%	13%	16%	21%	24%	21%	18%			
Not at all	7%	6%	6%	4%	10%	12%	4%	3%	6%	4%	5%	4%	5%	11%	8%	5%	13%	5%			

Q15. Thinking specifically about New York and the relationship between the state government and businesses like yours, overall would you say the government of the State of New York is doing an excellent, good, fair or poor job of creating a business climate in which companies like yours will succeed?																						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Upstate 2012	Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Excellent	1%	1%	1%	1%	1%	1%	2%	1%	0%	2%	0%	0%	1%	0%	0%	0%	0%	1%	3%	1%		
Good	8%	4%	4%	7%	9%	5%	10%	7%	8%	13%	5%	4%	8%	8%	8%	1%	8%	6%	13%	2%	6%	8%
Fair	29%	29%	30%	26%	34%	33%	30%	21%	31%	34%	31%	17%	28%	33%	27%	23%	29%	30%	30%	29%	35%	28%
Poor	61%	64%	63%	65%	55%	61%	56%	70%	61%	49%	62%	79%	62%	58%	64%	74%	60%	64%	53%	69%	55%	62%
Don't know	1%	2%	2%	2%	2%	1%	2%	1%	0%	1%	2%	0%	1%	1%	0%	1%	3%	0%	2%	0%	1%	1%

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Q16. Of the following, what would you like to see the Governor and Legislature of New York focus on?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Personal Income Tax Reform	55%	54%	NA	NA	NA	58%	55%	53%	47%	52%	60%	46%	57%	50%	57%	53%	53%	60%	51%	71%	49%	56%
Business Income Tax Reform	62%	63%	NA	NA	NA	60%	66%	60%	60%	61%	64%	59%	66%	60%	53%	68%	67%	68%	51%	64%	54%	63%
Estate Tax Reform	31%	34%	NA	NA	NA	33%	34%	30%	24%	30%	29%	35%	31%	38%	24%	28%	37%	53%	21%	36%	17%	33%
Sales Tax Reform	22%	25%	NA	NA	NA	21%	24%	23%	22%	19%	22%	28%	26%	12%	20%	22%	15%	40%	16%	31%	18%	23%
Infrastructure Development	43%	42%	42%	32%	37%	49%	45%	41%	35%	48%	43%	35%	42%	49%	42%	49%	41%	32%	46%	38%	45%	43%
Business Development Incentives	36%	36%	38%	43%	47%	33%	39%	39%	35%	41%	34%	32%	38%	32%	35%	33%	45%	40%	35%	40%	39%	35%
Ethics Reform	52%	42%	40%	39%	35%	54%	58%	53%	36%	51%	51%	54%	52%	46%	55%	47%	51%	47%	56%	55%	45%	53%
Spending Cuts	51%	58%	64%	72%	74%	51%	50%	61%	44%	45%	53%	56%	52%	49%	49%	51%	55%	47%	47%	57%	39%	54%
Other	13%	14%	16%	11%	17%	15%	14%	8%	15%	11%	12%	22%	12%	13%	18%	15%	6%	15%	15%	10%	17%	13%
Prefer not to answer	1%	0%	0%	0%	0%	1%	1%	0%	1%	2%	1%	0%	1%	0%	1%	1%	1%	0%	2%	0%	0%	1%

Q17. How confident are you in the ability of the government of the State of New York to improve the business climate for businesses like yours here in New York over the next year? Are you...?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Very confident	1%	1%	1%	0%	2%	0%	2%	1%	3%	2%	1%	0%	1%	0%	2%	0%	1%	4%	1%	0%	1%	1%
Somewhat confident	14%	12%	12%	15%	23%	13%	16%	13%	13%	24%	12%	2%	15%	17%	11%	14%	12%	11%	18%	7%	17%	13%
Not very confident	48%	50%	47%	48%	44%	53%	44%	46%	53%	50%	53%	34%	47%	47%	51%	44%	53%	47%	50%	50%	45%	49%
Not at all confident	36%	37%	38%	37%	31%	34%	39%	39%	32%	22%	34%	63%	37%	36%	36%	42%	35%	36%	30%	43%	35%	36%
Prefer not to answer	1%	1%	1%	1%	0%	1%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	2%	1%	0%	1%	1%

Q18. And thinking about the efforts of the federal government, overall would you say the federal government is doing an excellent, good, fair or poor job of creating a business climate in which companies like yours will succeed?																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Excellent	1%	0%	0%	0%	1%	1%	1%	1%	0%	0%	1%	1%	1%	0%	0%	0%	1%	0%	1%	0%	3%	0%
Good	6%	2%	4%	3%	6%	8%	3%	7%	6%	8%	4%	6%	6%	8%	5%	3%	4%	6%	8%	0%	8%	5%
Fair	29%	22%	21%	18%	21%	31%	31%	22%	32%	38%	30%	13%	33%	27%	24%	27%	33%	26%	35%	17%	30%	29%
Poor	59%	73%	72%	76%	71%	58%	61%	64%	58%	47%	60%	78%	57%	62%	67%	67%	56%	60%	51%	79%	54%	60%
Don't know	5%	2%	2%	3%	2%	1%	5%	6%	4%	7%	5%	1%	4%	4%	4%	4%	5%	9%	5%	5%	6%	5%

Q19. How confident are you in the ability of the federal government to improve the business climate for businesses like yours here in New York over the next year? Are you:																						
	Upstate					Region				Cluster			Company Size			Industry					Revenue	
	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Very confident	5%	0%	1%	0%	1%	6%	4%	6%	4%	8%	5%	0%	7%	3%	1%	4%	4%	6%	4%	2%	6%	5%
Somewhat confident	27%	7%	8%	7%	13%	30%	34%	18%	25%	32%	29%	11%	26%	32%	27%	28%	33%	26%	24%	21%	25%	27%
Not very confident	44%	50%	45%	46%	42%	45%	35%	55%	40%	42%	44%	46%	42%	50%	42%	41%	45%	49%	46%	43%	48%	43%
Not at all confident	22%	41%	44%	46%	43%	20%	24%	20%	28%	14%	20%	43%	23%	15%	28%	26%	15%	15%	23%	33%	21%	22%
Prefer not to answer	2%	1%	2%	1%	1%	0%	2%	2%	3%	3%	2%	0%	2%	0%	2%	1%	3%	4%	3%	0%	0%	2%

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Q20. Thinking specifically about your immediate geographic area, including yours and adjacent counties, is the general business climate...?																						
	Region				Cluster			Company Size			Industry					Revenue						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Improving	22%	21%	24%	15%	23%	33%	14%	13%	41%	15%	5%	20%	27%	25%	23%	17%	13%	28%	14%	24%	21%	
Staying the same	57%	56%	56%	55%	61%	48%	61%	57%	50%	66%	44%	58%	55%	58%	51%	64%	60%	53%	57%	52%	57%	
Worsening	20%	23%	20%	28%	16%	17%	23%	28%	6%	17%	50%	20%	18%	14%	24%	15%	23%	16%	29%	24%	19%	
Prefer not to answer	2%	0%	1%	3%	0%	3%	2%	3%	3%	2%	1%	2%	0%	2%	1%	4%	4%	3%	0%	0%	3%	

Q21. And continuing to consider the local market, are conditions locally improving, staying the same or worsening for businesses in your industry?																						
	Region				Cluster			Company Size			Industry					Revenue						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Improving	13%	14%	18%	13%	13%	19%	8%	11%	29%	7%	1%	10%	23%	14%	15%	8%	13%	14%	12%	14%	13%	
Staying the same	60%	57%	55%	56%	69%	54%	55%	61%	61%	69%	34%	64%	55%	54%	63%	65%	47%	61%	52%	59%	60%	
Worsening	25%	29%	25%	30%	18%	25%	34%	25%	6%	22%	65%	25%	21%	29%	21%	24%	34%	21%	36%	25%	25%	
Prefer not to answer	3%	0%	2%	1%	1%	2%	3%	3%	3%	3%	0%	2%	1%	2%	1%	3%	6%	4%	0%	1%	3%	

Q22. Which of the following industry sectors do you think will have a positive impact on the economic vitality of your geographic area in the next three to five years?																						
	Region				Cluster			Company Size			Industry					Revenue						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Education	47%	45%	45%	43%	51%	40%	45%	56%	57%	44%	39%	44%	59%	48%	50%	44%	43%	50%	43%	49%	47%	
Tourism	32%	35%	32%	33%	23%	45%	31%	33%	37%	30%	30%	32%	27%	36%	19%	31%	40%	36%	26%	27%	33%	
Technology	61%	63%	59%	57%	80%	49%	58%	49%	67%	60%	51%	54%	68%	72%	62%	56%	57%	62%	62%	55%	62%	
Transportation	16%	14%	16%	12%	15%	22%	10%	17%	21%	14%	15%	16%	22%	11%	18%	17%	26%	13%	19%	14%	17%	
Medical	57%	58%	60%	56%	52%	71%	61%	46%	58%	56%	62%	52%	65%	70%	65%	51%	57%	61%	60%	44%	60%	
Green and sustainable energy	26%	30%	26%	24%	22%	29%	23%	32%	34%	22%	20%	25%	29%	23%	18%	32%	19%	36%	10%	24%	26%	
Manufacturing	35%	40%	37%	38%	37%	34%	43%	19%	38%	32%	34%	35%	28%	40%	31%	45%	38%	29%	43%	27%	36%	
Other	3%	2%	4%	3%	2%	4%	0%	4%	3%	3%	0%	2%	3%	5%	5%	4%	2%	0%	0%	3%	2%	
None of the above	7%	6%	7%	6%	4%	6%	8%	11%	4%	9%	6%	9%	3%	2%	4%	6%	11%	6%	12%	8%	7%	

Q23. Of those, which SINGLE industry sector do you think will have the greatest positive impact on the economic vitality of your geographic area in the next three to five years.																						
	Region				Cluster			Company Size			Industry					Revenue						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Education	9%	10%	14%	8%	11%	5%	8%	17%	12%	7%	11%	9%	10%	10%	14%	8%	13%	8%	5%	13%	9%	
Tourism	8%	8%	6%	7%	4%	8%	10%	15%	9%	10%	2%	10%	3%	7%	1%	6%	11%	11%	2%	8%	8%	
Technology	27%	31%	30%	26%	53%	4%	26%	17%	30%	29%	16%	22%	35%	30%	33%	19%	21%	30%	24%	28%	27%	
Transportation	3%	3%	2%	1%	4%	3%	0%	1%	3%	1%	4%	3%	3%	0%	4%	3%	2%	1%	5%	4%	2%	
Medical	28%	24%	26%	29%	11%	48%	31%	25%	23%	29%	37%	25%	37%	34%	32%	27%	26%	30%	31%	20%	30%	
Green and sustainable energy	5%	7%	4%	3%	4%	10%	2%	1%	6%	3%	7%	4%	4%	6%	3%	5%	4%	8%	0%	4%	5%	
Manufacturing	12%	15%	16%	16%	10%	14%	14%	10%	11%	11%	17%	15%	6%	10%	6%	26%	13%	8%	21%	11%	12%	
Other	1%	1%	2%	2%	1%	1%	0%	3%	1%	1%	0%	1%	0%	1%	3%	0%	0%	0%	0%	3%	1%	
None of the above	7%	0%	1%	7%	4%	6%	8%	11%	4%	9%	6%	9%	3%	2%	4%	6%	11%	6%	12%	8%	7%	

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Q24A. How would you rate your local area on each of the following - Suitable workforce																						
	Upstate				Region				Cluster			Company Size			Industry					Revenue		
	2016	2015	2014	2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Excellent	9%	12%	12%	15%	6%	13%	12%	4%	10%	8%	9%	9%	6%	11%	8%	5%	11%	8%	7%	8%	9%	
Good	39%	42%	50%	50%	46%	39%	27%	35%	47%	39%	23%	36%	37%	40%	42%	35%	38%	38%	45%	38%	39%	
Fair	40%	34%	29%	26%	37%	34%	44%	50%	32%	39%	52%	42%	41%	40%	31%	46%	36%	42%	40%	44%	39%	
Poor	11%	12%	7%	8%	11%	12%	14%	10%	8%	12%	16%	11%	15%	8%	18%	12%	13%	8%	7%	10%	12%	
Refused	2%	1%	2%	1%	0%	2%	2%	1%	3%	1%	0%	2%	0%	1%	1%	3%	2%	3%	0%	0%	2%	

Q24B. How would you rate your local area on each of the following - Consumer confidence																						
	Upstate				Region				Cluster			Company Size			Industry					Revenue		
	2016	2015	2014	2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Excellent	2%	2%	2%	1%	2%	2%	1%	3%	3%	1%	1%	2%	0%	2%	1%	1%	11%	1%	0%	4%	2%	
Good	41%	38%	32%	27%	48%	37%	43%	29%	51%	41%	23%	42%	44%	34%	46%	37%	36%	37%	45%	48%	39%	
Fair	45%	49%	54%	54%	40%	53%	45%	47%	35%	48%	57%	42%	51%	55%	37%	54%	43%	49%	45%	39%	47%	
Poor	9%	9%	11%	16%	8%	7%	7%	18%	6%	8%	16%	11%	5%	6%	14%	3%	6%	8%	10%	7%	9%	
Refused	3%	2%	2%	2%	2%	2%	3%	3%	4%	2%	2%	3%	0%	2%	1%	5%	4%	4%	0%	1%	3%	

Q24C. How would you rate your local area on each of the following - Transportation infrastructure																						
	Upstate				Region				Cluster			Company Size			Industry					Revenue		
	2016	2015	2014	2013	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Excellent	3%	4%	4%	5%	1%	4%	3%	1%	2%	3%	2%	3%	1%	2%	1%	4%	9%	0%	2%	4%	2%	
Good	39%	40%	44%	47%	37%	43%	39%	36%	43%	36%	38%	41%	37%	37%	33%	38%	47%	34%	48%	38%	39%	
Fair	37%	40%	38%	35%	40%	31%	35%	44%	31%	40%	37%	35%	42%	36%	36%	42%	32%	39%	33%	38%	36%	
Poor	19%	15%	12%	10%	21%	18%	20%	15%	18%	18%	22%	19%	19%	22%	28%	12%	6%	24%	14%	20%	19%	
Refused	3%	2%	2%	2%	0%	3%	3%	3%	5%	2%	1%	3%	0%	2%	1%	4%	6%	4%	2%	0%	4%	

Q24D. How would you rate your local area on each of the following - Airline service																						
	Upstate		Region				Cluster			Company Size			Industry					Revenue				
	2016	2015	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Excellent	7%	8%	6%	16%	2%	0%	10%	5%	5%	6%	8%	8%	5%	6%	11%	4%	10%	7%	7%			
Good	42%	47%	39%	60%	36%	29%	39%	41%	49%	42%	38%	46%	33%	45%	53%	43%	36%	37%	43%			
Fair	35%	31%	45%	21%	37%	42%	38%	36%	32%	37%	33%	34%	41%	31%	26%	38%	36%	45%	34%			
Poor	13%	14%	11%	2%	19%	26%	8%	16%	12%	12%	21%	10%	19%	15%	6%	11%	14%	11%	13%			
Refused	3%	1%	0%	2%	6%	3%	4%	3%	2%	3%	0%	2%	1%	3%	4%	4%	5%	0%	4%			

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Q24E. How would you rate your local area on each of the following - Taxi/car service																						
	Upstate 2016	Upstate 2015	Region				Cluster			Company Size			Industry					Revenue				
			Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Excellent	1%	3%				1%	0%	1%	1%	2%	0%	1%	0%	1%	1%	0%	1%	2%	0%	2%	3%	1%
Good	15%	27%				11%	20%	12%	21%	12%	14%	21%	17%	13%	13%	13%	14%	21%	14%	17%	10%	16%
Fair	35%	38%				32%	37%	39%	36%	33%	39%	28%	35%	36%	41%	41%	40%	30%	31%	33%	32%	35%
Poor	43%	26%				54%	38%	38%	36%	45%	42%	44%	42%	50%	40%	41%	40%	38%	50%	31%	49%	42%
Refused	6%	5%				3%	5%	9%	6%	8%	5%	6%	7%	0%	5%	5%	5%	9%	5%	17%	6%	6%

Q24F. How would you rate your local area on each of the following - Local governmental support for business																						
	Upstate 2016	Upstate 2015	Region				Cluster			Company Size			Industry					Revenue				
			Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Excellent	2%	2%				1%	2%	3%	1%	2%	3%	0%	3%	0%	0%	0%	1%	2%	1%	2%	6%	1%
Good	17%	17%				14%	23%	16%	18%	22%	15%	15%	13%	23%	25%	15%	23%	17%	17%	2%	17%	17%
Fair	48%	48%				48%	50%	46%	46%	51%	48%	41%	51%	42%	43%	41%	47%	51%	53%	52%	51%	47%
Poor	30%	31%				37%	24%	30%	33%	20%	32%	44%	30%	35%	30%	41%	26%	26%	26%	40%	25%	31%
Refused	3%	2%				0%	3%	4%	1%	5%	2%	0%	3%	0%	1%	3%	3%	4%	3%	2%	1%	3%

Q24G. How would you rate your local area on each of the following - As an area where businesses can succeed																						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Region				Cluster			Company Size			Industry					Revenue		
					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Excellent	3%	3%	2%	3%		1%	3%	5%	1%	3%	3%	0%	3%	0%	1%	4%	1%	4%	1%	3%	2%	
Good	25%	27%	25%	24%		32%	25%	16%	26%	39%	21%	13%	23%	29%	31%	23%	21%	32%	31%	12%	31%	24%
Fair	51%	49%	49%	51%		50%	52%	56%	44%	48%	53%	51%	52%	50%	53%	38%	55%	43%	50%	74%	51%	51%
Poor	18%	19%	21%	21%		16%	16%	21%	24%	6%	20%	34%	20%	19%	10%	29%	19%	17%	15%	10%	15%	18%
Refused	3%	3%	3%	1%		1%	4%	2%	4%	4%	3%	1%	2%	1%	5%	5%	4%	4%	3%	2%	0%	4%

Q24H. How would you rate your local area on each of the following - As a place where consumers want to live																						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Region				Cluster			Company Size			Industry					Revenue		
					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Excellent	10%	10%	12%	14%		13%	7%	11%	7%	17%	7%	10%	9%	10%	12%	9%	4%	19%	11%	7%	11%	10%
Good	45%	43%	45%	44%		51%	49%	38%	38%	52%	45%	30%	43%	46%	47%	47%	46%	36%	42%	55%	48%	44%
Fair	34%	33%	30%	30%		27%	37%	36%	40%	22%	37%	45%	37%	29%	33%	32%	40%	32%	36%	26%	34%	34%
Poor	9%	12%	10%	11%		8%	6%	11%	13%	5%	9%	13%	8%	13%	6%	9%	8%	6%	9%	12%	7%	9%
Refused	3%	2%	2%	1%		1%	2%	3%	3%	4%	2%	1%	2%	1%	2%	3%	3%	6%	3%	0%	0%	3%

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Thinking specifically about some issues in New York State, for each, indicate whether you support or oppose the proposal or simply do not know enough about it in order to say.																						
Q25A. Adopt public (i.e., taxpayer) funding for statewide and state legislative elections																						
	Upstate 2016	Upstate 2015	Region				Cluster			Company Size			Industry					Revenue				
			Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Support	19%	21%	25%	15%	13%	15%	19%	19%	17%	18%	22%	16%	21%	12%	23%	25%	17%	21%	18%			
Oppose	53%	59%	43%	58%	67%	56%	48%	53%	65%	55%	56%	54%	51%	63%	51%	44%	55%	48%	54%			
Don't know	28%	21%	32%	27%	20%	29%	34%	28%	18%	27%	22%	30%	28%	26%	26%	31%	29%	31%	27%			
Q25B. Reduce the cost of providing workers' compensation insurance																						
	Upstate 2016	Upstate 2015	Region				Cluster			Company Size			Industry					Revenue				
			Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Support	90%	92%	92%	87%	91%	89%	87%	91%	90%	90%	90%	90%	94%	90%	89%	89%	88%	92%	89%			
Oppose	1%	2%	1%	2%	0%	1%	0%	2%	0%	1%	0%	1%	3%	0%	0%	1%	2%	3%	1%			
Don't know	9%	6%	6%	11%	9%	10%	13%	7%	10%	9%	10%	8%	4%	10%	11%	9%	10%	6%	10%			
Q25C. Require employers without pension or 401K plans to make available to their employees a state supervised retirement plan through voluntary payroll withholding																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Support	40%					45%	39%	33%	42%	43%	41%	33%	39%	42%	36%	47%	32%	38%	46%	31%	44%	39%
Oppose	40%					37%	44%	47%	33%	38%	37%	49%	39%	46%	43%	32%	40%	43%	35%	48%	38%	40%
Don't know	20%					18%	17%	20%	25%	20%	21%	18%	22%	12%	20%	21%	28%	19%	18%	21%	18%	21%
Q25D. Reform the Scaffold Law																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Support	53%					63%	51%	54%	42%	48%	55%	57%	53%	65%	49%	73%	55%	49%	46%	50%	54%	53%
Oppose	3%					3%	2%	2%	6%	3%	2%	2%	4%	0%	1%	4%	3%	4%	2%	2%	7%	2%
Don't know	44%					35%	47%	44%	53%	48%	43%	40%	43%	35%	49%	23%	42%	47%	52%	48%	39%	45%
As you consider the recently enacted changes to both the minimum wage and paid family leave in New York, for each, indicate the impact you expect it to have on your profitability:																						
Q26A1. Minimum Wage Changes																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Positive	2%					4%	3%	0%	3%	1%	4%	0%	2%	1%	1%	0%	1%	4%	3%	2%	1%	2%
No Effect	41%					49%	40%	37%	31%	43%	43%	30%	42%	44%	34%	58%	26%	21%	46%	48%	49%	39%
Negative	55%					48%	55%	62%	63%	53%	51%	68%	54%	55%	61%	40%	72%	70%	49%	50%	49%	56%
Don't know	2%					0%	3%	1%	4%	3%	2%	1%	2%	0%	4%	3%	1%	4%	3%	0%	0%	2%

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Q26A2. Paid Family Leave Act																						
						Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Positive	3%					5%	4%	1%	1%	3%	4%	0%	3%	4%	1%	1%	3%	2%	4%	0%	1%	4%
No Effect	33%					42%	30%	31%	28%	40%	33%	23%	36%	35%	24%	40%	29%	21%	37%	33%	51%	30%
Negative	61%					53%	63%	67%	67%	54%	61%	76%	58%	62%	71%	56%	67%	70%	56%	67%	46%	64%
Don't know	2%					1%	3%	1%	4%	3%	2%	1%	2%	0%	4%	3%	1%	6%	3%	0%	1%	2%

As you consider the recently enacted changes to both the minimum wage and paid family leave in New York, for each, indicate the impact you expect it to have on your workforce stability.

Q26B1. Minimum Wage Changes																						
						Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Positive	10%					11%	6%	9%	14%	10%	11%	6%	10%	10%	6%	9%	8%	15%	11%	7%	13%	9%
No Effect	59%					65%	56%	56%	54%	65%	58%	50%	60%	64%	51%	69%	50%	45%	62%	67%	68%	57%
Negative	29%					23%	35%	34%	28%	22%	28%	43%	27%	26%	40%	19%	41%	34%	24%	26%	18%	31%
Don't know	3%					1%	3%	1%	4%	3%	3%	1%	2%	0%	4%	3%	1%	6%	4%	0%	1%	3%

Q26B2. Paid Family Leave Act																						
						Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Positive	13%					15%	10%	15%	11%	16%	13%	11%	13%	14%	16%	13%	14%	9%	19%	2%	8%	14%
No Effect	55%					58%	55%	54%	53%	57%	57%	45%	58%	63%	40%	62%	50%	49%	52%	62%	69%	52%
Negative	30%					25%	32%	30%	33%	24%	28%	43%	27%	23%	41%	23%	33%	36%	26%	36%	21%	31%
Don't know	3%					2%	3%	1%	3%	3%	3%	1%	2%	0%	4%	3%	3%	6%	3%	0%	1%	3%

Considering the energy required to operate your business, how satisfied are with each of the following:

Q27A. The cost of energy																						
						Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016					Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Completely Satisfied	8%					9%	11%	3%	7%	10%	8%	4%	8%	3%	11%	4%	5%	6%	10%	10%	13%	7%
Somewhat Satisfied	54%					56%	51%	55%	53%	56%	51%	56%	51%	63%	54%	58%	56%	43%	55%	43%	48%	55%
Not Very Satisfied	28%					28%	24%	33%	28%	23%	30%	28%	29%	31%	23%	28%	27%	34%	24%	36%	31%	27%
Not At All Satisfied	7%					5%	10%	6%	7%	5%	7%	11%	9%	3%	6%	8%	9%	13%	5%	10%	7%	7%
Prefer not to answer	4%					1%	3%	3%	6%	6%	3%	1%	3%	1%	6%	3%	3%	4%	6%	2%	1%	4%

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Q27B. The reliability of the electrical grid																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Completely Satisfied	31%					30%	39%	25%	31%	39%	29%	23%	30%	32%	33%	29%	29%	28%	32%	31%	45%	28%
Somewhat Satisfied	53%					58%	44%	57%	54%	46%	56%	55%	55%	50%	54%	55%	54%	49%	51%	64%	45%	54%
Not Very Satisfied	10%					9%	12%	10%	10%	8%	9%	16%	9%	14%	8%	12%	10%	13%	9%	5%	8%	11%
Not At All Satisfied	3%					1%	4%	5%	1%	1%	3%	6%	4%	1%	1%	3%	4%	6%	2%	0%	1%	3%
Prefer not to answer	3%					1%	2%	3%	4%	6%	3%	0%	2%	3%	4%	1%	3%	4%	6%	0%	0%	4%

Q27C. The capacity of the grid to meet your needs																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Completely Satisfied	40%					42%	45%	31%	42%	47%	39%	29%	42%	36%	35%	47%	31%	38%	39%	48%	52%	37%
Somewhat Satisfied	50%					51%	46%	57%	49%	45%	50%	61%	49%	59%	57%	45%	59%	49%	50%	48%	39%	52%
Not Very Satisfied	5%					5%	7%	5%	4%	3%	7%	7%	6%	4%	4%	6%	5%	6%	5%	5%	7%	5%
Not At All Satisfied	1%					0%	1%	4%	1%	0%	2%	2%	2%	0%	1%	0%	3%	2%	1%	0%	1%	1%
Prefer not to answer	3%					1%	2%	3%	4%	6%	3%	0%	2%	1%	4%	1%	3%	4%	6%	0%	0%	4%

Q27D. Access to natural gas																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Completely Satisfied	48%					43%	63%	39%	46%	52%	44%	51%	45%	50%	53%	41%	46%	49%	48%	60%	48%	48%
Somewhat Satisfied	35%					40%	27%	40%	36%	27%	41%	35%	36%	42%	31%	37%	40%	32%	35%	33%	34%	36%
Not Very Satisfied	6%					6%	3%	8%	7%	6%	6%	4%	7%	4%	6%	10%	6%	4%	4%	0%	3%	6%
Not At All Satisfied	4%					6%	3%	6%	1%	3%	4%	6%	7%	0%	2%	6%	5%	4%	2%	5%	6%	4%
Prefer not to answer	7%					4%	5%	6%	10%	12%	5%	4%	6%	4%	7%	5%	3%	11%	11%	2%	10%	6%

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And when you take a moment and predict what it will be like to be in business here in New York ten years from today, that is, in 2026, do you anticipate that it will be much better than it is today, somewhat better, about the same, somewhat worse or much worse than it is today?

Q29A. Being able to make a profit in NY

	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue					
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+				
Much better	1%					2%	3%	0%	0%	3%	0%	0%	2%	1%	1%	3%	0%	2%	1%	0%	1%	1%
Somewhat better	18%					19%	24%	12%	17%	31%	15%	5%	18%	17%	18%	14%	21%	26%	17%	12%	18%	18%
About the same	34%					36%	34%	33%	35%	38%	36%	22%	36%	32%	29%	32%	33%	28%	39%	40%	41%	33%
Somewhat worse	30%					28%	26%	38%	33%	17%	34%	45%	28%	35%	39%	35%	27%	19%	32%	31%	24%	31%
Much worse	12%					11%	12%	15%	11%	7%	10%	26%	14%	13%	8%	14%	14%	21%	6%	14%	13%	12%
Prefer not to answer	4%					4%	3%	1%	4%	3%	5%	2%	2%	3%	5%	3%	5%	4%	5%	2%	3%	4%

Q29B. Being able to make a profit in your industry in NY

	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue					
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+				
Much better	1%					1%	3%	0%	1%	3%	1%	0%	2%	1%	0%	3%	0%	2%	2%	0%	3%	1%
Somewhat better	20%					24%	24%	10%	17%	35%	15%	5%	20%	14%	20%	18%	22%	21%	20%	12%	15%	20%
About the same	29%					31%	29%	29%	29%	31%	35%	12%	29%	38%	20%	26%	29%	28%	32%	31%	37%	28%
Somewhat worse	30%					27%	25%	39%	36%	21%	32%	41%	30%	28%	39%	33%	23%	23%	30%	38%	24%	31%
Much worse	15%					13%	16%	18%	13%	6%	11%	39%	16%	14%	14%	17%	19%	21%	10%	17%	18%	14%
Prefer not to answer	5%					4%	3%	4%	4%	4%	6%	2%	3%	4%	6%	4%	6%	4%	6%	2%	3%	5%

Q29C. Being able to hire appropriately skilled workers

	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue					
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+				
Much better	1%					2%	2%	0%	0%	3%	0%	0%	1%	1%	1%	0%	0%	2%	1%	2%	0%	1%
Somewhat better	12%					12%	14%	10%	11%	18%	11%	5%	12%	14%	12%	9%	12%	15%	17%	7%	13%	12%
About the same	45%					50%	46%	43%	42%	48%	45%	40%	47%	47%	36%	38%	45%	40%	47%	48%	48%	45%
Somewhat worse	23%					19%	22%	30%	26%	17%	27%	24%	23%	23%	29%	23%	29%	23%	20%	24%	21%	24%
Much worse	13%					12%	13%	14%	15%	10%	11%	27%	15%	10%	14%	26%	10%	13%	11%	12%	14%	13%
Prefer not to answer	5%					5%	3%	2%	6%	4%	6%	4%	2%	4%	7%	4%	4%	6%	5%	7%	4%	5%

Q29D. Being able to count on demand for your product/service

	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue					
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+				
Much better	3%					3%	6%	1%	1%	6%	2%	1%	3%	5%	1%	1%	3%	6%	4%	0%	4%	3%
Somewhat better	23%					24%	26%	18%	21%	29%	21%	15%	21%	17%	29%	19%	26%	26%	25%	12%	23%	22%
About the same	48%					51%	46%	49%	47%	50%	48%	45%	49%	55%	43%	46%	47%	40%	46%	64%	45%	49%
Somewhat worse	18%					14%	16%	27%	17%	10%	19%	27%	20%	15%	16%	26%	13%	13%	18%	19%	20%	17%
Much worse	4%					4%	3%	4%	8%	1%	4%	10%	4%	5%	5%	5%	5%	11%	2%	2%	6%	4%
Prefer not to answer	4%					4%	3%	1%	6%	3%	6%	2%	2%	3%	6%	3%	6%	4%	5%	2%	3%	5%

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 2014: 524 Upstate NY CEOs, MOE +/- 4.3%

Q29E. The quality of local infrastructure																					
					Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Much better	2%				1%	4%	1%	1%	3%	1%	1%	2%	0%	2%	1%	4%	4%	1%	0%	1%	2%
Somewhat better	23%				30%	24%	14%	24%	34%	22%	9%	23%	24%	27%	21%	17%	28%	26%	19%	30%	22%
About the same	45%				44%	45%	49%	47%	42%	44%	54%	47%	49%	41%	40%	60%	47%	43%	45%	44%	46%
Somewhat worse	18%				18%	19%	22%	17%	15%	19%	22%	17%	21%	20%	23%	9%	11%	20%	21%	18%	18%
Much worse	6%				3%	4%	12%	7%	2%	7%	11%	8%	4%	4%	13%	3%	6%	3%	12%	4%	6%
Prefer not to answer	5%				6%	3%	1%	4%	4%	6%	4%	3%	3%	6%	3%	8%	4%	6%	2%	3%	5%
Q29F. The business friendliness of local government																					
					Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Much better	1%				1%	2%	2%	0%	1%	1%	1%	0%	1%	2%	0%	1%	2%	2%	0%	0%	1%
Somewhat better	12%				10%	17%	10%	10%	21%	9%	4%	9%	14%	18%	13%	8%	13%	12%	12%	18%	11%
About the same	53%				56%	52%	53%	54%	60%	52%	40%	57%	49%	47%	50%	59%	40%	56%	55%	54%	53%
Somewhat worse	20%				21%	20%	23%	18%	10%	22%	34%	21%	23%	22%	24%	15%	28%	18%	19%	20%	21%
Much worse	8%				6%	7%	11%	11%	3%	9%	17%	9%	10%	4%	9%	12%	11%	6%	12%	3%	9%
Prefer not to answer	5%				6%	3%	1%	7%	4%	7%	4%	4%	3%	7%	4%	5%	6%	6%	2%	6%	5%
Q29G. The business friendliness of state government																					
					Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Much better	0%				0%	2%	0%	0%	1%	0%	0%	1%	0%	0%	0%	1%	0%	1%	0%	0%	1%
Somewhat better	11%				13%	13%	10%	7%	18%	8%	6%	9%	9%	16%	13%	6%	19%	10%	14%	15%	10%
About the same	43%				42%	42%	36%	58%	52%	45%	23%	43%	42%	46%	41%	45%	23%	51%	43%	45%	43%
Somewhat worse	28%				32%	29%	34%	15%	20%	29%	40%	31%	28%	23%	22%	29%	36%	25%	29%	30%	28%
Much worse	12%				8%	13%	15%	15%	5%	12%	26%	13%	14%	10%	19%	14%	13%	7%	12%	7%	13%
Prefer not to answer	5%				6%	2%	4%	4%	5%	5%	5%	2%	6%	6%	5%	4%	9%	6%	2%	3%	5%
Q29H. The business friendliness of the federal government																					
					Region				Cluster			Company Size			Industry					Revenue	
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Much better	5%				6%	5%	4%	6%	6%	6%	1%	6%	4%	4%	1%	9%	9%	1%	7%	4%	5%
Somewhat better	19%				21%	22%	16%	18%	29%	16%	10%	19%	18%	24%	23%	18%	15%	17%	21%	20%	19%
About the same	39%				37%	40%	37%	42%	42%	41%	27%	38%	47%	34%	40%	38%	32%	48%	29%	38%	39%
Somewhat worse	21%				22%	21%	25%	17%	14%	21%	32%	23%	14%	23%	22%	17%	23%	18%	29%	24%	20%
Much worse	11%				9%	9%	15%	10%	4%	9%	26%	10%	13%	11%	9%	13%	15%	9%	12%	10%	11%
Prefer not to answer	5%				6%	3%	2%	8%	5%	6%	5%	4%	4%	5%	5%	5%	6%	6%	2%	4%	6%

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Q29I. The availability of new technologies you utilize in your business																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Much better	15%	17%	11%	15%	15%	23%	11%	10%	13%	18%	18%	12%	9%	13%	18%	10%	11%	15%			
Somewhat better	48%	58%	51%	43%	36%	51%	47%	48%	47%	53%	55%	51%	50%	47%	44%	50%	45%	49%			
About the same	30%	20%	34%	33%	40%	22%	32%	38%	34%	26%	19%	31%	33%	34%	31%	33%	37%	29%			
Somewhat worse	2%	0%	2%	4%	3%	1%	2%	2%	2%	1%	2%	3%	3%	0%	1%	0%	3%	2%			
Much worse	1%	0%	1%	3%	1%	0%	2%	0%	2%	0%	0%	1%	1%	0%	0%	5%	0%	1%			
Prefer not to answer	4%	5%	2%	1%	4%	3%	5%	2%	2%	3%	5%	3%	4%	6%	5%	2%	4%	4%			

Q29J. The costs you experience in your business due to governmental regulation																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Much better	1%	1%	2%	1%	1%	2%	1%	0%	2%	1%	0%	0%	4%	3%	4%	1%	0%	2%			
Somewhat better	13%	16%	11%	12%	11%	17%	12%	6%	14%	4%	19%	12%	21%	17%	7%	14%	11%	13%			
About the same	25%	23%	24%	23%	35%	34%	22%	15%	26%	28%	16%	23%	23%	17%	29%	24%	32%	23%			
Somewhat worse	37%	33%	43%	40%	31%	32%	41%	34%	36%	41%	39%	37%	33%	34%	42%	36%	35%	37%			
Much worse	20%	20%	18%	22%	17%	11%	17%	41%	20%	22%	19%	26%	14%	21%	15%	21%	18%	20%			
Prefer not to answer	5%	6%	3%	2%	6%	3%	7%	4%	2%	4%	7%	3%	6%	6%	6%	5%	3%	5%			

Q29K. The opportunities for growth/profitability you experience																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Much better	2%	4%	3%	0%	0%	4%	1%	0%	2%	1%	1%	0%	3%	2%	3%	0%	4%	1%			
Somewhat better	23%	29%	24%	18%	22%	36%	20%	9%	26%	15%	27%	18%	28%	28%	21%	24%	31%	22%			
About the same	38%	39%	40%	35%	42%	40%	42%	27%	38%	44%	31%	46%	41%	34%	35%	40%	31%	40%			
Somewhat worse	25%	18%	27%	38%	21%	13%	27%	41%	23%	31%	33%	24%	17%	23%	31%	24%	23%	26%			
Much worse	7%	6%	4%	8%	10%	3%	5%	18%	8%	5%	4%	9%	5%	6%	6%	10%	8%	7%			
Prefer not to answer	5%	5%	3%	1%	6%	3%	5%	5%	3%	4%	5%	3%	6%	6%	5%	2%	3%	5%			

Q29L. The fairness of the taxes you pay																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Much better	1%	1%	2%	0%	0%	3%	0%	0%	1%	1%	0%	0%	1%	2%	1%	0%	1%	1%			
Somewhat better	10%	13%	8%	9%	8%	13%	9%	4%	11%	5%	13%	6%	10%	21%	6%	12%	10%	10%			
About the same	35%	30%	39%	34%	44%	43%	35%	23%	35%	33%	35%	35%	44%	23%	39%	31%	41%	34%			
Somewhat worse	33%	30%	37%	32%	32%	25%	35%	40%	33%	35%	34%	28%	31%	34%	35%	40%	27%	34%			
Much worse	16%	19%	11%	23%	10%	10%	15%	27%	16%	21%	12%	28%	10%	13%	13%	12%	15%	16%			
Prefer not to answer	5%	6%	3%	2%	6%	5%	6%	6%	4%	5%	6%	3%	4%	6%	7%	5%	6%	5%			

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Q29M. The overall business climate																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Much better	1%					1%	3%	1%	0%	3%	0%	1%	2%	0%	0%	0%	3%	2%	1%	0%	1%	1%
Somewhat better	20%					25%	24%	15%	13%	35%	16%	4%	21%	19%	20%	18%	22%	30%	16%	21%	25%	19%
About the same	39%					40%	37%	34%	50%	43%	44%	21%	40%	37%	36%	40%	41%	30%	44%	33%	41%	39%
Somewhat worse	25%					21%	29%	33%	17%	13%	23%	49%	23%	28%	33%	27%	21%	15%	25%	31%	15%	27%
Much worse	10%					6%	5%	14%	15%	3%	10%	21%	11%	12%	4%	13%	9%	15%	7%	10%	13%	9%
Prefer not to answer	5%					6%	3%	2%	6%	3%	7%	5%	3%	4%	7%	3%	5%	9%	6%	5%	4%	5%
Q30. Do you think your company will be in business in New York ten years from today or not?																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
Yes	64%					68%	63%	63%	67%	78%	64%	43%	58%	73%	83%	63%	59%	64%	68%	45%	52%	67%
No	10%					8%	8%	18%	10%	3%	10%	24%	15%	8%	0%	10%	8%	15%	11%	17%	14%	10%
Don't know	25%					25%	29%	20%	24%	19%	27%	33%	27%	19%	17%	27%	33%	21%	22%	38%	34%	24%
Q31. If you had it all to do all over again, considering all factors, would you locate your business in New York or someplace else?																						
	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013		Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
New York	39%	29%	28%	29%		42%	41%	34%	40%	50%	38%	21%	39%	38%	42%	40%	32%	38%	46%	21%	44%	38%
Someplace else	56%	67%	69%	65%		55%	55%	61%	60%	46%	57%	74%	58%	59%	51%	59%	67%	55%	46%	74%	56%	56%
Prefer not to answer	5%	3%	4%	6%		4%	4%	5%	0%	4%	6%	5%	3%	3%	7%	1%	1%	6%	8%	5%	0%	6%
Q32. Switching to another topic, minorities including African-Americans, Latinos and Asians, would you say that they have more opportunity than White Americans to be successful in industries like yours here in Upstate New York, as much opportunity as White Americans, or less opportunity to be successful?																						
	Upstate 2016					Region				Cluster			Company Size			Industry					Revenue	
						Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+
More opportunity	15%					20%	14%	14%	11%	19%	14%	13%	16%	17%	10%	28%	9%	11%	12%	19%	15%	15%
As much opportunity	64%					60%	67%	65%	71%	60%	67%	65%	62%	64%	77%	54%	73%	68%	63%	60%	65%	64%
Less opportunity	17%					18%	16%	19%	15%	17%	15%	20%	19%	18%	11%	17%	13%	19%	21%	14%	18%	16%
Prefer not to answer	4%					3%	3%	2%	3%	3%	4%	2%	2%	1%	2%	1%	5%	2%	4%	7%	1%	4%

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How significant a problem do you think each of the following are for minorities in companies like yours in Upstate New York?																					
Q33A. Having received the appropriate training prior to being hired																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Very significant	22%	23%	18%	26%	24%	27%	21%	16%	24%	23%	13%	27%	22%	23%	21%	26%	21%	22%			
Somewhat significant	37%	34%	42%	41%	32%	30%	42%	38%	34%	42%	43%	37%	44%	32%	35%	33%	42%	36%			
Not very significant	24%	23%	29%	21%	26%	28%	21%	26%	25%	22%	27%	21%	21%	30%	25%	26%	20%	25%			
Not at all significant	12%	16%	8%	10%	15%	10%	11%	18%	13%	13%	13%	14%	9%	11%	14%	7%	14%	12%			
Prefer not to answer	4%	4%	3%	2%	3%	4%	5%	2%	3%	0%	4%	1%	5%	4%	5%	7%	3%	5%			
Q33B. Getting hired																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Very significant	9%	8%	8%	8%	11%	13%	7%	6%	10%	5%	5%	6%	5%	13%	11%	12%	13%	8%			
Somewhat significant	28%	30%	30%	31%	22%	28%	32%	20%	28%	33%	25%	31%	33%	21%	28%	33%	24%	29%			
Not very significant	37%	31%	45%	39%	36%	34%	36%	45%	38%	38%	41%	38%	31%	38%	37%	33%	41%	36%			
Not at all significant	22%	28%	13%	20%	28%	21%	20%	27%	21%	23%	25%	23%	26%	23%	19%	14%	20%	22%			
Prefer not to answer	4%	4%	3%	2%	3%	4%	5%	2%	3%	0%	4%	1%	5%	4%	5%	7%	3%	5%			
Q33C. Receiving equal pay																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Very significant	5%	4%	5%	4%	7%	8%	4%	1%	5%	3%	2%	1%	5%	11%	4%	7%	4%	5%			
Somewhat significant	15%	15%	18%	13%	11%	17%	14%	11%	15%	14%	13%	17%	12%	6%	17%	19%	13%	15%			
Not very significant	41%	39%	45%	52%	31%	38%	44%	40%	44%	41%	42%	41%	46%	40%	39%	40%	44%	41%			
Not at all significant	35%	37%	29%	28%	49%	33%	32%	44%	32%	41%	39%	40%	31%	36%	35%	26%	34%	35%			
Prefer not to answer	5%	5%	3%	3%	3%	5%	5%	4%	4%	1%	4%	1%	6%	6%	6%	7%	6%	5%			
Q33D. Receiving equal opportunity for advancement																					
	Upstate 2016	Region				Cluster			Company Size			Industry					Revenue				
		Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+			
Very significant	7%	6%	6%	8%	7%	11%	4%	5%	6%	8%	5%	4%	4%	13%	8%	7%	6%	7%			
Somewhat significant	17%	18%	18%	15%	17%	16%	19%	13%	20%	12%	11%	18%	17%	15%	18%	21%	18%	17%			
Not very significant	39%	33%	48%	48%	25%	36%	40%	41%	38%	44%	43%	42%	42%	36%	38%	36%	38%	39%			
Not at all significant	33%	38%	24%	25%	49%	31%	33%	37%	32%	36%	36%	35%	32%	30%	31%	29%	34%	33%			
Prefer not to answer	5%	5%	3%	3%	3%	6%	5%	4%	4%	1%	5%	1%	5%	6%	6%	7%	4%	5%			

Siena College Research Institute
 Sponsored by The Business Council of New York State
 2016: 440 Upstate NY CEOs, MOE +/- 4.7%
 2015: 531 Upstate NY CEOs, MOE +/- 4.3%
 2014: 524 Upstate NY CEOs, MOE +/- 4.3%

Q33E. Being respected equally with White co-workers																						
					Region				Cluster			Company Size			Industry					Revenue		
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Very significant	6%				6%	4%	6%	8%	9%	5%	4%	6%	4%	5%	3%	4%	17%	6%	5%	8%	5%	
Somewhat significant	19%				21%	23%	16%	15%	20%	18%	21%	20%	22%	14%	26%	26%	13%	18%	19%	20%	19%	
Not very significant	37%				30%	42%	46%	35%	31%	43%	35%	37%	37%	46%	40%	33%	30%	37%	43%	34%	38%	
Not at all significant	33%				38%	28%	28%	39%	35%	30%	38%	34%	37%	30%	31%	31%	36%	34%	26%	35%	33%	
Prefer not to answer	5%				4%	3%	3%	3%	5%	5%	2%	4%	0%	5%	1%	6%	4%	5%	7%	3%	5%	
Q34. In general, do you think relations between minorities and White Americans is or is not an economic development issue in Upstate New York?																						
					Region				Cluster			Company Size			Industry					Revenue		
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Is an economic development issue	31%				27%	29%	41%	29%	31%	32%	29%	30%	31%	35%	27%	26%	30%	42%	26%	35%	30%	
Is NOT an economic development issue	63%				66%	67%	56%	65%	62%	62%	68%	65%	67%	61%	69%	67%	64%	52%	67%	59%	63%	
Prefer not to answer	6%				6%	4%	3%	6%	8%	6%	2%	6%	3%	4%	4%	8%	6%	6%	7%	6%	6%	
Q35. Do you support or oppose partnerships in your area between private business, educational institutions and community groups that have as a goal increasing employment among both urban youth and under employed or unemployed urban adults?																						
					Region				Cluster			Company Size			Industry					Revenue		
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Support	77%				82%	79%	79%	68%	83%	76%	72%	75%	87%	86%	76%	74%	70%	82%	64%	73%	78%	
Oppose	7%				5%	7%	8%	10%	5%	7%	9%	9%	6%	4%	12%	10%	4%	3%	10%	1%	8%	
Don't know	16%				13%	14%	12%	22%	12%	17%	20%	16%	6%	11%	13%	15%	26%	15%	26%	25%	14%	
Q36. Do you offer a pension or 401K to your employees?																						
					Region				Cluster			Company Size			Industry					Revenue		
	Upstate 2016				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M+	
Yes	82%				87%	84%	83%	79%	85%	81%	80%	79%	92%	94%	86%	90%	76%	81%	69%	75%	83%	
No	15%				11%	14%	17%	21%	10%	16%	19%	20%	8%	6%	9%	9%	24%	14%	26%	23%	13%	
Don't know	3%				3%	2%	0%	0%	5%	3%	1%	0%	0%	0%	5%	1%	0%	6%	5%	3%	4%	