

Which of the following industry categories best describes the type of business your firm is engaged in?																
	Region												Cluster Group			
	Total	Albany	Buffalo	Rochester	Syracuse									High	Middle	Low
Engineering and Construction	15%	20%	13%	13%	12%									15%	13%	16%
Food and Beverage	3%	2%	5%	4%	2%									3%	4%	3%
Financial	8%	10%	9%	4%	7%									10%	9%	5%
Manufacturing	18%	12%	21%	20%	20%									21%	17%	15%
Retail	13%	13%	11%	16%	11%									13%	12%	13%
Service	29%	31%	25%	31%	32%									27%	29%	33%
Wholesale and Distribution	13%	12%	16%	10%	15%									11%	15%	15%
Other	0%	0%	1%	0%	0%									0%	0%	0%

As you think about the current business or economic conditions in New York 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?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Considerably better	2%	1%	1%	3%	3%	4%	5%	0%	2%	1%	0%	5%	5%	0%	0%
A little better	27%	24%	24%	35%	25%	28%	14%	26%	34%	23%	31%	15%	63%	12%	1%
About the same	38%	36%	42%	33%	40%	36%	38%	54%	36%	43%	33%	39%	31%	59%	15%
A little worse	26%	32%	27%	22%	20%	25%	29%	20%	22%	22%	28%	31%	1%	27%	57%
Considerably worse	8%	8%	7%	7%	12%	6%	14%	0%	6%	10%	9%	10%	0%	2%	27%

Looking forward from today through next year, that is, the entire 2011 year, how would you describe your expectations for the economy in New York?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Considerably better	2%	2%	2%	1%	2%	4%	0%	2%	1%	1%	3%	0%	5%	0%	0%
A little better	33%	25%	29%	43%	37%	29%	38%	37%	34%	35%	32%	32%	75%	18%	0%
About the same	32%	42%	32%	28%	26%	38%	24%	35%	33%	37%	27%	33%	20%	59%	10%
A little worse	24%	21%	28%	22%	26%	20%	33%	20%	25%	17%	28%	25%	0%	22%	60%
Considerably worse	9%	10%	9%	7%	9%	8%	5%	6%	7%	10%	11%	9%	0%	2%	31%

Now thinking specifically about your industry, how would you describe the current business or economic conditions in New York as compared with six months ago?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Considerably better	3%	3%	2%	3%	3%	1%	0%	2%	3%	2%	4%	1%	8%	0%	0%
A little better	25%	19%	25%	31%	28%	22%	24%	30%	35%	21%	24%	20%	64%	8%	0%
About the same	36%	40%	37%	31%	32%	38%	33%	48%	30%	43%	32%	37%	28%	61%	9%
A little worse	28%	28%	32%	26%	26%	29%	29%	20%	25%	26%	28%	34%	0%	29%	63%
Considerably worse	8%	11%	5%	9%	11%	9%	14%	0%	6%	7%	11%	8%	0%	2%	29%

And looking forward from today through the next year, how would you describe your expectations for your industry in New York?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Considerably better	4%	2%	4%	5%	7%	4%	0%	4%	5%	7%	4%	2%	13%	0%	0%
A little better	30%	29%	26%	38%	31%	31%	24%	39%	34%	32%	27%	26%	70%	14%	1%
About the same	34%	37%	38%	27%	32%	34%	57%	39%	29%	36%	30%	41%	17%	66%	11%
A little worse	21%	18%	26%	22%	21%	21%	14%	11%	24%	17%	24%	24%	0%	18%	55%
Considerably worse	9%	15%	7%	7%	9%	11%	5%	7%	7%	7%	14%	6%	0%	2%	33%

Now thinking specifically about your firm, what are your expectations for revenue through the year 2011? Do you believe your revenue will...?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Grow substantially	3%	2%	2%	6%	2%	2%	5%	0%	4%	2%	2%	6%	6%	2%	1%
Grow moderately	42%	35%	44%	43%	46%	29%	38%	65%	53%	43%	40%	32%	73%	32%	15%
Stay about the same	31%	36%	34%	29%	24%	38%	24%	22%	28%	33%	30%	39%	19%	47%	26%
Decrease moderately	20%	21%	17%	19%	26%	27%	33%	13%	13%	21%	22%	21%	3%	19%	46%
Decrease substantially	3%	5%	3%	2%	2%	3%	0%	0%	3%	0%	7%	2%	0%	0%	12%

Again as you consider your firm and your existing customer base, do you expect to realize additional revenue from your existing customers, about the same revenue from your existing customers as you currently realize or less revenue from your existing customers than you currently do?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Additional revenue	24%	20%	25%	29%	23%	15%	14%	26%	38%	25%	21%	23%	46%	15%	9%
About the same revenue	49%	47%	52%	43%	49%	47%	57%	52%	49%	46%	47%	51%	49%	59%	32%
Less revenue	27%	33%	23%	28%	28%	38%	29%	22%	13%	30%	32%	26%	5%	26%	59%

Continuing to focus on your firm, please think quickly about profitability. Between today and the end of the calendar year 2011 do you expect your profits to grow substantially, grow moderately, stay about the same, decrease moderately or decrease substantially?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Grow substantially	2%	3%	1%	3%	2%	1%	0%	2%	3%	1%	1%	3%	4%	2%	0%
Grow moderately	30%	21%	34%	34%	30%	22%	19%	44%	41%	30%	25%	28%	54%	21%	11%
Stay about the same	37%	38%	35%	38%	37%	38%	43%	37%	34%	37%	37%	40%	33%	49%	24%
Decrease moderately	27%	34%	26%	22%	25%	33%	38%	17%	19%	31%	30%	26%	9%	27%	52%
Decrease substantially	4%	4%	5%	2%	6%	6%	0%	0%	3%	1%	7%	2%	0%	1%	14%

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 firm's profitability over the next year?

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Market/Demand growth	42%	41%	44%	40%	40%	37%	24%	48%	39%	46%	44%	40%	61%	37%	23%
Cost reduction	37%	41%	37%	32%	38%	48%	52%	33%	34%	36%	34%	36%	19%	41%	55%
Price increase	8%	6%	8%	10%	8%	6%	19%	4%	8%	9%	7%	14%	8%	9%	7%
New technology	8%	8%	5%	13%	11%	3%	5%	9%	17%	5%	8%	7%	9%	8%	8%
Other	4%	5%	4%	3%	3%	4%	0%	6%	1%	5%	6%	1%	3%	4%	4%
No response	1%	1%	2%	1%	0%	1%	0%	0%	1%	0%	2%	2%	0%	1%	3%

Please indicate which of the following are major areas of concentration for your firm now and through 2011.

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Expansion of existing markets	58%	50%	62%	55%	67%	61%	33%	59%	66%	48%	53%	68%	68%	56%	47%
Growth in existing products	52%	49%	53%	49%	55%	33%	48%	59%	66%	51%	45%	66%	64%	47%	42%
Entry into new markets	35%	31%	35%	31%	45%	33%	33%	43%	42%	25%	36%	31%	35%	33%	37%
Internal restructuring	30%	34%	28%	31%	29%	39%	24%	22%	26%	32%	33%	26%	21%	33%	39%
Technology innovation	28%	28%	23%	28%	36%	18%	19%	37%	36%	19%	35%	20%	34%	25%	25%
New product lines	27%	26%	29%	25%	29%	8%	48%	20%	37%	32%	24%	34%	30%	25%	27%
Acquisition of new businesses	16%	15%	16%	14%	17%	6%	19%	31%	17%	14%	15%	16%	16%	16%	15%
Construction of new locations	9%	12%	9%	10%	4%	13%	14%	7%	6%	11%	10%	6%	9%	11%	7%
Other	3%	5%	2%	4%	3%	4%	0%	2%	3%	5%	4%	2%	3%	4%	3%
No response	0%	1%	1%	1%	0%	0%	0%	0%	0%	2%	1%	0%	0%	1%	1%

Please indicate which of the following is the MAIN area of concentration for your company now and through 2011.

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Expansion of existing markets	32%	33%	30%	31%	32%	37%	14%	22%	26%	33%	33%	39%	38%	33%	21%
Growth in existing products	23%	20%	26%	20%	26%	15%	24%	35%	32%	23%	17%	28%	29%	24%	15%
Entry into new markets	13%	13%	13%	14%	11%	20%	19%	15%	12%	7%	12%	9%	10%	10%	20%
Internal restructuring	12%	10%	13%	12%	13%	18%	14%	6%	7%	10%	13%	14%	6%	11%	20%
New product lines	6%	6%	7%	4%	7%	1%	19%	2%	9%	6%	7%	2%	4%	7%	5%
Technology innovation	6%	7%	5%	9%	4%	0%	5%	9%	7%	5%	9%	5%	6%	5%	8%
Acquisition of new businesses	4%	4%	3%	6%	7%	3%	0%	9%	5%	6%	4%	3%	5%	4%	4%
Construction of new locations	1%	1%	2%	2%	0%	2%	5%	0%	1%	1%	2%	0%	0%	2%	2%
Other	2%	5%	2%	1%	1%	4%	0%	2%	2%	5%	3%	0%	1%	4%	2%
No response	1%	1%	1%	1%	0%	0%	0%	0%	0%	2%	1%	0%	0%	1%	1%

Do you intend to invest between today through 2011 in any fixed assets for your firm designed to meet growing demand, reduce costs or enhance productivity?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Yes	51%	49%	49%	57%	47%	47%	38%	52%	66%	46%	46%	51%	62%	51%	36%
No	37%	37%	40%	34%	40%	41%	52%	37%	24%	42%	43%	32%	26%	37%	52%
Not sure	12%	14%	11%	8%	13%	12%	10%	11%	9%	12%	11%	17%	12%	12%	11%

(If acquiring fixed assets) What is the main way you expect to finance those assets?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Internally generated funds	60%	58%	69%	57%	53%	49%	50%	96%	51%	68%	56%	66%	58%	60%	64%
Borrow from a financial institution	28%	29%	24%	36%	21%	44%	50%	0%	34%	30%	24%	25%	31%	28%	25%
Private equity	7%	5%	3%	5%	18%	4%	0%	0%	6%	0%	15%	5%	6%	6%	10%
Not sure	5%	8%	4%	1%	9%	2%	0%	4%	9%	3%	6%	5%	5%	7%	2%

Now thinking about the people that work for your firm, do you intend to substantially increase, moderately increase, remain about the same or decrease your workforce between today and the end of 2011?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Substantially increase	0%	0%	1%	0%	1%	0%	0%	0%	1%	0%	1%	0%	1%	0%	0%
Moderately increase	27%	27%	27%	27%	24%	27%	14%	33%	38%	17%	27%	17%	47%	21%	8%
Remain about the same	61%	59%	60%	66%	63%	58%	67%	61%	53%	72%	59%	70%	48%	70%	66%
Decrease	12%	14%	13%	7%	12%	15%	19%	6%	9%	11%	13%	13%	4%	10%	26%

Now thinking about other challenges that your firm faces, which of the following are you concerned with.															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Health care costs	79%	82%	78%	79%	75%	81%	95%	65%	81%	74%	78%	85%	75%	80%	83%
Taxation	70%	73%	73%	62%	69%	76%	81%	72%	66%	80%	62%	70%	64%	67%	82%
Governmental regulation	67%	66%	69%	66%	66%	68%	76%	83%	66%	70%	62%	64%	54%	69%	82%
Adverse economic conditions	62%	60%	63%	58%	69%	61%	62%	63%	59%	69%	60%	61%	56%	64%	66%
Energy costs	40%	38%	39%	40%	42%	38%	52%	9%	49%	47%	38%	45%	35%	40%	48%
Rising supplier costs	35%	38%	35%	32%	35%	39%	57%	4%	48%	32%	32%	38%	33%	35%	39%
Cash flow	33%	33%	30%	35%	36%	35%	43%	13%	30%	37%	36%	33%	29%	35%	34%
Existing U.S. competition	25%	22%	28%	27%	24%	21%	48%	33%	34%	21%	18%	29%	31%	27%	15%
Risk management	20%	17%	27%	18%	17%	26%	33%	28%	11%	21%	20%	14%	20%	20%	19%
Human resources	18%	17%	18%	20%	17%	12%	33%	20%	12%	21%	22%	15%	15%	22%	16%
Ability to obtain suitable financing	14%	14%	15%	13%	14%	13%	24%	9%	14%	16%	13%	15%	11%	15%	15%
Foreign competition	12%	8%	15%	14%	11%	1%	19%	2%	34%	9%	5%	18%	15%	11%	10%
Global political instability	8%	7%	11%	11%	3%	6%	10%	13%	5%	12%	6%	11%	5%	10%	10%
Availability of equity financing	7%	6%	7%	7%	8%	5%	5%	4%	8%	4%	9%	7%	5%	7%	10%
Other	2%	3%	3%	2%	2%	2%	0%	2%	4%	1%	2%	3%	2%	3%	3%

Which of the challenges you selected are you MOST concerned with?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Adverse economic conditions	28%	30%	27%	25%	32%	37%	14%	26%	27%	40%	25%	22%	29%	31%	24%
Governmental regulation	18%	15%	22%	17%	18%	20%	24%	35%	10%	19%	21%	9%	15%	14%	29%
Taxation	16%	14%	18%	15%	19%	13%	24%	20%	20%	14%	14%	20%	15%	18%	16%
Health care costs	12%	13%	11%	19%	7%	8%	10%	6%	9%	11%	17%	18%	10%	13%	14%
Cash flow	7%	10%	5%	7%	8%	4%	5%	0%	10%	7%	7%	11%	8%	7%	7%
Existing U.S. competition	6%	6%	6%	7%	4%	7%	5%	9%	9%	4%	4%	3%	8%	5%	3%
Foreign competition	2%	2%	3%	1%	2%	0%	0%	0%	9%	0%	1%	1%	2%	2%	2%
Energy costs	2%	4%	1%	1%	2%	2%	14%	0%	2%	1%	2%	2%	2%	3%	1%
Rising supplier costs	2%	2%	2%	2%	3%	2%	5%	0%	2%	2%	2%	6%	4%	2%	1%
Ability to obtain suitable financing	2%	2%	3%	1%	1%	1%	0%	0%	2%	1%	1%	5%	2%	1%	1%
Risk management	1%	1%	2%	1%	0%	1%	0%	2%	1%	1%	1%	0%	2%	0%	0%
Global political instability	1%	0%	1%	1%	1%	1%	0%	2%	0%	0%	1%	1%	0%	1%	1%
Human resources	1%	2%	0%	1%	2%	2%	0%	0%	0%	0%	3%	1%	2%	1%	1%
Availability of equity financing	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%
Other	1%	1%	1%	1%	0%	1%	0%	0%	1%	0%	1%	0%	0%	1%	1%

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?

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Excellent	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Good	2%	3%	1%	3%	2%	1%	0%	4%	3%	1%	4%	0%	5%	1%	1%
Fair	10%	9%	10%	11%	13%	6%	0%	21%	12%	16%	10%	6%	16%	12%	2%
Poor	86%	85%	88%	83%	84%	89%	100%	72%	85%	80%	85%	93%	77%	86%	97%
Don't know	2%	3%	2%	2%	0%	3%	0%	4%	1%	3%	1%	1%	3%	2%	1%

Of the following, what would you like to see the next Governor and Legislature of New York focus on?

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Spending Cuts	82%	74%	89%	85%	81%	81%	100%	89%	88%	81%	75%	85%	80%	84%	83%
Property Tax Reform	65%	57%	63%	74%	69%	62%	76%	58%	67%	68%	61%	71%	60%	68%	66%
Income Tax Reform	61%	61%	63%	58%	61%	59%	71%	62%	59%	66%	59%	62%	59%	65%	59%
Business Development Incentives	48%	49%	45%	38%	59%	44%	43%	49%	45%	47%	48%	53%	52%	46%	44%
Ethics Reform	39%	41%	35%	38%	40%	41%	43%	43%	36%	37%	39%	36%	34%	40%	43%
Infrastructure Development	28%	35%	26%	27%	24%	44%	24%	28%	24%	24%	26%	28%	30%	30%	25%
Increasing State revenues through consumer oriented taxes	6%	6%	6%	8%	5%	4%	29%	4%	4%	1%	8%	6%	6%	5%	7%
Other	17%	16%	18%	14%	21%	11%	24%	17%	24%	14%	18%	15%	16%	18%	18%

Of those, which SINGLE area would you most like to see the Governor and Legislature focus on?

	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Spending Cuts	45%	39%	57%	39%	40%	42%	43%	53%	58%	52%	34%	47%	45%	44%	47%
Property Tax Reform	16%	14%	8%	27%	19%	15%	24%	9%	12%	13%	17%	22%	15%	15%	17%
Business Development Incentives	12%	14%	13%	7%	15%	16%	5%	9%	6%	13%	17%	8%	13%	11%	12%
Income Tax Reform	9%	10%	8%	8%	12%	7%	10%	11%	8%	10%	10%	8%	11%	10%	5%
Ethics Reform	6%	7%	4%	7%	7%	3%	5%	4%	4%	6%	7%	8%	5%	7%	5%
Infrastructure Development	5%	8%	3%	5%	3%	13%	0%	0%	4%	3%	4%	5%	5%	5%	4%
Increasing State revenues through consumer oriented taxes	1%	1%	1%	1%	1%	1%	5%	2%	0%	0%	2%	0%	1%	1%	1%
Other	7%	8%	8%	7%	3%	3%	10%	11%	8%	4%	10%	2%	5%	7%	8%

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:															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Very confident	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%
Somewhat confident	7%	7%	5%	9%	7%	5%	5%	6%	4%	15%	8%	5%	15%	3%	1%
Not very confident	39%	44%	32%	37%	47%	42%	38%	43%	41%	34%	41%	35%	51%	40%	23%
Not at all confident	54%	49%	64%	54%	45%	53%	57%	51%	56%	51%	51%	60%	33%	56%	76%

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?															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Excellent	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Good	5%	5%	4%	5%	9%	5%	0%	4%	3%	4%	9%	2%	11%	1%	3%
Fair	23%	22%	21%	27%	21%	20%	19%	23%	19%	27%	28%	16%	27%	25%	14%
Poor	71%	71%	74%	67%	69%	74%	81%	74%	77%	68%	61%	79%	61%	72%	81%
Don't know	1%	2%	2%	1%	0%	1%	0%	0%	1%	1%	1%	2%	1%	1%	1%

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:															
	Region					Industry							Cluster Group		
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Very confident	1%	1%	0%	2%	1%	1%	0%	0%	0%	1%	1%	0%	1%	0%	1%
Somewhat confident	11%	10%	10%	13%	12%	11%	10%	9%	7%	11%	13%	12%	18%	7%	7%
Not very confident	44%	49%	41%	45%	45%	53%	38%	49%	45%	37%	47%	36%	53%	47%	30%
Not at all confident	44%	41%	49%	41%	42%	36%	52%	42%	48%	51%	40%	52%	28%	46%	63%