Which of the following industry cat	egories be	st describes the	e type of busi	ness your co	_	ny is engaged Region	in?											Cli	uster Gro	
		Philadelphia		Pittsburgh		Region	ı								1		I	CIL	ister Gro	Tup
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading								High	Middle	Lo
Engineering and Construction	14%	11%	11%	11%	5%	17%	29%	16%	15%	23%								12%	13%	21
Food and Beverage	6%	4%	0%	4%	15%	7%	4%	13%	10%	2%								5%	7%	39
Financial	6%	5%	5%	10%	8%	4%	0%	3%	5%	5%								7%	5%	79
Manufacturing	20%	21%	21%	18%	23%	15%	22%	23%	24%	19%								20%	22%	13
Retail	18%	15%	25%	20%	18%	26%	12%	16%	22%	12%								19%	17%	19
Service	23%	28%	26%	24%	23%	17%	20%	13%	16%	21%								23%	22%	23
Wholesale and Distribution	13%	14%	12%	13%	8%	15%	12%	16%	8%	19%								14%	12%	13
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%								0%	0%	0
																				T
As you think about the current busi	ness or eco	onomic condition	ons in Pennsy	/Ivania as co	mpare	ed to six mon	ths ag	go, would y	ou say they	are consid	derably better, a	little better	, about the	same, a little wo	rse, or o	onsidera	bly worse?			
					ı	Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lo
Considerably better	4%	4%	2%	4%	3%	4%	4%	1%	3%	2%	2%	4%	0%	5%	5%	5%	3%	10%	0%	0
A little better	28%	28%	30%	28%	44%	31%	31%	28%	33%	19%	24%	24%	25%	30%	28%	28%	34%	63%	8%	0
About the same	44%	45%	46%	44%	41%	41%	39%	36%	43%	49%	45%	53%	57%	44%	40%	42%	39%	26%	71%	13
A little worse	18%	16%	18%	19%	10%	20%	22%	17%	19%	23%	21%	12%	15%	18%	19%	16%	19%	1%	19%	55
Considerably worse	6%	6%	5%	6%	3%	4%	4%	17%	3%	7%	7%	6%	4%	3%	7%	9%	5%	0%	2%	32
Looking forward from today throug	h next yea	r, that is, the e	ntire 2012 ye	ar, how wou			ur exp	pectations f	or the ecor	omy in Pe	nnsylvania?									
					l	Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	_	Middle	Lo
Considerably better	4%	4%	2%	6%	5%	2%	0%	0%	1%	2%	2%	2%	2%	4%	6%	4%	3%	9%	0%	1
A little better	38%	38%	35%	37%	54%	44%	41%	36%	37%	28%	33%	37%	47%	35%	37%	43%	37%	75%	19%	1
About the same	39%	42%	46%	33%	26%	39%	41%	32%	44%	40%	37%	45%	34%	46%	33%	36%	40%	16%	67%	17
A little worse	16%	13%	16%	20%	13%	13%	16%	20%	16%	23%	21%	8%	17%	12%	21%	14%	18%	1%	14%	60
Considerably worse	4%	3%	2%	4%	3%	2%	2%	12%	1%	7%	7%	8%	0%	3%	3%	4%	3%	1%	0%	21
Now thinking specifically about you	ır industry,	how would yo	u describe th	e current bu	sines	s or economi	c conc	ditions in Pe	ennsylvania	as compa	red with six mon	ths ago?								
			1			Region		1						Industry		1	1	Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lo
Considerably better	5%	5%	4%	2%	3%	6%	6%	4%	5%	2%	5%	2%	2%	3%	7%	5%	5%	12%	0%	09
A little better	27%	25%	28%	28%	33%	26%	20%	26%	38%	21%	22%	31%	26%	28%	29%	26%	28%	61%	7%	0
About the same	38%	41%	42%	38%	46%	46%	33%	36%	30%	33%	34%	39%	40%	44%	33%	38%	38%	27%	61%	2
A little worse	24%	21%	21%	25%	18%	17%	35%	20%	27%	37%	28%	27%	28%	21%	23%	23%	23%	0%	31%	61
Considerably worse	6%	8%	5%	6%	0%	6%	6%	13%	0%	7%	11%	2%	4%	4%	7%	8%	5%	0%	1%	37
And looking forward from today the	rough the I	next year, how	would you d	escribe your			our in	dustry here	in Pennsyl	vania?	ı									
						Region		1	1	1				Industry			1	Clu	uster Gro	up
		Philadelphia	l	Pittsburgh	l		l				Engineering &	Food &					Wholesale &		_ <u></u>	
	Total	/Allentown	Allentown	/Erie	Erie		York	1		Reading	Construction	Beverage	Financial	Manufacturing		Service	Distribution	High		_
Considerably better	5%	5%	2%	6%	8%	6%	0%	6%	3%	2%	5%	6%	2%	4%	6%	5%	3%	12%	0%	0
A little better	34%	31%	37%	33%	44%	41%	29%	30%	39%	35%	27%	41%	40%	33%	37%	35%	31%	68%	16%	1
About the same	41%	44%	46%	39%	38%	35%	43%	38%	47%	33%	39%	41%	28%	47%	35%	41%	46%	21%	69%	13
	4.00/	15%	12%	17%	10%	13%	29%	13%	11%	26%	21%	10%	28%	13%	15%	14%	17%	0%	14%	59
A little worse	16%																			
A little worse Considerably worse	5%	5%	4%	6%	0%	6%	0%	13%	0%	5%	7%	2%	2%	3%	6%	6%	3%	0%	1%	27

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First Niagara/Siena College Research Institute 2011

									2011											
								865 Pe	nnsylvania	CEO's										
Now thinking specifically about you	ır compan	y, what are you	ır expectatio	ns for revenu	e thro	ough the yea	r 2012	? Do you b	elieve your	revenue v	vill??									
						Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Grow substantially	6%	9%	5%	6%	5%	4%	2%	6%	3%	5%	2%	6%	11%	5%	6%	7%	5%	11%	3%	1%
Grow moderately	40%	37%	30%	42%	59%	44%	39%	39%	44%	28%	30%	59%	40%	41%	44%	36%	40%	64%	30%	8%
Stay about the same	35%	35%	44%	32%	26%	24%	39%	30%	44%	47%	42%	27%	30%	38%	32%	34%	36%	24%	49%	22%
Decrease moderately	16%	15%	21%	18%	10%	24%	20%	13%	8%	21%	20%	8%	15%	14%	14%	17%	18%	1%	16%	52%
Decrease substantially	4%	4%	0%	3%	0%	4%	0%	12%	1%	0%	6%	0%	4%	2%	3%	7%	1%	0%	2%	16%
Refused	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Again as you consider your compan existing customers than you curren		r existing custo	mer base, do	you expect	to rea	lize addition	al reve	enue from y	our existin	g custome	rs, about the san	ne revenue i	from your e	 existing customer	s as you	currently	realize or less	revenu	ie from y	our
existing customers than you current	1					Region								Industry				Clı	uster Gro	an
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			Ė
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Additional revenue	24%	23%	25%	24%	28%	33%	29%	19%	24%	12%	19%	33%	25%	27%	29%	17%	24%	43%	14%	3%
About the same revenue	54%	53%	53%	53%	62%	43%	51%	58%	63%	60%	50%	57%	60%	55%	53%	55%	52%	53%	64%	29%
Less revenue	22%	24%	23%	23%	10%	24%	20%	23%	13%	28%	31%	10%	15%	18%	19%	28%	23%	4%	22%	68%
Refused	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Continuing to focus on your compa	ny, please	think quickly a	bout profitat	ility. Betwee	en tod	ay and the e	nd of	the calenda	ar year 2012	2 do you e	xpect your profits	s to grow su	bstantially	, grow moderatel	y, stay a	bout the	same, decrease	mode	rately or	
decrease substantially?																				
						Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &		1	
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Grow substantially	4%	6%	7%	4%	3%	4%	2%	4%	0%	0%	3%	4%	11%	3%	4%	5%	2%	9%	1%	1%
Grow moderately	32%	30%	23%	32%	44%	24%	37%	29%	39%	28%	22%	37%	38%	34%	37%	28%	33%	51%	23%	9%
Stay about the same	39%	38%	47%	37%	33%	46%	33%	39%	41%	40%	44%	49%	26%	39%	35%	41%	35%	38%	47%	17%
Decrease moderately	22%	23%	23%	24%	18%	20%	24%	20%	20%	28%	28%	8%	25%	21%	22%	20%	28%	2%	27%	57%
Decrease substantially	3%	3%	0%	2%	0%	6%	4%	7%	0%	5%	2%	2%	0%	2%	2%	7%	3%	0%	2%	15%
Refused	0%	0%	0%	1%	3%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%	0%
																			<u> </u>	
Businesses and the executives that	direct the	m strive to enh	ance profital	oility in many	y ways	s. Through w	hich o	f the follow	ing strateg	ies do you	plan to MOST er	nhance your	firm's prof	fitability over the	next ye	ar?				
					l	Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &		1	
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	_
Market/Demand growth	44%	45%	33%	45%	44%	43%	51%	42%	42%	35%	37%	45%	60%	41%	49%	42%	45%	60%	37%	26%
Cost reduction	30%	29%	35%	30%	23%	35%	29%	33%	30%	40%	36%	20%	21%	29%	31%	30%	34%	19%	33%	50%
Price increase	12%	12%	18%	14%	13%	13%	8%	10%	9%	12%	9%	20%	8%	14%	7%	13%	16%	11%	14%	10%
New technology	8%	11%	7%	6%	10%	6%	10%	6%	9%	12%	8%	8%	8%	12%	5%	9%	4%	8%	9%	4%
Other	4%	2%	4%	4%	10%	2%	2%	7%	5%	2%	8%	4%	2%	2%	4%	3%	1%	1%	4%	8%
N. B	20/	20/	40/	40/	00/	20/	00/	40/	F0/	00/	20/	20/	20/	40/	20/	20/	00/	40/	20/	40/

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5%

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No Response

4%

1%

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2%

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3%

3%

1%

1%

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2%

	1				F	Region								Industry				Clu	ıster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lo
Expansion of existing markets	55%	56%	44%	54%	49%	52%	49%	54%	65%	58%	58%	53%	70%	55%	44%	55%	61%	62%	53%	44
Growth in existing products	48%	48%	40%	44%	46%	57%	47%	52%	47%	37%	40%	49%	45%	60%	48%	43%	48%	56%	46%	34
Entry into new markets	36%	34%	26%	35%	38%	31%	47%	46%	32%	40%	33%	29%	26%	51%	28%	34%	40%	40%	33%	34
New product lines	29%	30%	32%	28%	36%	24%	24%	29%	32%	26%	16%	45%	32%	36%	33%	20%	32%	28%	31%	24
Internal restructuring	26%	25%	30%	26%	26%	31%	22%	28%	25%	21%	27%	29%	21%	22%	28%	29%	23%	20%	25%	42
Technology innovation	23%	23%	16%	22%	38%	30%	24%	23%	19%	26%	17%	27%	21%	32%	16%	27%	17%	24%	24%	15
Acquisition of new businesses	10%	10%	11%	13%	15%	9%	6%	9%	10%	5%	3%	10%	13%	12%	10%	11%	11%	11%	11%	79
Construction of new locations	8%	9%	9%	8%	15%	4%	2%	7%	8%	12%	11%	10%	2%	6%	15%	4%	8%	7%	9%	69
Other	3%	3%	9%	3%	3%	4%	6%	4%	3%	7%	4%	2%	2%	2%	7%	4%	2%	3%	2%	99
No response	4%	3%	7%	4%	13%	7%	2%	6%	3%	5%	5%	2%	2%	3%	6%	5%	2%	4%	4%	49
Please indicate which of the following	is the I	//AIN area of co	ncentration	for your com	pany	now and thr	ough 2	2012.												
					F	Region								Industry				Clu	ıster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lo
Expansion of existing markets	30%	31%	26%	29%	18%	26%	31%	28%	38%	35%	37%	29%	40%	22%	26%	35%	30%	34%	30%	25
Growth in existing products	24%	24%	18%	24%	31%	35%	12%	20%	23%	21%	18%	24%	23%	30%	26%	19%	27%	29%	23%	14
Entry into new markets	14%	13%	7%	13%	10%	15%	20%	16%	10%	16%	11%	8%	8%	23%	8%	15%	14%	14%	14%	15
Internal restructuring	10%	10%	16%	11%	8%	9%	12%	13%	8%	2%	15%	14%	8%	4%	12%	9%	9%	5%	9%	249
New product lines	8%	6%	7%	9%	10%	6%	10%	9%	9%	12%	4%	14%	9%	7%	10%	5%	12%	5%	11%	7%
Technology innovation	4%	5%	4%	4%	3%	4%	4%	3%	3%	0%	2%	2%	2%	6%	2%	6%	2%	5%	4%	1%
Acquisition of new businesses	2%	2%	4%	3%	3%	0%	2%	3%	1%	5%	1%	2%	8%	2%	1%	3%	3%	2%	2%	3%
Construction of new locations	2%	2%	2%	2%	3%	0%	0%	1%	4%	2%	5%	2%	2%	2%	2%	2%	0%	1%	3%	3%
Other	2%	3%	7%	1%	0%	0%	4%	1%	1%	2%	2%	0%	0%	1%	4%	3%	0%	2%	1%	3%
No response	5%	4%	11%	5%	15%	6%	4%	6%	4%	5%	5%	4%	2%	3%	8%	5%	3%	4%	5%	5%
		.,.			-0,1		.,.		.,,-								J, 1			
Do you intend to invest between toda	v throu	gh 2012 in any i	fixed assets f	or vour firm	design	ned to meet	growi	ng demand	. reduce cos	ts or enha	nce productivity	?	l	l	ı.	l	I.			
]				Region	6		,		,	·		Industry				Clı	ıster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &		,			Wholesale &		1	Ť
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lov
Yes	46%	43%	40%	51%	67%	43%	41%	46%	39%	51%	40%	55%	34%	57%	40%	44%	47%	58%	41%	299
No	44%	47%	46%	40%	23%	43%	47%	46%	47%	44%	54%	31%	60%	34%	47%	41%	50%	32%	48%	649
Not sure	10%	10%	14%	9%	10%	15%	12%	7%	14%	5%	7%	14%	6%	9%	13%	15%	3%	11%	11%	6%
								.,.			- , , -		-,-							T
What is the main way you expect to fi	nance t	hose assets?				l .		l	I.			l			1	l	l			
The state of the s	1				F	Region								Industry				Clu	ıster Gro	เมต
	1	Philadelphia		Pittsburgh							Engineering &	Food &		,			Wholesale &			<u> </u>
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lov
Internally generated funds	54%	54%	39%	63%	69%	35%	50%	50%	39%	59%	54%	67%	83%	52%	48%	50%	57%	60%	46%	57
Borrow from a financial institution	31%	34%	48%	24%	23%	52%	35%	31%	42%	18%	33%	26%	0%	36%	34%	30%	31%	28%	36%	26
Private equity	6%	4%	48%	6%	4%	4%	5%	9%	6%	14%	2%	4%	11%	5%	10%	7%	7%	5%	8%	10
	0/0	7/0	7/0																	_
Not sure	8%	8%	9%	7%	4%	9%	10%	9%	13%	9%	10%	4%	6%	7%	8%	13%	4%	7%	10%	79

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Philadelphia Philadelphia Pittsburgh Frie Harrisburgh Frie Frie Harrisburgh									003 FE	ennsylvania	CEO 3										
Total Allentown Allentown Total Allentown Total Allentown Allentown Allentown Total Allentown Alle	Now thinking about the people that	work for	your company,	do you inter	d to substar	ntially	increase, mo	derat	ely increas	e, remain al	out the sa	me or decrease	your workfo	rce betwe	en today and the	end of 2	2012?				
Substantially increase 28						ı	Region								Industry				Clu	ıster Gro	up
Substantially increase			Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
Moderate 28% 39% 39% 39% 39% 39% 39% 24% 39% 39% 24% 39% 26% 24% 39% 39% 34% 27% 22% 41% 88m 38m 39% 24% 27% 27% 27% 27% 27% 27% 27% 27% 27% 27% 37% 27% 27% 27% 27% 27% 37% 27%		Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Remain about the same	Substantially increase	2%	2%	0%	2%	0%	0%	0%	1%	4%	2%	0%	2%	2%	1%	3%	3%	1%	3%	2%	0%
Decrease	Moderately increase	28%	30%	39%	31%	26%	24%	31%	19%	22%	23%	26%	24%	38%	33%	24%	27%	22%	41%	23%	8%
Now thinking about other challenges that your company faces, which of the following are your concerned with:	Remain about the same	61%	59%	51%	58%	69%	70%	63%	68%	66%	56%	58%	69%	49%	57%	65%	59%	70%	53%	67%	62%
Now thinking about other challeages that your company faces, which of the following are you concerned with:	Decrease	9%	9%	11%	10%	5%	6%	6%	12%	6%	19%	15%	4%	11%	8%	8%	10%	7%	3%	8%	29%
Post	Refused	0%	1%	0%	0%	0%	0%	0%	0%	3%	0%	1%	0%	0%	1%	1%	0%	0%	1%	1%	0%
Post																					1
Total Allestone Philadelphia Total Allestone	Now thinking about other challenge	s that you	ir company fac	es, which of t	he following	g are y	ou concerne	d with	١.												
Neath creates						ı	Region								Industry				Clu	ıster Gro	up
Health care costs			Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
Governmental regulation		Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Adverse economic conditions	Health care costs	69%	67%	72%	67%	62%	69%	67%	78%	68%	77%	70%	73%	58%	79%	67%	62%	71%	64%	70%	80%
Adverse economic conditions 60% 61% 63% 59% 62% 70% 59% 68% 54% 51% 62% 51% 72% 65% 62% 52% 54% 58% 58% 52% 72% 72% 72% 55% 55% 55% 55% 55% 65% 65% 55% 55% 55	Governmental regulation	62%	60%	65%	59%	64%	61%	65%	68%	59%	72%	65%	63%	72%	61%	59%	57%	63%	51%	65%	78%
Raing supplier costs		60%	61%	63%		62%	70%	59%	68%	54%	51%		51%	72%	65%	62%	54%			63%	71%
Raing supplier costs																				52%	62%
Energy coass	Rising supplier costs	_	43%	49%		_	43%	45%	52%	43%		48%		8%	60%	-	32%		_	48%	45%
Cash flow 35% 37% 40% 36% 36% 36% 15% 22% 38% 38% 28% 37% 40% 39% 39% 39% 39% 33% 35% 30% 29% 21% 21% 22% 23% 18% 21% 22% 29% 24% 22% 18% 24% 30% 36% 36% 36% 21% 35% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 33% 35% 39% 39% 33% 35% 39% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 39% 33% 35% 39% 39% 33% 35% 39% 39% 39% 33% 35% 39% 39% 39% 39% 33% 35% 39% 39% 39% 33% 35% 39% 39% 39% 39% 33% 35% 39% 39% 39% 39% 39% 39% 39% 39% 39% 39		41%	40%	42%			37%	53%	59%		53%		47%	19%	51%	45%	33%	42%		42%	46%
Esisting U.S. competition 32% 31% 28% 31% 28% 31% 26% 36% 31% 26% 36% 33% 33% 35% 33	<u> </u>	35%	37%	40%	36%	36%	41%	22%	38%	28%	37%	40%	39%	30%	39%	33%	35%	30%		36%	47%
Global political instability		32%					30%						41%	25%			21%			32%	26%
Risk management 22% 26% 23%																				26%	22%
Human resources	•					_													_	23%	19%
Ability to obtain suitable financing 18% 24% 21% 14% 13% 14% 13% 17% 16% 19% 14% 14% 14% 21% 24% 24% 24% 14% 15% 15% 15% 15% 15% 15% 15% 15% 14% 1	-																			21%	12%
Availability of equity financing																				19%	22%
Foreign competition				1																14%	17%
Clustrigue Construction Constr	, , , ,							_												13%	9%
Refused 2% 2% 0% 3% 5% 4% 2% 0% 4% 2% 0% 6% 6% 6% 1% 1% 5% 2% 3%	•																			2%	3%
Which of the challenges you selected are you MOST concerned with? Region Philadelphia Total Allentown Allentown Pritsburgh Pritsburg						_														2%	2%
Philadelphia Philadelphia Philadelphia Allentown Pittsburgh Fod Eric Harrisburg Vork Scranton Lancaster Reading Construction Engineering & Fod & Financial Manufacturing Retail Service Distribution High Not	Refuseu	270	270	076	370	370	470	2/0	076	4/0	2/0	076	070	070	1/0	1/0	3/0	270	3/0	2/0	2/0
Philadelphia Philadelphia Plitsburgh Fordal Allentown Plitsburgh Fordal Allentown Allentown Plitsburgh Fordal Engineering & Food & F	Which of the challenges you selected	d are vou	MOST concern	ed with?		I				l						l	l	<u> </u>			Ь
Philadelphia Total Allentown Allen	The state of the s		1				Region								Industry				Clu	ıster Gro	up
Total /Allentown Allentown /Erie Erie Harrisburg York Scranton Lancaster Reading Construction Beverage Financial Manufacturing Retail Service Distribution High Natural Allentown Allentown 22% 19% 26% 22% 26% 28% 22% 20% 29% 23% 23% 8% 49% 22% 17% 23% 17% 17% 17% Adverse economic conditions 22% 22% 23% 20% 15% 28% 31% 17% 14% 21% 29% 10% 15% 19% 28% 18% 23% 21% 21% 28% 11% 14% 14% 14% 14% 14% 14% 14% 15% 11% 14%			Philadelphia		Pittshurgh							Engineering &	Food &					Wholesale &		<u> </u>	<u> </u>
Governmental regulation 22% 19% 26% 22% 26% 28% 22% 20% 29% 23% 23% 88% 49% 22% 17% 23% 17% 17% Adverse economic conditions 22% 22% 23% 20% 15% 28% 31% 17% 14% 21% 29% 10% 15% 19% 28% 18% 23% 21% Health care costs 12% 15% 14% 9% 3% 9% 88% 14% 15% 21% 88% 20% 4% 15% 11% 14% 14% 13% Existing U.S. competition 10% 7% 4% 12% 10% 7% 4% 14% 13% 9% 10% 16% 9% 10% 10% 9% 7% 14% Taxation 66% 66% 55% 57% 58% 66% 66% 10% 11% 22% 33% 66% 66% 55% 10% 55% 66% 68% 10% 11% 24% 33% 66% 66% 55% 10% 55% 66% 66% 10% 11% 44% 13% 14% 15% 11% 14% 14% 14% 15% 11% 14% 14% 15% 11% 14% 15% 11% 14% 15% 11% 14% 15% 11% 14% 15% 11% 14% 15% 11% 14% 15% 11% 14% 13% 9% 10% 16% 9% 10% 10% 9% 7% 14% 15% 14% 15% 11% 15% 11% 14% 14% 13% 9% 10% 16% 9% 10% 10% 9% 7% 14% 15% 15% 10% 55% 66% 66% 10% 11% 22% 33% 66% 66% 55% 10% 55% 66% 66% 10% 11% 22% 33% 66% 66% 55% 10% 55% 66% 66% 10% 11% 24% 33% 66% 66% 10% 15% 33% 44% 44% 55% 33% 66% 111% 44% 15% 15% 15% 15% 15% 15% 15% 15% 15% 15		Total		Allentown	_	Frie	Harrisburg	York	Scranton	Lancaster	Reading			Financial	Manufacturing	Retail	Service		High	Middle	Low
Adverse economic conditions 22% 23% 20% 15% 28% 31% 17% 14% 21% 29% 10% 15% 19% 28% 21% 21% Health care costs 12% 15% 14% 9% 3% 9% 8% 14% 15% 21% 8% 20% 4% 15% 11% 14% 14% 13% Existing U.S. competition 10% 7% 4% 12% 10% 7% 4% 14% 13% 9% 10% 16% 9% 10% 10% 9% 7% 14% Taxation 6% 6% 5% 7% 8% 6% 6% 10% 1% 2% 3% 6% 5% 7% 14% Cash flow 5% 5% 5% 6% 5% 6% 6% 4% 4% 5% 5% 6% 6% 10% 1% 2% 3% 6% 5% 10% 1% 2%	Governmental regulation		-		•		Ū				·								_	23%	29%
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Existing U.S. competition 10% 7% 4% 12% 10% 7% 4% 14% 13% 9% 10% 16% 9% 10% 10% 9% 7% 14% Taxation 6% 6% 6% 5% 7% 8% 6% 6% 10% 1% 2% 3% 6% 6% 5% 10% 5% 6% 5% 3% 4% 4% 5% 3% 6% 6% 6% 6% 3% 2% 2% 7% 10% 0% 3% 8% 2% 3% 5% 3% 8% 6% 6% 6% 3% 2% 2% 4% 0% 2%																				14%	7%
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Rising supplier costs 4% 4% 4% 5% 4% 3% 2% 4% 3% 5% 2% 7% 10% 0% 3% 8% 2% 3% 5% Energy costs 3% 3% 5% 3% 8% 6% 6% 6% 3% 2% 2% 4% 0% 2% 3% 5% 7% 3% Global political instability 3% 2% 0% 5% 5% 0% 2% 4% 0% 7% 1% 4% 4% 3% 3% 4% 3% 3% 4% 3% 3% 4% 3% 3% 4% 4% 0% 7% 1% 4% 4% 3% 3% 4% 3% 2% 0% 3% 0% 3% 4% 0% 4% 4% 0% 4% 4% 3% 3% 4% 2% 2% 0% 3% 0% 3% 4%																				5%	8%
Energy costs 3% 3% 5% 3% 8% 6% 6% 6% 3% 2% 2% 4% 0% 2% 3% 5% 7% 3% Global political instability 3% 2% 0% 5% 5% 0% 2% 4% 0% 7% 1% 4% 4% 3% 3% 4% 3% 3% 4% 3% 4% 3% 2% 2% 0% 3% 0% 3% 4% 0% 4% 1% 3% 2% 2% 2% 0% 3% 4% 0% 4% 1% 3% 2% 2% 2% 0% 3% 4% 0% 4% 1% 3% 2% 2% 0% 3% 0% 3% 4% 0% 4% 1% 3% 2% 2% 2% 0% 0% 3% 4% 0% 3% 2% 2% 2% 0% 0% 3%						_		_											_	5%	3%
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								865 Pe	nnsylvania	CEO'S										
Given the current market, how likely o	lo you t	hink it is that a	new compar	ny could beg	in ope	rations in yo	our are	a and be su	ccessful in	your indu	stry in the near to	erm?								
					F	Region								Industry				Clu	ıster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Very likely	5%	7%	4%	4%	3%	2%	2%	4%	4%	2%	2%	8%	4%	2%	10%	6%	1%	6%	4%	3%
Somewhat likely	18%	18%	25%	22%	21%	19%	10%	17%	23%	9%	18%	14%	19%	16%	22%	23%	11%	24%	17%	8%
Not very likely	48%	45%	47%	50%	51%	57%	47%	42%	51%	53%	51%	61%	57%	44%	42%	44%	57%	52%	50%	35%
Not at all likely	29%	31%	25%	24%	23%	22%	41%	36%	23%	35%	29%	16%	17%	38%	26%	27%	31%	18%	29%	55%
Refused	0%	0%	0%	1%	3%	0%	0%	0%	0%	0%	0%	0%	4%	0%	0%	0%	0%	1%	0%	0%
Thinking specifically about Pennsylvar	ia and	the relationship	between th	e state gove	rnmer	nt and busin	esses I	ike yours, o	verall wou	d you say	the government	of the Com	monwealth	of Pennsylvania	is doing	an excell	ent, good, fair o	r poor	job of	
creating a business climate in which co		•		ŭ				•			Ü			•	·		, ,	•	•	
<u> </u>					-	Region								Industry				Clu	ister Gro	up
		Philadelphia		Pittsburgh		108.0					Engineering &	Food &					Wholesale &	<u> </u>		Ĭ
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Excellent	1%	1%	2%	1%	5%	0%	0%	1%	0%	0%	1%	2%	0%	1%	3%	0%	0%	1%	1%	1%
Good	14%	16%	11%	13%	23%	22%	12%	7%	9%	12%	12%	22%	23%	13%	16%	13%	7%	19%	12%	4%
Fair	44%	48%	56%	43%	33%	46%	35%	33%	46%	40%	38%	47%	38%	48%	44%	44%	45%	51%	42%	31%
Poor	36%	28%	32%	43%	36%	24%	47%	57%	33%	40%	45%	22%	35%	33%	30%	40%	41%	24%	38%	61%
Don't know	5%	7%	0%	2%	3%	7%	6%	1%	13%	2%	43%	6%	4%	5%	8%	40%	7%	5%	7%	3%
Don't know	5%	7%	0%	2%	3%	7%	6%	1%	13%	2%	4%	6%	4%	5%	8%	4%	7%	5%	7%	3%
Of the fellowing what would wan like	•	 		a of Double									l .		l .					
Of the following, what would you like	to see	ne Governor ar	id Legislatur	e of Pennsyl							ı			La alcoatano				CI.		
	-	Dhiladalahia	I	Distalaala	<u> </u>	Region		1		1	Facinacaiae 0	F10		Industry	1		Whalasala 0	CIL	ister Gro	up T
		Philadelphia		Pittsburgh			N			B	Engineering &	Food &	F*		B		Wholesale &			
	Total	/Allentown	Allentown	/Erie		Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	_	Middle	_
Spending Cuts	61%	55%	70%	63%	67%	63%	57%	61%	71%	70%	57%	63%	65%	68%	65%	49%	63%	56%	63%	65%
Income Tax Reform	48%	50%	61%	49%	54%	41%	45%	51%	42%	51%	51%	43%	50%	55%	45%	43%	51%	47%	47%	57%
Business Development Incentives	46%	49%	44%	41%	56%	37%	37%	57%	46%	47%	49%	53%	37%	50%	42%	47%	39%	50%	43%	44%
Infrastructure Development	40%	43%	42%	39%	49%	39%	27%	49%	44%	30%	45%	35%	42%	42%	31%	45%	38%	48%	35%	34%
Ethics Reform	28%	27%	28%	33%	33%	26%	31%	32%	24%	12%	30%	27%	35%	28%	28%	25%	31%	28%	26%	36%
Increasing State Revenues through	11%	9%	11%	15%	15%	13%	6%	12%	6%	9%	10%	12%	13%	12%	10%	12%	9%	14%	9%	9%
consumer oriented taxes																				
(Vol) Reducing regulations	2%	1%	2%	1%	0%	4%	0%	0%	3%	9%	2%	0%	0%	2%	1%	2%	3%	1%	2%	3%
Other	12%	10%	7%	12%	8%	19%	16%	16%	13%	16%	11%	4%	15%	13%	12%	13%	16%	11%	10%	21%
Refused	3%	3%	2%	3%	3%	0%	2%	1%	4%	0%	1%	10%	0%	1%	5%	3%	1%	2%	4%	1%
Of those, which SINGLE area would yo	u most	like to see the	Governor and	d Legislature							ı									
					F	Region								Industry				Clu	ister Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Spending Cuts	32%	28%	39%	31%	38%	29%	35%	30%	46%	38%	26%	35%	31%	39%	32%	25%	36%	28%	35%	34%
Business Development Incentives	20%	23%	11%	15%	26%	21%	14%	28%	18%	21%	17%	24%	8%	25%	21%	20%	19%	22%	19%	19%
Income Tax Reform	17%	17%	28%	18%	15%	17%	20%	19%	13%	14%	22%	16%	23%	15%	17%	18%	13%	19%	17%	15%
Infrastructure Development	14%	17%	11%	16%	13%	13%	12%	7%	9%	14%	23%	6%	19%	9%	9%	17%	17%	16%	14%	10%
Ethics Reform	5%	5%	5%	6%	0%	4%	4%	6%	1%	2%	3%	4%	8%	2%	5%	7%	6%	5%	4%	5%
Increasing State Revenues through	20/	00/	20/	40/	20/	C0/	00/	10/	00/	00/	10/	00/	20/	20/	10/	40/	00/	20/	10/	20/
consumer oriented taxes	2%	0%	2%	4%	3%	6%	0%	1%	0%	0%	1%	0%	2%	2%	1%	4%	0%	2%	1%	2%
Other	6%	5%	4%	6%	3%	6%	12%	6%	5%	10%	6%	4%	8%	5%	8%	5%	7%	5%	5%	12%
Refused	4%	4%	2%	4%	3%	4%	2%	3%	8%	0%	2%	10%	2%	3%	6%	5%	2%	4%	4%	3%
			•	•	•	•	•													

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									nnsylvania											
How confident are you in the a	bility of the go	vernment of th	e Commonw	ealth of Pen		•	ve the	e business o	limate for I	ousinesses	like yours here in	n Pennsylva	nia over th	•	you					
						Region		1	1				1	Industry				Clu	ster Gro	up
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Very confident	3%	3%	0%	3%	5%	6%	0%	3%	1%	5%	3%	4%	4%	1%	5%	3%	2%	5%	2%	0%
Somewhat confident	29%	32%	30%	25%	26%	22%	31%	23%	42%	23%	29%	33%	25%	31%	32%	27%	26%	40%	24%	16%
Not very confident	50%	49%	51%	52%	49%	57%	49%	46%	48%	47%	49%	51%	60%	53%	44%	52%	48%	44%	55%	49%
Not at all confident	17%	16%	18%	18%	15%	13%	20%	28%	8%	26%	18%	12%	12%	14%	17%	18%	22%	9%	17%	35%
Refused	1%	1%	2%	2%	5%	2%	0%	0%	1%	0%	1%	0%	0%	0%	3%	1%	3%	1%	2%	0%
And thinking about the efforts	of the federal		ravall succeld			Lacraman	+ : a al a	ing on over	llant acad	fair ar na	ar ich of creating		alimata in		lika was		1000043			
And thinking about the errorts	or the rederar	government, ov	reraii would	you say the i			t is ac	ing an exce	ment, good	, rair or po	or job of creating	a business	ciimate in	Industry	like you	ars will su	acceear	CI.	ster Gro	
		Philadelphia		Pittsburgh	'	Region					Engineering &	Food &		industry			Wholesale &	Cit	ster Gro	up T
	Total		Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Eventlant	1%	2%	0%	1%	0%	2%	0%	0%	0%	0%	1%	0%		0%	1%	3%	0%	2%	1%	0%
Excellent	5%	5%	5%		10%		4%	4%	4%	0%	3%	4%	0%	2%	6%	3% 8%	3%	8%	3%	0%
Good				6%		4%							2%							
Fair	20%	20%	16%	21%	33%	22%	14%	16%	19%	19%	17%	33%	17%	19%	21%	20%	15%	29%	18%	3%
Poor	72%	69%	79%	71%	51%	70%	78%	78%	75%	81%	76%	61%	79%	77%	67%	67%	79%	60%	75%	94%
Don't know	2%	3%	0%	2%	5%	2%	4%	1%	3%	0%	2%	2%	2%	2%	5%	2%	3%	1%	3%	3%
How confident are you in the a	hility of the fe	deral governme	ent to improv	e the husine	ss clir	nate for husi	nesse	s like vours	here in Per	nsvlvania	over the next ve	ar? Are vou								
The state of the s		l goronmic				Region		Jame Jeune						Industry				Clu	ster Gro	auc
		Philadelphia		Pittsburgh							Engineering &	Food &		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			Wholesale &			Ī
	Total		Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Very confident	1%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	1%	3%	1%	2%	1%	0%
Somewhat confident	12%	14%	14%	10%	8%	13%	10%	12%	16%	5%	10%	14%	12%	8%	20%	14%	6%	21%	8%	1%
Not very confident	39%	35%	35%	43%	49%	41%	41%	33%	42%	35%	36%	47%	29%	39%	34%	42%	43%	42%	40%	27%
Not at all confident	47%	48%	49%	44%	41%	44%	49%	55%	41%	58%	52%	39%	60%	53%	43%	39%	50%	34%	49%	71%
Refused	1%	1%	2%	2%	3%	2%	0%	0%	1%	2%	2%	0%	0%	0%	3%	1%	1%	1%	2%	1%
	170	1/0	2,0	2,0	370	2,0	0,0	0,0	2,0	2,0	270	0,0	0,0	070	370	170	270	1/0		175
For each of the following natio	nal proposals i	ndicate whether	er you suppo	rt it or oppos	e it? -	Repeal the I	lealth	Care Refo	rm Legislati	on	•	1	I			ı	•			-
						Region								Industry				Clu	ster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &		-			Wholesale &		•	
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Support	67%	65%	72%	67%	62%	63%	67%	64%	68%	81%	68%	65%	67%	71%	57%	67%	71%	57%	69%	85%
Oppose	21%	24%	16%	21%	23%	19%	29%	23%	18%	7%	22%	16%	23%	19%	22%	26%	17%	30%	19%	9%
No opinion	12%	11%	12%	12%	15%	19%	4%	13%	14%	12%	11%	18%	10%	10%	21%	7%	12%	14%	13%	6%
For each of the following natio	nal proposals i	ndicate whether	er you suppo	rt it or oppos	e it?	· Pass a Balar	nced B	udget Cons	titutional A	mendmer	nt									
				ſ		Region		1				1		Industry			1	Clu	ster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &			
	Total	+ *	Allentown	/Erie	Erie	- U	York		Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High		_
Support	78%	75%	79%	79%	59%	74%	84%	80%	80%	84%	81%	86%	75%	80%	79%	72%	78%	73%	81%	85%
Oppose	13%	15%	12%	14%	28%	17%	10%	12%	8%	9%	11%	10%	17%	10%	10%	20%	12%	18%	11%	9%
No opinion	9%	10%	9%	7%	13%	9%	6%	9%	13%	7%	8%	4%	8%	9%	11%	8%	10%	10%	9%	6%
Francis Ciba Cilla Caracita						1	1	`												
For each of the following natio	nal proposals i	indicate whether	er you suppo	rt it or oppos			derai S	pending or	1 Infrastruc	ture	I			In al. onto				CI.	ster Gro	
		Philadelphia		Pittsburgh		Region			1		Engineering &	Food &	1	Industry	1	I	Wholesale &	CIL	ster Gro	uρ
	Total		Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Support	45%	47%	37%	46%	54%	56%	43%	55%	32%	30%	51%	47%	40%	41%	37%	54%	42%	52%	43%	36%
Oppose	38%	40%	46%	37%	41%	30%	39%	29%	47%	53%	32%	41%	37%	41%	42%	31%	44%	31%	40%	50%
No opinion	17%	13%	18%	18%	5%	15%	18%	16%	22%	16%	18%	12%	23%	15%	21%	15%	14%	17%	17%	13%
opinon	17/0	13/0	10/0	10/0	370	13/0	10/0	10/0	22/0	10/0	13/0	12/0	23/0	13/0	21/0	13/0	1-7/0	1,70	1,70	13/0
L		1	1	1							1	1					1			

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For each of the following nation	onal nronosals i	ndicate whethe	ir vali siinnar	T IT OF OPPOS																
Tor cach or the ronowing hate	onar proposais i	Turcate Wileting	you suppor	ти от орроз		Region	co.po.	i dec inicom	e rux nutes	<u>'</u>				Industry				Clu	ıster Gro	oup
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Support	72%	73%	79%	67%	56%	72%	65%	74%	68%	93%	76%	80%	73%	69%	76%	63%	77%	67%	74%	77%
Oppose	18%	19%	11%	21%	21%	17%	20%	12%	16%	5%	12%	8%	15%	23%	12%	27%	14%	21%	16%	13%
No opinion	11%	8%	11%	12%	23%	11%	14%	14%	15%	2%	13%	12%	12%	9%	12%	11%	9%	12%	10%	10%
For each of the following nation	onal proposals i	ndicate whethe	r you suppor	rt it or oppos		-	orate	Income Tax	Deduction	ıs	Т									
			1	I	F	Region		1		1				Industry			I	Clu	ister Gro	oup
		Philadelphia		Pittsburgh	l						Engineering &	Food &					Wholesale &			
	Total	/Allentown	Allentown	/Erie	Erie		York		Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	_
Support	44%	47%	46%	45%	41%	41%	45%	39%	35%	40%	46%	43%	54%	43%	36%	44%	47%	41%	48%	39%
Oppose	40%	41%	44%	41%	41%	31%	33%	39%	47%	42%	35%	41%	35%	43%	43%	42%	38%	43%	37%	42%
No opinion	16%	12%	11%	14%	18%	28%	22%	22%	18%	19%	19%	16%	12%	14%	21%	14%	15%	16%	15%	19%
For each of the following nation	onal proposals i	ndicate whethe	r vou suppor	t it or oppos	c i+2 -	Evtand Line	mplov	ment Rene	fite											
ror each of the following hath	onar proposars r	liuicate whethe	i you suppoi	t it or oppos		Region	проу	illelit belle	iits					Industry				Clu	ıster Gro	oup
		Philadelphia		Pittsburgh		Ī					Engineering &	Food &		,			Wholesale &			Τ'
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Support	21%	27%	23%	19%	31%	15%	20%	20%	14%	21%	19%	10%	15%	16%	23%	32%	17%	25%	19%	17%
Oppose	69%	64%	67%	70%	64%	80%	73%	74%	67%	70%	68%	82%	67%	77%	64%	59%	77%	66%	71%	71%
• •																				
No opinion	10%	10%	11%	11%	5%	6%	6%	6%	19%	9%	13%	8%	17%	8%	13%	9%	6%	9%	10%	12%
No opinion	10%	10%	11%	11%	5%	6%	6%	6%	19%	9%	13%	8%	17%	8%	13%	9%	6%	9%	10%	12%
No opinion For each of the following nation												8%	17%	8%	13%	9%	6%	9%	10%	12%
-					se it? -							8%	17%	8% Industry	13%	9%	6%		10% uster Gro	
-					se it? -	Enact a Tem						8% Food &	17%		13%	9%	6% Wholesale &			
-		ndicate whethe		rt it or oppos	se it? -	Enact a Tem		y Reduction			Taxes		17% Financial		13% Retail	9% Service				oup
-	onal proposals i	ndicate whethe	er you suppor	rt it or oppos	se it? -	Enact a Tem	porary	y Reduction	n in Employ	er Payroll	Taxes Engineering &	Food &		Industry			Wholesale &	Clu	ıster Gro	oup
For each of the following nation	onal proposals i	ndicate whethe Philadelphia /Allentown	er you suppor	rt it or oppos Pittsburgh /Erie	se it? - F Erie	Enact a Tem Region Harrisburg	york	y Reduction Scranton	in Employ	er Payroll Reading	Taxes Engineering & Construction	Food & Beverage	Financial	Industry Manufacturing	Retail	Service	Wholesale & Distribution	Clu	ister Gro	oup Low
For each of the following nation	onal proposals i Total 55%	ndicate whether Philadelphia /Allentown	er you suppor Allentown 63%	Pittsburgh /Erie 48%	e it? - F Erie 49%	Enact a Tem Region Harrisburg	York	y Reduction Scranton 65%	Lancaster	er Payroll Reading 65%	Taxes Engineering & Construction 55%	Food & Beverage 57%	Financial 48%	Industry Manufacturing 57%	Retail 57%	Service 60%	Wholesale & Distribution 48%	Clu High	uster Gro Middle 54%	Low 58%
For each of the following nations of the follo	onal proposals i Total 55% 28%	Philadelphia /Allentown 61% 25%	Allentown 63% 25%	Pittsburgh /Erie 48% 33%	Erie 49% 33%	Enact a Tem Region Harrisburg 44% 33%	York 47% 31%	Scranton 65% 28%	Lancaster 54% 24%	er Payroll Reading 65% 23%	Taxes Engineering & Construction 55% 30%	Food & Beverage 57% 31%	Financial 48% 27%	Industry Manufacturing 57% 29%	Retail 57% 19%	Service 60% 24%	Wholesale & Distribution 48% 43%	Clu High 56% 28%	Middle 54% 28%	Low 58% 27%
For each of the following nations of the follo	onal proposals i Total 55% 28% 17%	Philadelphia /Allentown 61% 25% 14%	Allentown 63% 25% 12%	Pittsburgh /Erie 48% 33% 19%	Erie 49% 33% 18%	Enact a Tem Region Harrisburg 44% 33% 22%	York 47% 31% 22%	Scranton 65% 28% 7%	Lancaster 54% 24% 22%	Reading 65% 23% 12%	Taxes Engineering & Construction 55% 30% 15%	Food & Beverage 57% 31% 12%	Financial 48% 27%	Industry Manufacturing 57% 29% 14%	Retail 57% 19%	Service 60% 24%	Wholesale & Distribution 48% 43%	Clu High 56% 28% 16%	Middle 54% 28% 18%	Low 58% 27%
For each of the following nations of the follo	onal proposals i Total 55% 28% 17%	Philadelphia /Allentown 61% 25% 14%	Allentown 63% 25% 12%	Pittsburgh /Erie 48% 33% 19%	Erie 49% 33% 18%	Enact a Tem Region Harrisburg 44% 33% 22%	York 47% 31% 22%	Scranton 65% 28% 7%	Lancaster 54% 24% 22%	Reading 65% 23% 12%	Taxes Engineering & Construction 55% 30% 15% over \$250,000 a y	Food & Beverage 57% 31% 12%	Financial 48% 27%	Industry Manufacturing 57% 29%	Retail 57% 19%	Service 60% 24%	Wholesale & Distribution 48% 43% 10%	Clu High 56% 28% 16%	Middle 54% 28%	Low 58% 27%
For each of the following nations of the follo	Total 55% 28% 17% onal proposals i	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia	Allentown 63% 25% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% rt it or oppos	Erie 49% 33% 18%	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region	York 47% 31% 22%	Scranton 65% 28% 7% ne Taxes Pa	Lancaster 54% 24% 22% aid by Thos	Reading 65% 23% 12% e Earning o	Taxes Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering &	Food & Beverage 57% 31% 12% ear	Financial 48% 27% 25%	Industry Manufacturing 57% 29% 14%	Retail 57% 19% 25%	Service 60% 24% 16%	Wholesale & Distribution 48% 43% 10%	High 56% 28% 16%	Middle 54% 28% 18%	58% 27% 15%
For each of the following nations of the follo	onal proposals i Total 55% 28% 17% onal proposals i Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown	Allentown 63% 25% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% tit or oppos	Erie 49% 33% 18% Erie Erie	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg	York 47% 31% 22% Elncon	Scranton 65% 28% 7% ne Taxes Pa	Lancaster 54% 24% 22% aid by Thos	Reading 65% 23% 12% e Earning o	Taxes Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction	Food & Beverage 57% 31% 12% ear Food & Beverage	Financial 48% 27% 25%	Industry Manufacturing 57% 29% 14% Industry Manufacturing	Retail 57% 19% 25%	Service 60% 24% 16% Service	Wholesale & Distribution 48% 43% 10%	Clu High 56% 28% 16%	Middle 54% 28% 18% sster Gro	58% 27% 15%
For each of the following nations of the follo	Total 42%	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41%	Allentown 63% 25% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% t it or oppos Pittsburgh /Erie 44%	Erie 49% 33% 18% Erie Erie 51%	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46%	York 47% 31% 22% e Incon	Scranton 65% 28% 7% ne Taxes Pa Scranton 41%	Lancaster 54% 24% 22% aid by Thos Lancaster 34%	Reading 65% 23% 12% e Earning 6	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41%	Food & Beverage 57% 31% 12% ear Food & Beverage 33%	Financial 48% 25% Financial 35%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36%	Retail 57% 25% Retail 45%	Service 60% 24% 16% Service 54%	Wholesale & Distribution 48% 43% 10%	Clu High 56% 28% 16% Clu High 48%	Middle 54% 28% 18% sster Gro Middle 39%	58% 27% 15% Dup
For each of the following nations: Support Oppose No opinion For each of the following nations:	onal proposals i Total 55% 28% 17% onal proposals i Total 42% 50%	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50%	Allentown 63% 25% 12% r you suppor	Pittsburgh /Erie 48% 33% 19% tit or oppos	Erie 49% 33% 18% Erie 51% 41%	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44%	York 47% 31% 22% Incon York 45% 47%	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51%	Lancaster 54% 24% 22% said by Thos Lancaster 34% 54%	Reading 65% 23% 12% e Earning c Reading 35% 60%	Taxes Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction	Food & Beverage 57% 31% 12% ear Food & Beverage	Financial 48% 27% 25% Financial 35% 58%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58%	Retail 57% 19% 25% Retail 45% 43%	Service 60% 24% 16% Service 54% 38%	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59%	Clu High 56% 28% 16% Clu High 48% 45%	Middle 54% 28% 18% sster Gro	Low 58% 27% 15% Low 34% 58%
For each of the following nations: Support Oppose No opinion For each of the following nations: Support	Total 42%	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41%	Allentown 63% 25% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% t it or oppos Pittsburgh /Erie 44%	Erie 49% 33% 18% Erie Erie 51%	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46%	York 47% 31% 22% e Incon	Scranton 65% 28% 7% ne Taxes Pa Scranton 41%	Lancaster 54% 24% 22% aid by Thos Lancaster 34%	Reading 65% 23% 12% e Earning 6	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41%	Food & Beverage 57% 31% 12% ear Food & Beverage 33%	Financial 48% 25% Financial 35%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36%	Retail 57% 25% Retail 45%	Service 60% 24% 16% Service 54%	Wholesale & Distribution 48% 43% 10%	Clu High 56% 28% 16% Clu High 48%	Middle 54% 28% 18% sster Gro Middle 39%	58% 27% 15% Dup
For each of the following nations: Support Oppose No opinion For each of the following nations: Support Oppose No opinion	Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9%	Allentown 63% 25% 12% r you suppor	Pittsburgh /Erie 48% 33% 19% t it or oppos Pittsburgh /Erie 44% 47% 8%	Erie 49% 33% 18% Erie 51% 41% 8%	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9%	York 47% 22% Incom York 45% 47% 8%	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9%	Lancaster 54% 24% 22% said by Thos Lancaster 34% 54% 11%	Reading 65% 23% 12% e Earning 0 8 60% 5 60% 5 %	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41% 48% 11%	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6%	Financial 48% 27% 25% Financial 35% 58%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58%	Retail 57% 19% 25% Retail 45% 43%	Service 60% 24% 16% Service 54% 38%	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59%	Clu High 56% 28% 16% Clu High 48% 45%	Middle 54% 28% 18% sster Gro Middle 39% 51%	Low 58% 27% 15% Low 34% 58%
For each of the following nations: Support Oppose No opinion For each of the following nations: Support Oppose	Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9%	Allentown 63% 25% 12% r you suppor	Pittsburgh /Erie 48% 33% 19% t it or oppos Pittsburgh /Erie 44% 47% 8%	Erie 49% 41% 8% 8% se it? -	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9% Increase exp	York 47% 22% Incom York 45% 47% 8%	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9%	Lancaster 54% 24% 22% said by Thos Lancaster 34% 54% 11%	Reading 65% 23% 12% e Earning 0 8 60% 5 60% 5 %	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41% 48% 11%	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6%	Financial 48% 27% 25% Financial 35% 58%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58% 6%	Retail 57% 19% 25% Retail 45% 43%	Service 60% 24% 16% Service 54% 38%	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59%	Clu High 56% 28% 16% Clu High 48% 45% 7%	### ### ##############################	Low 58% 27% 15% 15% Low 34% 58%
For each of the following nations: Support Oppose No opinion For each of the following nations: Support Oppose No opinion	Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9%	Allentown 63% 25% 12% r you suppor	Pittsburgh /Erie 48% 33% 19% It it or oppos Pittsburgh /Erie 44% 47% 8%	Erie 49% 33% 18% 18% 5e it? - F F F F F F F F F F F F F F F F F F	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9%	York 47% 22% Incom York 45% 47% 8%	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9%	Lancaster 54% 24% 22% said by Thos Lancaster 34% 54% 11%	Reading 65% 23% 12% e Earning 0 8 60% 5 60% 5 %	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41% 48% 11% c sources of energian energy ene	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6%	Financial 48% 27% 25% Financial 35% 58%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58%	Retail 57% 19% 25% Retail 45% 43%	Service 60% 24% 16% Service 54% 38%	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59% 7%	Clu High 56% 28% 16% Clu High 48% 45% 7%	Middle 54% 28% 18% sster Gro Middle 39% 51%	Low 58% 27% 15% 15% Low 34% 58%
For each of the following nations: Support Oppose No opinion For each of the following nations: Support Oppose No opinion	onal proposals i Total 55% 28% 17% onal proposals i Total 42% 50% 9% onal proposals i	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9% Indicate whether Philadelphia Philadelphia	Allentown 63% 25% 12% Allentown 39% 49% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% It it or oppos Pittsburgh /Erie 44% 47% 8% It it or oppos	Erie 49% 33% 18% 18% 5e it? - F F F F F F F F F F F F F F F F F F	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9% Increase exp	York 47% 45% 47% 8%	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9% on and dev	Lancaster 54% 24% 22% aid by Thos Lancaster 34% 54% 11%	Reading 65% 23% 12% e Earning 6	Engineering & Construction 55% 30% 15% over \$250,000 a y Engineering & Construction 41% 48% 11% c sources of energineering & Construction	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6% gy	Financial 48% 27% 25% Financial 35% 58% 8%	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58% 6%	Retail 57% 19% 25% Retail 45% 43% 13%	Service 60% 24% 16% Service 54% 38% 8%	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59% 7%	Clu High 56% 28% 16% Clu High 48% 45% 7%	Middle 54% 28% 18% Ster Gro Middle 39% 51% 10%	Low 34% 8%
Support Oppose No opinion For each of the following nations Support Oppose No opinion For each of the following nations Support Oppose No opinion For each of the following nations	onal proposals i Total 55% 28% 17% onal proposals i Total 42% 50% 9% onal proposals i Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9% Indicate whether Philadelphia /Allentown Allentown Allentown Allentown Allentown Allentown	Allentown 63% 25% 12% er you suppor Allentown 39% 49% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% It it or oppose Pittsburgh /Erie 44% 47% 8% Pittsburgh /Erie Pittsburgh /Erie	Erie 49% 33% 18% Se it? - F F F F F F F F F F F F F F F F F F	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9% Increase expenses on the second of	York 47% 31% 22% Incon York 45% 45% 8% Slorati	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9% on and dev	Lancaster 54% 24% 22% aid by Thos Lancaster 34% 54% 11% elopment of	Reading 65% 23% 12% e Earning of 66% 5% 5% of domesti	Engineering & Construction 55% 30% 15% Over \$250,000 a y Engineering & Construction 41% 48% 11% Cosources of energineering & Construction	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6% By Food & Beverage	Financial 48% 27% 25% 58% 8% Financial 55% 58% 8% 6	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58% 6% Industry Manufacturing	Retail 57% 19% 25% Retail 45% 43% 13%	Service 60% 24% 16% Service 54% 8% Service	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59% 7% Wholesale & Distribution	Clu High 56% 28% 16% Clu High 48% 45% 7%	Middle 54% 28% 18% Ister Gro Middle 39% 51% 10% Ister Gro Middle	Low Low Say Low Say Low Low Say Low Say Say Say Low Low
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Support Oppose No opinion For each of the following nations Support Oppose No opinion For each of the following nations Support Oppose No opinion For each of the following nations	onal proposals i Total 55% 28% 17% onal proposals i Total 42% 50% 9% onal proposals i Total	Philadelphia /Allentown 61% 25% 14% Indicate whether Philadelphia /Allentown 41% 50% 9% Indicate whether Philadelphia /Allentown Allentown Allentown Allentown Allentown Allentown	Allentown 63% 25% 12% er you suppor Allentown 39% 49% 12% er you suppor	Pittsburgh /Erie 48% 33% 19% It it or oppose Pittsburgh /Erie 44% 47% 8% Pittsburgh /Erie Pittsburgh /Erie	Erie 49% 33% 18% Se it? - F F F F F F F F F F F F F F F F F F	Enact a Tem Region Harrisburg 44% 33% 22% Increase the Region Harrisburg 46% 44% 9% Increase expenses on the second of	York 47% 31% 22% Incon York 45% 45% 8% Slorati	Scranton 65% 28% 7% ne Taxes Pa Scranton 41% 51% 9% on and dev	Lancaster 54% 24% 22% aid by Thos Lancaster 34% 54% 11% elopment of	Reading 65% 23% 12% e Earning of 66% 5% 5% of domesti	Engineering & Construction 55% 30% 15% Over \$250,000 a y Engineering & Construction 41% 48% 11% Cosources of energineering & Construction	Food & Beverage 57% 31% 12% ear Food & Beverage 33% 61% 6% By Food & Beverage	Financial 48% 27% 25% 58% 8% Financial 55% 58% 8% 6	Industry Manufacturing 57% 29% 14% Industry Manufacturing 36% 58% 6% Industry Manufacturing	Retail 57% 19% 25% Retail 45% 43% 13%	Service 60% 24% 16% Service 54% 8% Service	Wholesale & Distribution 48% 43% 10% Wholesale & Distribution 34% 59% 7% Wholesale & Distribution	Clu High 56% 28% 16% Clu High 48% 45% 7%	Middle 54% 28% 18% Ister Gro Middle 39% 51% 10% Ister Gro Middle	Low Low Low S8% S8%

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For each of the following national prop	osals i	ndicate whethe	r you suppor	rt it or oppos	e it? -	Cap Annual	Increa	ses in Fede	ral Regulat	ory Spendi	ing at Zero Dollar	s								
					F	Region								Industry				Clu	uster Gro	up
		Philadelphia		Pittsburgh							Engineering &	Food &					Wholesale &		l	
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Support	69%	63%	56%	69%	56%	65%	76%	70%	76%	79%	78%	67%	65%	73%	61%	61%	77%	61%	72%	76%
Oppose	13%	17%	14%	12%	15%	11%	12%	12%	9%	7%	9%	14%	19%	9%	10%	19%	12%	18%	11%	6%
No opinion	18%	20%	30%	19%	28%	24%	12%	19%	15%	14%	13%	18%	15%	18%	29%	19%	10%	20%	17%	18%

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