

Which of the following industry categories best describes the type of business your firm is engaged in?					
	Total	Albany	Buffalo	Rochester	Syracuse
Engineering and Construction	17%	19%	16%	12%	20%
Food and Beverage	5%	4%	8%	5%	4%
Financial	5%	7%	3%	6%	2%
Manufacturing	17%	12%	20%	19%	20%
Retail	16%	21%	14%	17%	10%
Service	25%	23%	22%	27%	30%
Wholesale and Distribution	14%	15%	17%	10%	15%
Other	1%	0%	1%	3%	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?					
	Total	Albany	Buffalo	Rochester	Syracuse
Considerably better	2%	2%	0%	1%	4%
A little better	26%	29%	19%	29%	22%
About the same	26%	27%	31%	25%	20%
A little worse	26%	23%	23%	29%	30%
Considerably worse	21%	20%	26%	16%	24%
Looking forward from today through next year, that is, the entire 2010 year, how would you describe your expectations for the economy in New York?					
	Total	Albany	Buffalo	Rochester	Syracuse
Considerably better	4%	5%	4%	3%	5%
A little better	28%	33%	21%	28%	26%
About the same	27%	27%	28%	28%	22%
A little worse	24%	21%	25%	28%	26%
Considerably worse	17%	14%	21%	14%	22%
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?					
	Total	Albany	Buffalo	Rochester	Syracuse
Considerably better	4%	7%	1%	3%	1%
A little better	21%	22%	21%	18%	24%
About the same	26%	26%	29%	26%	22%
A little worse	30%	26%	28%	37%	32%
Considerably worse	19%	19%	20%	16%	21%
And looking forward from today through the next year, how would you describe your expectations for your industry here in New York?					
	Total	Albany	Buffalo	Rochester	Syracuse
Considerably better	6%	8%	5%	5%	6%
A little better	29%	33%	29%	25%	29%
About the same	28%	25%	28%	32%	26%
A little worse	20%	19%	18%	22%	23%
Considerably worse	16%	14%	19%	16%	16%

Now thinking specifically about your firm, what are your expectations for revenue through the year 2010? Do you believe your revenue will...?

	Total	Albany	Buffalo	Rochester	Syracuse
Grow substantially	3%	5%	3%	3%	2%
Grow moderately	32%	41%	36%	23%	26%
Stay about the same	33%	28%	35%	38%	35%
Decrease moderately	24%	20%	19%	29%	28%
Decrease substantially	7%	7%	7%	6%	9%

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 custo

	Total	Albany	Buffalo	Rochester	Syracuse
Additional revenue	16%	20%	20%	11%	11%
About the same revenue	48%	49%	42%	55%	43%
Less revenue	36%	31%	38%	34%	46%

Continuing to focus on your firm, please think quickly about profitability. Between today and the end of the calendar year 2010 do you expect your profits to grow substantially, grow moderately, stay about the same, decrease moderately or decrease substant

	Total	Albany	Buffalo	Rochester	Syracuse
Grow substantially	3%	4%	2%	3%	2%
Grow moderately	27%	33%	26%	22%	23%
Stay about the same	32%	27%	33%	34%	34%
Decrease moderately	29%	25%	30%	34%	29%
Decrease substantially	9%	11%	9%	7%	11%

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?

	Total	Albany	Buffalo	Rochester	Syracuse
Market/Demand growth	40%	43%	42%	39%	29%
Cost reduction	42%	41%	42%	40%	48%
Price increase	6%	5%	8%	7%	6%
New technology	9%	8%	6%	9%	15%
Other	3%	3%	3%	5%	2%

Please tell me which of the following are major areas of concentration for your firm now and through 2010.

	Total	Albany	Buffalo	Rochester	Syracuse
Expansion of existing markets	53%	58%	52%	46%	57%
Growth in existing products	46%	47%	48%	39%	51%
Entry into new markets	35%	36%	40%	31%	34%
Internal restructuring	35%	32%	33%	41%	34%
New product lines	30%	30%	30%	21%	38%
Technology innovation	26%	28%	21%	25%	30%
Acquisition of new businesses	14%	13%	20%	15%	10%
Construction of new locations	10%	15%	6%	12%	5%
Other	8%	7%	9%	8%	9%

Please indicate which of the following is the MAIN area of concentration for your company now and through 2010.					
	Total	Albany	Buffalo	Rochester	Syracuse
Expansion of existing markets	32%	39%	30%	24%	34%
Growth in existing products	19%	17%	20%	20%	18%
Internal restructuring	12%	12%	13%	14%	7%
Entry into new markets	11%	10%	13%	13%	9%
New product lines	7%	5%	6%	4%	15%
Technology innovation	6%	4%	5%	8%	9%
Acquisition of new businesses	4%	3%	6%	5%	2%
Construction of new locations	3%	4%	3%	4%	1%
Other	6%	6%	5%	8%	5%
Do you intend to invest between today through 2010 in any fixed assets for your firm designed to meet growing demand, reduce costs or enhance productivity?					
	Total	Albany	Buffalo	Rochester	Syracuse
Yes	51%	57%	49%	48%	49%
No	39%	35%	45%	41%	37%
Not sure	10%	8%	7%	11%	15%
What is the main way you expect to finance those assets?					
	Total	Albany	Buffalo	Rochester	Syracuse
Internally generated funds	65%	66%	66%	56%	70%
Borrow from a financial institution	26%	29%	18%	35%	18%
Private equity	3%	2%	4%	2%	3%
Not sure	7%	3%	12%	7%	10%
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 2010?					
	Total	Albany	Buffalo	Rochester	Syracuse
Substantially increase	1%	2%	0%	0%	0%
Moderately increase	21%	26%	19%	18%	18%
Remain about the same	62%	55%	64%	60%	72%
Decrease	17%	17%	17%	22%	10%

Now thinking about other challenges that your firm faces, which of the following are you concerned with.					
	Total	Albany	Buffalo	Rochester	Syracuse
Health care costs	76%	74%	69%	78%	84%
Taxation	70%	72%	72%	69%	66%
Adverse economic conditions	67%	69%	72%	59%	68%
Governmental regulation	63%	63%	66%	66%	54%
Energy costs	45%	44%	50%	44%	45%
Cash flow	39%	37%	47%	37%	33%
Rising supplier costs	37%	38%	41%	30%	41%
Existing U.S. competition	27%	27%	31%	23%	28%
Ability to obtain suitable financing	23%	20%	25%	20%	30%
Risk management	22%	22%	19%	25%	20%
Human resources	20%	23%	16%	22%	16%
Foreign competition	15%	14%	14%	13%	21%
Availability of equity financing	14%	13%	16%	12%	20%
Global political instability	11%	15%	9%	11%	9%
Other	9%	9%	11%	8%	10%
Which of the challenges you selected are you MOST concerned with?					
	Total	Albany	Buffalo	Rochester	Syracuse
Adverse economic conditions	25%	28%	26%	20%	22%
Governmental regulation	22%	27%	16%	25%	18%
Taxation	15%	8%	18%	22%	13%
Health care costs	9%	8%	5%	8%	17%
Cash flow	7%	5%	11%	8%	7%
Existing U.S. competition	5%	5%	10%	4%	4%
Ability to obtain suitable financing	4%	6%	4%	2%	4%
Foreign competition	2%	2%	2%	0%	6%
Energy costs	2%	3%	0%	3%	4%
Rising supplier costs	2%	3%	2%	2%	1%
Availability of equity financing	1%	2%	1%	1%	1%
Risk management	0%	1%	0%	1%	0%
Global political instability	0%	0%	0%	0%	0%
Human resources	0%	0%	0%	1%	0%
Other	4%	3%	6%	5%	2%