

Which of the following industry categories best describes the type of business your firm is engaged in?										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Engineering and Construction	13%	10%	10%	10%	5%	19%	11%	14%	17%	29%
Food and Beverage	7%	7%	8%	6%	3%	8%	3%	9%	7%	6%
Financial	5%	4%	4%	6%	3%	2%	0%	9%	2%	3%
Manufacturing	17%	13%	10%	21%	25%	10%	34%	16%	24%	19%
Retail	16%	18%	27%	15%	23%	14%	9%	16%	21%	6%
Service	25%	28%	31%	23%	25%	34%	29%	16%	19%	16%
Wholesale and Distribution	13%	14%	6%	14%	15%	10%	11%	22%	5%	16%
Other	4%	4%	4%	5%	3%	3%	3%	0%	5%	3%

As you think about the current business or economic conditions in Pennsylvania 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	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Considerably better	2%	3%	0%	3%	3%	0%	0%	3%	0%	0%
A little better	24%	22%	18%	23%	18%	25%	26%	22%	31%	26%
About the same	35%	37%	41%	30%	35%	44%	51%	31%	31%	32%
A little worse	23%	20%	29%	25%	28%	19%	20%	28%	26%	23%
Considerably worse	17%	18%	12%	20%	18%	12%	3%	16%	12%	19%

Looking forward from today through next year, that is, the entire 2010 year, how would you describe your expectations for the economy in Pennsylvania?										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Considerably better	6%	8%	6%	4%	5%	5%	6%	7%	5%	0%
A little better	40%	39%	45%	41%	33%	46%	43%	43%	31%	39%
About the same	30%	26%	31%	27%	30%	29%	43%	36%	31%	35%
A little worse	16%	16%	14%	17%	23%	12%	9%	9%	31%	23%
Considerably worse	9%	11%	4%	12%	10%	8%	0%	5%	2%	3%

Now thinking specifically about your industry, how would you describe the current business or economic conditions in Pennsylvania as compared with six months ago?										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Considerably better	3%	4%	2%	3%	5%	3%	0%	5%	3%	3%
A little better	20%	19%	14%	18%	13%	25%	26%	29%	22%	19%
About the same	31%	30%	39%	32%	45%	34%	37%	26%	28%	29%
A little worse	29%	31%	33%	27%	20%	27%	31%	24%	33%	35%
Considerably worse	17%	17%	12%	21%	18%	10%	6%	16%	14%	13%

And looking forward from today through the next year, how would you describe your expectations for your industry in Pennsylvania?										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Considerably better	6%	7%	6%	5%	5%	7%	6%	9%	3%	3%
A little better	35%	35%	33%	32%	28%	32%	46%	43%	40%	29%
About the same	32%	30%	31%	32%	38%	37%	31%	24%	33%	39%
A little worse	19%	20%	29%	20%	23%	19%	14%	19%	14%	16%
Considerably worse	8%	8%	2%	11%	8%	5%	3%	5%	10%	13%

<b>Now thinking specifically about your firm, what are your expectations for revenue through the year 2010? Do you believe your revenue will...?</b>										
	<b>Total</b>	<b>Philadelphia /Allentown</b>	<b>Allentown</b>	<b>Pittsburgh /Erie</b>	<b>Erie</b>	<b>Harrisburg</b>	<b>York</b>	<b>Scranton</b>	<b>Lancaster</b>	<b>Reading</b>
<b>Grow substantially</b>	4%	4%	4%	4%	3%	3%	3%	9%	0%	3%
<b>Grow moderately</b>	35%	34%	24%	34%	33%	37%	54%	28%	43%	32%
<b>Stay about the same</b>	38%	37%	53%	40%	40%	37%	31%	43%	28%	42%
<b>Decrease moderately</b>	17%	18%	14%	14%	13%	17%	9%	14%	28%	19%
<b>Decrease substantially</b>	6%	7%	4%	8%	13%	5%	3%	7%	2%	3%
<b>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?</b>										
	<b>Total</b>	<b>Philadelphia /Allentown</b>	<b>Allentown</b>	<b>Pittsburgh /Erie</b>	<b>Erie</b>	<b>Harrisburg</b>	<b>York</b>	<b>Scranton</b>	<b>Lancaster</b>	<b>Reading</b>
<b>Additional revenue</b>	19%	21%	10%	18%	18%	27%	29%	16%	17%	10%
<b>About the same revenue</b>	49%	48%	63%	49%	53%	41%	46%	50%	55%	55%
<b>Less revenue</b>	32%	31%	27%	33%	30%	32%	26%	34%	28%	35%
<b>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 substantially?</b>										
	<b>Total</b>	<b>Philadelphia /Allentown</b>	<b>Allentown</b>	<b>Pittsburgh /Erie</b>	<b>Erie</b>	<b>Harrisburg</b>	<b>York</b>	<b>Scranton</b>	<b>Lancaster</b>	<b>Reading</b>
<b>Grow substantially</b>	3%	4%	2%	3%	0%	2%	0%	9%	0%	3%
<b>Grow moderately</b>	29%	31%	29%	26%	23%	31%	37%	26%	31%	26%
<b>Stay about the same</b>	38%	33%	47%	44%	48%	42%	40%	33%	34%	45%
<b>Decrease moderately</b>	22%	25%	18%	17%	18%	20%	20%	28%	29%	16%
<b>Decrease substantially</b>	8%	7%	4%	11%	13%	5%	3%	5%	5%	10%
<b>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?</b>										
	<b>Total</b>	<b>Philadelphia /Allentown</b>	<b>Allentown</b>	<b>Pittsburgh /Erie</b>	<b>Erie</b>	<b>Harrisburg</b>	<b>York</b>	<b>Scranton</b>	<b>Lancaster</b>	<b>Reading</b>
<b>Market/Demand growth</b>	40%	42%	38%	42%	33%	34%	36%	33%	37%	34%
<b>Cost reduction</b>	36%	32%	40%	37%	48%	34%	30%	44%	47%	28%
<b>New technology</b>	12%	15%	15%	9%	8%	13%	21%	9%	7%	21%
<b>Price increase</b>	9%	8%	6%	9%	8%	14%	9%	13%	5%	10%
<b>Other</b>	3%	4%	2%	3%	5%	5%	3%	2%	4%	7%
<b>Please indicate which of the following are major areas of concentration for your firm now and through 2010.</b>										
	<b>Total</b>	<b>Philadelphia /Allentown</b>	<b>Allentown</b>	<b>Pittsburgh /Erie</b>	<b>Erie</b>	<b>Harrisburg</b>	<b>York</b>	<b>Scranton</b>	<b>Lancaster</b>	<b>Reading</b>
<b>Expansion of existing markets</b>	58%	58%	46%	59%	67%	63%	60%	51%	56%	59%
<b>Growth in existing products</b>	51%	50%	52%	50%	46%	58%	51%	58%	42%	48%
<b>Entry into new markets</b>	42%	46%	31%	43%	41%	35%	43%	33%	44%	38%
<b>New product lines</b>	37%	41%	35%	32%	36%	33%	26%	46%	38%	45%
<b>Technology innovation</b>	31%	30%	31%	28%	26%	30%	57%	37%	33%	28%
<b>Internal restructuring</b>	31%	34%	50%	29%	36%	33%	26%	32%	27%	31%
<b>Acquisition of new businesses</b>	12%	11%	6%	11%	10%	11%	6%	18%	16%	14%
<b>Construction of new locations</b>	9%	12%	15%	8%	3%	11%	11%	7%	4%	14%
<b>Other</b>	5%	5%	4%	4%	3%	4%	9%	5%	9%	0%

Please indicate which of the following is the MAIN area of concentration for your company now and through 2010.

	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Expansion of existing markets	30%	28%	20%	30%	33%	32%	32%	27%	38%	37%
Growth in existing products	20%	21%	28%	19%	20%	23%	24%	30%	9%	13%
Entry into new markets	14%	14%	4%	17%	13%	9%	21%	11%	7%	7%
New product lines	11%	12%	9%	10%	13%	7%	3%	11%	11%	17%
Internal restructuring	10%	10%	17%	9%	13%	14%	6%	5%	13%	7%
Technology innovation	7%	6%	9%	6%	5%	7%	9%	9%	7%	7%
Acquisition of new businesses	3%	1%	2%	3%	5%	4%	3%	5%	4%	0%
Construction of new locations	2%	2%	9%	4%	0%	2%	0%	0%	0%	10%
Other	4%	5%	2%	2%	0%	4%	3%	2%	11%	3%

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	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Yes	40%	37%	45%	41%	40%	42%	43%	41%	47%	42%
No	48%	54%	51%	46%	43%	41%	51%	38%	45%	45%
Not sure	12%	9%	4%	12%	18%	17%	6%	21%	9%	13%

What is the main way you expect to finance those assets?

	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Internally generated funds	50%	52%	36%	58%	38%	44%	33%	33%	41%	62%
Borrow from a financial institution	32%	26%	50%	26%	38%	44%	40%	46%	41%	31%
Private equity	10%	8%	5%	10%	13%	12%	13%	13%	11%	0%
Not sure	9%	14%	9%	6%	13%	0%	13%	8%	7%	8%

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	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Substantially increase	1%	1%	2%	1%	0%	2%	3%	3%	0%	0%
Moderately increase	20%	24%	14%	16%	18%	15%	23%	19%	24%	23%
Remain about the same	65%	62%	73%	68%	65%	66%	69%	64%	66%	71%
Decrease	13%	13%	10%	14%	18%	17%	6%	14%	10%	6%

Now thinking about other challenges that your firm faces, which of the following are you concerned with.										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Health care costs	72%	72%	78%	72%	88%	71%	83%	74%	66%	58%
Adverse economic conditions	71%	74%	76%	71%	73%	74%	77%	66%	59%	77%
Governmental regulation	63%	59%	71%	68%	78%	41%	69%	62%	74%	74%
Taxation	60%	59%	59%	65%	73%	52%	69%	55%	62%	65%
Energy costs	55%	52%	65%	49%	55%	55%	74%	60%	67%	58%
Cash flow	43%	44%	43%	42%	35%	43%	37%	57%	43%	23%
Rising supplier costs	41%	42%	33%	45%	50%	31%	37%	38%	41%	42%
Existing U.S. competition	33%	35%	31%	33%	28%	29%	37%	33%	24%	26%
Risk management	26%	28%	31%	23%	20%	29%	43%	29%	17%	32%
Ability to obtain suitable financing	25%	29%	31%	23%	25%	26%	23%	36%	14%	13%
Availability of equity financing	20%	24%	18%	19%	13%	12%	23%	31%	14%	6%
Human resources	18%	19%	12%	19%	23%	9%	14%	26%	19%	13%
Foreign competition	17%	19%	10%	16%	15%	17%	11%	19%	12%	13%
Global political instability	17%	17%	22%	17%	15%	19%	26%	14%	19%	23%
Other	5%	6%	6%	4%	5%	3%	6%	0%	7%	3%

Which of the challenges you selected are you MOST concerned with?										
	Total	Philadelphia /Allentown	Allentown	Pittsburgh /Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Governmental regulation	25%	20%	29%	29%	23%	10%	23%	21%	33%	45%
Adverse economic conditions	23%	23%	22%	25%	23%	26%	26%	12%	24%	13%
Taxation	10%	10%	14%	11%	13%	14%	20%	12%	5%	3%
Health care costs	9%	9%	8%	9%	18%	3%	14%	12%	9%	0%
Existing U.S. competition	8%	9%	10%	5%	3%	17%	3%	16%	3%	3%
Cash flow	5%	5%	2%	4%	5%	7%	0%	9%	5%	0%
Foreign competition	4%	5%	4%	2%	3%	3%	3%	5%	3%	6%
Rising supplier costs	4%	3%	0%	4%	5%	7%	0%	0%	3%	6%
Ability to obtain suitable financing	4%	4%	2%	4%	0%	3%	3%	3%	0%	6%
Energy costs	3%	2%	4%	2%	3%	2%	6%	9%	9%	3%
Risk management	1%	0%	0%	0%	0%	3%	0%	0%	2%	3%
Human resources	1%	1%	0%	2%	3%	2%	0%	0%	0%	0%
Availability of equity financing	1%	2%	0%	0%	0%	0%	3%	0%	0%	3%
Global political instability	0%	0%	0%	0%	3%	0%	0%	0%	0%	3%
Other	3%	4%	4%	2%	3%	2%	0%	2%	3%	3%