Which of the following industry cat	egories best		pe of busines		engag	ed in?		•		
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 busi	ness or econ	mic conditions	in Pennsylva	nia as compa	red to	six months a	go, wo	 uld you say	they are	
considerably better, a little better,		ne, a little wors	-	-					,	
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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%
Pennsylvania?										
Pennsylvania?	Total	Philadelphia	Allontour	Pittsburgh	Evia	Howishing	Vorle	Carantan	Lamasatan	Dooding
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	
Considerably better	6%	/Allentown 8%	6%	/Erie 4%	5%	5%	6%	7%	5%	0%
Considerably better A little better	6% 40%	/Allentown 8% 39%	6% 45%	/Erie 4% 41%	5% 33%	5% 46%	6% 43%	7% 43%	5% 31%	0% 39%
Considerably better A little better About the same	6% 40% 30%	/Allentown 8% 39% 26%	6% 45% 31%	/Erie 4% 41% 27%	5% 33% 30%	5% 46% 29%	6% 43% 43%	7% 43% 36%	5% 31% 31%	0% 39% 35%
Considerably better A little better About the same A little worse	6% 40% 30% 16%	/Allentown 8% 39% 26% 16%	6% 45% 31% 14%	/Erie 4% 41% 27% 17%	5% 33% 30% 23%	5% 46% 29% 12%	6% 43% 43% 9%	7% 43% 36% 9%	5% 31% 31% 31%	0% 39% 35% 23%
Considerably better A little better About the same	6% 40% 30%	/Allentown 8% 39% 26%	6% 45% 31%	/Erie 4% 41% 27%	5% 33% 30%	5% 46% 29%	6% 43% 43%	7% 43% 36%	5% 31% 31%	0% 39% 35%
Considerably better A little better About the same A little worse	6% 40% 30% 16% 9%	/Allentown 8% 39% 26% 16% 11%	6% 45% 31% 14% 4%	/Erie 4% 41% 27% 17% 12%	5% 33% 30% 23% 10%	5% 46% 29% 12% 8%	6% 43% 43% 9% 0%	7% 43% 36% 9% 5%	5% 31% 31% 31% 2%	0% 39% 35% 23% 3%
Considerably better A little better About the same A little worse Considerably worse	6% 40% 30% 16% 9%	/Allentown 8% 39% 26% 16% 11%	6% 45% 31% 14% 4%	/Erie 4% 41% 27% 17% 12% urrent busine	5% 33% 30% 23% 10%	5% 46% 29% 12% 8%	6% 43% 43% 9% 0%	7% 43% 36% 9% 5%	5% 31% 31% 31% 2%	0% 39% 35% 23% 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you	6% 40% 30% 16% 9%	/Allentown 8% 39% 26% 16% 11%	6% 45% 31% 14% 4%	/Erie 4% 41% 27% 17% 12%	5% 33% 30% 23% 10%	5% 46% 29% 12% 8%	6% 43% 43% 9% 0%	7% 43% 36% 9% 5%	5% 31% 31% 31% 2%	0% 39% 35% 23% 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you	6% 40% 30% 16% 9%	/Allentown 8% 39% 26% 16% 11% ow would you described to the second	6% 45% 31% 14% 4%	/Erie 4% 41% 27% 17% 12% urrent busine	5% 33% 30% 23% 10%	5% 46% 29% 12% 8%	6% 43% 43% 9% 0%	7% 43% 36% 9% 5%	5% 31% 31% 31% 2%	39% 35% 23% 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you	6% 40% 30% 16% 9% ur industry, ho	/Allentown 8% 39% 26% 16% 11% Dw would you d Philadelphia	6% 45% 31% 14% 4% escribe the c	/Erie 4% 41% 27% 17% 12% urrent busine	5% 33% 30% 23% 10% ess or e	5% 46% 29% 12% 8% conomic con	6% 43% 43% 9% 0%	7% 43% 36% 9% 5% in Pennsylv	5% 31% 31% 31% 2% vania as con	0% 39% 35% 23% 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago?	6% 40% 30% 16% 9% ar industry, ho	/Allentown 8% 39% 26% 16% 11% Dw would you d Philadelphia /Allentown	6% 45% 31% 14% 4% lescribe the c	/Erie 4% 41% 27% 17% 12% urrent busine	5% 33% 30% 23% 10% ess or e	5% 46% 29% 12% 8% conomic conditions	6% 43% 43% 9% 0% Work	7% 43% 36% 9% 5% in Pennsylv	5% 31% 31% 31% 2% vania as com	0% 39% 35% 23% 3% npared
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better	6% 40% 30% 16% 9% ir industry, ho	/Allentown 8% 39% 26% 16% 11% Dw would you d Philadelphia /Allentown 4%	6% 45% 31% 14% 4% escribe the continuous Allentown 2%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3%	5% 33% 30% 23% 10% Erie 5%	5% 46% 29% 12% 8% conomic cond Harrisburg 3%	6% 43% 43% 9% 0% ditions York 0%	7% 43% 36% 9% 5% in Pennsylv Scranton 5%	5% 31% 31% 31% 2% vania as com Lancaster 3%	0% 39% 35% 23% 3% npared Reading 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better	6% 40% 30% 16% 9% ar industry, ho Total 3% 20%	/Allentown 8% 39% 26% 16% 11% Dw would you d Philadelphia /Allentown 4% 19%	6% 45% 31% 14% 4% escribe the c Allentown 2% 14%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18%	5% 33% 30% 23% 10% ess or e	5% 46% 29% 12% 8% conomic cond Harrisburg 3% 25%	6% 43% 43% 9% 0% ditions York 0% 26%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29%	5% 31% 31% 31% 2% vania as con Lancaster 3% 22%	0% 39% 35% 23% 3% npared Reading 3% 19%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same	6% 40% 30% 16% 9% Total 3% 20% 31%	/Allentown 8% 39% 26% 16% 11% Dw would you d Philadelphia /Allentown 4% 19% 30%	6% 45% 31% 14% 4% escribe the control of the contr	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32%	5% 33% 30% 23% 10% Erie 5% 13% 45%	5% 46% 29% 12% 8% conomic cond Harrisburg 3% 25% 34%	6% 43% 9% 0% ditions York 0% 26% 37%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28%	0% 39% 35% 23% 3% npared Reading 3% 19% 29%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29%	/Allentown 8% 39% 26% 16% 11% DW would you d Philadelphia /Allentown 4% 19% 30% 31%	6% 45% 31% 14% 4% escribe the co Allentown 2% 14% 39% 33%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32% 27%	5% 33% 30% 23% 10% Erie 5% 13% 45% 20%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27%	6% 43% 9% 0% ditions York 0% 26% 37% 31%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17%	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17%	6% 45% 31% 14% 4% escribe the c Allentown 2% 14% 39% 33% 12%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32% 27% 21%	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27% 10%	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33% 14%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17%	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17%	6% 45% 31% 14% 4% escribe the c Allentown 2% 14% 39% 33% 12%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32% 27% 21%	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27% 10%	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33% 14%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17%	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17% kt year, how wo	6% 45% 31% 14% 4% escribe the c Allentown 2% 14% 39% 33% 12%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32% 27% 21% ribe your exp	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27% 10%	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33% 14%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35% 13%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse	6% 40% 30% 16% 9% Total 3% 20% 31% 29% 17% rough the nex	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17% ct year, how wo	6% 45% 31% 14% 4% escribe the control of the contr	/Erie 4% 41% 27% 17% 12% wrrent busine Pittsburgh /Erie 3% 18% 32% 27% 21% Pittsburgh Pittsburgh Pittsburgh	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18%	5% 46% 29% 12% 8% conomic cond Harrisburg 3% 25% 34% 27% 10% ons for your in	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16% in Pennsyl	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33% 14% vania?	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse And looking forward from today the	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17% Total	/Allentown 8% 39% 26% 16% 11% Dw would you described by the second of the second	6% 45% 31% 14% 4% escribe the control of the contr	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 18% 32% 27% 21% ribe your exp Pittsburgh /Erie	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18% ectation	5% 46% 29% 12% 8% conomic cond Harrisburg 3% 25% 34% 27% 10% harrisburg Harrisburg	6% 43% 9% 0% Work 0% 26% 37% 31% 6% Modustry York	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16% in Pennsyl	5% 31% 31% 31% 2% vania as con Lancaster 3% 22% 28% 33% 14% vania? Lancaster	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35% 13% Reading
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse And looking forward from today the	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17% Total 6%	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17% ct year, how wo Philadelphia /Allentown 7%	6% 45% 31% 14% 4% lescribe the c Allentown 2% 14% 39% 33% 12% culd you describe the output of the color of	/Erie 4% 41% 27% 17% 12% wrrent busine Pittsburgh /Erie 3% 18% 32% 27% 21% Pittsburgh /Erie 5%	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18% ectation Erie 5%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27% 10% ms for your in Harrisburg 7%	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6% dustry York 6%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16% in Pennsylv Scranton 9%	5% 31% 31% 31% 2% vania as con Lancaster 3% 22% 28% 33% 14% vania? Lancaster 3%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35% 13% Reading 3%
Considerably better A little better About the same A little worse Considerably worse Now thinking specifically about you with six months ago? Considerably better A little better About the same A little worse Considerably worse And looking forward from today the Considerably better A little better	6% 40% 30% 16% 9% Ir industry, he Total 3% 20% 31% 29% 17% Total 6% 35%	/Allentown 8% 39% 26% 16% 11% Philadelphia /Allentown 4% 19% 30% 31% 17% ct year, how wo Philadelphia /Allentown 7% 35%	6% 45% 31% 14% 4% lescribe the co Allentown 2% 14% 39% 33% 12% culd you describe the co Allentown 6% 33%	/Erie 4% 41% 27% 17% 12% urrent busine Pittsburgh /Erie 3% 27% 21% Pittsburgh /Erie 5% 32%	5% 33% 30% 23% 10% Erie 5% 13% 45% 20% 18% ectation Erie 5% 28%	5% 46% 29% 12% 8% conomic con Harrisburg 3% 25% 34% 27% 10% ns for your ir Harrisburg 7% 32%	6% 43% 9% 0% ditions York 0% 26% 37% 31% 6% dustry York 6% 46%	7% 43% 36% 9% 5% in Pennsylv Scranton 5% 29% 26% 24% 16% in Pennsyl Scranton 9% 43%	5% 31% 31% 31% 2% vania as com Lancaster 3% 22% 28% 33% 14% vania? Lancaster 3% 40%	0% 39% 35% 23% 3% npared Reading 3% 19% 29% 35% 13% Reading 3% 29%

Now thinking specifically about your fir	m, what	are your expect	ations for rev	enue throug	h the y	ear 2010? Do	you be	elieve your	revenue wil	I?
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Grow substantially	4%	4%	4%	4%	3%	3%	3%	9%	0%	3%
Grow moderately	35%	34%	24%	34%	33%	37%	54%	28%	43%	32%
Stay about the same	38%	37%	53%	40%	40%	37%	31%	43%	28%	42%
Decrease moderately	17%	18%	14%	14%	13%	17%	9%	14%	28%	19%
Decrease substantially	6%	7%	4%	8%	13%	5%	3%	7%	2%	3%
Again as you consider your firm and you	l ur existin	 g customer base	l e, do you exp	ect to realize	additi	l onal revenue	from y	our existin	g customers	, about
the same revenue from your existing cu		as you currently		ss revenue fr			-			,
		Philadelphia		Pittsburgh						İ
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Additional revenue	19%	21%	10%	18%	18%	27%	29%	16%	17%	10%
About the same revenue	49%	48%	63%	49%	53%	41%	46%	50%	55%	55%
Less revenue	32%	31%	27%	33%	30%	32%	26%	34%	28%	35%
	L				<u> </u>	L	<u> </u>			
Continuing to focus on your firm, please	-		-	-				-	do you exp	ect your
profits to grow substantially, grow mod	lerately,		ame, decrea		y or de	crease substa	antially	·?	1	
		Philadelphia		Pittsburgh						İ
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Grow substantially	3%	4%	2%	3%	0%	2%	0%	9%	0%	3%
Grow moderately	29%	31%	29%	26%	23%	31%	37%	26%	31%	26%
Stay about the same	38%	33%	47%	44%	48%	42%	40%	33%	34%	45%
Decrease moderately	22%	25%	18%	17%	18%	20%	20%	28%	29%	16%
Decrease substantially	8%	7%	4%	11%	13%	5%	3%	5%	5%	10%
							<u> </u>			
Businesses and the executives that dire			e profitabilit	y in many wa	ys. Thr	ough which o	of the fo	ollowing sti	rategies do y	ou plan
to MOST enhance your firm's profitabil	ity over t		ı		1	ı	1	1	Ī I	
		Philadelphia		Pittsburgh				_		
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Market/Demand growth	40%	42%	38%	42%	33%	34%	36%	33%	37%	34%
Cost reduction	36%	32%	40%	37%	48%	34%	30%	44%	47%	28%
New technology	12%	15%	15%	9%	8%	13%	21%	9%	7%	21%
Price increase	9%	8%	6%	9%	8%	14%	9%	13%	5%	10%
Other	3%	4%	2%	3%	5%	5%	3%	2%	4%	7%
Please indicate which of the following a	re major		ntration for y	T	and th	rough 2010.		1	1	
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Expansion of existing markets	58%	58%	46%	59%	67%	63%	60%	51%	56%	59%
Growth in existing products	51%	50%	52%	50%	46%	58%	51%	58%	42%	48%
Entry into new markets	42%	46%	31%	43%	41%	35%	43%	33%	44%	38%
New product lines	37%	41%	35%	32%	36%	33%	26%	46%	38%	45%
Technology innovation	31%	30%	31%	28%	26%	30%	57%	37%	33%	28%
Internal restructuring	31%	34%	50%	29%	36%	33%	26%	32%	27%	31%
Acquisition of new businesses	12%	11%	6%	11%	10%	11%	6%	18%	16%	14%
Construction of new locations	9%	12%	15%	8%	3%	11%	11%	7%	4%	14%

4%

4%

3%

4%

9%

5%

9%

5%

5%

Other

0%

Please indicate which of the following	is the MA	IN area of conce	entration for	your compan	y now	and through	2010.			
-		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 toda	y through	2010 in any fixe	ed assets for	our firm des	igned t	o meet grow	ing den	nand, redu	ce costs or e	nhance
productivity?	_									
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 fir	nance thos	se assets?								_
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 w	-		intend to sub	stantially inc	rease,	moderately i	ncrease	e, remain al	bout the san	ne or
decrease your workforce between tod	ay and the	I	1	1		1		1	1	ı
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 th	at your f	irm faces, which	of the follow	ving are you	conceri	ned with.				
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/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 ar	e you M	OST concerned	with?							
		Philadelphia		Pittsburgh						
	Total	/Allentown	Allentown	/Erie	Erie	Harrisburg	York	Scranton	Lancaster	Reading
Governmental regulation	25%	20%	29%			1.00/	222/			
Adverse economic conditions	222/		23/0	29%	23%	10%	23%	21%	33%	45%
	23%	23%	22%	29% 25%	23% 23%	26%	26%	21% 12%	33% 24%	45% 13%
Taxation	10%	23% 10%								
			22%	25%	23%	26%	26%	12%	24%	13%
Taxation	10%	10%	22% 14%	25% 11%	23% 13%	26% 14%	26% 20%	12% 12%	24% 5%	13% 3%
Taxation Health care costs	10% 9%	10% 9%	22% 14% 8%	25% 11% 9%	23% 13% 18%	26% 14% 3%	26% 20% 14%	12% 12% 12%	24% 5% 9%	13% 3% 0%
Taxation Health care costs Existing U.S. competition	10% 9% 8%	10% 9% 9%	22% 14% 8% 10%	25% 11% 9% 5%	23% 13% 18% 3%	26% 14% 3% 17%	26% 20% 14% 3%	12% 12% 12% 16%	24% 5% 9% 3%	13% 3% 0% 3%
Taxation Health care costs Existing U.S. competition Cash flow	10% 9% 8% 5%	10% 9% 9% 5%	22% 14% 8% 10% 2%	25% 11% 9% 5% 4%	23% 13% 18% 3% 5%	26% 14% 3% 17% 7%	26% 20% 14% 3% 0%	12% 12% 12% 16% 9%	24% 5% 9% 3% 5%	13% 3% 0% 3% 0%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition	10% 9% 8% 5% 4%	10% 9% 9% 5% 5%	22% 14% 8% 10% 2% 4%	25% 11% 9% 5% 4% 2%	23% 13% 18% 3% 5% 3%	26% 14% 3% 17% 7% 3%	26% 20% 14% 3% 0% 3%	12% 12% 12% 16% 9% 5%	24% 5% 9% 3% 5% 3%	13% 3% 0% 3% 0% 6%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Rising supplier costs	10% 9% 8% 5% 4%	10% 9% 9% 5% 5% 3%	22% 14% 8% 10% 2% 4% 0%	25% 11% 9% 5% 4% 2% 4%	23% 13% 18% 3% 5% 3% 5%	26% 14% 3% 17% 7% 3% 7%	26% 20% 14% 3% 0% 3% 0%	12% 12% 12% 16% 9% 5% 0%	24% 5% 9% 3% 5% 3% 3%	13% 3% 0% 3% 0% 6% 6%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Rising supplier costs Ability to obtain suitable financing	10% 9% 8% 5% 4% 4%	10% 9% 9% 5% 5% 3% 4%	22% 14% 8% 10% 2% 4% 0% 2%	25% 11% 9% 5% 4% 2% 4% 4%	23% 13% 18% 3% 5% 3% 5% 0%	26% 14% 3% 17% 7% 3% 7% 3%	26% 20% 14% 3% 0% 3% 0% 3%	12% 12% 12% 16% 9% 5% 0% 3%	24% 5% 9% 3% 5% 3% 3% 0%	13% 3% 0% 3% 0% 6% 6%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Rising supplier costs Ability to obtain suitable financing Energy costs	10% 9% 8% 5% 4% 4% 4% 3%	10% 9% 9% 5% 5% 3% 4% 2%	22% 14% 8% 10% 2% 4% 0% 2% 4%	25% 11% 9% 5% 4% 2% 4% 4% 2%	23% 13% 18% 3% 5% 3% 5% 0% 3%	26% 14% 3% 17% 7% 3% 7% 3% 2%	26% 20% 14% 3% 0% 3% 0% 3% 6%	12% 12% 12% 16% 9% 5% 0% 3% 9%	24% 5% 9% 3% 5% 3% 3% 0% 9%	13% 3% 0% 3% 0% 6% 6% 6% 3%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Rising supplier costs Ability to obtain suitable financing Energy costs Risk management	10% 9% 8% 5% 4% 4% 4% 3% 1%	10% 9% 9% 5% 5% 3% 4% 2% 0%	22% 14% 8% 10% 2% 4% 0% 2% 4%	25% 11% 9% 5% 4% 2% 4% 4% 2% 0%	23% 13% 18% 3% 5% 3% 5% 0% 3%	26% 14% 3% 17% 7% 3% 7% 3% 2% 3%	26% 20% 14% 3% 0% 3% 0% 3% 6%	12% 12% 12% 16% 9% 5% 0% 3% 9% 0%	24% 5% 9% 3% 5% 3% 5% 3% 0% 9% 2%	13% 3% 0% 3% 0% 6% 6% 6% 3% 3%
Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Rising supplier costs Ability to obtain suitable financing Energy costs Risk management Human resources	10% 9% 8% 5% 4% 4% 4% 1%	10% 9% 9% 5% 5% 3% 4% 2% 0% 1%	22% 14% 8% 10% 2% 4% 0% 2% 4% 0% 0%	25% 11% 9% 5% 4% 2% 4% 4% 2% 0% 2%	23% 13% 18% 3% 5% 3% 5% 0% 3% 0%	26% 14% 3% 17% 7% 3% 7% 3% 2%	26% 20% 14% 3% 0% 3% 0% 3% 6% 0%	12% 12% 12% 16% 9% 5% 0% 3% 9% 0%	24% 5% 9% 3% 5% 3% 5% 3% 0% 9% 2% 0%	13% 3% 0% 3% 0% 6% 6% 6% 3% 3% 0%