Engineering and Construction 14		ype of	ousines	s your	company	is engaged i	in?																		
Engineering and Construction 14						Reg	ion						Industry					ompany			Revenue		Busines	After Par	
Engineering and Construction 14			2019 Ca	•	Mid-	Central/ Mohawk	Southern	Finger	Western	0 0		5	Manufa	Retail	6 ·	Wholesale and	Less than 50	50 to	More than 100	Less than	\$2.5 to less than \$5 million	More than	Church	6	Taken
			Total Re 13%		Hudson	17%	Tier 9%	Lakes 15%	NY 14%	Construction 100%	Beverage 0%	Financial 0%	Manufacturing 0%	Retail 0%	Service 0%	Distribution 0%	50 13%	23%	9%	\$2.5 million 10%	\$5 million 14%	\$5 million 14%	Stronger 12%	Survive 17%	large toll
				16% 4%	12% 10%	3%	9% 3%	15%	14%	100%	100%	0%	0%	0%	0%	0%	13%	<u>23%</u> 5%	9% 6%	10%	14%	14%	12% 6%	4%	12% 11%
	6%			4% 10%	6%	8%	2%	0%	2%	0%	0%	100%	0%	0%	0%	0%	4%	4%	10%	0%	8%	6%	8%	5%	2%
		16%		10%	18%	21%	14%	24%	29%	0%	0%	0%	100%	0%	0%	0%	19%	22%	17%	29%	17%	18%	14%	22%	19%
				8%	16%	8%	14%	13%	11%	0%	0%	0%	0%	100%	0%	0%	12%	7%	10%	5%	12%	9%	12%	9%	13%
				49%	35%	33%	52%	30%	30%	0%	0%	0%	0%	0%	100%	0%	38%	32%	42%	57%	39%	39%	39%	37%	39%
	7%	5%	8%	4%	4%	9%	7%	8%	9%	0%	0%	0%	0%	0%	0%	100%	8%	6%	5%	0%	5%	7%	9%	7%	5%
Other 0	0%	20%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Q2. As you think about the current business or economic con	nditior	is in Ne	w York	State a	s compar			would yo	ou say they	are considerably	better, a little	e better, at		tle wors	e, or cons	siderably worse?			Ci		Revenue		Dusings	After Par	
		2020	2019 Ca	anital	Mid-	Reg Central/	Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and		ompany 50 to	More than	Less than	\$2.5 to less than	More than	Busines	s After Par	Taken
Tr			Total R		Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large tol
				7%	6%	5%	5%	6%	5%	5%	6%	6%	5%	8%	7%	5%	6%	8%	4%	0%	7%	6%	11%	4%	0%
		7%		24%	24%	24%	26%	19%	26%	20%	14%	26%	21%	14%	28%	32%	24%	18%	25%	19%	27%	23%	34%	20%	12%
About the same 32	32%	10%	47%	29%	35%	33%	21%	36%	33%	35%	26%	38%	36%	34%	29%	24%	34%	27%	31%	43%	34%	32%	29%	36%	25%
A little worse 23	23%	30%	26%	26%	16%	20%	31%	27%	16%	30%	31%	18%	22%	28%	20%	20%	20%	30%	26%	24%	21%	21%	20%	24%	28%
Considerably worse 16	L6%	50%	10%	13%	20%	18%	17%	12%	20%	10%	23%	12%	17%	17%	17%	20%	16%	17%	14%	14%	11%	19%	6%	16%	35%
	_																			-		_		-	
Q3. Looking forward from today through next year, that is, th	he ent	ire 202	2 year, l	now wo	ould you c			tions for t	the econor	ny in New York Sta	ate?										-				
			-			Reg							Industry					mpany			Revenue		Busines	After Par	
_			2019 Ca		Mid-		Southern	Finger	Western	Engineering and						Wholesale and	Less than		More than	Less than	\$2.5 to less than	More than			Taken
			Total R	egion 8%	Hudson 0%	Mohawk 5%	Tier 3%	Lakes 2%	NY 6%	Construction 6%	Beverage 14%	Financial 3%	Manufacturing 4%	Retail 0%	Service 5%	Distribution 7%	50 5%	100 5%	100 6%	\$2.5 million	\$5 million 5%	\$5 million 6%	Stronger 12%	Survive 2%	large toll 2%
			-			28%	3% 45%	2%	23%	27%	14%	3%	4%	17%	5% 38%	34%		35%	6% 28%	29%	35%	5% 30%	45%	2%	2%
				32%	35%		22%	30%		27%	23%	38%	21%		23%	27%	32%		28%	43%	21%	24%			
				22% 29%	18% 29%	24% 25%	17%	25%	29% 22%	26%	31%	21%	21%	22% 42%	23%	20%	24% 23%	18% 29%	31%	29%	21%	24%	15% 23%	31% 27%	20% 26%
				29% 9%	18%	18%	12%	14%	21%	14%	17%	12%	18%	20%	13%	12%	16%	13%	13%	0%	11%	16%	5%	14%	39%
		2370	570	570	1070	10/0	1270	1470	2170	1470	1770	1270	10/0	2070	1370	1270	1070	10/10	1570	070	11/0	10/0	570	1470	3370
Q4. Now thinking specifically about your industry, how would	ld you	descrit	e the cu	rrent t	ousiness o	or economic	condition	s in New	York State	as compared with	six months a	igo?				1	11								
		_				Reg						•	Industry				C	mpany	Size		Revenue		Busines	After Par	ndemic
		2020	2019 C	apital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
Tc	otal	Total 1	fotal R	egion	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
				8%	12%	6%	3%	6%	9%	8%	3%	6%	5%	3%	10%	5%	6%	9%	8%	10%	7%	8%	16%	4%	0%
				25%	20%	18%	22%	21%	17%	20%	14%	21%	21%	25%	22%	24%	21%	20%	26%	19%	26%	21%	33%	20%	2%
				30%	31%	42%	22%	35%	41%	30%	29%	44%	35%	35%	35%	24%	38%	27%	23%	48%	33%	34%	28%	38%	27%
				26%	24%	23%	36%	30%	12%	29%	31%	24%	27%	23%	19%	34%	22%	28%	31%	14%	25%	23%	18%	27%	32%
Considerably worse 13	L3%	40%	11%	10%	14%	11%	16%	8%	21%	13%	23%	6%	13%	14%	14%	12%	12%	16%	13%	10%	9%	15%	6%	11%	39%
									× 12																
Q5. And looking forward from today through next year, how	would	you a	escribe y	our ex	pectation	ns for your in Reg		re in Nev	W YORK?	1			Industry					mpany	Ci		Revenue		Duralization	After Par	dente
		2020	2019 Ca	apital	Mid-		ion Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and	Less than		More than	Less than	S2.5 to less than	More than	Busines	s Aπer Par	Taken
T			Total R		Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
	~ ~ ~			10%	8%	8%	12%	7%	7%	10%	17%	6%	7%	2%	10%	7%	8%	9%	9%	5%	9%	10%	18%	4%	4%
				32%	27%	26%	31%	25%	22%	26%	14%	18%	29%	31%	31%	24%	27%	32%	28%	29%	31%	28%	44%	23%	7%
				30%	29%	32%	19%	29%	36%	26%	29%	41%	27%	23%	31%	37%	31%	24%	27%	48%	31%	27%	20%	37%	21%
		21%		20%	22%	23%	28%	25%	19%	27%	23%	29%	24%	29%	17%	22%	22%	22%	24%	19%	22%	22%	13%	27%	25%
A intue worse 2.		18%		8%	14%	10%	10%	14%	16%	12%	17%	6%	13%	15%	11%	10%	11%	12%	13%	0%	7%	13%	5%	8%	44%
						1		1	1		1														
	your	expecta	tions fo	r rever	ue throu	gh the end c	of the year	2022? D	o you belie	eve your revenue v	vill?														
Considerably worse 12						Reg	ion						Industry					ompany			Revenue		Busines	After Par	
Considerably worse 12 Q6. Now thinking specifically about your company, what are v		2020	2019 Ca	apital	Mid-	Reg Central/	ion Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
Considerably worse 1: Q6. Now thinking specifically about your company, what are To	otal	2020 2 Total 1	2019 Ca Total Re	apital egion	Mid- Hudson	Reg Central/ Mohawk	ion Southern Tier	Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Manufacturing	Retail	Service	Wholesale and Distribution	Less than 50	50 to 100	More than 100	\$2.5 million	\$2.5 to less than \$5 million	\$5 million	Stronger	Survive	Taken large toll
Considerably worse 1: Q6. Now thinking specifically about your company, what are strength of the specifically about your company, what are strength of the specifical	otal 7%	2020 2 Total 1 3%	2019 Ca Total R 3%	apital egion 10%	Mid- Hudson 2%	Reg Central/ Mohawk 8%	ion Southern Tier 4%	Finger Lakes 5%	Western NY 7%	Engineering and Construction 7%	Food and Beverage 11%	12%	Manufacturing 8%	3%	5%	Wholesale and Distribution 5%	Less than 50 5%	50 to 100 5%	More than 100 9%	\$2.5 million 0%	\$2.5 to less than \$5 million 4%	\$5 million 7%	Stronger 14%	Survive 3%	Taken large toll 1%
Considerably worse 1: Q6. Now thinking specifically about your company, what are To Grow substantially Grow moderately 4	otal 7% 10%	2020 2 Total 1 3% 31%	2019 Ca Total R 3% 3 38% 4	apital egion 10% 47%	Mid- Hudson 2% 45%	Reg Central/ Mohawk 8% 36%	ion Southern Tier 4% 36%	Finger Lakes 5% 38%	Western NY 7% 38%	Engineering and Construction 7% 30%	Food and Beverage 11% 37%	12% 35%	Manufacturing 8% 51%	3% 29%	5% 43%	Wholesale and Distribution 5% 43%	Less than 50 5% 38%	50 to 100 5% 43%	More than 100 9% 47%	\$2.5 million 0% 48%	\$2.5 to less than \$5 million 4% 48%	\$5 million 7% 43%	Stronger 14% 56%	Survive 3% 39%	Taken large toll 1% 13%
Considerably worse 11 Q6. Now thinking specifically about your company, what are To Grow substantially 7 Grow moderately 44 Stay about the same 33	otal 7% 40% 31%	2020 3 Total 1 3% 31% 31%	2019 Ca Total R 3% 3 38% 4 36% 3	apital egion 10% 47% 28%	Mid- Hudson 2% 45% 35%	Reg Central/ Mohawk 8% 36% 36%	ion Southern Tier 4% 36% 30%	Finger Lakes 5% 38% 30%	Western NY 7% 38% 31%	Engineering and Construction 7% 30% 40%	Food and Beverage 11% 37% 29%	12% 35% 24%	Manufacturing 8% 51% 24%	3% 29% 28%	5% 43% 32%	Wholesale and Distribution 5% 43% 40%	Less than 50 5% 38% 34%	50 to 100 5% 43% 28%	More than 100 9% 47% 23%	\$2.5 million 0% 48% 33%	\$2.5 to less than \$5 million 4% 48% 27%	\$5 million 7% 43% 29%	Stronger 14% 56% 23%	Survive 3% 39% 35%	Taken large tol 1% 13% 33%
Considerably worse 1: Q6. Now thinking specifically about your company, what are v Grow substantially 70 Grow moderately 44 Stay about the same 33 Decrease moderately 11	otal 7% 40% 31% 18%	2020 2 Total 1 3% 31% 31% 23%	2019 Ca Total R 3% 3 38% 4 36% 3 19% 3	apital egion 10% 47% 28% 16%	Mid- Hudson 2% 45% 35% 10%	Reg Central/ Mohawk 8% 36% 36% 16%	ion Southern Tier 4% 36% 30% 25%	Finger Lakes 5% 38% 30% 24%	Western NY 7% 38% 31% 16%	Engineering and Construction 7% 30% 40% 20%	Food and Beverage 11% 37% 29% 17%	12% 35% 24% 29%	Manufacturing 8% 51% 24% 13%	3% 29% 28% 29%	5% 43% 32% 16%	Wholesale and Distribution 5% 43% 40% 10%	Less than 50 5% 38% 34% 17%	50 to 100 5% 43% 28% 20%	More than 100 9% 47% 23% 19%	\$2.5 million 0% 48% 33% 14%	\$2.5 to less than \$5 million 4% 48% 27% 15%	\$5 million 7% 43% 29% 17%	Stronger 14% 56% 23% 6%	Survive 3% 39% 35% 22%	Taken large toll 1% 13% 33% 32%
Considerably worse 1: Q6. Now thinking specifically about your company, what are v for which is a specifically about your company, what are v for which is a specifically about your company, what are v for which is a specifically about the same 3: Decrease moderately 3:	otal 7% 40% 31% 18%	2020 2 Total 1 3% 31% 31% 23%	2019 Ca Total R 3% 3 38% 4 36% 3 19% 3	apital egion 10% 47% 28%	Mid- Hudson 2% 45% 35%	Reg Central/ Mohawk 8% 36% 36%	ion Southern Tier 4% 36% 30%	Finger Lakes 5% 38% 30%	Western NY 7% 38% 31%	Engineering and Construction 7% 30% 40%	Food and Beverage 11% 37% 29%	12% 35% 24%	Manufacturing 8% 51% 24%	3% 29% 28%	5% 43% 32%	Wholesale and Distribution 5% 43% 40%	Less than 50 5% 38% 34%	50 to 100 5% 43% 28%	More than 100 9% 47% 23%	\$2.5 million 0% 48% 33%	\$2.5 to less than \$5 million 4% 48% 27%	\$5 million 7% 43% 29%	Stronger 14% 56% 23%	Survive 3% 39% 35%	Taken large tol 1% 13% 33%
Considerably worse 11: Q6. Now thinking specifically about your company, what are to Grow substantially 77 Grow moderately 44 Stay about the same 33 Decrease nuderately 111 Decrease substantially 4	otal 7% 40% 31% 18% 4%	2020 3 Total 3% 31% 31% 23% 12%	2019 Ca Total Re 3% 38% 4 36% 3 19% 3 5% 3 2019 2010 2019 2010	apital egion 10% 47% 28% 16% 1%	Mid- Hudson 2% 45% 35% 10% 8%	Reg Central/ Mohawk 8% 36% 36% 16% 4%	ion Southern 4% 36% 30% 25% 5%	Finger Lakes 5% 38% 30% 24% 4%	Western NY 7% 38% 31% 16% 9%	Engineering and Construction 7% 30% 40% 20% 3%	Food and Beverage 11% 37% 29% 17% 6%	12% 35% 24% 29%	Manufacturing 8% 51% 24% 13%	3% 29% 28% 29%	5% 43% 32% 16%	Wholesale and Distribution 5% 43% 40% 10%	Less than 50 5% 38% 34% 17%	50 to 100 5% 43% 28% 20%	More than 100 9% 47% 23% 19%	\$2.5 million 0% 48% 33% 14%	\$2.5 to less than \$5 million 4% 48% 27% 15%	\$5 million 7% 43% 29% 17%	Stronger 14% 56% 23% 6%	Survive 3% 39% 35% 22%	Taken large toll 1% 13% 33% 32%
Considerably worse 1: Q6. Now thinking specifically about your company, what are v for which is a specifically about your company, what are v for which is a specifically about your company, what are v for which is a specifically about the same 3: Decrease moderately 3:	otal 7% 40% 31% 18% 4%	2020 3 Total 3% 31% 31% 23% 12%	2019 Ca Total Re 3% 38% 4 36% 3 19% 3 5% 3 2019 2010 2019 2010	apital egion 10% 47% 28% 16% 1%	Mid- Hudson 2% 45% 35% 10% 8%	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en	ion Southern Tier 4% 36% 30% 25% 5% d of the ca	Finger Lakes 5% 38% 30% 24% 4%	Western NY 7% 38% 31% 16% 9%	Engineering and Construction 7% 30% 40% 20% 3%	Food and Beverage 11% 37% 29% 17% 6%	12% 35% 24% 29%	Manufacturing 8% 51% 24% 13% 5%	3% 29% 28% 29%	5% 43% 32% 16%	Wholesale and Distribution 5% 43% 40% 10%	Less than 50 5% 38% 34% 17% 5%	50 to 100 5% 43% 28% 20% 4%	More than 100 9% 47% 23% 19% 2%	\$2.5 million 0% 48% 33% 14%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6%	\$5 million 7% 43% 29% 17%	Stronger 14% 56% 23% 6% 1%	Survive 3% 39% 35% 22% 2%	Taken large toll 1% 13% 33% 32% 21%
Considerably worse 11: Q6. Now thinking specifically about your company, what are to Grow substantially 77 Grow moderately 44 Stay about the same 33 Decrease nuderately 111 Decrease substantially 4	otal 7% 40% 31% 18% 4% 4%	2020 2 Total 3 31% 31% 23% 12% put prof	2019 Ca Total R 3% 38% 4 36% 19% 5% fitability.	apital egion 10% 47% 28% 16% 1% . Betwo	Mid- Hudson 2% 45% 35% 10% 8%	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en Reg	ion Southern Tier 4% 36% 30% 25% 5% d of the ca ion	Finger Lakes 5% 38% 30% 24% 4% 4%	Western NY 7% 38% 31% 16% 9% ear 2022, d	Engineering and Construction 7% 30% 40% 20% 3% 3%	Food and Beverage 11% 37% 29% 17% 6% 6% profits to?	12% 35% 24% 29%	Manufacturing 8% 51% 24% 13%	3% 29% 28% 29%	5% 43% 32% 16%	Wholesale and Distribution 5% 43% 40% 10%	Less than 50 5% 38% 34% 17% 5%	50 to 100 5% 43% 28% 20% 4%	More than 100 9% 47% 23% 19% 2% Size	\$2.5 million 0% 48% 33% 14% 5%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% Revenue	\$5 million 7% 43% 29% 17% 4%	Stronger 14% 56% 23% 6% 1%	Survive 3% 39% 35% 22%	Taken large toll 1% 13% 33% 32% 21%
Considerably worse 1: Q6. Now thinking specifically about your company, what are view of the same 1: Grow moderately 44 Stay about the same 3: Decrease moderately 1: Decrease substantially 4 Q7. Continuing to focus on your company, please think quick	otal 7% 10% 31% 18% 4% kly abo	2020 3 Total 1 3% 31% 31% 23% 12% put prof 2020 3	2019 Ca Total R 3% 38% 3 36% 3 19% 5 5% 5 fitability. 2019 Ca	apital egion 10% 47% 28% 16% 1% . Betwo apital	Mid- Hudson 2% 45% 35% 10% 8% een today Mid-	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en Reg Central/	ion Southern Tier 4% 36% 30% 25% 5% d of the ca	Finger Lakes 5% 38% 30% 24% 4%	Western NY 7% 38% 31% 16% 9%	Engineering and Construction 7% 30% 40% 20% 3%	Food and Beverage 11% 37% 29% 17% 6% 6% profits to?	12% 35% 24% 29%	Manufacturing 8% 51% 24% 13% 5% Industry	3% 29% 28% 29%	5% 43% 32% 16% 3%	Wholesale and Distribution 5% 43% 40% 10% 3% Wholesale and	Less than 50 5% 38% 34% 17% 5%	50 to 100 5% 43% 28% 20% 4%	More than 100 9% 47% 23% 19% 2%	\$2.5 million 0% 48% 33% 14%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% 8 Revenue \$2.5 to less than	\$5 million 7% 43% 29% 17%	Stronger 14% 56% 23% 6% 1% Busines	Survive 3% 39% 22% 2% 5 After Par	Taken large tol 1% 13% 33% 32% 21% demic Taken
Considerably worse 11: Q6. Now thinking specifically about your company, what are To Grow substantially 7 Grow moderately 44 Stay about the same 33 Decrease moderately 112 Decrease substantially 4 Q7. Continuing to focus on your company, please think quick To	otal 7% 10% 31% 18% 4% kly abo	2020 3 Total 1 3% 31% 31% 23% 12% 2020 3 Total 1	2019 Ca Total Ri 3% 38% 38% 38% 36% 319% 35% 55% 55% 55% 55% 55% 55% 55% 55% 55	apital egion 10% 47% 28% 16% 1% . Betwo	Mid- Hudson 2% 45% 35% 10% 8% een today	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en Reg Central/	ion Southern Tier 4% 36% 30% 25% 5% d of the ca ion Southern	Finger Lakes 5% 38% 30% 24% 4% slendar y Finger	Western NY 7% 38% 31% 16% 9% ear 2022, d Western	Engineering and Construction 7% 30% 40% 20% 3% do you expect your Engineering and	Food and Beverage 11% 37% 29% 17% 6% 6% profits to?	12% 35% 24% 29% 0%	Manufacturing 8% 51% 24% 13% 5%	3% 29% 28% 29% 11%	5% 43% 32% 16%	Wholesale and Distribution 5% 43% 40% 10% 3%	Less than 50 5% 38% 34% 17% 5% Co Less than	50 to 100 5% 43% 28% 20% 4% 9000000000000000000000000000000000	More than 100 9% 47% 23% 19% 2% Size More than	\$2.5 million 0% 48% 33% 14% 5% Less than	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% Revenue	\$5 million 7% 43% 29% 17% 4% More than	Stronger 14% 56% 23% 6% 1%	Survive 3% 39% 22% 2% 5 After Par	Taken large tol 1% 13% 33% 32% 21% demic Taken
Considerably worse 1: Q6. Now thinking specifically about your company, what are view of the specifically about your company, what are view of the specifically about your company, what are view of the specifical specifi	otal 7% 10% 31% 18% 4% kly abo	2020 : Total 1 3% 31% 23% 12% but prof 2020 : Total 1 3%	2019 Ca Total Ri 3% 3 38% 4 36% 3 19% 5 5% 5 fitability. 2019 Ca Total Ri 2%	apital egion 10% 47% 28% 16% 1% . Betwo apital egion 6%	Mid- Hudson 2% 45% 35% 10% 8% een today Mid- Hudson	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en Reg Central/ Mohawk	ion Southern 4% 36% 30% 25% 5% d of the ca ion Southern Tier	Finger Lakes 5% 38% 30% 24% 4% alendar yr Finger Lakes	Western NY 7% 38% 31% 16% 9% ear 2022, d Western NY	Engineering and Construction 7% 30% 20% 3% 3% do you expect your Engineering and Construction	Food and Beverage 11% 37% 29% 17% 6% profits to? Food and Beverage	12% 35% 24% 29% 0% Financial	Manufacturing 8% 51% 24% 13% 5% Industry Manufacturing	3% 29% 28% 29% 11% Retail	5% 43% 32% 16% 3% Service	Wholesale and Distribution 5% 43% 40% 10% 3% Wholesale and Distribution 2%	Less than 50 5% 38% 34% 17% 5% Co Less than 50	50 to 100 5% 43% 28% 20% 4% 4% 50 to 100	More than 100 9% 47% 23% 19% 2% Size More than 100	\$2.5 million 0% 48% 33% 14% 5% Less than \$2.5 million	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% 8 8 8 8 8 8 8 8 9 8 15% 5 15% 5 15% 5 15% 3%	\$5 million 7% 43% 29% 17% 4% More than \$5 million	Stronger 14% 56% 23% 6% 1% Busines: Stronger	Survive 3% 39% 35% 22% 2% SAfter Par Survive	Taken large toll 1% 13% 33% 32% 21% demic Taken large toll
Considerably worse 11: Q6. Now thinking specifically about your company, what are view of the second secon	otal 7% 10% 31% 18% 4% 4% otal 4% 30%	2020 : Total 1 3% 31% 23% 12% but prof 2020 : Total 1 3%	2019 Ca Total Ri 3% 38% 3 36% 3 19% 5 5% 5 fitability, 2019 Ca Total Ri 2% 3 2% 3 3% 3% 3 3% 3 3% 3 3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3% 3	apital egion 10% 47% 28% 16% 1% . Betwo apital egion	Mid- Hudson 2% 45% 35% 10% 8% een today Mid- Hudson 2%	Reg Central/ Mohawk 8% 36% 36% 16% 4% y and the en Reg Central/ Mohawk 3%	ion Southern Tier 4% 36% 30% 25% 5% d of the ca ion Southern Tier 0%	Finger Lakes 5% 38% 30% 24% 4% slendar y Finger Lakes 4%	Western NY 7% 38% 31% 16% 9% ear 2022, d Western NY 5%	Engineering and Construction 7% 30% 40% 20% 3% 30 you expect your Engineering and Construction 5%	Food and Beverage 11% 37% 29% 17% 6% offits to? Food and Beverage 9%	12% 35% 24% 29% 0% Financial 6%	Manufacturing 8% 51% 24% 5% Industry Manufacturing 6%	3% 29% 28% 29% 11% Retail 0%	5% 43% 32% 16% 3% Service 2%	Wholesale and Distribution 5% 43% 40% 10% 3% Wholesale and Distribution	Less than 50 5% 38% 34% 17% 5% Co Less than 50 3%	50 to 100 5% 43% 28% 20% 4% 50 to 100 4%	More than 100 9% 47% 23% 19% 2% Size More than 100 2%	\$2.5 million 0% 48% 33% 14% 5% 5% Less than \$2.5 million 0%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% Revenue \$2.5 to less than \$5 million	\$5 million 7% 43% 29% 17% 4% More than \$5 million 4%	Stronger 14% 56% 23% 6% 1% Busines: Stronger 9%	Survive 3% 39% 35% 22% 2% 3% 5 After Par Survive 1%	Taken large toll 1% 13% 33% 32% 21% 21% demic Taken large toll 0%
Considerably worse 11: Q6. Now thinking specifically about your company, what are to Grow substantially 77 Grow moderately 44 Stay about the same 33: Decrease noderately 11 Decrease substantially 4 Q7. Continuing to focus on your company, please think quick Grow substantially 4 Grow substantially 4 Grow noderately 33 Stay about the same 33:	otal 7% 10% 31% 18% 4% kly abc otal 4% 30% 32%	2020 : Total 1 3% 31% 23% 12% put prof 2020 : Total 1 3% 22%	2019 Ca Total Ri 3% 38% 3 38% 3 19% 5 5% 5 fitability, 2019 Ca Total Ri 2% 3 34% 5	apital egion 10% 47% 28% 16% 1% . Betwo apital egion 6% 36%	Mid- Hudson 2% 45% 35% 10% 8% een today Mid- Hudson 2% 31%	Reg Central/ Mohawk 8% 36% 16% 4% y and the en Reg Central/ Mohawk 3% 29%	ion Southern Tier 4% 36% 25% 5% d of the ca ion Southern Tier 0% 30%	Finger Lakes 5% 38% 30% 24% 4% alendar y Finger Lakes 4% 18%	Western NY 7% 38% 31% 16% 9% ear 2022, d Western NY 5% 26%	Engineering and Construction 7% 30% 40% 20% 3% 30 o you expect your Engineering and Construction 5% 26%	Food and Beverage 11% 37% 29% 17% 6% 	12% 35% 24% 29% 0% Financial 6% 26%	Manufacturing 8% 51% 24% 13% 5% Industry Manufacturing 6% 32%	3% 29% 28% 29% 11% Retail 0% 22%	5% 43% 32% 16% 3% Service 2% 33%	Wholesale and Distribution 5% 43% 40% 10% 3% Wholesale and Distribution 2% 32%	Less than 50 5% 38% 34% 17% 5% 5% Less than 50 3% 27%	50 to 100 5% 43% 28% 20% 4% 50 to 100 4% 26%	More than 100 9% 47% 23% 19% 2% 2% Size More than 100 2% 40%	\$2.5 million 0% 48% 33% 14% 5% 5% Less than \$2.5 million 0% 24%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% 8 8 8 8 8 8 8 8 8 8 8 8 8	\$5 million 7% 43% 29% 17% 4% 4% More than \$5 million 4% 30%	Stronger 14% 56% 23% 6% 1% 1% Busines: Stronger 9% 44%	Survive 3% 39% 35% 22% 2% 3% 5 After Par Survive 1% 26%	Taken large toll 1% 13% 33% 32% 21% ademic Taken large toll 0% 12%
Considerably worse 11: Q6. Now thinking specifically about your company, what are v Grow substantially 77 Grow moderately 44 Stay about the same 33 Decrease moderately 11 Decrease substantially 4 Q7. Continuing to focus on your company, please think quickl Grow substantially 4 Grow moderately 33 Stay about the same 33 Decrease substantially 4 Grow moderately 33 Stay about the same 33 Decrease substantially 7 Stay about the same 37 Decrease substantially 37 Stay about the	otal 7% 10% 31% 18% 4% 4% 0tal 4% 30% 32% 7%	2020 : Total 1 3% 31% 23% 12% 23% 12% 2020 : Total 1 3% 22% 34% 28%	2019 Ca Total R 3% 3 38% 3 36% 3 5% 5 5% 5 5% 5 5% 5 5% 7 5% 7	apital egion 10% 47% 28% 16% 1% . Betwo apital egion 6% 36% 29%	Mid- Hudson 2% 35% 10% 8% een today Mid- Hudson 2% 31% 35%	Reg Central/ Mohawk 8% 36% 36% 4% y and the en Reg Central/ Mohawk 3% 29% 36%	ion Southern Tier 4% 36% 25% 5% d of the ca ion Southern Tier 0% 30% 32%	Finger Lakes 5% 38% 24% 4% alendar yr Finger Lakes 4% 18% 39%	Western NY 7% 38% 31% 16% 9%	Engineering and Construction 7% 30% 40% 20% 3% 50 you expect your Engineering and Construction 5% 26% 34%	Food and Beverage 11% 37% 29% 17% 6% profits to? Food and Beverage 9% 26% 29%	12% 35% 24% 29% 0% Financial 6% 26% 32%	Manufacturing 8% 51% 24% 13% 5% Industry Manufacturing 6% 32% 26%	3% 29% 28% 29% 11% Retail 0% 22% 29%	5% 43% 32% 16% 3% 3% Service 2% 33% 35%	Wholesale and Distribution 5% 43% 40% 10% 3% Wholesale and Distribution 2% 32% 37%	Less than 50 5% 38% 34% 17% 5% Cc Less than 50 3% 27% 36%	50 to 100 5% 43% 28% 20% 4% 4% 50 to 100 4% 26% 31%	More than 100 9% 47% 23% 19% 2% Size More than 100 2% 40% 21%	\$2.5 million 0% 48% 33% 14% 5% Exess than \$2.5 million 0% 24% 33%	\$2.5 to less than \$5 million 4% 48% 27% 15% 6% Revenue \$2.5 to less than \$5 million 3% 36% 25%	\$5 million 7% 43% 29% 17% 4% 4% 55 million 4% 30% 33%	Stronger 14% 56% 23% 6% 1% Busines: Stronger 9% 44% 34%	Survive 3% 39% 22% 2% 5 After Par Survive 1% 26% 32%	Taken large toll 1% 13% 33% 22% 21% ademic Taken large toll 0% 12% 27%

	a to enha	ance pr	ofitability	n many	ways. Th	nrough w	hich of the	following	g strategie	s do you plan to M	OST enhance	your comp	any's profitability	over the	next year	? Please select Of	NE.								
						Re	gion						Industry				C	ompany			Revenue		Busines	s After Par	
						Central/	Southern	Finger	Western		Food and					Wholesale and		50 to	More than	Less than	\$2.5 to less than				Taken
	Total	Total				Nohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large tol
Market/demand growth	32%				26%	31%	29%	25%	33%	27%	29%	53%	23%	27%	39%	29%	33%	28%	31%	29%	38%	31%	42%	29%	20%
Cost reduction	15%				14%	18%	9%	17%	16%	18%	11%	3%	16%	16%	17%	12%	16%	14%	17%	19%	14%	15%	6%	20%	21%
Price increase	36%	16%	17% 3	2%	42%	32%	36%	43%	39%	46%	46%	24%	41%	50%	23%	49%	37%	39%	32%	43%	32%	35%	31%	39%	39%
New technology	8%	7%	8% 6	i%	10%	11%	11%	8%	6%	1%	3%	18%	14%	2%	9%	2%	5%	10%	13%	0%	8%	9%	12%	6%	5%
Other	9%	11%	13% 7	'%	8%	9%	16%	7%	6%	8%	11%	3%	6%	6%	11%	7%	9%	9%	7%	10%	9%	10%	9%	6%	15%
Q9. Please indicate which of the following are major areas	is of con-	centrat	ion for you	r comp	any now	and thro	ugh 2022. P	lease ch	eck ALL th	at apply.															
		(I				Re	gion						Industry				C	ompany	Size		Revenue		Busines	s After Par	ndemic
		2020	2019 Ca	oital	Mid- (Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and		50 to	More than	Less than	\$2.5 to less than	More than			Taken
	Total	Total	Total Rep	gion H	ludson I	Nohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large tol
Expansion of existing markets	49%	48%	55% 5	5%	48%	52%	47%	37%	44%	48%	37%	65%	53%	39%	50%	49%	47%	53%	50%	52%	46%	50%	63%	44%	34%
Growth in existing products	50%	47%	50% 54	4%	36%	55%	53%	49%	44%	33%	46%	59%	61%	58%	44%	73%	49%	46%	53%	71%	46%	49%	64%	47%	26%
Entry into new markets	25%	26%	26% 2	9%	28%	24%	15%	25%	25%	16%	23%	24%	35%	26%	25%	22%	21%	30%	31%	19%	25%	27%	33%	21%	21%
New product lines	25%	22%			26%	25%	27%	26%	24%	8%	20%	29%	38%	34%	20%	39%	24%	23%	25%	43%	18%	26%	32%	23%	11%
Acquisition of new businesses	14%	11%			6%	11%	7%	5%	15%	7%	9%	35%	14%	8%	17%	12%	10%	16%	23%	19%	13%	16%	19%	11%	11%
Technology innovation	32%				32%	39%	24%	27%	26%	21%	26%	76%	38%	19%	31%	24%	26%	29%	49%	19%	34%	34%	39%	30%	18%
Construction of new locations	7%	8%			14%	6%	7%	8%	6%	7%	11%	0%	3%	16%	7%	5%	5%	6%	13%	5%	10%	5%	11%	5%	5%
Construction of new locations	28%				24%	28%	35%	8% 26%	30%	26%	31%	35%	3%	31%	7% 30%	27%	5% 31%	27%	26%	5% 43%	29%	5% 27%	29%	28%	5% 29%
Expansion into export markets	4%	2%		%	6%	4%	2%	4%	6%	2%	3%	3%	11%	0%	3%	2%	4%	5%	2%	10%	3%	4%	5%	2%	7%
Dealing with COVID-19	36%				30%	33%	45%	31%	39%	32%	49%	24%	34%	37%	41%	20%	30%	42%	45%	43%	37%	34%	32%	34%	53%
Other	9%	8%	6% 5	%	8%	14%	16%	11%	10%	12%	11%	6%	15%	5%	8%	5%	9%	12%	8%	5%	11%	10%	7%	8%	19%
							1		1	1	I	1					1		1						
Q10A. Do you intend to invest between today through 202	J22 in an	y fixed	assets for	your co	mpany d			wing der	mand, redu	uce costs or enhanc	e productivi	ty?													
							gion						Industry					ompany			Revenue		Busines	s After Par	
		2020	2019 Ca	pital	Mid- (Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and		50 to	More than	Less than	\$2.5 to less than	More than			Taken
	Total	Total	Total Rep	gion H	ludson I	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large tol
Yes	55%	41%	51% 4	9%	64%	61%	58%	54%	53%	61%	48%	55%	68%	58%	49%	45%	52%	57%	63%	60%	58%	52%	65%	57%	28%
No	23%	37%	30% 2	7%	22%	16%	23%	23%	26%	19%	33%	24%	13%	25%	28%	18%	23%	26%	20%	30%	25%	21%	19%	20%	43%
Not sure	22%	22%	19% 24	4%	13%	24%	19%	24%	21%	19%	18%	21%	19%	18%	23%	38%	24%	17%	16%	10%	17%	26%	17%	23%	29%
Q10B. Do you intend to invest between today through 202	J22 in an	v fixed	assets for	your co	mpany de	esigned t	to respond t	o climat	e change (e.g., fuel switching.	energy effic	iency, rene	wable generation.	etc.)?			1							1 1	
·····,····,·····,·····,·····,·····,·····	1	,					gion					,,,	Industry				0	ompany	Size		Revenue		Busines	s After Par	ndemic
		2020	2019 Ca	oital	Mid- (Central/	Southern	Finger	Western	Engineering and	Food and		maasay			Wholesale and	Less than	50 to	More than	Less than		More than	Dusines		Taken
	Total					Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large tol
Yes	15%	N/A			20%	14%	19%	7%	11%	17%	12%	18%	12%	18%	16%	5%	12%	13%	21%	10%	18%	13%	27%	10%	4%
No	64%	N/A	N/A 6	1%	52%	65%	59%	73%	73%	68%	59%	67%	71%	62%	60%	71%	69%	63%	56%	81%	67%	64%	59%	66%	74%
	21%				28%	21%	22%	19%	16%	15%	29%	15%	17%	20%	25%	24%	19%	23%	23%	10%	15%	23%	14%	25%	22%
Not sure	21/0	IN/A	IN/A Z	2.70	20/0	21/0	22/0	1570	10%	1376	23/0	1370	1770	20%	23/0	2470	1970	23/0	2370	10%	1376	2370	1470	2370	22/0
		1 1																							
		h at the						ļ									1								
Q11. Now thinking about the people that work for your co	ompany,	, betwe	een today a	nd the	end of 20			.?																	
Q11. Now thinking about the people that work for your co	ompany					Re	gion						Industry					ompany			Revenue		Busines	s After Par	
Q11. Now thinking about the people that work for your co		2020	2019 Caj	oital	Mid-	Re Central/	gion Southern	Finger			Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
	Total	2020 Total	2019 Caj Total Rej	oital gion H	Mid- Iudson I	Re Central/ Mohawk	gion Southern Tier	Finger Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	Less than 50	50 to 100	More than 100	\$2.5 million	\$2.5 to less than \$5 million	\$5 million	Stronger	Survive	large tol
Substantially increase your workforce	Total	2020 Total 2%	2019 Caj Total Rej 1% 5	pital gion H	Mid- ludson 4%	Re Central/ Mohawk 4%	gion Southern Tier 2%	Finger Lakes 5%	NY 6%	Construction 4%	Beverage 11%	6%	Manufacturing 5%	3%	4%	Distribution 2%	Less than 50 3%	50 to 100 5%	More than 100 6%	\$2.5 million 0%	\$2.5 to less than \$5 million 2%	\$5 million 6%	Stronger 8%	Survive 2%	large tol 4%
Substantially increase your workforce Moderately increase your workforce	Total 5% 39%	2020 Total 2% 25%	2019 Cap Total Rep 1% 5 29% 4	pital gion H i% 7%	Mid- ludson / 4% 38%	Re Central/ Mohawk 4% 40%	egion Southern Tier 2% 43%	Finger Lakes 5% 35%	NY 6% 33%	Construction 4% 44%	Beverage 11% 31%	6% 36%	Manufacturing 5% 37%	3% 30%	4% 44%	Distribution 2% 32%	Less than 50 3% 36%	50 to 100 5% 46%	More than 100 6% 48%	\$2.5 million 0% 48%	\$2.5 to less than \$5 million 2% 36%	\$5 million 6% 41%	Stronger 8% 56%	Survive 2% 36%	large tol 4% 17%
Substantially increase your workforce Moderately increase your workforce Remain about the same	Total 5% 39% 51%	2020 Total 2% 25% 62%	2019 Cap Total Rep 1% 5 29% 4 57% 4	pital gion H 3% 7% 5%	Mid- ludson / 4% 38% 48%	Re Central/ Mohawk 4% 40% 51%	southern Tier 2% 43% 50%	Finger Lakes 5% 35% 57%	NY 6% 33% 50%	Construction 4% 44% 46%	Beverage 11% 31% 49%	6% 36% 52%	Manufacturing 5% 37% 55%	3% 30% 57%	4% 44% 46%	Distribution 2% 32% 63%	Less than 50 3% 36% 56%	50 to 100 5% 46% 46%	More than 100 6% 48% 41%	\$2.5 million 0% 48% 43%	\$2.5 to less than \$5 million 2% 36% 56%	\$5 million 6% 41% 47%	Stronger 8% 56% 35%	Survive 2% 36% 58%	large tol 4% 17% 59%
Substantially increase your workforce Moderately increase your workforce	Total 5% 39%	2020 Total 2% 25%	2019 Cap Total Rep 1% 5 29% 4 57% 4	pital gion H 3% 7% 5%	Mid- ludson / 4% 38%	Re Central/ Mohawk 4% 40%	egion Southern Tier 2% 43%	Finger Lakes 5% 35%	NY 6% 33%	Construction 4% 44%	Beverage 11% 31%	6% 36%	Manufacturing 5% 37%	3% 30%	4% 44%	Distribution 2% 32%	Less than 50 3% 36%	50 to 100 5% 46%	More than 100 6% 48%	\$2.5 million 0% 48%	\$2.5 to less than \$5 million 2% 36%	\$5 million 6% 41%	Stronger 8% 56%	Survive 2% 36%	large tol 4% 17%
Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce	Total 5% 39% 51% 5%	2020 Total 2% 25% 62% 10%	2019 Caj Total Rej 1% 5 29% 4 57% 4 12% 2	pital gion H i% 7% 5% !%	Mid- ludson / 4% 38% 48% 10%	Re Central/ Mohawk 4% 40% 51% 4%	Southern Tier 2% 43% 50% 6%	Finger Lakes 5% 35% 57% 4%	NY 6% 33% 50% 11%	Construction 4% 44% 46% 6%	Beverage 11% 31% 49%	6% 36% 52%	Manufacturing 5% 37% 55%	3% 30% 57%	4% 44% 46%	Distribution 2% 32% 63%	Less than 50 3% 36% 56%	50 to 100 5% 46% 46%	More than 100 6% 48% 41%	\$2.5 million 0% 48% 43%	\$2.5 to less than \$5 million 2% 36% 56%	\$5 million 6% 41% 47%	Stronger 8% 56% 35%	Survive 2% 36% 58%	large tol 4% 17% 59%
Substantially increase your workforce Moderately increase your workforce Remain about the same	Total 5% 39% 51% 5%	2020 Total 2% 25% 62% 10%	2019 Caj Total Rej 1% 5 29% 4 57% 4 12% 2	pital gion H i% 7% 5% !%	Mid- ludson / 4% 38% 48% 10%	Re Central/ Mohawk 4% 40% 51% 4%	Southern Tier 2% 43% 50% 6%	Finger Lakes 5% 35% 57% 4%	NY 6% 33% 50% 11%	Construction 4% 44% 46% 6%	Beverage 11% 31% 49%	6% 36% 52%	Manufacturing 5% 37% 55%	3% 30% 57%	4% 44% 46%	Distribution 2% 32% 63%	Less than 50 3% 36% 56%	50 to 100 5% 46% 46%	More than 100 6% 48% 41%	\$2.5 million 0% 48% 43%	\$2.5 to less than \$5 million 2% 36% 56%	\$5 million 6% 41% 47%	Stronger 8% 56% 35% 1%	Survive 2% 36% 58% 4%	large tol 4% 17% 59% 20%
Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce	Total 5% 39% 51% 5%	2020 Total 2% 25% 62% 10% es, whice	2019 Caj Total Rej 1% 5 29% 4 57% 4 12% 2 ch of the fo	pital gion H % 7% 5% % %	Mid- 4% 4% 38% 48% 10% g are you	Re Central/ Mohawk 4% 40% 51% 4% concerne Re	gion Southern Tier 2% 43% 50% 6% 6% ed with? Ple	Finger Lakes 5% 35% 57% 4%	NY 6% 33% 50% 11% k ALL that	Construction 4% 44% 6% 6% apply.	Beverage 11% 31% 49% 9%	6% 36% 52%	Manufacturing 5% 37% 55%	3% 30% 57%	4% 44% 46%	Distribution 2% 32% 63% 2%	Less than 50 3% 36% 56% 6%	50 to 100 5% 46% 3% ompany	More than 100 6% 48% 41% 5% Size	\$2.5 million 0% 48% 43% 10%	\$2.5 to less than \$5 million 2% 36% 56% 6% 6% Revenue	\$5 million 6% 41% 47% 6%	Stronger 8% 56% 35% 1%	Survive 2% 36% 58%	large tol 4% 17% 59% 20%
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Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce Q12. And thinking about other challenges that your compa Rising supplier costs Continuing impact of COVID-19	Total 5% 39% 51% 5% 70% 70%	2020 Total 25% 62% 10% es, whice 2020 Total 47% 75%	2019 Caj Total Rej 29% 4 57% 44 12% 2 ch of the for 2019 Caj Total Rej 34% 55 N/A 66	Dital gion H i% F 5% F 5% F 5% F bital H gion H 8% F 9% F 5% F	Mid- 4% 38% 4% 10% 3 are you Mid- 4kudson M 78% 62%	Re Central/ Mohawk 4% 40% 51% 4% concerne Re Central/ Mohawk 69% 67%	egion Southern Tier 2% 43% 50% 6% 6% 6% ed with? Ple egion Southern Tier 69% 85%	Finger Lakes 5% 35% 57% 4% ase chec Finger Lakes 86% 68%	NY 6% 33% 50% 11% ck ALL that Western NY 75% 65%	Construction 4% 44% 6% apply. Engineering and Construction 75% 67%	Beverage 11% 31% 49% 9% Food and Beverage 89% 71%	6% 36% 52% 6% Financial 15% 55%	Manufacturing 5% 37% 55% 3% Industry Manufacturing 92% 68%	3% 30% 57% 10% Retail 84% 70%	4% 44% 5% Service 55% 73%	Distribution 2% 32% 63% 2% Wholesale and Distribution 90% 71%	Less than 50 3% 36% 56% 6% C Less than 50 72% 67%	50 to 100 5% 46% 3% ompany 50 to 100 73% 73%	More than 100 6% 48% 41% 5% Size More than 100 65% 76%	\$2.5 million 0% 48% 43% 10% 10% Less than \$2.5 million 81% 76%	\$2.5 to less than \$5 million 2% 36% 56% 6% Revenue \$2.5 to less than \$5 million 68% 70%	\$5 million 6% 41% 6% 6% More than \$5 million 67% 68%	Stronger 8% 56% 35% 1% Busines Stronger 62% 67%	Survive 2% 36% 58% 4% s After Par Survive 74% 69%	large tol 4% 17% 59% 20% ndemic Taken large tol 78% 80%
Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce Q12. And thinking about other challenges that your compa Rising supplier costs Continuing impact of COVID-19 Governmental regulation	Total 5% 39% 51% 5% 5% Total 70% 65%	2020 Total 2% 25% 62% 10% 20% 2020 Total 47% 75% 59%	2019 Ca Total Re; 1% 5 29% 44 57% 42 12% 2 ch of the for 2019 Ca Total Re; 34% 55 N/A 60 65% 65% 55	Dital gion H i% F 5% F	Mid- 4% 38% 4% 10% 3are you Mid- 4udson M 78% 62% 54%	Re Central/ Mohawk 4% 40% 51% 4% concerne Re Central/ Mohawk 69% 69%	egion Southern Tier 2% 43% 50% 6% 6% ed with? Plee egion Southern Tier 69% 85% 58%	Finger Lakes 5% 35% 57% 4% ase chec Finger Lakes 86% 68% 63%	NY 6% 33% 50% 11% k ALL that Western NY 75% 65% 69%	Construction 4% 44% 46% 6% end end end end end end end end	Beverage 11% 31% 49% 9% Food and Beverage 89% 71% 69%	6% 36% 52% 6% Financial 15% 55% 79%	Manufacturing 5% 37% 55% 3% Industry Manufacturing 92% 68% 69%	3% 30% 57% 10% Retail 84% 70% 61%	4% 44% 5% 5% Service 55% 73% 60%	Distribution 2% 32% 63% 2% wholesale and Distribution 90% 71% 63%	Less than 50 3% 36% 56% 6% C Less than 50 72% 67% 61%	50 to 100 5% 46% 46% 3% 50 to 100 73% 73% 64%	More than 100 6% 48% 41% 5% Size More than 100 65% 76% 75%	\$2.5 million 0% 48% 43% 10% 10% \$2.5 million \$2.5 million 81% 76% 48%	\$2.5 to less than \$ million 2% 36% 56% 6%	\$5 million 6% 41% 47% 6% 6% 5% 5% million 67% 68% 64%	Stronger 8% 56% 35% 1% Busines Stronger 62% 67% 56%	Survive 2% 36% 58% 4% s After Par s after Par Survive 74% 69% 70%	large tol 4% 17% 59% 20% ndemic Taken large tol 78% 80% 68%
Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce Q12. And thinking about other challenges that your compa Rising supplier costs Continuing impact of COVID-19 Governmental regulation Taxation Adverse economic conditions	Total 5% 39% 51% 5% pany face Total 70% 70% 65% 56%	2020 Total 2% 25% 62% 10% 2020 Total 47% 75% 59% 59% 65%	2019 Ca Total Rej 1% 55 29% 4' 57% 4' 12% 2 ch of the fo 2019 Caj 70tal Rej 34% 55 N/A 6' 65% 6' 58% 55 88% 55	Dital H gion H 1% - 7% - 5% - 1% - 1% - 1% - 1% - 1% - 5% - 0ital - 1% - 5% - 0% - 5% - 0% - 5% - 0% - 0% - 0% - 2% -	Mid- łudson / 4% 38% 48% 10% 3are you gare you Mid- 10% 54% 54%	Re Central/ 40% 51% 4% 4% 4% 4% 6% 67% 69% 73% 54%	region Southern Tier 2% 43% 50% 6% 6% ed with? Ple gjon Southern Tier 69% 85% 58% 58%	Finger Lakes 5% 35% 57% 4% ase chec Finger Lakes 86% 68% 68% 63% 54%	NY 6% 33% 50% 11% • * K ALL that • * * * * * * * * * * * * * * * * * *	Construction 4% 44% 46% 6% apply. Engineering and Construction 75% 67% 68% 62% 46%	Beverage 11% 31% 49% 9%	6% 36% 52% 6% Financial 15% 55% 79% 52% 73%	Manufacturing 5% 37% 55% 3% Industry Manufacturing 92% 68% 69% 64% 54%	3% 30% 57% 10% Retail 84% 70% 61% 62% 61%	4% 44% 5% 5% 55% 73% 60% 47% 57%	Distribution 2% 32% 63% 2% 03% 2% 00% 71% 63% 56%	Less than 50 3% 36% 55% 6% 6% C Less than 50 72% 67% 61% 59% 58%	50 to 100 5% 46% 46% 3% 50 to 100 73% 64% 56%	More than 100 6% 48% 41% 5% Size More than 100 65% 76% 75% 46% 54%	\$2.5 million 0% 48% 33% 10% Less than \$2.5 million 81% 76% 48% 48% 62%	\$2.5 to less than \$5 million 2% 36% 56% 6% Revenue \$2.5 to less than \$5 million 68% 70% 64% 53% 56%	\$5 million 6% 41% 47% 6% 6% 55 million 67% 68% 64% 56% 52%	Stronger 8% 56% 35% 1% Busines Stronger 62% 67% 56% 46%	Survive 2% 36% 58% 4% s After Par Survive 74% 69% 61% 60%	Iarge tol 4% 17% 59% 20% 20% 78% Iarge tol 78% 80% 68% 60% 65%
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Substantially increase your workforce Moderately increase your workforce Remain about the same Decrease your workforce Q12. And thinking about other challenges that your compa Rising supplier costs Continuing impact of COVID-19 Governmental regulation Taxation Adverse economic conditions Health care costs Human resources Energy costs Cash flow Risk management Global political instability Existing U.S. competition U.S. trade agreements	Total 5% 39% 51% 5% 5% 5% 70% 65% 56% 55% 55% 55% 52% 47% 24% 22% 20% 19%	2020 Total 2% 25% 62% 10% 2020 70tal 47% 59% 65% 59% 65% 59% 65% 59% 46% 37% 19% 14%	Z019 Caj Total Rej 1% 5 2% 4 5% 4 1% 2 2% 4 1% 2 2% 4 1% 5 2% 2019 2019 Caj 7otal Rej 34% 5 N/A 6 65% 6 65% 5 44% 6 66% 5 22% 2 22% 2 22% 2 22% 2 12% 1 24% 2 16% 6 9% 6	sital H gion H % 7% 5% sital llowing sital gion H 8% 9% 0% 2% 0% 9% 0% 0% 0% 0% %%	Mid- 4% 38% 48% 10% 38% 38% 54% 54% 54% 54% 54% 54% 54% 54	Re Central/ Wohawk 4% 40% 51% 4% 60% 69% 67% 69% 73% 54% 71% 54% 21% 24% 21% 14%	gion Southern Tier 2% 50% 6% 6% ed with? Ple gion Tier 69% 85% 58% 58% 58% 58% 58% 58% 58	Finger Lakes 5% 35% 57% 4% ase checc Finger Lakes 86% 63% 63% 63% 63% 63% 63% 63% 63% 63% 6	NY 6% 33% 50% 11% * ALL that * K ALL that *	Construction 4% 44% 46% 6% apply. Engineering and Construction 75% 67% 68% 62% 47% 49% 46% 15% 11% 15% 5%	Beverage 11% 31% 49% 9% 9% Food and Beverage 89% 71% 69% 57% 57% 57% 57% 54% 43% 71% 43% 71% 43% 3%	6% 36% 52% 6% 15% 55% 79% 52% 73% 45% 61% 21% 66% 27% 18% 33%	Manufacturing 5% 37% 55% 3% Industry Manufacturing 92% 68% 69% 64% 59% 54% 59% 52% 54% 19% 19%	3% 30% 57% 10% Retail 84% 61% 61% 62% 61% 61% 52% 28% 23% 23% 23% 23% 16%	4% 44% 5% 5% 55% 55% 60% 47% 57% 57% 57% 57% 57% 52% 40% 30% 25% 14% 5% 55%	Distribution 2% 32% 63% 2% 03% 2% 0% 90% 71% 63% 55% 61% 2% 2%	Less than 50 3% 56% 6% 6% 6% 6% 6% 6% 6% 6% 6%	50 to 100 5% 46% 46% 3% 3% 50 to 100 73% 73% 64% 56% 56% 56% 56% 56% 56% 56% 20% 20% 20% 20% 20% 20% 20% 20%	More than 100 6% 48% 41% 5% Size More than 100 65% 75% 46% 52% 20% 46% 17% 24% 19% 15%	\$2.5 million 0% 48% 43% 10% 10% 10% 48% 48% 48% 48% 48% 48% 48% 48% 48% 48	\$2.5 to less than \$5 million 2% 36% 56% 6% 8 8 70% 64% 53% 56% 64% 53% 56% 64% 53% 56% 44% 22% 19% 19% 19%	\$5 million 6% 41% 47% 6% 6% 6% 6% 6% 6% 68% 64% 56% 52% 55% 52% 52% 52% 52% 21% 21% 9%	Stronger 8% 56% 35% 1% Busines Stronger 62% 67% 56% 35% 47% 46% 51% 40% 25% 23% 22% 9%	Survive 2% 36% 58% 4% s After Par 5wrvive 74% 69% 69% 69% 58% 50% 49% 20% 22% 18% 18%	large tol 4% 17% 59% 20% 7aken large tol 78% 80% 68% 60% 65% 52% 56% 52% 56% 52% 19% 20% 16% 13%

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	T				egion	,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				Industry	,	8,			ompany			Revenue		Busines	s After Pa	ndemic
	2020 203			Central/		0.	Western		Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than				Taken
Total					Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million			large toll
Excellent 2%	1% 19		2%	1%	0%	2%	4%	4%	6%	0%	0%	0%	2%	3%	2%	2%	0%	0%	3%	1%	4%	1%	0%
Good 10% Fair 31%	11% 5% 30% 25		8% 29%	11% 25%	22%	11% 27%	10% 27%	13%	6% 40%	12% 39%	6% 27%	10%	12% 37%	13% 23%	12% 31%	8% 32%	6% 31%	10%	10% 25%	11% 32%	16% 34%	7% 33%	7% 14%
	30% 25 58% 66				35%				40%	39%		30% 61%	37%		31% 55%	32% 58%		38%		32% 56%	34% 45%		14% 79%
Poor 57%	58% 00	% 54%	61%	63%	44%	60%	60%	67%	49%	48%	67%	61%	49%	63%	33%	38%	62%	38%	62%	50%	4576	59%	79%
Q14. Of the following, what would you like to see the Governor	and Legislat	ure of Nev	Vork foci	is on? Plea	se check All	I that an	alv		1			!	!										
Q14. Of the following, what would you like to see the dovernor	and registar		VIORIOCI		egion	c that ap	Jiy.				Industry				C	ompany	Size		Revenue		Busines	s After Pa	ndemic
	2020 203	19 Capita	I Mid-	Central/	Southern	Finger	Western	Engineering and	Food and		industry			Wholesale and	Less than	50 to	More than	Less than		More than	Dusines	5 Miler I d	Taken
Total	Total Tot	al Regior	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Business Income Tax Reform 54%	53% 52		58%	62%	53%	51%	51%	47%	71%	42%	50%	61%	54%	63%	58%	51%	46%	52%	57%	51%	46%	56%	66%
Personal Income Tax Reform 52%	48% 50		48%	60%	51%	54%	53%	56%	51%	52%	51%	54%	49%	63%	50%	57%	51%	62%	53%	50%	49%	55%	51%
Spending Cuts 48%	47% 53		38%	51%	53%	53%	52%	40%	54%	48%	60%	52%	42%	51%	48%	52%	46%	48%	46%	46%	34%	56%	49%
Infrastructure Development 44%	40% 42		42%	44%	47%	37%	38%	59%	31%	58%	33%	36%	47%	37%	44%	44%	44%	57%	45%	41%	53%	43%	27%
Workforce Development 43%	31% N/		40%	41%	44%	36%	38%	35%	34%	42%	44%	41%	51%	29%	42%	45%	46%	52%	37%	44%	52%	40%	40%
Business Development Incentives 41%	45% 36		50%	40%	47%	35%	38%	41%	51%	42%	38%	34%	43%	46%	44%	38%	39%	62%	43%	41%	43%	40%	44%
Estate Tax Reform 29% Ethics Reform 28%	23% 24 26% 28		34%	34% 29%	25% 22%	36% 33%	28% 29%	26%	34% 14%	21% 39%	29% 24%	31% 36%	27%	46%	27% 29%	35% 23%	28% 28%	38%	33% 30%	25%	26% 29%	32% 29%	25% 22%
Energy Infrastructure 26%	23% 28		36%	29%	22%	23%	25%	32%	29%	18%	24%	28%	26%	20%	29%	23%	28%	33%	25%	25%	33%	29%	15%
Sales Tax Reform 25%	23% 24		44%	36%	18%	19%	25%	18%	29%	15%	14%	36%	30%	20%	27%	21%	17%	29%	23%	23%	18%	23%	32%
Climate Change 17%	N/A N/		16%	12%	22%	15%	14%	13%	31%	9%	9%	16%	21%	15%	18%	11%	16%	19%	16%	16%	24%	13%	13%
Other 16%	18% 17		10%	18%	22%	14%	18%	18%	17%	12%	14%	11%	18%	12%	14%	20%	17%	19%	16%	18%	17%	15%	19%
					1				1			1											
Q15. How confident are you in the ability of the government of t	he State of	New York	to improv	the busin	ess climate	for busin	esses like	yours here in New	York over th	e next year	? Are you:	•	•										
					egion						Industry				C	ompany	Size		Revenue		Busines	s After Pa	ndemic
	2020 203			Central/	Southern		Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
Total	Total Tot			Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Very confident 1%	2% 19		0%	2%	0%	1%	2%	2%	6%	0%	0%	0%	2%	0%	1%	1%	1%	5%	1%	1%	3%	0%	0%
Somewhat confident 17%			22%	11%	22%	13%	15%	16%	14%	18%	9%	11%	25%	10%	18%	17%	16%	24%	13%	18%	27%	13%	11%
Not very confident 41% Not at all confident 40%			36%	40% 47%	42%	45% 40%	37% 47%	34% 47%	37%	42% 39%	38% 53%	52% 36%	43% 30%	37% 54%	44% 37%	38% 44%	41% 43%	43% 29%	39% 47%	39% 41%	44% 27%	46% 40%	20%
Not at all confident 40%	44% 45	% 35%	42%	47%	36%	40%	47%	47%	43%	39%	53%	36%	30%	54%	37%	44%	43%	29%	4/%	41%	27%	40%	69%
	managame	nt of the (OV/ID-10	Soimobner																			
Q16. How satisfied have you been with state government's 2021	manageme	nt of the C	OVID-19		gion						Industry				c	ompany	Size		Revenue		Busines	s After Pa	ndemic
Q16. How satisfied have you been with state government's 2021	2020 20				gion Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and	C Less than	ompany 50 to	Size More than	Less than	Revenue \$2.5 to less than	More than	Busines	s After Pa	ndemic Taken
Total	2020 20: Total Tot	L9 Capita	I Mid-	Re Central/		Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Industry Manufacturing	Retail	Service	Wholesale and Distribution				Less than \$2.5 million		More than \$5 million	Busines		
Total Very satisfied 12%	2020 203 Total Tot 14% N/	19 Capita al Regior	I Mid-	Re Central/	Southern					Financial 9%		Retail 13%	Service 15%		Less than	50 to	More than		\$2.5 to less than				Taken
Total Very satisfied 12% Somewhat satisfied 37%	2020 20: Total Tot 14% N/ 33% N/	L9 Capita al Region A 9% A 45%	I Mid- Hudson 22% 38%	Re Central/ Mohawk 11% 31%	Southern Tier 22% 36%	Lakes 13% 32%	NY 7% 34%	Construction 11% 41%	Beverage 14% 34%	9% 42%	Manufacturing 8% 32%	13% 28%	15% 40%	Distribution 10% 29%	Less than 50 13% 38%	50 to 100 16% 33%	More than 100 8% 34%	\$2.5 million 14% 38%	\$2.5 to less than \$5 million 15% 35%	\$5 million 12% 37%	Stronger 21% 43%	Survive 8% 34%	Taken large toll 6% 29%
Total Very satisfied 12% Somewhat satisfied 37% Not very satisfied 24%	2020 203 Total Tot 14% N/ 33% N/ 23% N/	L9 Capita al Region A 9% A 45% A 24%	I Mid- Hudson 22% 38% 14%	Re Central/ Mohawk 11% 31% 25%	Southern Tier 22% 36% 13%	Lakes 13% 32% 33%	NY 7% 34% 22%	Construction 11% 41% 15%	Beverage 14% 34% 31%	9% 42% 18%	Manufacturing 8% 32% 31%	13% 28% 30%	15% 40% 22%	Distribution 10% 29% 27%	Less than 50 13% 38% 24%	50 to 100 16% 33% 19%	More than 100 8% 34% 32%	\$2.5 million 14% 38% 33%	\$2.5 to less than \$5 million 15% 35% 28%	\$5 million 12% 37% 22%	Stronger 21% 43% 20%	Survive 8% 34% 29%	Taken large toll 6% 29% 20%
Total Very satisfied 12% Somewhat satisfied 37%	2020 203 Total Tot 14% N/ 33% N/ 23% N/	L9 Capita al Region A 9% A 45% A 24%	I Mid- Hudson 22% 38%	Re Central/ Mohawk 11% 31%	Southern Tier 22% 36%	Lakes 13% 32%	NY 7% 34%	Construction 11% 41%	Beverage 14% 34%	9% 42%	Manufacturing 8% 32%	13% 28%	15% 40%	Distribution 10% 29%	Less than 50 13% 38%	50 to 100 16% 33%	More than 100 8% 34%	\$2.5 million 14% 38%	\$2.5 to less than \$5 million 15% 35%	\$5 million 12% 37%	Stronger 21% 43%	Survive 8% 34%	Taken large toll 6% 29%
Total Very satisfied 12% Somewhat satisfied 37% Not very satisfied 24% Not at all satisfied 27%	2020 203 Total Tot 14% N/ 33% N/ 23% N/ 30% N/	I9 Capita al Region A 9% A 45% A 24% A 22%	I Mid- Hudson 22% 38% 14% 26%	Re Central/ Mohawk 11% 31% 25% 33%	Southern Tier 22% 36% 13% 29%	Lakes 13% 32% 33%	NY 7% 34% 22%	Construction 11% 41% 15%	Beverage 14% 34% 31%	9% 42% 18%	Manufacturing 8% 32% 31%	13% 28% 30%	15% 40% 22%	Distribution 10% 29% 27%	Less than 50 13% 38% 24%	50 to 100 16% 33% 19%	More than 100 8% 34% 32%	\$2.5 million 14% 38% 33%	\$2.5 to less than \$5 million 15% 35% 28%	\$5 million 12% 37% 22%	Stronger 21% 43% 20%	Survive 8% 34% 29%	Taken large toll 6% 29% 20%
Total Very satisfied 12% Somewhat satisfied 37% Not very satisfied 24%	2020 203 Total Tot 14% N/ 33% N/ 23% N/ 30% N/	I9 Capita al Region A 9% A 45% A 24% A 22%	I Mid- Hudson 22% 38% 14% 26%	Re Central/ Mohawk 11% 31% 25% 33% moving for	Southern Tier 22% 36% 13% 29% ward?	Lakes 13% 32% 33%	NY 7% 34% 22%	Construction 11% 41% 15%	Beverage 14% 34% 31%	9% 42% 18%	Manufacturing 8% 32% 31% 29%	13% 28% 30%	15% 40% 22%	Distribution 10% 29% 27%	Less than 50 13% 38% 24% 25%	50 to 100 16% 33% 19% 32%	More than 100 8% 34% 32% 26%	\$2.5 million 14% 38% 33%	\$2.5 to less than \$5 million 15% 35% 28% 22%	\$5 million 12% 37% 22%	Stronger 21% 43% 20% 17%	Survive 8% 34% 29% 29%	Taken large toll 6% 29% 20% 45%
Total Very satisfied 12% Somewhat satisfied 37% Not very satisfied 24% Not at all satisfied 27%	2020 20: Total Tot 14% N/ 33% N/ 23% N/ 30% N/	L9 Capita al Region A 9% A 45% A 24% A 22%	I Mid- Hudson 22% 38% 14% 26%	Re Central/ Mohawk 11% 25% 33% Moving forv Re	Southern Tier 22% 36% 13% 29% ward? egion	Lakes 13% 32% 33% 21%	NY 7% 34% 22% 38%	Construction 11% 41% 15% 33%	Beverage 14% 34% 31% 20%	9% 42% 18%	Manufacturing 8% 32% 31%	13% 28% 30%	15% 40% 22%	Distribution 10% 29% 27% 34%	Less than 50 13% 38% 24% 25%	50 to 100 16% 33% 19% 32%	More than 100 8% 34% 32% 26% Size	\$2.5 million 14% 38% 33% 14%	\$2.5 to less than \$5 million 15% 35% 28% 22% Revenue	\$5 million 12% 37% 22% 30%	Stronger 21% 43% 20% 17%	Survive 8% 34% 29%	Taken large toll 6% 29% 20% 45%
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Increased wages		N/A N		92%	77%	84%	90%	92%	86%	84%	96%	92%	90%	84%	86%	94%	88%	88%	90%	87%	86%	89%	88%	91%	79%
Offered bonuses	39%		4// 1	38%	30%	41%	38%	35%	41%	31%	29%	16%	39%	40%	44%	59%	35%	44%	49%	53%	41%	40%	41%	41%	32%
Designed flexible work hours	51%			55% 35%	45% 25%	35%	50% 24%	47% 17%	60% 18%	41%	29%	72% 52%	42%	58% 11%	58% 39%	44%	48%	54% 19%	54% 35%	60% 27%	49% 20%	50% 25%	53% 34%	48%	53% 19%
Designed flexible work location Offered referral bonuses to existing employees	24% 36%		N/A	35% 41%	36%	21%	33%	32%	40%	21%	29%	48%	43%	31%	40%	29%	22%	39%	63%	60%	39%	36%	34%	30%	35%
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							gion						Industry					ompany			Revenue		Busines	s After Pa	
				Capital	Mid-	Central/	Southern	Finger	Western NY		Food and					Wholesale and	Less than 50	50 to	More than 100	Less than \$2.5 million	\$2.5 to less than \$5 million	More than \$5 million			Taken
Increased wages	Total 1 86%			Region 87%	Hudson 70%	Mohawk 87%	Tier 84%	Lakes 84%	89%	Construction 82%	Beverage 96%	Financial 81%	Manufacturing 85%	Retail 84%	Service 84%	Distribution 100%	50 86%	100 88%	87%	52.5 million 76%	\$5 million 91%	\$5 million 85%	Stronger 84%	Survive 89%	large toll 79%
Offered bonuses		V/A N		63%	51%	58%	47%	62%	51%	59%	54%	62%	51%	63%	59%	71%	57%	58%	62%	53%	57%	57%	62%	60%	48%
Designed flexible work hours	66%			74%	56%	55%	62%	61%	83%	59%	46%	73%	63%	67%	75%	59%	65%	71%	68%	71%	69%	67%	72%	61%	74%
Designed flexible work location	37%	N/A N	N/A	44%	35%	29%	40%	41%	35%	38%	19%	65%	23%	18%	49%	32%	35%	34%	47%	76%	35%	37%	50%	28%	36%
Offered referral bonuses to existing employees	23%	N/A N	N/A	24%	26%	21%	24%	19%	28%	18%	23%	35%	22%	18%	26%	26%	16%	30%	39%	35%	18%	24%	26%	21%	26%
Other	8%	N/A N	N/A	7%	19%	8%	9%	6%	4%	10%	4%	12%	6%	2%	8%	15%	8%	8%	7%	6%	3%	10%	12%	5%	9%
Q28. In regard to recruiting and retaining employees, ma		los cou	thou f		ricty of k			rnc Whi	ah of the f	allowing issues has		ny facad2 D	ance coloct ALL th	ant apply											
Q28. In regard to recruicing and retaining employees, ma	iy compa	iles say	ruley i	ace a va	nety of i		gion	1115. W1110	in or the n	bilowing issues has	your compa	Ily laceur P	Industry	iat appiy.				ompany	Size		Revenue		Busines	s After Pa	Indemic
	1	020 2	019 0	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and		muustry			Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than	Dusines	Alterra	Taken
	Total 1	otal To	otal F	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Cut back on offering our product/service due to staffing	34%			33%	34%	28%	42%	37%	38%	36%	54%	16%	34%	36%	33%	29%	29%	43%	41%	38%	29%	36%	32%	33%	47%
Cut back on offering our product/service due to staffing		· .	.,																						
Paying new hires more and still can't fill jobs	58%	N/A N	N/A	59%	68%	60%	53%	59%	59%	65%	49%	55%	66%	64%	52%	63%	52%	67%	72%	67%	58%	57%	57%	57%	66%
Raising starting pay for entry-level forced us to increase	60%	N/A N	N/A	57%	54%	65%	58%	55%	67%	57%	51%	61%	70%	72%	53%	61%	54%	73%	69%	62%	57%	59%	63%	58%	62%
senior employees pay														-											
Cannot afford to both pay new hires more and senior employees more	30%	N/A N	N/A	24%	26%	35%	36%	33%	30%	20%	29%	19%	34%	43%	31%	24%	31%	34%	24%	48%	29%	31%	20%	29%	56%
Willing to hire back employees that quit for whatever																	-								
reason	16%	N/A N	N/A	13%	12%	18%	20%	21%	15%	20%	26%	6%	22%	11%	11%	22%	11%	25%	21%	14%	18%	17%	12%	18%	16%
					4000	2.40/	2401	2004	400/	2.494	270/	2001		2504	2004	44.0%	270/	470/	2007	2004	270/	2.5%	2504	2.00/	450/
Will do as much as we can to retain even if it hurts us	2001				40%	34%	31%	39%	40%	34%	37%	29%	44%	36%	38%	41%	37%	43%	39%	38%	37%	36%	36%	38%	45%
Will do as much as we can to retain even if it hurts us financially	38%	N/A N	N/A	37%	4070								12%	20%	16%	12%	12%	19%							1
						q%	25%	12%	16%	16%	20%								10%	10%	12%	17%	12%	14%	26%
financially Many pre-pandemic workers who left are not willing to return	15%	N/A N	v/a	13%	22%	9%	25%	12%	16%	16%	20%	3%							19%	10%	13%	17%	12%	14%	26%
financially Many pre-pandemic workers who left are not willing to	15%	N/A N	v/a			9% 13%	25% 13%	12% 10%	16% 12%	16% 11%	20% 6%	3%	8%	3%	20%	2%	12%	19% 6%	19% 10%	10%	13% 15%	17% 13%	12% 12%	14% 14%	26% 5%
financially Many pre-pandemic workers who left are not willing to return None of the above	15% 12%	N/A N N/A N	N/A N/A	13% 13%	22% 12%	13%	13%	10%	12%	11%	6%														
financially Many pre-pandemic workers who left are not willing to return	15% 12%	N/A N N/A N	N/A N/A	13% 13%	22% 12%	13% rce. Which	13% of the follo	10%	12%	11%	6%		8%				13%	6%	10%		15%		12%	14%	5%
financially Many pre-pandemic workers who left are not willing to return None of the above	15% 12% ad on you	N/A N N/A N	v/A v/A gemen	13% 13%	22% 12%	13% rce. Which	13% of the follo gion	10%	12% st closely	11% describes your busi	6% ness?						13%	6% ompany	10%		15% Revenue		12%		5%
financially Many pre-pandemic workers who left are not willing to return None of the above	15% 12% ad on you	N/A N N/A N r manaj	v/A v/A gemen	13% 13% nt of you	22% 12% r workfo Mid-	13% rce. Which Re	13% of the follo	10% wing mo	12%	11% describes your busi Engineering and	6% ness? Food and		8%			2% Wholesale and	13%	6% ompany	10% Size	10%	15%	13%	12% Busines	14%	5% ndemic Taken
financially Many pre-pandemic workers who left are not willing to return None of the above	15% 12% ad on you Total 1	N/A N N/A N r manaj 020 20 otal Te	V/A V/A gemen 2019 (jotal F	13% 13% nt of you Capital Region	22% 12% r workfo Mid- Hudson	13% rce. Which Re Central/ Mohawk	13% of the follo gion Southern Tier	10% wing mo Finger Lakes	12% st closely Western NY	11% describes your busi Engineering and Construction	6% ness? Food and Beverage	13% Financial	8% Industry Manufacturing	3% Retail	20% Service	2% Wholesale and Distribution	13% C Less than 50	6% ompany 50 to 100	10% Size More than 100	10% Less than \$2.5 million	15% Revenue \$2.5 to less than \$5 million	13% More than \$5 million	12% Business Stronger	14% s After Pa Survive	5% Indemic Taken large toll
financially Many pre-pandemic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h	15% 12% ad on you Total 1	N/A N N/A N r manaj 020 20 otal Te	V/A V/A gemen 019 (jotal F	13% 13% nt of you	22% 12% r workfo Mid-	13% rce. Which Re Central/	13% of the follo gion Southern	10% wing mo	12% st closely Western	11% describes your busi Engineering and	6% ness? Food and	13%	8%	3%	20%	2% Wholesale and	13% C Less than	6% ompany 50 to	10% Size More than	10% Less than	15% Revenue \$2.5 to less than	13% More than	12% Busines	14% s After Pa	5% ndemic Taken
financially Many pre-pandemic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in-	15% 12% ad on you Total 1 54%	N/A N N/A N r manag 020 20 fotal To N/A N	V/A V/A gemen 019 (otal F V/A	13% 13% nt of your Capital Region 41%	22% 12% r workfo Mid- Hudson 60%	13% rce. Which Re Central/ Mohawk 59%	13% of the follo gion Southern Tier 58%	10% wing mo Finger Lakes 58%	12% st closely Western NY 56%	11% describes your busi Engineering and Construction 56%	6% ness? Food and Beverage 87%	13% Financial 22%	8% Industry Manufacturing 61%	3% Retail 76%	20% Service 40%	2% Wholesale and Distribution 68%	13% C Less than 50 60%	6% ompany 50 to 100 50%	10% Size More than 100 40%	10% Less than \$2.5 million 29%	15% Revenue \$2.5 to less than \$5 million 50%	13% More than \$5 million 55%	12% Busines Stronger 39%	14% s After Pa Survive 60%	5% Indemic Taken large toll 66%
financially Many pre-pandemic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in- person Implemented 'work-at-home' for many but now mostly in-person	15% 12% ad on you Total 1 54%	N/A N N/A N r manag 020 20 otal To	V/A V/A gemen 019 (otal F V/A	13% 13% nt of you Capital Region	22% 12% r workfo Mid- Hudson	13% rce. Which Re Central/ Mohawk	13% of the follo gion Southern Tier	10% wing mo Finger Lakes	12% st closely Western NY	11% describes your busi Engineering and Construction	6% ness? Food and Beverage	13% Financial	8% Industry Manufacturing	3% Retail	20% Service	2% Wholesale and Distribution	13% C Less than 50	6% ompany 50 to 100	10% Size More than 100	10% Less than \$2.5 million	15% Revenue \$2.5 to less than \$5 million	13% More than \$5 million	12% Business Stronger	14% s After Pa Survive	5% Indemic Taken large toll
financially Many pre-pandemic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in- person Implemented 'work-at-home' for many but now mostly in-person Implemented 'work-at-home' now getting back to in-	15% 12% ad on you Total 1 54% 22%	V/A N N/A N r manag 1020 24 rotal Te N/A N	V/A N/A gemen 019 (otal F N/A	13% 13% nt of your Capital Region 41%	22% 12% r workfo Mid- Hudson 60%	13% rce. Which Re Central/ Mohawk 59%	13% of the follo gion Southern Tier 58%	10% wing mo Finger Lakes 58%	12% st closely Western NY 56%	11% describes your busi Engineering and Construction 56%	6% ness? Food and Beverage 87%	13% Financial 22%	8% Industry Manufacturing 61%	3% Retail 76%	20% Service 40%	2% Wholesale and Distribution 68%	13% C Less than 50 60%	6% ompany 50 to 100 50%	10% Size More than 100 40%	10% Less than \$2.5 million 29%	15% Revenue \$2.5 to less than \$5 million 50%	13% More than \$5 million 55%	12% Busines Stronger 39%	14% s After Pa Survive 60%	5% Indemic Taken large toll 66%
financially Many pre-pandemic workers who left are not willing to return Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in- person Implemented 'work-at-home' for many but now mostly in-person Implemented 'work-at-home' now getting back to in- person	15% 12% ad on you Total 1 54% 22%	N/A N N/A N r manag r	V/A N/A gemen 019 (otal F N/A	13% 13% nt of your Capital Region 41% 25%	22% 12% r workfo Mid- Hudson 60% 18%	13% rce. Which Re Central/ Mohawk 59% 22%	13% of the follo gion Southern Tier 58% 23%	10% wing mo Finger Lakes 58% 22%	12% st closely Western NY 56% 22%	11% describes your busi Engineering and Construction 56% 27%	6% ness? Food and Beverage 87% 6%	13% Financial 22% 38%	8% Industry Manufacturing 61% 20%	3% Retail 76% 19%	20% Service 40% 24%	2% Wholesale and Distribution 68% 15%	13% C Less than 50 60% 19%	6% ompany 50 to 100 50% 26%	10% Size More than 100 40% 27%	10% Less than \$2.5 million 29% 29%	15% Revenue \$2.5 to less than \$5 million 50% 21%	13% More than \$5 million 55% 24%	12% Busines Stronger 39% 29%	14% s After Pa Survive 60% 21%	5% ndemic Taken large toll 66% 11%
financially Many pre-panetic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in- person Implemented 'work-at-home' for many but now mostly in-person Implemented 'work-at-home' now getting back to in- person Implemented 'work-at-home' and will continue it with	15% 12% ad on you Total 1 54% 22% 10%	V/A N N/A N r manag 020 20 otal To V/A N N/A N	V/A V/A gemen 2019 (C total F V/A V/A	13% 13% nt of your Capital Region 41% 25%	22% 12% r workfo Mid- Hudson 60% 18%	13% rce. Which Re Central/ Mohawk 59% 22%	13% of the follo gion Southern Tier 58% 23%	10% wing mo Finger Lakes 58% 22%	12% st closely Western NY 56% 22%	11% describes your busi Engineering and Construction 56% 27%	6% ness? Food and Beverage 87% 6%	13% Financial 22% 38%	8% Industry Manufacturing 61% 20%	3% Retail 76% 19%	20% Service 40% 24%	2% Wholesale and Distribution 68% 15%	13% C Less than 50 60% 19%	6% ompany 50 to 100 50% 26%	10% Size More than 100 40% 27%	10% Less than \$2.5 million 29% 29%	15% Revenue \$2.5 to less than \$5 million 50% 21%	13% More than \$5 million 55% 24%	12% Busines Stronger 39% 29%	14% s After Pa Survive 60% 21%	5% ndemic Taken large toll 66% 11%
financially Many pre-pandemic workers who left are not willing to return None of the above Q29. Now, thinking about the impact the pandemic has h Continued to have virtually all employees working in- person Implemented 'work-at-home' for many but now mostly in-person Implemented 'work-at-home' now getting back to in- person	15% 12% ad on you Total 1 54% 22% 10%	V/A N N/A N r manag 020 20 otal To V/A N N/A N	V/A V/A gemen 2019 (C total F V/A V/A	13% 13% nt of your Capital Region 41% 25% 13%	22% 12% r workfo Mid- Hudson 60% 18% 4%	13% rce. Which Re Central/ Mohawk 59% 22% 6%	13% of the follo gion Southern Tier 58% 23% 13%	10% wing mo Finger Lakes 58% 22% 11%	12% st closely (Western NY 56% 22% 11%	11% describes your busi Engineering and Construction 56% 27% 12%	6% ness? Food and Beverage 87% 6% 3%	13% Financial 22% 38% 13%	8% Industry Manufacturing 61% 20% 9%	3% Retail 76% 19% 7%	20% Service 40% 24% 12%	2% Wholesale and Distribution 68% 15% 10%	13% C Less than 50 60% 19% 7%	6% ompany 50 to 100 50% 26% 12%	10% Size More than 100 40% 27% 19%	10% Less than \$2.5 million 29% 29% 19%	15% Revenue \$2.5 to less than \$5 million 50% 21% 14%	13% More than \$5 million 55% 24% 9%	12% Busines Stronger 39% 29% 16%	14% s After Pa Survive 60% 21% 7%	5% Taken large toll 66% 11% 8%

Q30A. COVID-19 has had many impacts on businesses.	Would you	say CO	OVID-1	9 has incr	eased, de	creased o	r had no in	npact on r	demand fo	r vour product(s)/s	ervice(s)?														
associated and the many impacts on pusinesses.				- 1103 11101			gion		acmanu 10	. Jour product(s)/s	C. VICE(5/!		Industry				c	ompany	Size		Revenue		Busines	s After Pa	demic
		2020		Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
		Total				Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger		large to
Increased Decreased	45%	32% 51%	N/A	49% 28%	47% 31%	51% 21%	52% 37%	45% 20%	34% 36%	26% 26%	35% 32%	53% 13%	47% 26%	59% 26%	47% 32%	55% 30%	40% 30%	49% 28%	57% 24%	52% 29%	45% 28%	44% 28%	70%	37% 29%	18% 63%
No impact	28%	51% 17%	N/A N/A	28%	22%	21%	37%	35%	36%	26%	32%	13% 34%	26%	26%	32% 21%	30%	30%	28%	24%	29%	28%	28%	12%	29%	19%
No impact	2070	1770	19/0	2370	22/0	2370	11/0	3370	30%	4578	32/0	3470	2170	1370	21/0	1570	30%	23/0	1370	1370	20%	2070	1070	3470	1570
Q30B. COVID-19 has had many impacts on businesses.	Would you	say CC	OVID-1	9 has incr	eased, de	creased, o	r had no im	pact on y	our reven	ue?															
							gion	1					Industry					ompany			Revenue		Busines	s After Pa	
	Total		2019 Total	Capital	Mid-	Central/ Mohawk	Southern Tier	Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Manufacturing	Retail	Service	Wholesale and Distribution	Less than 50	50 to 100	More than 100	Less than \$2.5 million	\$2.5 to less than \$5 million	More than \$5 million	Stronger	Survive	Taker large to
Increased	36%	20%	N/A	40%	24%	45%	35%	39%	26%	19%	38%	44%	44%	48%	33%	44%	33%	38%	43%	29%	38%	37%	63%	28%	6%
Decreased	46%	67%	N/A	40%	59%	40%	56%	39%	59%	53%	50%	25%	44%	33%	50%	51%	49%	46%	42%	62%	41%	47%	26%	49%	85%
No impact	17%	13%	N/A	20%	16%	15%	9%	22%	15%	28%	12%	31%	12%	20%	16%	5%	18%	15%	16%	10%	20%	16%	12%	23%	10%
						L .																			
Q30C. COVID-19 has had many impacts on businesses.	Would you	say CC	DVID-1	has incr	eased, de		r had no im gion	pact on y	our profit	ability?			Industry					ompany	Cine .		Revenue		Rusines	s After Pa	domic
		2020	2019	Capital	Mid-		Southern	Finger	Western	Engineering and	Food and	1	muustry			Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than	Busilies	S AILEI Fa	Take
	Total	Total	Total	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large t
Increased	26%	16%	N/A	29%	27%	28%	28%	27%	18%	19%	21%	41%	22%	43%	22%	37%	25%	24%	30%	24%	28%	25%	51%	17%	2%
Decreased	55%	66%	N/A	51%	54%	54%	59%	51%	65%	59%	58%	34%	62%	44%	56%	51%	55%	61%	52%	62%	58%	54%	30%	62%	89%
No impact	19%	18%	N/A	20%	19%	18%	13%	23%	17%	22%	21%	25%	16%	13%	21%	12%	20%	15%	17%	14%	14%	21%	19%	21%	8%
Q30D. COVID-19 has had many impacts on businesses.	Would you	say CC	OVID-1	9 has incr	eased. de	creased. o	r had no in	npact on 1	the size of	your workforce?	1	I	1	I	1				I	i	1		ı		
						Re	gion						Industry				C	ompany			Revenue		Busines	s After Pa	
		2020	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than				Take
1d	Total 13%				Hudson 14%	Mohawk 12%	Tier 15%	Lakes 14%	NY	Construction	Beverage 9%	Financial 13%	Manufacturing	Retail 12%	Service 16%	Distribution 17%	50	100 22%	100 13%	\$2.5 million 14%	\$5 million 11%	\$5 million 14%	Stronger		large t
Increased Decreased	49%	48%	N/A N/A	16% 48%	55%	43%	53%	47%	9% 53%	5% 68%	9% 64%	34%	16% 48%	42%	47%	29%	11% 42%	54%	62%	48%	47%	50%	26% 39%	8% 48%	1% 73%
No impact	38%	41%	N/A	36%	31%	45%	33%	40%	38%	27%	27%	53%	37%	47%	37%	54%	42%	24%	25%	38%	41%	36%	34%	44%	25%
Q30F. COVID-19 has had many impacts on businesses.	Would you	say CO	OVID-19	has incr	eased, de			npact on y	our cost o	f doing business?															
		2020	2019	Capital	Mid-	Re Central/	gion Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and	C Less than	ompany 50 to	Size More than	Less than	Revenue \$2.5 to less than	More than	Busines	s After Pa	ndemic Take
	Total	Total				Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$2.5 to less than \$5 million	\$5 million	Stronger	Survive	large to
Increased	86%	75%		84%	73%	89%	89%	89%	83%	88%	97%	69%	92%	89%	80%	95%	85%	88%	90%	90%	84%	85%	83%	87%	88%
Decreased	6%	9%	N/A	5%	14%	3%	5%	5%	7%	5%	0%	6%	6%	5%	8%	0%	6%	8%	4%	0%	7%	6%	6%	5%	8%
No impact	9%	17%	N/A	11%	12%	8%	5%	6%	10%	7%	3%	25%	2%	7%	12%	5%	9%	4%	6%	10%	9%	9%	10%	9%	4%
Q31.How significant a financial impact are COVID-19 re	lated safet	y meas	sures (I	PE, phys	cal space		ions, cleani gion	ing produ	cts, etc.) n	aving on your busin	less?		Industry				0	ompany	Sizo		Revenue		Rusines	s After Pa	domic
		2020	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and	I	maasay			Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than	Dusines	Alterra	Take
	Total	Total				Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger		large t
Very significant	18%	26%	N/A	18%	24%	16%	18%	14%	13%	11%	32%	13%	14%	15%	23%	10%	11%	26%	28%	19%	17%	18%	14%	16%	32%
Somewhat significant	31%	36%	N/A N/A	30% 42%	33%	31% 40%	35%	30%	34%	36%	32%	22% 59%	38% 34%	31%	30% 36%	20%	28% 42%	35% 34%	38%	38%	26%	32%	34% 39%	30% 41%	32%
Not too significant Not at all significant	38%	30%	N/A N/A	42% 8%	33% 8%	40%	35%	36%	38%	41%	29% 6%	59%	34% 13%	33% 16%	36%	15%	42%	34% 4%	29%	29%	34%	38%	39%	41%	24%
Not applicable	3%	N/A	N/A	3%	2%	3%	5%	4%	3%	4%	0%	0%	2%	5%	4%	5%	5%	1%	1%	0%	7%	3%	5%	3%	2%
		,																							
Q32A. How significant a problem has price increases from	om supplie	rs beer	n for yo	our busin	ess durin	g the pand	emic?																		
		2020	2019		Mid-		gion						Industry			Wholesale and		ompany			Revenue		Busines	s After Pa	
		2020		Capital		Central/	Southern Tier	Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Manufacturing		Service	Distribution	Less than 50	50 to 100	More than 100	Less than \$2.5 million	\$2.5 to less than \$5 million	More than \$5 million	Stronger	Survive	Take large t
	Total	Total	Total	Pegion	Hudson														100					63%	73%
Very significant	Total 59%	Total N/A	Total N/A	Region 49%	Hudson 69%	Mohawk 58%	44%	71%	66%	71%	76%	9%	Manufacturing 83%	Retail 69%	41%	73%	60%	67%	51%	67%	59%	57%	45%		19%
Very significant Somewhat significant									66% 22%								60% 27%	67% 24%	51% 38%	67% 14%	59% 23%			26%	
Somewhat significant Not too significant	59% 29% 9%	N/A N/A N/A	N/A N/A N/A	49% 32% 13%	69% 22% 0%	58% 29% 12%	44% 46% 7%	71% 18% 9%	22% 8%	71% 22% 5%	76% 18% 6%	9% 56% 25%	83% 13% 5%	69% 26% 5%	41% 38% 14%	73% 24% 0%	27% 9%	24% 7%	38%	14%	23% 16%	57% 29% 9%	45% 36% 14%	8%	2%
Somewhat significant	59% 29%	N/A N/A	N/A N/A	49% 32%	69% 22%	58% 29%	44% 46%	71% 18%	22%	71% 22%	76% 18%	9% 56%	83% 13%	69% 26%	41% 38%	73% 24%	27%	24%	38%	14%	23%	57% 29%	45% 36%		2% 6%
Somewhat significant Not too significant Not at all significant	59% 29% 9% 4%	N/A N/A N/A	N/A N/A N/A	49% 32% 13% 6%	69% 22% 0% 8%	58% 29% 12% 1%	44% 46% 7% 2%	71% 18% 9% 2%	22% 8% 4%	71% 22% 5%	76% 18% 6%	9% 56% 25%	83% 13% 5%	69% 26% 5%	41% 38% 14%	73% 24% 0%	27% 9%	24% 7%	38%	14%	23% 16%	57% 29% 9%	45% 36% 14%	8%	
Somewhat significant Not too significant	59% 29% 9% 4%	N/A N/A N/A	N/A N/A N/A	49% 32% 13% 6%	69% 22% 0% 8%	58% 29% 12% 1% our busines	44% 46% 7% 2%	71% 18% 9% 2%	22% 8% 4%	71% 22% 5%	76% 18% 6%	9% 56% 25%	83% 13% 5% 0%	69% 26% 5%	41% 38% 14%	73% 24% 0%	27% 9% 4%	24% 7% 2%	38% 9% 2%	14%	23% 16% 2%	57% 29% 9%	45% 36% 14% 5%	8% 3%	6%
Somewhat significant Not too significant Not at all significant	59% 29% 9% 4%	N/A N/A N/A N/A	N/A N/A N/A N/A	49% 32% 13% 6%	69% 22% 0% 8%	58% 29% 12% 1% our busines	44% 46% 7% 2% s during th	71% 18% 9% 2% e pander	22% 8% 4%	71% 22% 5%	76% 18% 6%	9% 56% 25%	83% 13% 5% 0% Industry	69% 26% 5%	41% 38% 14%	73% 24% 0% 2% Wholesale and	27% 9% 4%	24% 7% 2%	38% 9% 2%	14% 10% 10%	23% 16% 2% Revenue \$2.5 to less than	57% 29% 9% 5% More than	45% 36% 14% 5%	8%	6%
Somewhat significant Not too significant Not at all significant Q32B. How significant a problem has your orders not an	59% 29% 9% 4% rriving at y Total	N/A N/A N/A Dur loc 2020 Total	N/A N/A N/A N/A cation c 2019 Total	49% 32% 13% 6% on time b Capital Region	69% 22% 0% 8% een for ye Mid- Hudson	58% 29% 12% 1% our busines Re Central/ Mohawk	44% 46% 7% 2% ss during th gion Southern Tier	71% 18% 9% 2% Finger Lakes	22% 8% 4% nic? Western NY	71% 22% 5% 2% Engineering and Construction	76% 18% 6% 0% Food and Beverage	9% 56% 25% 9% Financial	83% 13% 5% 0% Industry Manufacturing	69% 26% 5% 0% Retail	41% 38% 14% 7% Service	73% 24% 0% 2% Wholesale and Distribution	27% 9% 4% Less than 50	24% 7% 2% ompany 50 to 100	38% 9% 2% Size More than 100	14% 10% 10% Less than \$2.5 million	23% 16% 2% Revenue \$2.5 to less than \$5 million	57% 29% 9% 5% More than \$5 million	45% 36% 14% 5% Busines Stronger	8% 3% s After Par Survive	6% Idemic Take large t
Somewhat significant Not too significant Not at all significant Q32B. How significant a problem has your orders not ar Usery significant	59% 29% 9% 4% rriving at y Total 49%	N/A N/A N/A Dur loc 2020 Total N/A	N/A N/A N/A N/A ation c 2019 Total N/A	49% 32% 13% 6% On time b Capital Region 45%	69% 22% 0% 8% een for ye Mid- Hudson 51%	58% 29% 12% 1% Our busines Re Central/ Mohawk 57%	44% 46% 2% ss during th gion Southern Tier 36%	71% 18% 9% 2% he pander Finger Lakes 46%	22% 8% 4% nic? Western NY 52%	71% 22% 5% 2% Engineering and Construction 61%	76% 18% 6% 0% Food and Beverage 44%	9% 56% 25% 9% Financial 3%	83% 13% 5% 0% Industry Manufacturing 65%	69% 26% 5% 0% Retail 67%	41% 38% 14% 7% Service 33%	73% 24% 0% 2% Wholesale and Distribution 78%	27% 9% 4% Cc Less than 50 50%	24% 7% 2% 50 to 100 59%	38% 9% 2% Size More than 100 39%	14% 10% 10% Less than \$2.5 million 57%	23% 16% 2% Revenue \$2.5 to less than \$5 million 54%	57% 29% 9% 5% 5% More than \$5 million 46%	45% 36% 14% 5% Busines Stronger 47%	8% 3% s After Par Survive 49%	6% Idemia Take large 1 54%
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Somewhat significant Not too significant Q32B. How significant a problem has your orders not an Q32B. How significant Somewhat significant Not too significant Not too significant Q32C. How significant a problem has goods not being a Very significant Somewhat significant Somewhat significant	59% 29% 9% 4% Trriving at y 700 29% 14% 8% 29% 14% 8% 700 14% 8%	N/A N/A N/A N/A N/A N/A Dur locc 2020 Total N/A N/A	N/A N/A N/A N/A 2019 Total N/A N/A N/A Your b 2019 Total N/A	49% 32% 13% 6% Capital Region 45% 27% 16% 11% usiness d Capital Region 38%	69% 22% 0% 8% een for ye Mid- Hudson 51% 35% 4% 10% uring the Mid- Hudson 48%	58% 29% 12% 1% our busines Re Central/ Mohawk 57% 23% 10% 9% 9% Pandemic Re Central/ Mohawk 51%	44% 46% 7% 2% s during th gion Southern Tier 36% 42% 18% 4% 2% gion Southern Tier 44%	71% 18% 9% 2% Finger Lakes 46% 33% 16% 5% Finger Lakes 45%	22% 8% 4% mic? Western NY 52% 24% 17% 7% 7% Western NY 46%	71% 22% 5% 2% Engineering and Construction 61% 23% 11% 5% Engineering and Construction 60%	76% 18% 6% 0% Food and Beverage 44% 41% 6% 9% 9% Food and Beverage 56%	9% 56% 25% 9% Financial 3% 22% Financial 6%	83% 13% 5% 0% Manufacturing 65% 2% 2% 2% 1ndustry Manufacturing 47%	69% 26% 5% 0% Retail 67% 25% 8% 0% 0%	41% 38% 14% 7% Service 33% 33% 21% 14% Service 32%	73% 24% 0% 2% 2% Wholesale and 17% 0% 5% 5% Wholesale and Distribution 73% 15%	27% 9% 4% Less than 50% 28% 13% 9% 28% 13% 9% 28% 13% 9% 47%	24% 7% 2% 50 to 100 59% 19% 15% 7% 50 to 100 56%	38% 9% 2% Size More than 100 39% 44% 11% 6% 5ize More than 100 35% 43%	14% 10% 10% 10% Less than §2.5 million 57% 14% 14% 14% 14% 14% 24% 22% 24%	23% 16% 2% Revenue \$2.5 to less than 55 million \$23% 14% 9% Revenue \$2.5 to less than \$5 million \$6%	57% 29% 9% 5% 55% 55% 55% 16% 9% 9% 9% 16% 9% 9% 55 million 44%	45% 36% 14% 5% Busines Stronger 47% 28% 15% 10% Busines Stronger 43%	8% 3% s After Pan 49% 30% 14% 7% s After Pan Survive 43%	6% Take Iarge 54? 28? 9% 8% 8% Take Iarge 59? 23?

Q32D. How significant a problem has receiving inferior qu	ality goo	ds or	service	s been fo	or your bu			emic?									-			1	_				
		2020	2019	Capital	Mid-	Re Central/	gion Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and	C Less than	ompany 50 to	Size More than	Less than	Revenue \$2.5 to less than	More than	Busines	s After Par	ndemic Taken
			Total	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Very significant			N/A	8%	8%	17%	9%	9%	12%	17%	24%	0%	13%	12%	10%	13%	12%	18%	7%	19%	13%	11%	10%	10%	25%
Somewhat significant			N/A	21%	15%	22%	17%	25%	15%	27%	24%	26%	13%	18%	17%	20%	22%	22%	13%	19%	17%	19%	17%	19%	25%
Not too significant	40%				46%	34%	46%	33%	41%	36%	39%	45%	42%	45%	37%	40%	37%	36%	50%	43%	42%	40%	38%	45%	25%
Not at all significant	29%				31%	27%	28%	33%	33%	20%	12%	29%	28%	25%	36%	28%	29%	24%	29%	19%	27%	30%	35%	26%	24%
Q32E. How significant a problem has clients/customers be	eing unw	illing t	to acce	pt price i	ncreases	been for yo	our business	during t	he panden	nic?															
							gion		-				Industry					ompany	Size		Revenue		Busines	s After Par	
			2019	Capital	Mid-	Central/	Southern	Finger	Western		Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than			Taken
		Total	Total	Region		Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Very significant Somewhat significant		N/A N/A	N/A N/A	17% 24%	9% 34%	15% 31%	7% 38%	13% 38%	13% 39%	20%	16% 38%	13% 22%	15% 39%	13% 36%	13% 25%	7% 44%	14% 34%	22% 36%	9% 25%	19% 29%	6% 37%	16% 30%	9% 22%	12% 39%	35% 32%
Not too significant		N/A N/A	N/A	35%	43%	29%	38%	34%	35%	34%	38%	22%	39%	30%	35%	32%	34%	30%	43%	29%	31%	30%	41%	39%	32% 19%
Not at all significant				23%	43%	23%	22%	15%	13%	10%	13%	38%	14%	11%	28%	17%	20%	12%	23%	24%	25%	18%	28%	15%	19%
Not at an agrinteant	2070	19/0	19/0	2370	1376	2470	22/0	1370	1370	10%	1370	30%	1470	11/0	2070	1776	2070	12/0	2370	2370	23/0	1070	2070	1370	1470
Q33A. Please indicate to what extent supply chain disrup	tions nea	ativel	v affec	ted vour	business	affected vo	ur business	?		1	1		1			1			1	1	1				
							gion						Industry				C	ompany	Size		Revenue		Busines	s After Par	ndemic
				Capital			Southern	Finger	Western		Food and					Wholesale and	Less than			Less than		More than			Taken
			Total	Region		Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
A great deal		N/A		36%	49%	43%	35%	48%	46%	57%	41%	6%	59%	55%	26%	63%	41%	54%	38%	45%	39%	41%	37%	43%	51%
Some		N/A	N/A	34%	27%	41%	39%	31%	36%	29%	32%	28%	36%	33%	39%	24%	37%	23%	39%	30%	39%	33%	31%	38%	28%
Not very much Not at all			N/A	18%	10% 14%	8%	15%	15% 6%	13% 6%	6%	21%	47%	5%	8% 3%	19% 16%	2%	14%	14%	14%	15%	14%	15%	20%	11%	10%
NOT AT All	10%	N/A	N/A	12%	14%	8%	11%	b%	ь%	8%	6%	19%	1%	5%	16%	10%	9%	9%	9%	10%	8%	12%	12%	8%	12%
Q33B. Please indicate to what extent the pandemic creati	ng new:	vrofita	hla cr	nortuniti	es for vo:	r husiness	affected vo	ur husin		I	I	I	I		I	I			I	I					
QSSB. Flease indicate to what extent the pandemic creat	ing new p	JIOIILa	able op	portuniti			gion		551				Industry				0	ompany	Size		Revenue		Rusines	s After Par	ndemic
		2020	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and		industry			Wholesale and	Less than		More than	Less than	\$2.5 to less than	More than	busines	J Anter I u	Taken
	Total	Total	Total	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
A great deal	8%	N/A	N/A	12%	10%	9%	7%	6%	4%	6%	6%	16%	6%	15%	7%	12%	8%	8%	7%	10%	15%	7%	17%	4%	1%
Some	24%	N/A	N/A	28%	20%	16%	24%	19%	26%	15%	21%	28%	25%	33%	26%	15%	21%	24%	34%	14%	24%	23%	37%	20%	6%
Not very much			N/A	28%	31%	34%	38%	34%	20%	37%	29%	25%	30%	31%	25%	44%	27%	39%	31%	24%	25%	33%	27%	32%	27%
Not at all	38%	N/A	N/A	31%	39%	40%	31%	41%	50%	43%	44%	31%	39%	21%	42%	29%	44%	29%	28%	52%	35%	38%	18%	43%	65%
Q34A. Please indicate whether you currently have a polic	y or prac	tice of	f requir	ing face r	nasks wh			stance ir	place due	to a mandate, a se	elf-imposed	policy, or if		he policy	/practice	in place?			c:	1					
		2020	2019	Capital	Mid-	Re Central/	gion Southern	Finger	Western	Engineering and	Food and		Industry			Wholesale and	Less than	ompany: 50 to	Size More than	Less than	Revenue \$2.5 to less than	More than	Busines	s After Par	Taken
	Total	Total	Total	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Mandated		N/A	N/A	52%	39%	47%	43%	40%	33%	34%	50%	52%	39%	35%	54%	32%	36%	52%	60%	57%	43%	46%	48%	44%	37%
Self-imposed		N/A	N/A	34%	39%	35%	36%	44%	48%	46%	41%	39%	38%	48%	33%	46%	42%	39%	33%	24%	37%	38%	39%	38%	44%
Do not have	16%	N/A	N/A	14%	22%	19%	21%	16%	19%	20%	9%	10%	22%	17%	13%	22%	22%	9%	7%	19%	20%	15%	13%	18%	20%
Q34B. Please indicate whether you currently have a polic	y or pract	ice of	requir	ing face n	nasks for	unvaccinat	ed employe	es in pla	ce due to a	mandate, a self-ir	nposed poli	cy, or if you	do not have the p	olicy/pra	ictice in p	lace?									
							gion						Industry					ompany			Revenue		Busines	s After Par	
		2020	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than		More than	Less than		More than	-		Taken
Mandatad					Hudson 45%	Mohawk 48%	Tier 45%	Lakes 44%	NY 36%	Construction 38%	Beverage 59%	Financial	Manufacturing 38%	Retail	Service 58%	Distribution 34%	50 40%	100 56%	100 61%	\$2.5 million 67%	\$5 million 46%	\$5 million 48%	Stronger 54%	Survive 45%	large toll
Mandated Self-imposed		N/A	N/A N/A	56% 23%	45%	48% 29%	25%	35%	30%	35%	24%	52% 16%	38%	41% 36%	24%	29%	28%	33%	24%	10%	40%	48%	27%	45%	43% 24%
Do not have		N/A		23%	29%	23%	30%	21%	29%	27%	18%	32%	31%	23%	19%	37%	32%	12%	15%	24%	23%	25%	19%	26%	33%
Do not nave	2370	19/1	19/6	2170	2370	2370	5070	2170	2370	2170	10/0	5270	51/6	2370	1370	5770	J270	12/0	1570	2470	2370	2370	1378	2070	3370
Q34C. Please indicate whether you currently have a policy	or pract	ice of	condu	cting dail	v in-perso	on or virtua	l health che	cks in pl	ace due to	a mandate, a self-i	mposed pol	icv. or if vo	u de net have the	olicy/pr	actice in I	place?			1	1			0		
																	C	ompany	Cizo	1			Busines	s After Par	ndemic
							gion						Industry			Wholesale and					Revenue				Taken
		2020		Capital	Mid-		gion Southern	Finger	Western		Food and						Less than		More than	Less than	\$2.5 to less than	More than			
	Total	Total	2019 Total	Capital Region	Hudson	Re Central/ Mohawk	Southern Tier	Lakes	NY	Engineering and Construction	Food and Beverage	Financial	Industry Manufacturing	Retail	Service	Distribution	50	50 to 100	More than 100	\$2.5 million	\$2.5 to less than \$5 million	\$5 million	Stronger	Survive	large toll
Mandated	Total 19%	Total N/A	2019 Total N/A	Capital Region 18%	Hudson 14%	Re Central/ Mohawk 20%	Southern Tier 25%	Lakes 19%	NY 18%	Engineering and Construction 15%	Food and Beverage 21%	26%	Industry Manufacturing 16%	Retail 17%	Service 23%	17%	50 12%	50 to 100 25%	More than 100 34%	\$2.5 million 29%	\$2.5 to less than \$5 million 18%	\$5 million 19%	Stronger 20%	19%	20%
Self-imposed	Total 19% 25%	Total N/A N/A	2019 Total N/A N/A	Capital Region 18% 27%	Hudson 14% 22%	Re Central/ Mohawk 20% 26%	Southern Tier 25% 18%	Lakes 19% 23%	NY 18% 31%	Engineering and Construction 15% 22%	Food and Beverage 21% 33%	26% 13%	Industry Manufacturing 16% 30%	Retail 17% 24%	Service 23% 26%	17% 20%	50 12% 24%	50 to 100 25% 31%	More than 100 34% 26%	\$2.5 million 29% 14%	\$2.5 to less than \$5 million 18% 23%	\$5 million 19% 25%	Stronger 20% 27%	19% 24%	20% 26%
	Total 19%	Total N/A N/A	2019 Total N/A N/A	Capital Region 18%	Hudson 14%	Re Central/ Mohawk 20%	Southern Tier 25%	Lakes 19%	NY 18%	Engineering and Construction 15%	Food and Beverage 21%	26%	Industry Manufacturing 16%	Retail 17%	Service 23%	17%	50 12%	50 to 100 25%	More than 100 34%	\$2.5 million 29%	\$2.5 to less than \$5 million 18%	\$5 million 19%	Stronger 20%	19%	20%
Self-imposed Do not have	Total 19% 25% 55%	Total N/A N/A N/A	2019 Total N/A N/A N/A	Capital Region 18% 27% 56%	Hudson 14% 22% 63%	Re Central/ Mohawk 20% 26% 55%	Southern Tier 25% 18% 56%	Lakes 19% 23% 59%	NY 18% 31% 51%	Engineering and Construction 15% 22% 63%	Food and Beverage 21% 33% 45%	26% 13% 61%	Industry Manufacturing 16% 30% 54%	Retail 17% 24% 59%	Service 23% 26% 51%	17% 20%	50 12% 24%	50 to 100 25% 31%	More than 100 34% 26%	\$2.5 million 29% 14%	\$2.5 to less than \$5 million 18% 23%	\$5 million 19% 25%	Stronger 20% 27%	19% 24%	20% 26%
Self-imposed	Total 19% 25% 55%	Total N/A N/A N/A	2019 Total N/A N/A N/A	Capital Region 18% 27% 56%	Hudson 14% 22% 63%	Re Central/ Mohawk 20% 26% 55% /accination	Southern Tier 25% 18% 56% in place du	Lakes 19% 23% 59%	NY 18% 31% 51%	Engineering and Construction 15% 22% 63%	Food and Beverage 21% 33% 45%	26% 13% 61%	Industry Manufacturing 16% 30% 54% he policy/practice	Retail 17% 24% 59%	Service 23% 26% 51%	17% 20%	50 12% 24% 65%	50 to 100 25% 31% 44%	More than 100 34% 26% 40%	\$2.5 million 29% 14%	\$2.5 to less than \$5 million 18% 23% 58%	\$5 million 19% 25%	Stronger 20% 27% 54%	19% 24% 57%	20% 26% 54%
Self-imposed Do not have	Total 19% 25% 55%	Total N/A N/A N/A tice of	2019 Total N/A N/A N/A	Capital Region 18% 27% 56% ing the C	Hudson 14% 22% 63% OVID-19	Re Central/ Mohawk 20% 26% 55% vaccination Re	Southern Tier 25% 18% 56% in place du gion	Lakes 19% 23% 59% e to a ma	NY 18% 31% 51% andate, a s	Engineering and Construction 15% 22% 63% elf-imposed policy,	Food and Beverage 21% 33% 45% , or if you do	26% 13% 61%	Industry Manufacturing 16% 30% 54%	Retail 17% 24% 59%	Service 23% 26% 51%	17% 20% 63%	50 12% 24% 65%	50 to 100 25% 31% 44%	More than 100 34% 26% 40% Size	\$2.5 million 29% 14% 57%	\$2.5 to less than \$5 million 18% 23% 58% Revenue	\$5 million 19% 25% 55%	Stronger 20% 27% 54%	19% 24%	20% 26% 54% ndemic
Self-imposed Do not have	Total 19% 25% 55%	Total N/A N/A N/A	2019 Total N/A N/A N/A f requir 2019	Capital Region 18% 27% 56% ing the C Capital	Hudson 14% 22% 63% OVID-19 Mid-	Re Central/ Mohawk 20% 26% 55% vaccination Re Central/	Southern Tier 25% 18% 56% in place du	Lakes 19% 23% 59%	NY 18% 31% 51% andate, a s	Engineering and Construction 15% 22% 63% elf-imposed policy, Engineering and	Food and Beverage 21% 33% 45% , or if you do	26% 13% 61% not have t	Industry Manufacturing 16% 30% 54% he policy/practice Industry	Retail 17% 24% 59% in place?	Service 23% 26% 51%	17% 20% 63% Wholesale and	50 12% 24% 65%	50 to 100 25% 31% 44%	More than 100 34% 26% 40%	\$2.5 million 29% 14%	\$2.5 to less than \$5 million 18% 23% 58% Revenue \$2.5 to less than	\$5 million 19% 25%	Stronger 20% 27% 54% Busines	19% 24% 57%	20% 26% 54% ndemic Taken
Self-imposed Do not have	Total 19% 25% 55% y or prac	Total N/A N/A N/A tice of 2020 Total	2019 Total N/A N/A N/A f requir 2019 Total	Capital Region 18% 27% 56% ing the C	Hudson 14% 22% 63% OVID-19 Mid-	Re Central/ Mohawk 20% 26% 55% vaccination Re	Southern Tier 25% 18% 56% in place du gion Southern	Lakes 19% 23% 59% e to a ma Finger	NY 18% 31% 51% andate, a s	Engineering and Construction 15% 22% 63% elf-imposed policy,	Food and Beverage 21% 33% 45% , or if you do	26% 13% 61%	Industry Manufacturing 16% 30% 54% he policy/practice	Retail 17% 24% 59%	Service 23% 26% 51%	17% 20% 63%	50 12% 24% 65% C Less than	50 to 100 25% 31% 44%	More than 100 34% 26% 40% Size More than	\$2.5 million 29% 14% 57%	\$2.5 to less than \$5 million 18% 23% 58% Revenue	\$5 million 19% 25% 55% More than	Stronger 20% 27% 54%	19% 24% 57%	20% 26% 54% ndemic
Self-imposed Do not have Q34D. Please indicate whether you currently have a polic Mandated	Total 19% 25% 55% y or prac Total 14%	Total N/A N/A N/A tice of 2020	2019 Total N/A N/A N/A f requir 2019 Total	Capital Region 18% 27% 56% ing the C Capital Region	Hudson 14% 22% 63% OVID-19 Mid- Hudson	Re Central/ Mohawk 20% 26% 55% vaccination Re Central/ Mohawk	Southern Tier 25% 18% 56% in place du gion Southern Tier	Lakes 19% 23% 59% e to a ma Finger Lakes	NY 18% 31% 51% andate, a s Western NY	Engineering and Construction 15% 22% 63% elf-imposed policy, Engineering and Construction	Food and Beverage 21% 33% 45% , or if you do Food and Beverage	26% 13% 61% not have t	Industry Manufacturing 16% 30% 54% he policy/practice Industry Manufacturing	Retail 17% 24% 59% in place? Retail	Service 23% 26% 51% Service	17% 20% 63% Wholesale and Distribution	50 12% 24% 65% C Less than 50	50 to 100 25% 31% 44% 50 to 100	More than 100 34% 26% 40% Size More than 100	\$2.5 million 29% 14% 57% Less than \$2.5 million	\$2.5 to less than \$5 million 18% 23% 58% Revenue \$2.5 to less than \$5 million	\$5 million 19% 25% 55% More than \$5 million	Stronger 20% 27% 54% Busines Stronger	19% 24% 57% s After Par Survive	20% 26% 54% ndemic Taken large toll
Self-imposed Do not have Q34D. Please indicate whether you currently have a polic	Total 19% 25% 55% y or prac Total 14% 24%	Total N/A N/A N/A tice of 2020 Total N/A	2019 Total N/A N/A N/A f requir 2019 Total N/A N/A	Capital Region 18% 27% 56% ing the C Capital Region 15%	Hudson 14% 22% 63% OVID-19 Mid- Hudson 18%	Re Central/ Mohawk 20% 26% 55% vaccination Re Central/ Mohawk 13%	Southern Tier 25% 18% 56% in place du gion Southern Tier 16%	Lakes 19% 23% 59% e to a ma Finger Lakes 10%	NY 18% 31% 51% andate, a s Western NY 10%	Engineering and Construction 15% 22% 63% elf-imposed policy, Engineering and Construction 7%	Food and Beverage 21% 33% 45% or if you do Food and Beverage 9%	26% 13% 61% not have t Financial 16%	Industry Manufacturing 16% 30% 54% he policy/practice Industry Manufacturing 10%	Retail 17% 24% 59% in place? Retail 12%	Service 23% 26% 51% Service 19%	17% 20% 63% Wholesale and Distribution 10%	50 12% 24% 65% C Less than 50 10%	50 to 100 25% 31% 44% 50 to 100 11%	More than 100 34% 26% 40% Size More than 100 23%	\$2.5 million 29% 14% 57% Less than \$2.5 million 14%	\$2.5 to less than \$5 million 18% 23% 23% 58% Revenue \$2.5 to less than \$5 million 13%	\$5 million 19% 25% 55% More than \$5 million 14%	Stronger 20% 27% 54% Busines Stronger 15%	19% 24% 57% s After Par Survive 13%	20% 26% 54% ndemic Taken large toll 13%
Self-imposed Do not have Q34D. Please indicate whether you currently have a polic Mandated Self-imposed Do not have	Total 19% 25% 55% y or prac Total 14% 24% 62%	Total N/A N/A N/A tice of 2020 Total N/A N/A N/A	2019 Total N/A N/A N/A f requir 2019 Total N/A N/A	Capital Region 18% 27% 56% ing the C Capital Region 15% 25% 60%	Hudson 14% 22% 63% OVID-19 Mid- Hudson 18% 24% 57%	Re Central/ Mohawk 20% 26% 55% vaccination Re Central/ Mohawk 13% 22% 65%	Southern Tier 25% 18% 56% in place du gion Southern Tier 16% 18% 65%	Lakes 19% 23% 59% e to a ma Finger Lakes 10% 26% 64%	NY 18% 31% 51% andate, a s Western NY 10% 26% 64%	Engineering and Construction 15% 22% 63% elf-Imposed policy, Engineering and Construction 7% 17% 76%	Food and Beverage 21% 33% 45% or if you do Food and Beverage 9% 32% 59%	26% 13% 61% not have t Financial 16% 26% 58%	Industry Manufacturing 16% 30% 54% noustry Industry Manufacturing 10% 18% 72%	Retail 17% 24% 59% in place? Retail 12% 31% 58%	Service 23% 26% 51% Service 19% 26% 55%	17% 20% 63% Wholesale and Distribution 10% 24% 66%	50 12% 24% 65% Co Less than 50 10% 25%	50 to 100 25% 31% 44% 50 to 100 11% 21%	More than 100 34% 26% 40% Size More than 100 23% 23%	\$2.5 million 29% 14% 57% Less than \$2.5 million 14% 29%	\$2.5 to less than \$5 million 18% 23% 58% Revenue \$2.5 to less than \$5 million 13% 22%	\$5 million 19% 25% 55% More than \$5 million 14% 21%	Stronger 20% 27% 54% Busines Stronger 15% 24%	19% 24% 57% s After Par Survive 13% 24%	20% 26% 54% ndemic Taken large toll 13% 22%
Self-imposed Do not have Q34D. Please indicate whether you currently have a polic Mandated Self-imposed	Total 19% 25% 55% y or prac Total 14% 24% 62%	Total N/A N/A N/A tice of 2020 Total N/A N/A N/A	2019 Total N/A N/A N/A f requir 2019 Total N/A N/A	Capital Region 18% 27% 56% ing the C Capital Region 15% 25% 60%	Hudson 14% 22% 63% OVID-19 Mid- Hudson 18% 24% 57%	Re Central/ Mohawk 20% 26% 55% vaccination Re Central/ Mohawk 13% 22% 65%	Southern Tier 25% 18% 56% in place du gion Southern Tier 16% 18% 65%	Lakes 19% 23% 59% e to a ma Finger Lakes 10% 26% 64%	NY 18% 31% 51% andate, a s Western NY 10% 26% 64%	Engineering and Construction 15% 22% 63% elf-Imposed policy, Engineering and Construction 7% 17% 76%	Food and Beverage 21% 33% 45% or if you do Food and Beverage 9% 32% 59%	26% 13% 61% not have t Financial 16% 26% 58%	Industry Manufacturing 16% 30% 54% noustry Industry Manufacturing 10% 18% 72%	Retail 17% 24% 59% in place? Retail 12% 31% 58%	Service 23% 26% 51% Service 19% 26% 55%	17% 20% 63% Wholesale and Distribution 10% 24% 66%	50 12% 24% 65% Co Less than 50 10% 25%	50 to 100 25% 31% 44% 50 to 100 11% 21%	More than 100 34% 26% 40% Size More than 100 23% 23%	\$2.5 million 29% 14% 57% Less than \$2.5 million 14% 29%	\$2.5 to less than \$5 million 18% 23% 58% Revenue \$2.5 to less than \$5 million 13% 22% 64%	\$5 million 19% 25% 55% More than \$5 million 14% 21%	Stronger 20% 27% 54% Busines Stronger 15% 24% 61%	19% 24% 57% s After Par Survive 13% 24% 63%	20% 26% 54% Taken large toll 13% 22% 65%
Self-imposed Do not have Q34D. Please indicate whether you currently have a polic Mandated Self-imposed Do not have	Total 19% 25% 55% y or prac Total 14% 24% 62% y or prac	Total N/A N/A N/A tice of 2020 Total N/A N/A N/A N/A ice of	2019 Total N/A N/A N/A f requir 2019 Total N/A N/A N/A allowi	Capital Region 18% 27% 56% ing the C Capital Region 15% 25% 60%	Hudson 14% 22% 63% OVID-19 Mid- Hudson 18% 24% 57% me off to	Re Central/ Mohawk 20% 25% ssss vaccination Re Central/ Mohawk 13% 22% 65% get the CC Re	Southern Tier 25% 18% 56% in place du gion Southern Tier 16% 18% 65% VID-19 vacc gion	Lakes 19% 23% 59% e to a ma Finger Lakes 10% 26% 64% ination i	NY 18% 31% 51% modate, a s Western NY 10% 26% 64% n place due	Engineering and Construction 15% 22% 63% elf-imposed policy, Engineering and Construction 7% 17% 76% to a mandate, a s	Food and Beverage 21% 33% 45% , or if you do Food and Beverage 9% 32% 59% elf-imposed	26% 13% 61% not have t Financial 16% 26% 58%	Industry Manufacturing 16% 30% 54% noustry Industry Manufacturing 10% 18% 72%	Retail 17% 24% 59% in place? Retail 12% 31% 58%	Service 23% 26% 51% Service 19% 26% 55%	17% 20% 63% Wholesale and Distribution 10% 24% 66% 26% 2 in place?	50 12% 24% 65% C Less than 50 10% 25% 65%	50 to 100 25% 31% 44% 50 to 100 11% 68% 50 to 50	More than 100 34% 26% 40% Size More than 100 23% 23% 54% Size	\$2.5 million 29% 14% 57% Less than \$2.5 million 14% 29% 57%	\$2.5 to less than \$5 million 18% 23% 58% \$2.5 to less than \$5 million 13% 22% 64% 64%	\$5 million 19% 25% 55% More than \$5 million 14% 21% 65%	Stronger 20% 27% 54% Busines Stronger 15% 24% 61%	19% 24% 57% s After Par Survive 13% 24%	20% 26% 54% ndemic Taken large toll 13% 22% 65%
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Jan Jan Via Via <td>Difficulty providing sufficient hand hygiene materials</td> <td>3%</td> <td>N/A N/A</td> <td>1%</td> <td>7%</td> <td>7%</td> <td>2%</td> <td>3%</td> <td>1%</td> <td>4%</td> <td>0%</td> <td>6%</td> <td>3%</td> <td>4%</td> <td>2%</td> <td>5%</td> <td>3%</td> <td>5%</td> <td>2%</td> <td>0%</td> <td>2%</td> <td>2%</td> <td>1%</td> <td>3%</td> <td>6%</td>	Difficulty providing sufficient hand hygiene materials	3%	N/A N/A	1%	7%	7%	2%	3%	1%	4%	0%	6%	3%	4%	2%	5%	3%	5%	2%	0%	2%	2%	1%	3%	6%	
Jain Jain <th< td=""><td>Difficulty providing all employees with training on the</td><td>10%</td><td></td><td>16%</td><td>2/1%</td><td>2/1%</td><td>17%</td><td>18%</td><td>10%</td><td>20%</td><td>26%</td><td>11%</td><td>1/1%</td><td>22%</td><td>16%</td><td>22%</td><td>17%</td><td>20%</td><td>16%</td><td>22%</td><td>12%</td><td>10%</td><td>18%</td><td>1.9%</td><td>22%</td></th<>	Difficulty providing all employees with training on the	10%		16%	2/1%	2/1%	17%	18%	10%	20%	26%	11%	1/1%	22%	16%	22%	17%	20%	16%	22%	12%	10%	18%	1.9%	22%	
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Variable of \$25 million or more regardless of how maxwer words were waither words of \$25 million \$1 milds Variable of \$20 milds Revenue Business Attermation Span="12" Span="12" Span="12" Span="12" Span="12" Span="12" <th colspa<="" td=""><td>Other</td><td>26%</td><td>N/A N/A</td><td>30%</td><td>1/%</td><td>26%</td><td>21%</td><td>28%</td><td>23%</td><td>23%</td><td>29%</td><td>33%</td><td>25%</td><td>19%</td><td>31%</td><td>22%</td><td>25%</td><td>23%</td><td>29%</td><td>21%</td><td>35%</td><td>27%</td><td>28%</td><td>25%</td><td>26%</td></th>	<td>Other</td> <td>26%</td> <td>N/A N/A</td> <td>30%</td> <td>1/%</td> <td>26%</td> <td>21%</td> <td>28%</td> <td>23%</td> <td>23%</td> <td>29%</td> <td>33%</td> <td>25%</td> <td>19%</td> <td>31%</td> <td>22%</td> <td>25%</td> <td>23%</td> <td>29%</td> <td>21%</td> <td>35%</td> <td>27%</td> <td>28%</td> <td>25%</td> <td>26%</td>	Other	26%	N/A N/A	30%	1/%	26%	21%	28%	23%	23%	29%	33%	25%	19%	31%	22%	25%	23%	29%	21%	35%	27%	28%	25%	26%
Industry Industry Industry Industry Company Size Revenue Business After Pandemica Take So to More than	Q38. NYS is considering new legislation to regulate how b	ousiness	es collect an	d use per	sonal info	rmation ab	out their cu	stomers,	including	requirements to al	llow custome	ers to disall	ow or limit the us	e of their	personal	information by a	business. (One NYS	proposal wou	uld regulate al	l businesses with r	records on mo	ore than 10	,000 NY r	esidents,	
Image: construction 2020 Capital Mid- Mohawk Central Title Souther (1) Figure fragme/ (1) Figure fragme/	or with total receipt sof \$25 million or more regardless of	f how m	any custome	r records	they mair	ntain. To w	hat extent v	would su	ch legislati	ion impact your bu	isiness?									-						
India Total Total Total Total Total Total Total Total Na			2020 20					F 1-	14/	Fasime 1	Less 1		Industry		1	Mikeles 1				Loss 11		Maria 11	Busines	s After Pa		
Significant impact 19% N/A 19% N/A 19% 10% 12% 12% 12% 12% 12% 12% 12% 12% 11% 12%		Total										Financial	Manufacturing	Rotail	Samica								Stronger	Cumino		
Value 12% N/A N/A 15% 4% 7% 13% 7% 15% 6% 17%	Significant impact																									
uitile to no impact 48% N/A N/A 48% N/A N/A 48% 57% 52% 46% 19% 52% 36% 50% 39% 57% 44% 32% 45% 50% 49% 44% 50% 49% bort know 20% N/A N/A 16% 18% 22% 23% 18% 18% 23% 22% 23% 16% 22% 24% 18% 22% 23% 23% 16% 22% 23% 15% 15% 15% 15% 12% 23% 23% 23% 25% 23% 16% 22% 23% 15% 15% 15% 15% 12% 22% 23% 23% 16% 22% 23% 15% 15% 15% 12% 23% 23% 15% 15% 15% 12% 12% 12% 12% 12% 15% 15% 15% 12% 15% 15% 16% 25% 15% 15% 15% 15% 15% 15% 15% 15% 15% 15% <t< td=""><td>Moderate impact</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	Moderate impact																									
And and a state of the state of a s	Little to no impact									57%																
Image: Normal synthmat synthyraphit synthmat synthmat synthmat synthma	Don't know	20%	N/A N/A	16%	18%	22%	24%	28%	19%	18%	18%	23%	29%	23%	16%	22%	24%	14%	13%	15%	17%	21%	18%	22%	23%	
Image: Normal synthmat synthyraphit synthmat synthmat synthmat synthma				_		I			I	L				I	I		I	L	L		I			I		
Image: Normal synthmat synthyraphit synthmat synthmat synthmat synthma	O20 NVS is considering new "antitrust" desidation that w	مساط مال	our for loursu	ite againe	t any husi	acc that "	huses"#cor	aduct the	t would to	and to foreclose or	limit compo	tition) a "de	minant market n	ocition"	(40% mar	kat chara if a calle	r or 20% o	r highor	if a huwar) Ta	what out and	da yay baliaya thi	c logiclation .	uould impo	ct your b	usiness?	
2020 2019 Capital Mid- Central/ Southern Finger Western Engineering and Loss Food and NM Retail Service Bitribution Southern Less than S2.5 loless than More than Ess than S2.5 loless than More than Stronger Taken Taken significant positive impact 1% N/A N/A 2% 0% 1% 8% 0% 0% 0% 1% N/A N/A N/A N/A N/A N/A N/A 0% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 1% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0% 0%	antitust regisiation that w			its agains	cally busi			ושמרו וחש	n would te	and to loreclose or	mint compe	aaonja do		, 100100	-J/o mar	Net slidle if a selle				what extent		a registation v				
Significant positive impact 1% NA NA 2% 0% 1% 0% 0% 2% 4% 0% 0% 1% 1% 0% 2% 1% 1% 0% 0% 2% 2% 4% 0% 0% 1% 2% 1% 0% 0% 0% 2% 1% 1% 0% 0% 0% 2% 1% 1% 0% 0% 0% 2% 2% 1% 1% 0% 0% 0% 2% 2% 1% 1% 0% 0% 0% 0% 2% 2% 1% 1% 0% 0% 0% 2% 1% 1% 0% <t< td=""><td></td><td></td><td>2020 2019</td><td>Capital</td><td>Mid-</td><td></td><td></td><td>Finger</td><td>Western</td><td>Engineering and</td><td>Food and</td><td></td><td></td><td></td><td></td><td>Wholesale and</td><td></td><td></td><td></td><td>Less than</td><td></td><td></td><td></td><td></td><td></td></t<>			2020 2019	Capital	Mid-			Finger	Western	Engineering and	Food and					Wholesale and				Less than						
Nuclearity point Diff Diff <thdiff< th=""> Diff Diff</thdiff<>								Lakes					· · · · · · · · · · · · · · · · · · ·												large toll	
Utilite to no impact 55% N/A N/A N/A S7% 53% 54% 61% 49% 55% 57% 54% 56% 51%	Significant positive impact	1/0					470	070		470		070	170			070		-/-	170	0/0	070	270	273			
Woderate adverse impact 7% N/A 7% 8% 4% 9% 4% 11% 4% 6% 6% 8% 7% 12% 6% 7% 10% 5% 3% 8% 7% 6% significant adverse impact 8% N/A N/A 8% 7% 11% 4% 6% 6% 8% 7% 12% 6% 7% 10% 5% 3% 8% 7% 6% 7% 10% 5% 3% 8% 7% 6% 7% 10% 5% 3% 8% 7% 6% 7% 10% 5% 3% 8% 7% 6% 7% 10% 5% 3% 8% 7% 6% 7% 10% 5% 3% 10% 6% 6% 10% 10% 5% 3% 10% 6% 10% 6% 10% 5% 3% 10% 6% 10% 6% 10% 6% 10%											0.72	0.72														
Significant adverse impact 8% N/A 8% 6% 7% 4% 6% 9% 12% 9% 10% 5% 8% 7% 7% 3% 12% 15% 0% 7% 8% 10% 6% 10%																							0070			
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	Don't know	25%	N/A N/A	22%	20%	31%	26%	28%	22%	1/%	32%	26%	26%	26%	25%	32%	27%	23%	19%	20%	26%	24%	21%	28%	27%	

Q40. Do you think your company will be in business in Ner	w York t	en years	s from	today or	r not?																				ı
							gion						Industry				c	ompany	Size		Revenue		Busines	s After Pan	ndemic
		2020 2		Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than				Taken
				Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger		large toll
Yes			56%	66%	55%	58%	56%	59%	49%	58%	65%	91%	46%	49%	66%	51%	52%	62%	79%	65%	52%	61%	82%	56%	19%
No	14%		17%	11%	14%	16%	13%	14%	21%	17%	18%	3%	15%	21%	11%	20%	19%	9%	4%	20%	18%	13%	6%	14%	34%
Don't know	27%	25% 2	27%	23%	31%	26%	31%	27%	30%	25%	18%	16%	39%	30%	24%	29%	29%	29%	17%	15%	30%	26%	12%	30%	47%
Q41. If you had it all to do all over again, considering all fa	ctors, w	ould you	u locat	te your b	usiness i	n New Yor	k or somepl	ace else?	-			1	1		I	-	1		I						
						Re	gion						Industry				c	ompany	Size		Revenue		Busines	s After Pan	ndemic
		2020 2		Capital	Mid-	Central/			Western	0 0	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than		.	Taken
				Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger		large toll
New York	35%		32%	37%	29%	27%	43%	40%	28%	31%	41%	44%	18%	33%	43%	32%	39%	33%	29%	55%	31%	35%	50%	29%	20%
Someplace else			64%	50%	71%	61%	43%	52%	62%	63%	47%	44%	76%	59%	41%	59%	52%	60%	58%	45%	60%	54%	40%	58%	73%
Don't know	11%	12%	4%	13%	0%	12%	15%	9%	10%	6%	13%	13%	6%	8%	15%	10%	9%	7%	13%	0%	9%	11%	10%	13%	7%
Q42. How likely do you think it is that the U.S. economy w	/ill he in	recessio	on hets	ween no	w and th	e end of 20	222									ļ									
que nou mer uo jou unine e lo entre o lo economy a		1 CCC55.0		incentino.	and the		gion						Industry				c	ompany	Size		Revenue		Busines	s After Pan	ndemic
				Capital Region	Mid- Hudson	Central/ Mohawk	Southern Tier	Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Manufacturing	Retail	Service	Wholesale and Distribution	Less than 50	50 to 100	More than 100	Less than \$2.5 million	\$2.5 to less than \$5 million	More than \$5 million	Stronger	Survive	Taken large toll
Almost certain	16%		3%	11%	21%	18%	13%	18%	17%	13%	19%	19%	14%	23%	17%	10%	17%	15%	100	10%	20%	15%	13%	15%	26%
Very likely			10%	22%	23%	28%	31%	22%	22%	29%	25%	19%	14%	23%	22%	37%	22%	29%	21%	35%	23%	22%	15%	26%	31%
Somewhat likely	35%		32%	39%	31%	31%	37%	32%	35%	31%	41%	19%	38%	30%	38%	29%	39%	26%	34%	30%	31%	36%	30%	39%	31%
Not very likely			40%	26%	23%	20%	19%	27%	25%	24%	16%	42%	29%	20%	22%	22%	20%	30%	30%	20%	25%	26%	38%	19%	13%
Not at all likely	2%		13%	2%	2%	4%	0%	1%	1%	4%	0%	0%	2%	0%	2%	2%	2%	1%	2%	5%	2%	2%	3%	1%	0%
-																									
Q43. Please select your gender:																	1								
		2020 2	2019	Capital	Mid-	Rentral/	gion Southern	Firmer	Manham	Facility of the second	Food and	-	Industry	1		Wholesale and	C Less than	ompany	Size More than	Less than	Revenue \$2.5 to less than	More than	Busines	s After Pan	ndemic Taken
								Finger Lakes	Western	Engineering and								50 to		\$2.5 million		\$5 million			
			Total 74%	Region 78%	Hudson 91%	Mohawk 71%	Tier 65%		NY 85%	Construction 94%	Beverage 73%	Financial 84%	Manufacturing 84%	Retail 83%	Service 67%	Distribution 82%	50 73%	100	100 87%	\$2.5 million 75%	\$5 million 81%	55 million 77%	Stronger 78%		large toll 70%
Male Female			74% 21%	78% 22%	91%	29%	35%	85% 15%	85%	94% 6%	27%	84%	84%	83%	33%	82%	27%	83% 17%	87%	25%	81%	23%	22%	80% 20%	30%
remaie	22/0	30% 2	21/0	2270	576	23/0	3376	1370	1370	0%	21/0	10/0	10%	1770	3370	18%	21/0	1770	13/0	2376	1976	23/0	22/0	20%	50%
Q44. How would you describe your race/ethnicity?						1							1						1	1					
						Re	gion						Industry				C	ompany	Size		Revenue		Busines	s After Pan	ndemic
		2020 2	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and					Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than		· · · · ·	Taken
	Total	Total T	otal	Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
White	94%	94% 9	90%	94%	82%	95%	98%	95%	98%	97%	84%	90%	94%	93%	96%	92%	94%	96%	95%	95%	96%	95%	94%	95%	93%
African-American	1%	1%	1%	1%	2%	1%	0%	0%	1%	0%	0%	0%	2%	2%	0%	0%	1%	1%	1%	0%	0%	1%	2%	0%	1%
Hispanic	1%	1%	1%	2%	4%	0%	0%	1%	0%	1%	3%	0%	1%	0%	2%	0%	2%	1%	0%	0%	1%	1%	2%	1%	1%
Asian	1%	1%	1%	0%	4%	0%	0%	1%	0%	0%	6%	0%	0%	0%	0%	3%	0%	2%	1%	0%	1%	1%	0%	1%	1%
Other	3%	3%	1%	4%	7%	4%	2%	3%	1%	1%	6%	10%	3%	5%	1%	5%	4%	0%	3%	5%	2%	3%	3%	3%	4%
Q45. Approximately how many employees do you have in	annew	TOPK Sta	ate loc	cations?		Re	gion						Industry					ompany	Sizo		Revenue		Pusinos	s After Pan	domic
		2020 2	2019	Capital	Mid-	Central/	Southern	Finger	Western	Engineering and	Food and		muustry			Wholesale and	Less than	50 to	More than	Less than	\$2.5 to less than	More than	busines	Alter Pan	Taken
				Region	Hudson	Mohawk	Tier	Lakes	NY	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	50	100	100	\$2.5 million	\$5 million	\$5 million	Stronger	Survive	large toll
Less than 50	60%	68% 6	62%	51%	51%	63%	73%	60%	66%	56%	61%	41%	58%	66%	60%	70%	100%	0%	0%	53%	61%	58%	49%	62%	74%
50 to 100	18%	13% 1	16%	22%	24%	17%	12%	19%	10%	29%	15%	14%	21%	12%	15%	15%	0%	100%	0%	16%	13%	19%	21%	16%	14%
More than 100	23%	19% 1	18%	27%	24%	20%	15%	21%	24%	15%	24%	45%	21%	22%	25%	15%	0%	0%	100%	32%	26%	23%	29%	22%	13%
Revenue										1							-								
		2020 2	010	Capital	Mid-	Rentral/	gion Southern	Finger	Western	Engineering and	Foodard	1	Industry	1	1	Wholesale and	C Less than	ompany 50 to		Less than	Revenue \$2.5 to less than	More than	Busines	s After Pan	ndemic Taken
				Region	Nila- Hudson	Central/ Mohawk	Tier	Finger Lakes	Western NY	Engineering and Construction	Food and Beverage	Financial	Manufacturing	Retail	Service	Distribution	Less than 50	100	More than 100	S2.5 million	\$2.5 to less than \$5 million	\$5 million	Stronger	Survive	large toll
Less than \$2.5 million	3%		N/A	3%	6%	2%	3%	4%	6%	2%	0%	0%	5%	2%	5%	0%	3%	3%	5%	100%	0%	35 mmon 0%	3%	4%	5%
\$2.5 to less than \$5 million	17%		N/A	19%	24%	19%	10%	18%	13%	16%	17%	24%	16%	18%	17%	12%	18%	12%	20%	0%	100%	0%	16%	18%	18%
More than \$5 million	57%		N/A	55%	41%	63%	59%	58%	56%	57%	54%	62%	57%	51%	57%	63%	54%	61%	55%	0%	0%	100%	63%	53%	54%
Don't know/Refused	23%		N/A	23%	29%	17%	28%	20%	25%	24%	29%	15%	22%	29%	21%	24%	25%	23%	20%	0%	0%	0%	18%	26%	24%
		· ·												•						•					-