



Innovative
Entrepreneurial
Experienced



Constant Contact Survey Results

Survey Name: Business Economic Survey - JANUARY 2018

Response Status: Partial & Completed

Filter: None

2/6/2019 2:06 PM EST

Please check the top three issues facing your business in 2018:

Answer	0%	100%	Number of Response(s)	Response Ratio
Overtime compensation changes			1	<1 %
Minimum wage changes (for those with minimum wage employees)			17	12.5 %
Federal Taxes			25	18.5 %
Vermont Taxes			38	28.1 %
Health insurance costs			77	57.0 %
Finding qualified employees			80	59.2 %
Sources of financing			15	11.1 %
Property tax (education funding)			41	30.3 %
Internet security			29	21.4 %
Succession planning			24	17.7 %
Housing			7	5.1 %
Other			22	16.2 %
Totals			135	100%

How would you describe the current state of Vermont's economy?

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			35	25.7 %
No change			49	36.0 %
Declining			42	30.8 %
Unsure/Do not know			10	7.3 %
No Response(s)			0	0.0 %
Totals			136	100%

How would you describe the current state of the U.S. economy?

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			88	64.7 %
No change			26	19.1 %
Declining			13	9.5 %
Unsure/Do not know			8	5.8 %
No Response(s)			1	<1 %
Totals			136	100%

What is the one key business economic issue that you would like to see addressed by the state legislature?

112 Response(s)

How do you expect your company's sales to change in the next six months?

Answer	0%	100%	Number of Response(s)	Response Ratio
Increase by less than 10%			60	44.1 %
Increase by 10-30%			25	18.3 %
Increase by 30+%			8	5.8 %
Decrease by less than 10%			7	5.1 %
Decrease by 10-30%			6	4.4 %
Decrease by 30+%			2	1.4 %
No change			27	19.8 %
No Response(s)			1	<1 %
Totals			136	100%

How do you expect your company's capital spending to change in the next six months?

Answer	0%	100%	Number of Response(s)	Response Ratio
Increase by less than 10%			34	25.0 %
Increase by 10-30%			13	9.5 %
Increase by 30+%			6	4.4 %
Decrease by less than 10%			14	10.2 %
Decrease by 10-30%			8	5.8 %
Decrease by 30+%			3	2.2 %
No change			56	41.1 %
No Response(s)			2	1.4 %
Totals			136	100%

How do you expect your company's employment to change in the next six months?

Answer	0%	100%	Number of Response(s)	Response Ratio
Increase staffing by 1-3 people			46	33.8 %
Increase staffing by 3+ people			16	11.7 %
Decrease staffing by 1-3 people			9	6.6 %
Decrease staffing by 3+ people			1	<1 %
No change			64	47.0 %
No Response(s)			0	0.0 %
Totals			136	100%

Which statements below reflect your mindset about doing business in Vermont over the last 6 months.

Answer	0%	100%	Number of Response(s)	Response Ratio
I love doing business in Vermont.			26	19.2 %
While doing business in Vermont has it's challenges, I'm committed to staying here because my customers/ clients/ products/ supply chain/ environment are here.			75	55.5 %
I have thought about closing my business or moving it out of state			25	18.5 %
Other			11	8.1 %
Totals			135	100%

Has Vermont's overall tax burden caused you to consider relocation of your residence in the last 12 months?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes, plans were put in motion			19	13.9 %
Yes, but not serious consideration			53	38.9 %
No			60	44.1 %
No Response(s)			4	2.9 %
Totals			136	100%

Please indicate your business industry.

Answer	0%	100%	Number of Response(s)	Response Ratio
Agriculture			6	4.4 %
Artisan			0	0.0 %
Construction			9	6.6 %
Educational Services			1	<1 %
Finance & Insurance			14	10.2 %
Health Care & Social Assistance			8	5.8 %
Hotel & Restaurant			13	9.5 %
Information			8	5.8 %
Manufacturing			14	10.2 %
Professional, Technical			27	19.8 %
Retail trade			10	7.3 %
Transportation & Warehousing			1	<1 %
Utilities			0	0.0 %
Wholesale Trade			1	<1 %
Other			24	17.6 %
No Response(s)			0	0.0 %
Totals			136	100%

County of Headquarters:

Answer	0%	100%	Number of Response(s)	Response Ratio
Addison			24	17.6 %
Bennington			7	5.1 %
Caledonia			1	<1 %
Chittenden			41	30.1 %
Essex			0	0.0 %
Franklin			2	1.4 %
Grand Isle			1	<1 %
Lamoille			1	<1 %
Orange			2	1.4 %
Orleans			1	<1 %
Rutland			28	20.5 %
Washington			4	2.9 %
Windham			10	7.3 %
Windsor			14	10.2 %
No Response(s)			0	0.0 %
Totals			136	100%

Please indicate the scope of your marketplace.

Answer	0%	100%	Number of Response(s)	Response Ratio
Exclusive to Vermont			45	33.0 %
Multi-state			48	35.2 %
National			19	13.9 %
International			23	16.9 %
No Response(s)			1	<1 %
Totals			136	100%

If the scope of your marketplace is at the multi-state, national, and/or international level, please indicate the percentage of your business done outside of Vermont.

Answer	0%	100%	Number of Response(s)	Response Ratio
Less than 25%			44	32.3 %
25-50%			17	12.5 %
50-75%			12	8.8 %
75+%			24	17.6 %
No Response(s)			39	28.6 %
Totals			136	100%

Please identify your total annual revenue in fiscal year 2017.

Answer	0%	100%	Number of Response(s)	Response Ratio
\$0 - \$250k			25	18.3 %
\$251k - \$1M			36	26.4 %
\$1.1M - \$3M			34	25.0 %
\$3M+			37	27.2 %
No Response(s)			4	2.9 %
Totals			136	100%

Please indicate your business' total number of employees including self.

Answer	0%	100%	Number of Response(s)	Response Ratio
1 - 10			67	49.2 %
11 - 25			30	22.0 %
26 - 50			10	7.3 %
51 - 75			6	4.4 %
75+			21	15.4 %
No Response(s)			2	1.4 %
Totals			136	100%

Please enter the information indicated below if you would like additional information including results.
(optional)

Answers	Number of Response(s)
First Name	56
Last Name	56
Company Name	55
Email Address	55

Would you be willing to discuss your survey answers?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			54	39.7 %
No			59	43.3 %
No Response(s)			23	16.9 %
Totals			136	100%