



Innovative
Entrepreneurial
Experienced



Constant Contact Survey Results

Survey Name: Business Economic Survey - JANUARY 2019

Response Status: Partial & Completed

Filter: None

1/28/2019 12:18 PM EST

Please check the top three issues facing your business in 2019:

Answer	0%	100%	Number of Response(s)	Response Ratio
Overtime compensation changes			3	3.0 %
Minimum wage changes (for those with minimum wage employees)			18	18.0 %
Federal Taxes			10	10.0 %
Vermont Taxes			35	35.0 %
Health insurance costs			67	67.0 %
Finding qualified employees			69	69.0 %
Sources of financing			8	8.0 %
Property tax (education funding)			26	26.0 %
Internet security			15	15.0 %
Succession planning			20	20.0 %
Housing			8	8.0 %
Other			14	14.0 %
Totals			100	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			19	18.8 %
No change			44	43.5 %
Declining			30	29.7 %
Unsure/Do not know			7	6.9 %
No Response(s)			1	<1 %
Totals			101	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			32	31.6 %
No change			33	32.6 %
Declining			31	30.6 %
Unsure/Do not know			5	4.9 %
No Response(s)			0	0.0 %
Totals			101	100%

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

75 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%			40	39.6 %
Increase by 10-30%			10	9.9 %
Increase by 30+%			3	2.9 %
Decrease by less than 10%			12	11.8 %
Decrease by 10-30%			8	7.9 %
Decrease by 30+%			1	<1 %
No change			27	26.7 %
No Response(s)			0	0.0 %
Totals			101	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%			25	24.7 %
Increase by 10-30%			15	14.8 %
Increase by 30+%			3	2.9 %
Decrease by less than 10%			11	10.8 %
Decrease by 10-30%			5	4.9 %
Decrease by 30+%			1	<1 %
No change			41	40.5 %
No Response(s)			0	0.0 %
Totals			101	100%



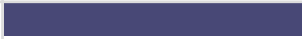

How do you expect your company's employment to change in the next six months?

Answer	0%	100%	Number of Response(s)	Response Ratio
Increase staffing by 1-3 people			24	23.7 %
Increase staffing by 3+ people			12	11.8 %
Decrease staffing by 1-3 people			8	7.9 %
Decrease staffing by 3+ people			3	2.9 %
No change			53	52.4 %
No Response(s)			1	<1 %
Totals			101	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.			12	12.2 %
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.			55	56.1 %
I have thought about closing my business or moving it out of state			24	24.4 %
Other			9	9.1 %
Totals			98	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			21	20.7 %
Yes, but not serious consideration			34	33.6 %
No			44	43.5 %
No Response(s)			2	1.9 %
Totals			101	100%

Please indicate your business industry.

Answer	0%	100%	Number of Response(s)	Response Ratio
Agriculture			2	1.9 %
Artisan			0	0.0 %
Construction			10	9.9 %
Educational Services			2	1.9 %
Finance & Insurance			5	4.9 %
Health Care & Social Assistance			8	7.9 %
Hotel & Restaurant			6	5.9 %
Information			3	2.9 %
Manufacturing			13	12.8 %
Professional, Technical			19	18.8 %
Retail trade			12	11.8 %
Transportation & Warehousing			3	2.9 %
Utilities			1	<1 %
Wholesale Trade			5	4.9 %
Other			11	10.8 %
No Response(s)			1	<1 %
Totals			101	100%

County of Headquarters:

Answer	0%	100%	Number of Response(s)	Response Ratio
Addison			3	2.9 %
Bennington			2	1.9 %
Caledonia			0	0.0 %
Chittenden			33	32.6 %
Essex			0	0.0 %
Franklin			2	1.9 %
Grand Isle			1	<1 %
Lamoille			5	4.9 %
Orange			1	<1 %
Orleans			1	<1 %
Rutland			31	30.6 %
Washington			8	7.9 %
Windham			4	3.9 %
Windsor			10	9.9 %
No Response(s)			0	0.0 %
Totals			101	100%

Please indicate the scope of your marketplace.

Answer	0%	100%	Number of Response(s)	Response Ratio
Exclusive to Vermont			38	37.6 %
Multi-state			35	34.6 %
National			13	12.8 %
International			15	14.8 %
No Response(s)			0	0.0 %
Totals			101	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%			27	26.7 %
25-50%			11	10.8 %
50-75%			8	7.9 %
75+%			19	18.8 %
No Response(s)			36	35.6 %
Totals			101	100%

Please identify your total annual revenue in fiscal year 2017.

Answer	0%	100%	Number of Response(s)	Response Ratio
\$0 - \$250k			13	12.8 %
\$251k - \$1M			23	22.7 %
\$1.1M - \$3M			26	25.7 %
\$3M+			37	36.6 %
No Response(s)			2	1.9 %
Totals			101	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
1 - 10			48	47.5 %
11 - 25			16	15.8 %
26 - 50			13	12.8 %
51 - 75			5	4.9 %
75+			19	18.8 %
No Response(s)			0	0.0 %
Totals			101	100%

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

(optional)

Answers	Number of Response(s)
First Name	36
Last Name	36
Company Name	35
Email Address	38

Would you be willing to discuss your survey answers?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			35	34.6 %
No			57	56.4 %
No Response(s)			9	8.9 %
Totals			101	100%