



Innovative
Entrepreneurial
Experienced



Constant Contact Survey Results

Survey Name: Business Economic Survey - JANUARY 2020

Response Status: Partial & Completed

Filter: None

1/27/2020 10:47 AM EST

Please check the top three issues facing your business in 2020:

Answer	0%	100%	Number of Response(s)	Response Ratio
Overtime compensation changes			2	1.4 %
Minimum wage changes			20	14.3 %
Federal Taxes			18	12.9 %
Vermont Taxes			51	36.6 %
Health insurance costs			76	54.6 %
Finding qualified employees			96	69.0 %
Sources of financing			8	5.7 %
Property tax (education funding)			38	27.3 %
Internet security			17	12.2 %
Succession planning			29	20.8 %
Housing			16	11.5 %
Other			21	15.1 %
Totals			139	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			25	17.8 %
No change			61	43.5 %
Declining			36	25.7 %
Unsure/Do not know			17	12.1 %
No Response(s)			1	<1 %
Totals			140	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
Improving			58	41.4 %
No change			37	26.4 %
Declining			28	20.0 %
Unsure/Do not know			16	11.4 %
No Response(s)			1	<1 %
Totals			140	100%








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

116 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%			51	36.4 %
Increase by 10-30%			22	15.7 %
Increase by 30+%			6	4.2 %
Decrease by less than 10%			15	10.7 %
Decrease by 10-30%			9	6.4 %
Decrease by 30+%			1	<1 %
No change			36	25.7 %
No Response(s)			0	0.0 %
Totals			140	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	24.2 %
Increase by 10-30%			18	12.8 %
Increase by 30+%			3	2.1 %
Decrease by less than 10%			8	5.7 %
Decrease by 10-30%			8	5.7 %
Decrease by 30+%			4	2.8 %
No change			64	45.7 %
No Response(s)			1	<1 %
Totals			140	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			41	29.2 %
Increase staffing by 3+ people			19	13.5 %
Decrease staffing by 1-3 people			5	3.5 %
Decrease staffing by 3+ people			1	<1 %
No change			74	52.8 %
No Response(s)			0	0.0 %
Totals			140	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.			22	15.8 %
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.			79	56.8 %
I have thought about closing my business or moving it out of state			31	22.3 %
Other			11	7.9 %
Totals			139	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			24	17.1 %
Yes, but not serious consideration			52	37.1 %
No			63	45.0 %
No Response(s)			1	<1 %
Totals			140	100%

Please indicate your business industry.

Answer	0%	100%	Number of Response(s)	Response Ratio
Agriculture			1	<1 %
Artisan			3	2.1 %
Construction			9	6.4 %
Educational Services			2	1.4 %
Finance & Insurance			6	4.2 %
Health Care & Social Assistance			4	2.8 %
Hotel & Restaurant			15	10.7 %
Information			5	3.5 %
Manufacturing			19	13.5 %
Professional, Technical			21	15.0 %
Retail trade			12	8.5 %
Transportation & Warehousing			4	2.8 %
Utilities			0	0.0 %
Wholesale Trade			0	0.0 %
Other			39	27.8 %
No Response(s)			0	0.0 %
Totals			140	100%

County of Headquarters:

Answer	0%	100%	Number of Response(s)	Response Ratio
Addison			9	6.4 %
Bennington			3	2.1 %
Caledonia			18	12.8 %
Chittenden			35	25.0 %
Essex			4	2.8 %
Franklin			2	1.4 %
Grand Isle			1	<1 %
Lamoille			4	2.8 %
Orange			1	<1 %
Orleans			2	1.4 %
Rutland			12	8.5 %
Washington			14	10.0 %
Windham			5	3.5 %
Windsor			29	20.7 %
No Response(s)			1	<1 %
Totals			140	100%

Please indicate the scope of your marketplace.

Answer	0%	100%	Number of Response(s)	Response Ratio
Exclusive to Vermont			41	29.2 %
Multi-state			45	32.1 %
National			20	14.2 %
International			33	23.5 %
No Response(s)			1	<1 %
Totals			140	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%			43	30.7 %
25-50%			16	11.4 %
50-75%			18	12.8 %
75+%			27	19.2 %
No Response(s)			36	25.7 %
Totals			140	100%

Please identify your total annual revenue in fiscal year 2019.

Answer	0%	100%	Number of Response(s)	Response Ratio
\$0 - \$250k			33	23.5 %
\$251k - \$1M			34	24.2 %
\$1.1M - \$3M			29	20.7 %
\$3M+			40	28.5 %
No Response(s)			4	2.8 %
Totals			140	100%

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

Answer	0%	100%	Number of Response(s)	Response Ratio
1 - 10			78	55.7 %
11 - 25			26	18.5 %
26 - 50			13	9.2 %
51 - 75			9	6.4 %
75+			13	9.2 %
No Response(s)			1	<1 %
Totals			140	100%

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

(optional)

Answers	Number of Response(s)
First Name	48
Last Name	48
Company Name	46
Email Address	47

Would you be willing to discuss your survey answers?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			55	39.2 %
No			66	47.1 %
No Response(s)			19	13.5 %
Totals			140	100%