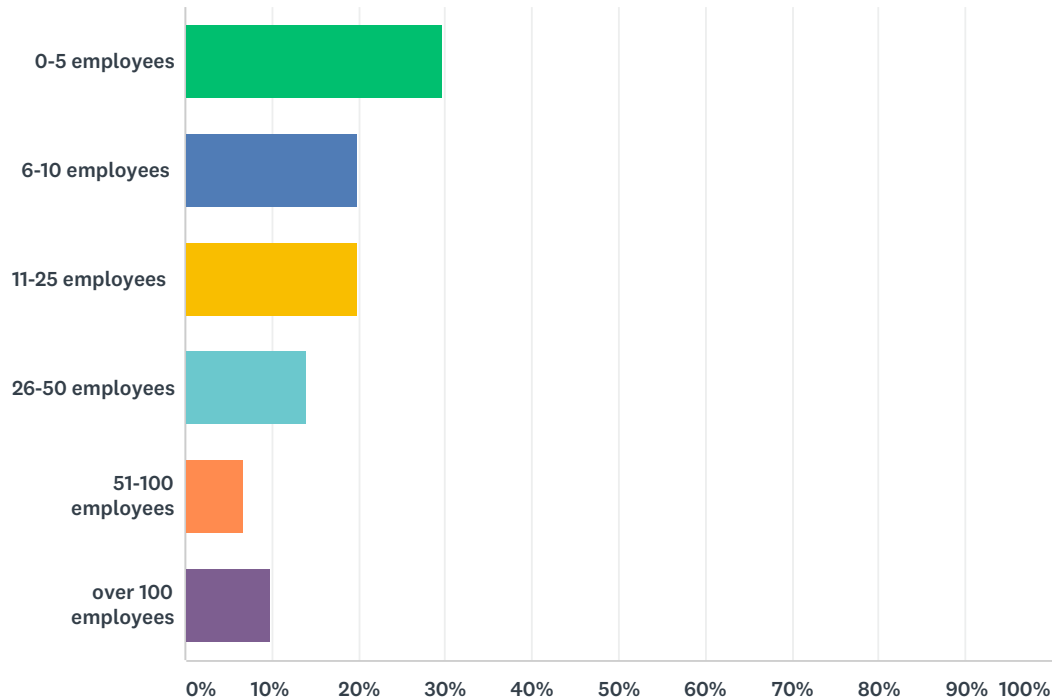


Q1 How many full-time equivalent employees do you currently have on staff?

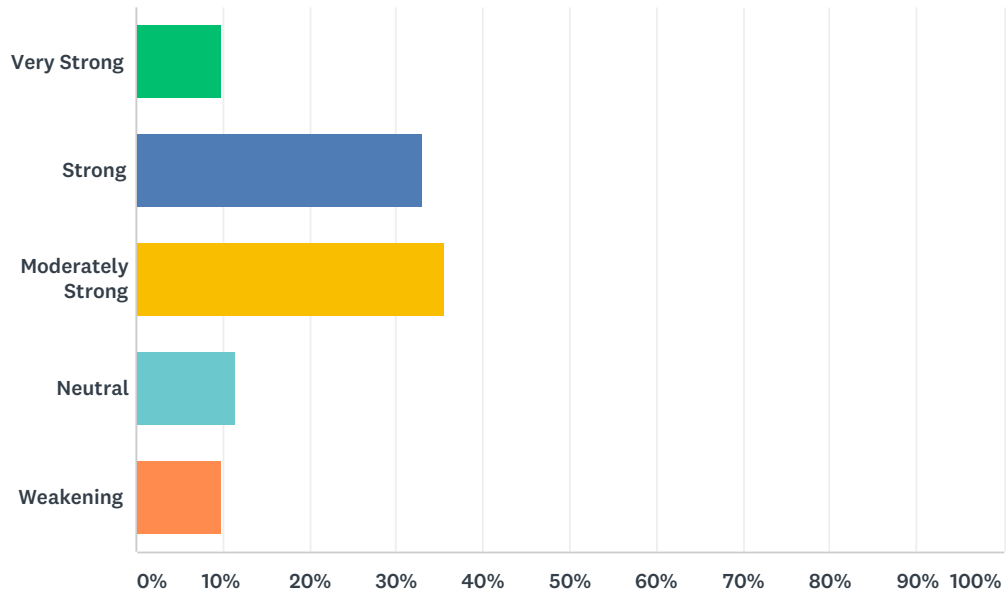
Answered: 121 Skipped: 0



ANSWER CHOICES	RESPONSES	
0-5 employees	29.75%	36
6-10 employees	19.83%	24
11-25 employees	19.83%	24
26-50 employees	14.05%	17
51-100 employees	6.61%	8
over 100 employees	9.92%	12
TOTAL		121

Q2 What is your current perspective of the national economy?

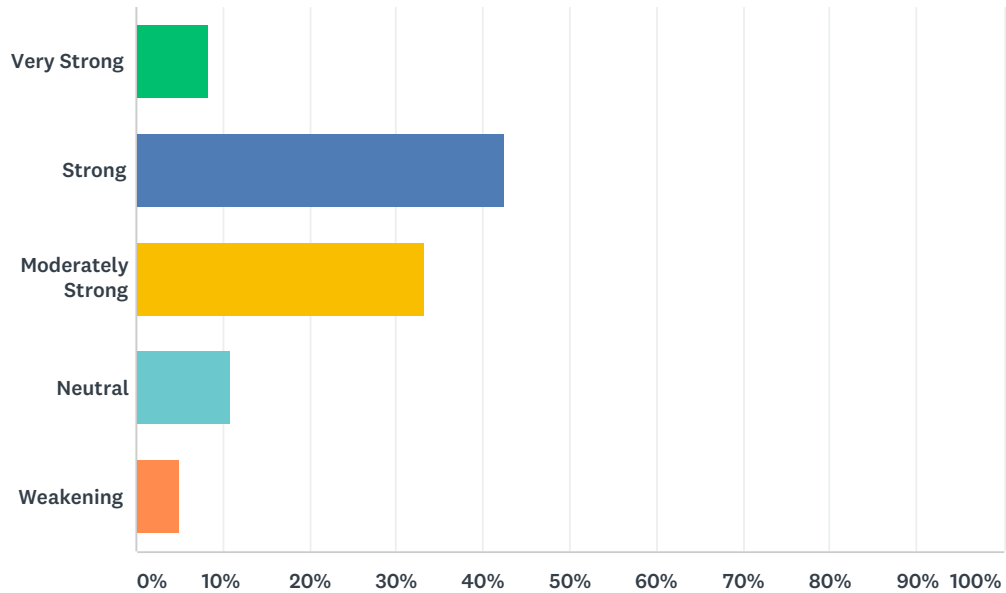
Answered: 121 Skipped: 0



ANSWER CHOICES	RESPONSES	
Very Strong	9.92%	12
Strong	33.06%	40
Moderately Strong	35.54%	43
Neutral	11.57%	14
Weakening	9.92%	12
TOTAL		121

Q3 What is your current perspective of the economy in the Chippewa Valley?

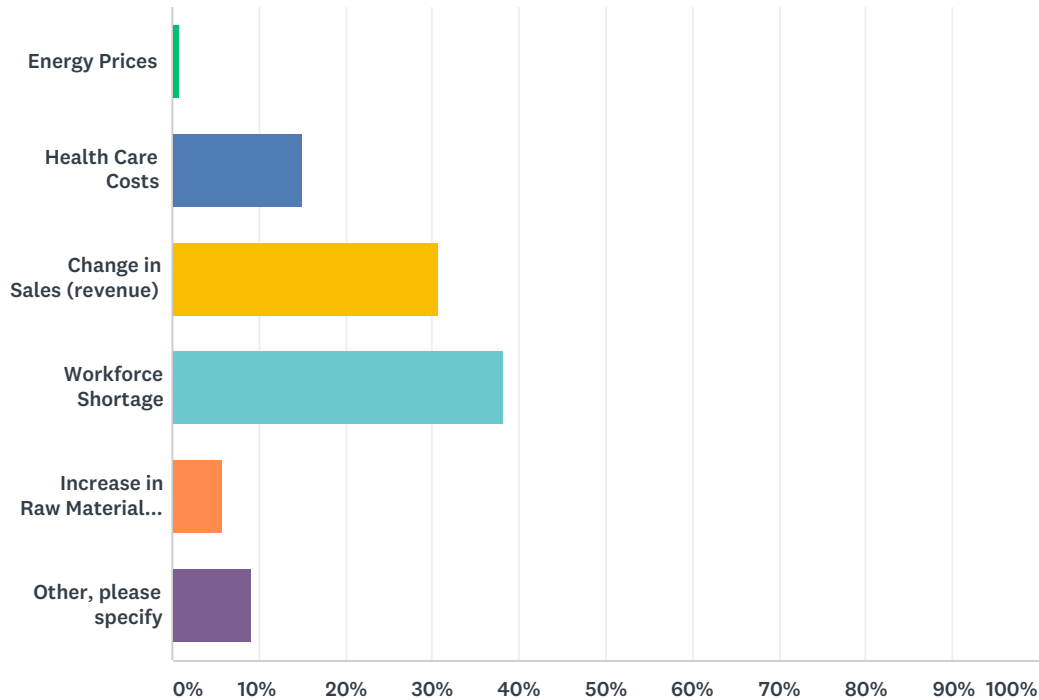
Answered: 120 Skipped: 1



ANSWER CHOICES	RESPONSES	
Very Strong	8.33%	10
Strong	42.50%	51
Moderately Strong	33.33%	40
Neutral	10.83%	13
Weakening	5.00%	6
TOTAL		120

Q4 As you look out over the next six months, what factor do you think will most impact your business?

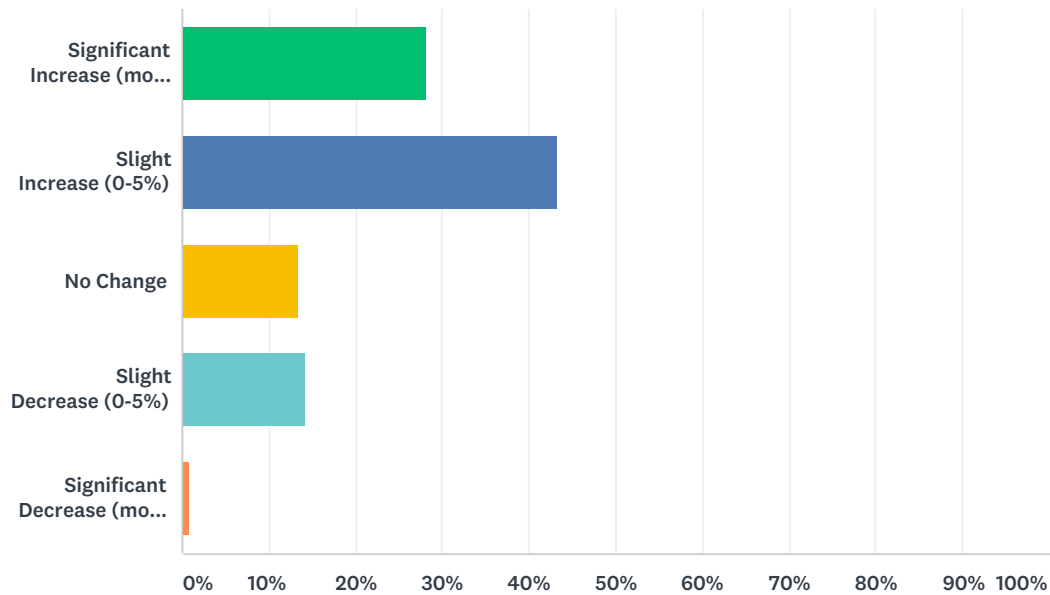
Answered: 120 Skipped: 1



ANSWER CHOICES	RESPONSES	
Energy Prices	0.83%	1
Health Care Costs	15.00%	18
Change in Sales (revenue)	30.83%	37
Workforce Shortage	38.33%	46
Increase in Raw Material Costs	5.83%	7
Other, please specify	9.17%	11
TOTAL		120

Q5 What is the change in gross revenues for your business for the 3rd and 4th quarters 2018 compared to the 3rd and 4th quarters of 2017?

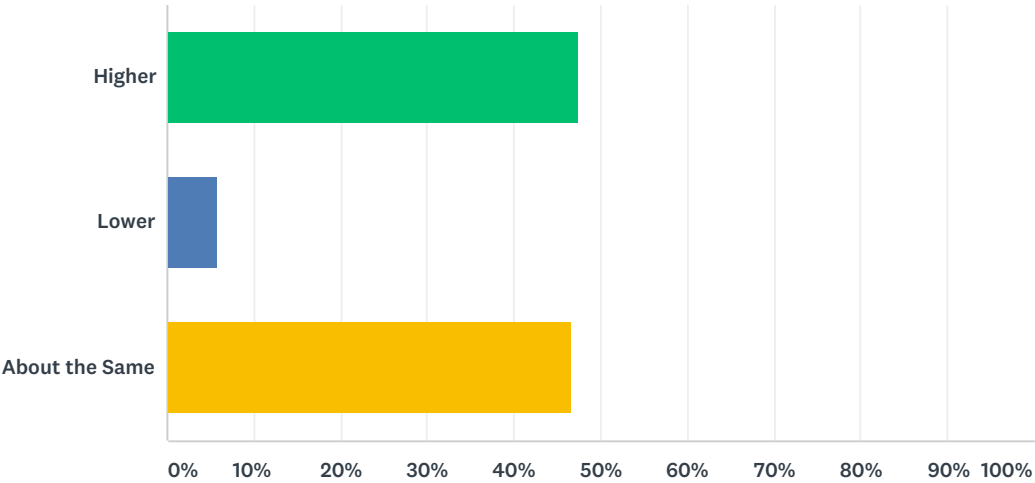
Answered: 120 Skipped: 1



ANSWER CHOICES	RESPONSES	
Significant Increase (more than 5%)	28.33%	34
Slight Increase (0-5%)	43.33%	52
No Change	13.33%	16
Slight Decrease (0-5%)	14.17%	17
Significant Decrease (more than 5%)	0.83%	1
TOTAL		120

Q6 How do you expect your company's sales to change in the next six months?

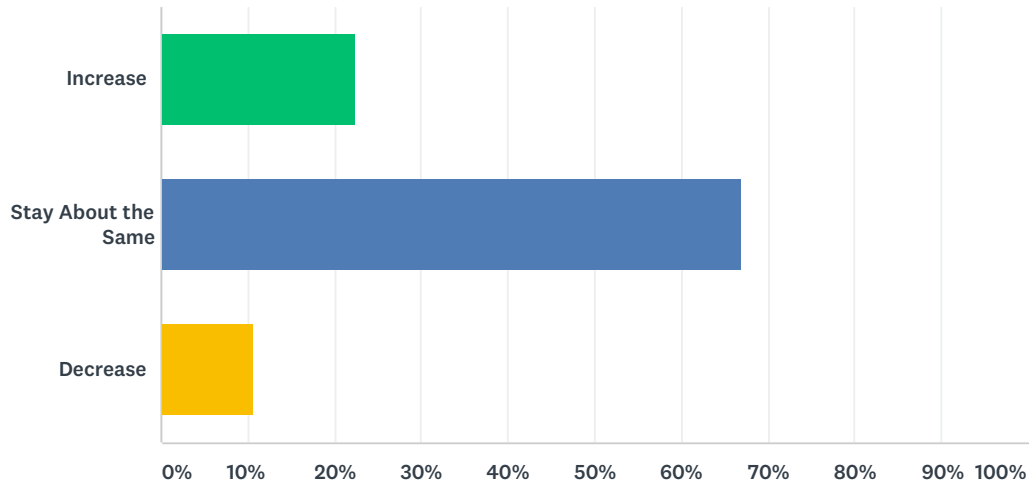
Answered: 120 Skipped: 1



ANSWER CHOICES		RESPONSES	
Higher		47.50%	57
Lower		5.83%	7
About the Same		46.67%	56
TOTAL			120

Q7 How do you expect your company's capital spending to change in the next six months?

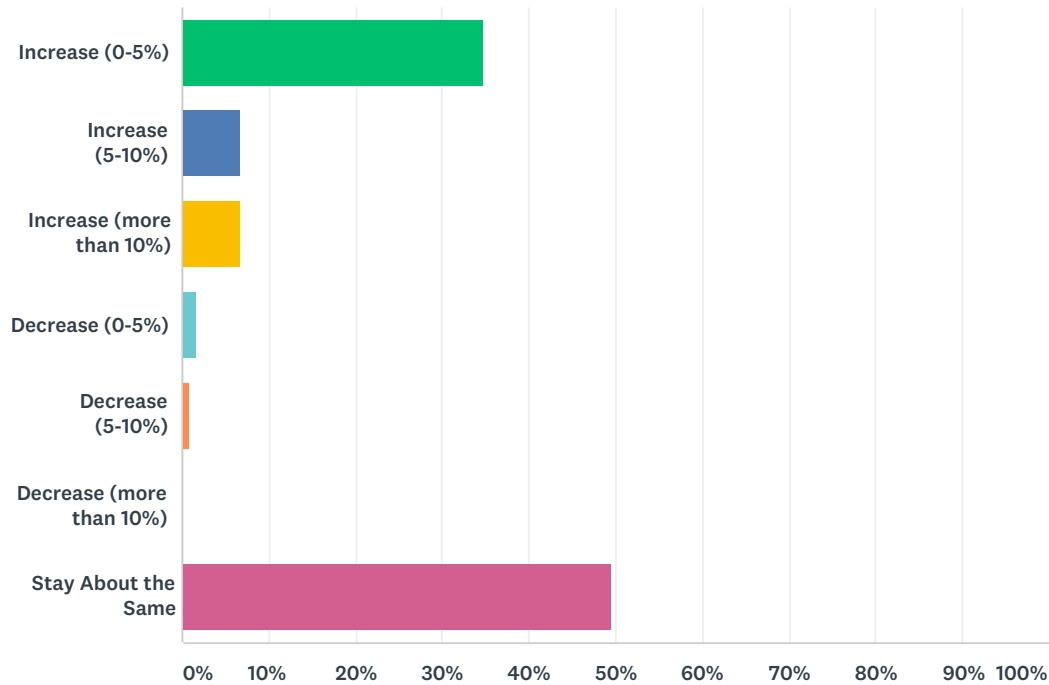
Answered: 121 Skipped: 0



ANSWER CHOICES		RESPONSES	
Increase		22.31%	27
Stay About the Same		66.94%	81
Decrease		10.74%	13
TOTAL			121

Q8 How will your labor force change in the next six months?

Answered: 121 Skipped: 0



ANSWER CHOICES	RESPONSES	
Increase (0-5%)	34.71%	42
Increase (5-10%)	6.61%	8
Increase (more than 10%)	6.61%	8
Decrease (0-5%)	1.65%	2
Decrease (5-10%)	0.83%	1
Decrease (more than 10%)	0.00%	0
Stay About the Same	49.59%	60
TOTAL		121