Eau Claire Chamber of Commerce
Economic Outlook Survey

	Jul-18	Jan-18	17-Jul	Jan-17	Jul-16	Jan-16	15-Jul	15-Jan	14-Jul	14-Jan	Jul-13
Completed Surveys:	**88**	**142**	**162**	**130**	**122**	**83**	**112**	**93**	**136**	**114**	**126**
1											
0-5	23%	41%	34%	37%	43%	36%	45%	40%	37%	33%	41%
6-10	14%	14%	14%	17%	13%	18%	13%	7%	9%	13%	10%
11-25	23%	15%	20%	12%	13%	10%	16%	12%	17%	19%	19%
26-50	10%	7%	12%	11%	10%	11%	10%	15%	11%	15%	13%
51-100	13%	11%	10%	15%	11%	10%	4%	9%	10%	6%	6%
over 100	17%	12%	10%	8%	10%	15%	12%	17%	16%	14%	13%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
2 What is your current perspective of the national economy?											
Very Strong	14%	13%	4%	2%	1%	0%	5%	1%	2%	1%	0%
Strong	45%	45%	35%	20%	16%	18%	12%	18%	9%	8%	6%
Moderately Strong	31%	33%	42%	43%	44%	27%	47%	58%	40%	41%	35%
Neutral	7%	7%	15%	26%	24%	35%	30%	16%	37%	36%	46%
Weakening	3%	2%	4%	9%	15%	20%	6%	7%	12%	14%	14%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
3 What is your perspective of of the economy in the Chippewa Valley?											
Very Strong	20%	10%	13%	4%	9%	5%	5%	1%	4%	2%	2%
Strong	46%	54%	44%	29%	26%	32%	27%	30%	20%	18%	11%
Moderately Strong	24%	26%	30%	39%	45%	39%	42%	48%	44%	43%	54%
Neutral	7%	10%	10%	18%	18%	18%	19%	18%	28%	26%	28%
Weakening	3%	0%	3%	10%	2%	6%	7%	3%	4%	12%	7%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
4 As you look out over the next six months, what factor do you think will most impact your business?											
Energy Costs	1%	5%	4%	4%	2%	0%	4%	7%	9%	11%	14%
Health Care Costs	11%	14%	19%	19%	16%	26%	20%	17%	27%	29%	34%
Change in Sales (revenue)	26%	30%	24%	37%	42%	32%	43%	38%	34%	30%	32%
Workforce Shortage	44%	31%	43%	16%	25%	28%	19%	25%	13%	13%	8%
Increase in Raw Material Costs	8%	7%	4%	10%	8%	1%	3%	2%	4%	9%	2%
Other (See Below)	10%	13%	6%	14%	7%	13%	11%	11%	13%	9%	10%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
5 What is the change in sales of gross revenues for your business for the previous quarter versus that quarter a year ago?											
Significant Increase (more than 5%)	22%	24%	29%	26%	30%	34%	19%	33%	27%	19%	19%
Slight Increase (0-5%)	47%	44%	36%	35%	31%	28%	30%	35%	39%	43%	37%
No Change	15%	19%	17%	16%	12%	14%	23%	14%	15%	15%	16%
Slight Decrease (0-5%)	13%	8%	13%	18%	19%	18%	18%	16%	15%	15%	16%
Significant decrease (more than 5%)	3%	5%	5%	5%	8%	6%	10%	2%	4%	8%	11%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
6 How do you expect your company's sales to change in the next six months?											
Higher	40%	55%	57%	51%	51%	53%	41%	57%	51%	47%	46%
Lower	3%	5%	4%	5%	10%	11%	11%	9%	8%	7%	13%
About the Same	57%	40%	39%	44%	39%	36%	48%	34%	41%	46%	41%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
7 How do you expect your company's capital spending to change in the next six months?											
Increase	23%	24%	27%	31%	29%	19%	24%	29%	25%	25%	27%
Stay About the Same	67%	69%	64%	54%	61%	64%	66%	61%	65%	58%	57%
Decease	10%	7%	9%	15%	10%	17%	10%	10%	10%	18%	16%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
8 How will your labor force change?											
Increase (0-5%)	28%	34%	23%	27%	25%	21%	26%	28%	24%	22%	20%
Increase (5-10%)	14%	18%	18%	15%	7%	13%	6%	12%	6%	7%	6%
Increase (more than 10%)	4%	3%	9%	7%	8%	9%	11%	11%	7%	4%	4%
Decrease (0-5%)	3%	3%	4%	3%	5%	7%	6%	6%	4%	8%	8%
Decrease (5-10%)	3%	1%	1%	0%	1%	2%	2%	1%	2%	3%	2%
Decrease (more than 10%)	0%	0%	0%	1%	0%	0%	0%	1%	2%	2%	1%
Stay About the Same	48%	41%	45%	47%	54%	48%	49%	41%	55%	55%	59%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%