

CBIA's Quarterly Economic Survey Results 3q2009

346 responses, 13% response rate, Margin of error +/-5%

Company Performance

	<u>3q08</u>	<u>4q08</u>	<u>1q09</u>	<u>2q09</u>	<u>3q09</u>
1) Current outlook for firm					
Improve significantly	3.5	2.1	1.7	3.0	1.8
Improve somewhat	18.8	10.3	18.6	15.2	25.3
Remain stable	41.1	37.3	37.6	48.6	44.3
Worsen somewhat	33.0	34.2	31.9	29.8	24.4
Worsen significantly	3.5	16.1	10.2	3.3	4.1

Performance Indicators

2-a) Size of firm's workforce

Increase significantly	0.0	0.0	0.3	0.0	0.5
Increase somewhat	15.4	10.3	13.2	10.4	6.8
Remain stable	60.6	52.1	51.5	57.7	64.1
Decrease somewhat	22.9	31.4	28.8	29.8	23.6
Decrease significantly	1.1	6.2	6.1	2.1	5.0

2-b) Wage costs

Increase significantly	0.4	1.7	0.7	0.9	0.9
Increase somewhat	34.7	26.3	19.4	18.8	24.0
Remain stable	53.4	48.1	56.5	61.1	59.7
Decrease somewhat	11.6	20.8	19.4	17.9	13.6
Decrease significantly	0.0	3.1	4.1	1.2	1.8

2-c) Compensation/Benefit costs

Increase significantly	2.8	5.9	3.4	2.1	4.6
Increase somewhat	37.7	29.4	19.7	23.4	26.3
Remain stable	51.2	45.3	57.5	60.2	53.9
Decrease somewhat	7.5	16.3	16.7	12.8	13.4
Decrease significantly	0.7	3.1	2.7	1.5	1.8

Performance Indicators continued

	<u>3q08</u>	<u>4q08</u>	<u>1q09</u>	<u>2q09</u>	<u>3q09</u>
2-d) Production/Sales					
Increase significantly	2.5	1.4	1.7	2.9	0.4
Increase somewhat	27.0	15.1	22.7	21.8	27.4
Remain stable	35.6	29.9	33.6	38.7	36.8
Decrease somewhat	31.3	39.9	31.5	32.8	31.8
Decrease significantly	3.6	13.7	10.5	4.0	3.6

2-e) Productivity

Increase significantly	2.9	1.4	2	3.4	1.4
Increase somewhat	32.1	20.5	28.3	20.6	33.3
Remain stable	47.5	47.9	45.7	55.1	46.8
Decrease somewhat	16.8	24.3	19.8	19.1	17.1
Decrease significantly	0.7	5.8	4.1	1.8	1.4

3) Of the above factors, which represents the most important factor in terms of your company's performance for the next quarter?

Size of workforce	3.6	4.8	4.5	1.5	2.7
Wage costs	3.6	4.1	4.5	3.4	4.1
Benefit costs	4.6	4.5	3.4	4.9	7.7
Production/Sales	67.1	72.1	76	75.5	69.1
Productivity	21.1	14.5	11.6	14.7	16.4

Foreign Trade

4) What percentage of your firm's sales are generated from exports?

0%	61.2	68.4	66.6	64	62.8
1-5%	18.1	15.5	16	19.1	17.9
6-15%	9.1	10.3	9.6	7.4	12.6
16-25%	4	2.1	1.7	3.4	3.1
over 25%	7.6	3.8	6.1	6.2	3.3

Economic Expectations

	<u>3q08</u>	<u>4q08</u>	<u>1q09</u>	<u>2q09</u>	<u>3q09</u>
7-a) The national economy					
Improve significantly	0.4	0.0	0.7	0.3	0.5
Improve somewhat	6.4	5.2	18.4	14.7	26.2
Remain stable	8.5	4.8	19.5	35.9	30.8
Worsen somewhat	63.7	57.7	51.9	44.2	39.8
Worsen significantly	21.0	32.3	9.6	4.9	2.7

7-b) The state economy

Improve significantly	0.0	0.0	0.3	0.0	0.0
Improve somewhat	3.2	1.7	10.2	7.7	11.8
Remain stable	18.9	6.8	18.3	26.8	30.9
Worsen somewhat	62.9	58.7	55.9	55.7	47.3
Worsen significantly	15.0	32.8	15.3	9.8	10.0

7-c) Your own industry outlook

Improve significantly	0.4	0.3	1.0	0.3	0.0
Improve somewhat	8.9	5.8	14.9	13.4	21.5
Remain stable	34.4	27.7	31.9	43.3	39.7
Worsen somewhat	48.2	46.9	41.0	37.8	32.0
Worsen significantly	8.2	19.2	11.2	5.2	6.8

Question of the Quarter

8a) Over the past three months, have you experienced an increase in the number of delinquent payments on new or existing order?

Yes	62%
No	38%

8b) On average, how late have payments been arriving?

30 days	21%
60 days	51%
90 days	18%
Over 90 days	10%

9) Type of business

	<u>3q08</u>	<u>4q08</u>	<u>1q09</u>	<u>2q09</u>	<u>2q09</u>
Manufacturing	39.4	39.2	37.9	36.8	43.3
Construction	8.0	9.9	9.8	6.3	5.1
Retail	8.0	5.3	9.1	7.5	6.5
Wholesale trade	----	----	----	6.0	4.1
Information	----	----	----	0.6	0.8
Finance	----	----	----	4.4	5.2
Business and Professional Services	----	----	----	18.6	23.0
Education	----	----	----	1.9	2.0
Leisure and Hospitality	----	----	----	2.2	1.2
Government	----	----	----	0.3	0.1
Other	19.0	21.6	20.4	15.4	8.7

10) County

Fairfield	21.5	21.3	21.7	22.0	21.2
Hartford	31.4	30.4	29.0	32.5	29.5
Litchfield	5.8	5.6	7.3	6.4	6.5
Middlesex	8.4	8.7	8.0	7.3	7.4
New Haven	23.4	24.8	23.4	22.3	27.2
New London	2.6	3.1	3.1	3.2	1.4
Tolland	4.4	2.1	4.5	3.2	4.1
Windham	2.6	3.8	2.8	3.2	2.8

11) Number of employees

1 to 9	----	----	----	20.6	21.2
10 to 49	----	----	----	55.2	53.7
50 to 99	----	----	----	11.4	17.5
100 to 249	----	----	----	7.6	2.8
250 to 499	----	----	----	1.9	1.8
500 or more	----	----	----	3.2	3.1

12) Estimated Annual Sales

Less than \$500,000	----	----	----	3.9	2.7
\$500,000 to \$999,999	----	----	----	13.2	14.6
\$1 million to \$2.9 million	----	----	----	33.1	30.1
\$3 million to \$4.9 million	----	----	----	13.5	14.2
\$5 million to \$9.9 million	----	----	----	12.5	14.2
\$10 million to \$24.9 million	----	----	----	12.5	15.3
Over \$25 million	----	----	----	11.3	8.9