

CBIA's Quarterly Economic Survey Results 2q2010

374 responses, 14% response rate, Margin of error +/-5%

Company Performance

	<u>2q09</u>	<u>3q09</u>	<u>4q09</u>	<u>1q10</u>	<u>2q10</u>
1) Current outlook for firm					
Improve significantly	3	2	5	5	3
Improve somewhat	15	25	29	43	30
Remain stable	49	44	44	35	47
Worsen somewhat	30	24	20	16	19
Worsen significantly	3	4	2	1	1

Performance Indicators

2-a) Size of firm's workforce

Increase significantly	0	1	1	1	1
Increase somewhat	10	7	11	19	16
Remain stable	58	64	69	64	64
Decrease somewhat	30	24	17	15	17
Decrease significantly	2	5	2	1	2

2-b) Wage costs

Increase significantly	1	1	2	3	2
Increase somewhat	19	24	33	35	27
Remain stable	61	60	52	55	64
Decrease somewhat	18	14	12	5	7
Decrease significantly	1	2	1	2	1

2-c) Compensation/Benefit costs

Increase significantly	2	5	8	10	9
Increase somewhat	23	26	38	28	30
Remain stable	60	54	44	56	51
Decrease somewhat	13	13	9	6	9
Decrease significantly	2	2	2	1	1

Performance Indicators continued

	<u>2q09</u>	<u>3q09</u>	<u>4q09</u>	<u>1q10</u>	<u>2q10</u>
2-d) Production/Sales					
Increase significantly	3	0	3	5	3
Increase somewhat	22	27	32	47	32
Remain stable	39	37	39	30	41
Decrease somewhat	33	32	24	15	22
Decrease significantly	4	4	3	2	1

2-e) Productivity

Increase significantly	3	1	4	4	1
Increase somewhat	21	33	37	45	37
Remain stable	55	47	48	40	49
Decrease somewhat	19	17	10	10	12
Decrease significantly	2	1	2	2	1

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	2	3	3	4	3
Wage costs	3	4	5	2	3
Benefit costs	5	8	9	8	8
Production/Sales	76	69	68	78	72
Productivity	15	16	15	9	14

Foreign Trade

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

0%	64	63	70	64	66
1-5%	19	18	17	16	17
6-15%	7	13	7	13	7
16-25%	3	3	3	2	4
over 25%	6	3	3	5	6

Economic Expectations

	<u>2q09</u>	<u>3q09</u>	<u>4q09</u>	<u>1q10</u>	<u>2q10</u>
7-a) The national economy					
Improve significantly	0	1	2	0	1
Improve somewhat	15	26	34	42	19
Remain stable	36	31	42	34	37
Worsen somewhat	44	40	19	22	40
Worsen significantly	5	3	5	2	3

7-b) The state economy

Improve significantly	0	0	0	1	0
Improve somewhat	8	12	18	22	11
Remain stable	27	31	32	34	39
Worsen somewhat	56	47	42	37	46
Worsen significantly	10	10	7	6	4

7-c) Your own industry outlook

Improve significantly	0	0	3	2	1
Improve somewhat	13	22	24	38	21
Remain stable	43	40	43	43	49
Worsen somewhat	38	32	27	17	28
Worsen significantly	5	7	4	1	1

8) Question of the quarter

By the end of 2010, do you plan to hire:

	<u>Yes</u>	<u>No</u>
Full time workers	41%	59%
Part time workers	32%	68%
Temporary workers	28%	72%

8a) Question of the quarter

How many workers do you plan to hire in each category?

	<u>Average</u>
Full time workers	3
Part time workers	3
Temporary workers	7

9) Type of business

	<u>2q09</u>	<u>3q09</u>	<u>4q09</u>	<u>1q10</u>	<u>2q10</u>
Manufacturing	37	43	36	40	36
Construction	6	5	5	8	11
Retail	8	7	9	9	9
Wholesale trade	6	4	8	7	5
Information	1	1	1	2	0
Finance	4	5	3	5	4
Business and Professional Services	19	23	18	14	17
Education	2	2	2	3	2
Leisure and Hospitality	2	1	2	2	3
Government	0	0	0	0	0
Other	15	9	17	10	12

10) County

Fairfield	22	21	25	21	18
Hartford	33	30	30	35	36
Litchfield	6	7	7	7	6
Middlesex	7	7	6	10	10
New Haven	22	27	25	18	23
New London	3	1	2	4	2
Tolland	3	4	4	3	5
Windham	3	3	3	2	2

11) Number of employees

1 to 9	21	21	28	13	19
10 to 49	55	54	49	63	60
50 to 99	11	18	11	14	1
100 to 249	8	3	9	6	5
250 to 499	2	2	1	2	3
500 or more	3	3	2	2	2

12) Estimated Annual Sales

Less than \$500,000	4	3	5	4	6
\$500,000 to \$999,999	13	15	14	8	13
\$1 million to \$2.9 million	33	30	33	34	34
\$3 million to \$4.9 million	14	14	14	16	17

\$5 million to \$9.9 million	13	14	15	17	16
\$10 million to \$24.9 million	13	15	10	11	5
Over \$25 million	11	9	10	9	9