

# 20TH ANNUAL BUSINESS CLIMATE SURVEY



## Total Survey Area Results

1. **In 2005, our overall business:**  

60.0	a) Increased	27.3%
25.0	b) Remained stable	
15.0	c) Decreased	13.5%
  
2. **We estimate gross sales in 2006 will be:**  

54.3	a) Under \$1 million
21.4	b) \$1 million to \$3 million
4.8	c) \$3 million to \$5 million
19.5	d) Over \$5 million
  
3. **In 2006, we believe our business will:**  

66.3	a) Increase
27.4	b) Remain stable
6.3	c) Decrease
  
4. **We expect our employment level in 2006 to:**  

32.5	a) Increase	23.2%
62.7	b) Remain stable	
4.8	c) Decrease	15.3%
  
5. **Please rank your major concerns as you enter 2006: Number in Order of Importance (1=most important--10=least)**  

4	a) Finding qualified employees
1	b) Health care costs
7	c) Workers' compensation
5	d) National economy
3	e) Taxes
6	f) Government regulations
9	g) Transportation
2	h) Energy pricing
8	i) State budget
10	j) Security issues
  
6. **Our primary business is:**  

7.2	a) Manufacturing	7.0	g) Finance/Banking
22.3	b) Service Industry	4.4	h) Real Estate
2.5	c) Wholesale	4.4	i) Tourism
9.1	d) Retail	20.1	j) Professional Services
3.2	e) Technology	12.4	k) Other
7.4	f) Construction/engineering		
  
7. **How many full-time and part-time employees do you average?**  

48	Full-time
32	Part-time
  
8. **How would you characterize your county's economy?**  

43.8	a) Prospering	24.6	c) Stagnant
27.0	b) Recovering	4.6	d) Recessionary
  
9. **At what stage is your company?**  

44.6	a) Established (20+ years)
35.4	b) Mature (5 - 20 years)
20.0	c) A start-up (0 - 5 years)
  
10. **How would you characterize the Capital Region's economy?**  

38.8	a) Prospering	28.2	c) Stagnant
30.8	b) Recovering	2.2	d) Recessionary
  
11. **How do you expect the Capital Region's economy to perform in the next several years?**  

59.8	a) It will prosper
31.0	b) It will experience little or no growth
9.2	c) It will struggle
  
12. **On a scale of 1-10, how significant are the following local issues? (1=most important--10=least)**  

3	a) Finding qualified employees
1	b) Health care costs
4	c) Growth of technology sector
8	d) Access to investment capital or loans
2	e) Increase in local property taxes
7	f) Urban revitalization projects (downtown Albany, Schenectady, Troy)
9	g) Transportation
5	h) Public education
6	i) State budget
10	j) Security issues
  
13. **The increase in technology-based businesses in the Capital Region has impacted my business:**  

5.2	a) Significantly	43.7	c) Very little impact
23.7	b) Moderately	27.4	d) No impact at all
  
14. **Has your business benefited from any of the government-funded development programs that have been established for New York State businesses? (i.e. Empire Zones, Empire State Development Fund, etc.)**  

18.2	a) Yes, my business has benefitted
59.6	b) No, my business does not qualify for these programs
22.2	c) I don't have enough information about funding sources to determine if my business might qualify
  
15. **With health care costs expected to increase in 2006, how will your business handle the majority of the increase?**  

31.7	a) Pass costs on to employees
37.4	b) The business will absorb the costs
30.9	c) We will modify our plan
  
16. **With the recent increased focus on fraud, has your organization dedicated any resources to address this issue? (check all that apply)**  

46.5	a) We have dedicated a limited amount of resources
11.7	b) We have dedicated a substantial amount of resources
41.8	c) We do not have enough information about how to safeguard our organization against fraud
  
- Breakdown of Respondents (by County):**  

34.6	Albany County	4.0	Rensselaer County
35.1	Saratoga County	5.3	Columbia County
1.4	Montgomery County	8.3	Warren County
10.1	Schenectady County	1.2	Schoharie County