The Sangamon County Business Economic Outlook Survey

A cooperative project of:
The Greater Springfield Chamber of Commerce
and
University of Illinois at Springfield
Center for Entrepreneurship / Center for State Policy and Leadership

RESULTS THROUGH MONDAY, MARCH 24, 2008 (n = 182)
QUESTIONS AND FREQUENCY DISTRIBUTIONS

Questions relating to Sangamon County Economy and Sectors

Over the next 12 months, what are your expectations for the following aspects of the local Sangamon County economy: decline quite a bit (DQB), decline a little (DAL), stay about the same (Same), increase a little (IAL), or increase quite a bit (IQB)?

Aspect of Sangamon County economy rated	% DQB	% DAL	% Same	% IAL	% IQB	% Who Rated	Intensity Index Score
Overall economy	6	48	30	16	0	97	-22
Overall employment	7	42	31	19	1	96	-17
Capital investment	6	40	31	21	2	92	-14
Interest rates	10	52	19	16	2	93	-26
Gross sales / revenue	14	34	28	22	2	96	-18
Inflation/prices of goods/services	2	4	10	50	34	98	+55
Contributions to non-profit organizations	9	43	42	6	0	96	-27

The percentages for the ratings exclude those who did not offer an opinion.

Over the next 12 months, what are your expectations for the economic performance of the following economic sectors in Sangamon County? *(ordered by index score)*

Sector rated	% DQB	% DAL	% Same	% IAL	% IQB	% Who Rated	Intensity Index Score
Medical/health care	2	6	30	50	13	96	+33
Information & communic systems/services	1	16	47	30	6	92	+13
Education	2	8	59	28	2	93	+11
Business and professional support services	3	20	54	22	1	91	-1
Personal services	7	21	50	21	1	87	-7
Accomodations / food / entertainment	7	29	37	24	3	96	-7
Finance / insurance / real estate	12	36	31	19	2	93	-19
Transportation / warehousing	9	38	44	8	1	86	-23
Wholesale trade	9	40	41	11	0	89	-24
Retail trade	12	46	27	15	1	95	-26
Manufacturing	13	40	43	4	0	90	-31
Construction / building	23	37	25	15	1	96	-34

The percentages for the ratings exclude those who did not offer an opinion.

By matching above ratings to respondent's identification of primary economic sector:							
Own firm's sector	10	27	34	27	3	87	-6

RESULTS THROUGH WEDNEDAY, MARCH 24, 2008 (n = 182)
QUESTIONS AND FREQUENCY DISTRIBUTIONS

Questions relating to Respondent's Business / Firm

Over the next 12 months, what are your expectations for the following four aspects of your Sangamon County business/firm? *(specific items ordered by index score)*

Aspect of business/ firm rated	% DQB	% DAL	% Same	% IAL	% IQB	% Who Rated	Intensity Index Score
Own firm – overall	5	19	39	31	6	97	+7
Gross revenue/sales	8	18	26	39	9	95	+12
Capital investment	2	16	48	25	9	93	+11
Number of employees	3	14	46	33	4	97	+10
Profitability	6	25	33	29	6	94	+2

The percentages for the ratings exclude those who did not offer an opinion.

Challenges Facing Firm in Local Economy

As you look over the next 12 months, what are the three biggest challenges facing your firm in the local economy? *(11 specific responses were offered along with "other" options; up to 3 choices per respondent)*

Energy prices	46%	Govt regulations/taxation	29%	Commodity prices	12%
Employee compensation/benefits	42%	State govt finances	28%	Interest rates	8%
Inflation	34%	Availability-skilled workers	24%	Global competition	1%
Consumer confidence/spending	34%	Competition within U.S.	19%	Other	3%