

The Sangamon County Business Economic Outlook Survey



Sponsors:
The Greater Springfield Chamber of Commerce
and
University of Illinois at Springfield
Center for State Policy and Leadership / Center for Entrepreneurship
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Note about website version: You can also take the survey “on line” by going to:

<http://url.uis.edu/xxxxxx>

Your **PROJECT IDENTIFICATION NUMBER** is the number at the top right corner of this page.

The **PASSWORD** for this survey is: **xxxxxx** (lowercase).

Expectations for Sangamon County

1. **Over the next 12 months**, what are your expectations for each of the following aspects of the local Sangamon County economy? Do you think the aspect will decline quite a bit, decline a little, stay about the same, increase a little, or increase quite a bit? (Give us your best guess by circling a choice for each item; if you don't have a guess for an item, circle “dk” for “don't know.”)

	Decline		Stay		Increase	
	Quite	Decline	About	Increase	Quite	don't
	A Bit	A Little	Same	A Little	A Bit	know

In Sangamon County:

A. Overall employment	-2	-1	0	+1	+2	dk
B. Capital investment	-2	-1	0	+1	+2	dk
C. Interest rates	-2	-1	0	+1	+2	dk
D. Gross sales / revenue	-2	-1	0	+1	+2	dk
E. Inflation / price of goods and services	-2	-1	0	+1	+2	dk
F. Contributions to non-profit organizations.....	-2	-1	0	+1	+2	dk
G. The overall economy in Sangamon County.....	-2	-1	0	+1	+2	dk

2. **Over the next 12 months**, what are your expectations for the economic performance of the following economic sectors in Sangamon County?

Give us your best guess by circling a choice for each item. If you don't have a guess for an item, circle “dk” for “don't know.”

	Decline		Stay		Increase	
	Quite	Decline	About	Increase	Quite	don't
	A Bit	A Little	Same	A Little	A Bit	know

A. Construction / building	-2	-1	0	+1	+2	dk
B. Manufacturing	-2	-1	0	+1	+2	dk
C. Wholesale trade	-2	-1	0	+1	+2	dk
D. Retail trade	-2	-1	0	+1	+2	dk
E. Transportation / warehousing	-2	-1	0	+1	+2	dk
F. Finance / insurance / real estate	-2	-1	0	+1	+2	dk
G. Medical / health care	-2	-1	0	+1	+2	dk
H. Education / educational services	-2	-1	0	+1	+2	dk
I. Accommodations / food / entertainment / recreation ..	-2	-1	0	+1	+2	dk
J. Information and communications systems/services	-2	-1	0	+1	+2	dk
K. Business and professional support services	-2	-1	0	+1	+2	dk
L. Personal services	-2	-1	0	+1	+2	dk

TURN PAGE OVER TO COMPLETE THE QUESTIONNAIRE

Expectations for Your Business/Firm/Organization in Sangamon County

1. ***In the next 12 months***, what are your expectations for each of the following aspects **of your Sangamon County firm/organization**? Do you expect the aspect to decline quite a bit, decline a little, stay about the same as it has been the past 12 months, increase a little, or increase quite a bit? *Give us your best guess by circling a choice for each item. If you don't have a guess or the item is not applicable, circle "dk/na."*

	Decline Quite A Bit	Decline A Little	Stay About Same	Increase A Little	Increase Quite A Bit	don't know/ not apply
A. Capital investment in firm	-2	-1	0	+1	+2	dk/na
B. Total number of employees	-2	-1	0	+1	+2	dk/na
C. Gross revenue / sales	-2	-1	0	+1	+2	dk/na
D. Profitability	-2	-1	0	+1	+2	dk/na
E. Overall	-2	-1	0	+1	+2	dk/na

- 2 a. ***If you could avoid paying social security taxes for the remainder of 2010 for new hires, would you expect your firm's total number of employees to***
- | | Decline
Quite
A Bit | Decline
A Little | Stay
About
Same | Increase
A Little | Increase
Quite
A Bit | don't
know /
not apply |
|-------|---------------------------|---------------------|-----------------------|----------------------|----------------------------|------------------------------|
| | -2 | -1 | 0 | +1 | +2 | dk/na |

- b. ***If you could receive a \$5,000 federal tax credit for every full-time position you add by the end of the calendar year, would you expect your firm's total number of employees to***

Use same scale as above:

-2	-1	0	+1	+2	dk/na
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3. Right now, as you look over the next 12 months, what are the three biggest challenges facing your firm in the local economy? [*Circle UP TO THREE NUMBERS next to your choice(s).*]

- | | |
|---|---|
| 1 Inflation | 8 Competition from local/state/national firms |
| 2 Interest rates | 9 Global competition |
| 3 Employee compensation / benefits | 10 State government finances |
| 4 Consumer confidence and spending | 11 Government regulations and taxation |
| 5 Energy prices | 12 Other – specify: _____ |
| 6 Commodity prices | 13 Other – specify: _____ |
| 7 Availability of skilled/trained workers | 14 Other – specify: _____ |

Final Questions

1. How much of an impact has each of the following had on your firm to date? (*circle number of choice for each*)

	Large Negative Impact	Modest Negative Impact	Small Negative Impact	No Impact	Small Positive Impact	Modest Positive Impact	Large Positive Impact	don't know / not apply
A. the national recession	-3	-2	-1	0	+1	+2	+3	dk/na
B. the federal stimulus packages	-3	-2	-1	0	+1	+2	+3	dk/na
C. state government finances & payments....	-3	-2	-1	0	+1	+2	+3	dk/na
D. finances of local governments	-3	-2	-1	0	+1	+2	+3	dk/na
E. availability of credit / loans	-3	-2	-1	0	+1	+2	+3	dk/na
F. high-speed rail possibilities & issues	-3	-2	-1	0	+1	+2	+3	dk/na

2. So that we can analyze the results by sector, please indicate the economic sector that best describes your firm's primary economic activity. (*Circle the one number that best describes this.*)

- | | |
|----------------------------------|--|
| 1 Construction/building | 9 Accommodations/food/entertainment/recreation |
| 2 Manufacturing | 10 Information and communications systems/services |
| 3 Wholesale trade | 11 Business & professional support services |
| 4 Retail trade | 12 Personal services |
| 5 Transportation/warehousing | 13 Social assistance / welfare organization |
| 6 Finance/insurance/real estate | 14 Membership organization (advocacy/services for members) |
| 7 Medical/health care | |
| 8 Education/educational services | 15 Other – specify: _____ |

3. You are in (*circle one*):
- | | | |
|----------------------------------|---------------------|---------------------------------|
| 1 Private sector
(for-profit) | 2 Non-profit sector | 3 Public sector
(government) |
|----------------------------------|---------------------|---------------------------------|

Thank you for your time and the information you have provided! Please return the questionnaire in the enclosed postage-paid envelope or to: Survey Research Office; University of Illinois at Springfield; One University Plaza, MS HRB 120; Springfield, Illinois 62703-5407