

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



TABLE RESULTS ARE BASED ON:
SEPTEMBER -- THROUGH MONDAY, SEPTEMBER 22, 2008 (n = 200)
MARCH -- 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	%	%	%	%	%	%	Intensity Index Score chng
	DQB	DAL	Same	IAL	IQB	Who Rated	
SEPTEMBER RESULTS (specific aspects are in question order)							
Overall economy	10	47	33	10	0	95	-28 -6
Overall employment	13	48	25	13	1	97	-31 -14
Capital investment	15	40	27	17	1	95	-25 -11
Interest rates	1	15	45	36	3	95	+12 +39
Gross sales / revenue	13	40	26	19	3	97	-20 -2
Inflation/prices of goods/services.....	2	3	10	50	36	96	+58 +3
Contributions to non-profit organizations.....	15	40	40	5	0	95	-32 -5
<i>The percentages for the ratings exclude those who did not offer an opinion.</i>							
MARCH RESULTS							
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
<i>The percentages for the ratings exclude those who did not offer an opinion.</i>							

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 chng
SEPTEMBER RESULTS (in March order for comparison purposes)							
Medical/health care.....	2	5	35	44	15	92	+32 -1
Information & communic systems/services.....	3	18	52	25	1	88	+2 -11
Education	2	11	56	30	2	91	+10 -1
Business and professional support services.....	7	21	51	22	0	90	-6 -5
Personal services.....	8	28	45	18	1	90	-13 -6
Accomodations / food / entertainment	12	35	31	22	1	93	-17 -10
Finance / insurance / real estate.....	10	43	34	13	1	94	-25 -6
Transportation / warehousing	8	43	39	9	1	86	-23 0
Wholesale trade	6	44	42	8	0	86	-25 -1
Retail trade.....	12	45	24	18	1	90	-25 +1
Manufacturing	10	44	40	6	0	88	-29 +2
Construction / building	21	45	16	17	1	94	-35 -1

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	12	30	30	25	4	86	-10 -4

MARCH RESULTS

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

FROM FINAL QUESTIONS (out of questionnaire order to fit results on 3 pp.)

Familiarity with Q5 Initiative

1. How familiar would you say you are with the Quantum Growth Partnership (Q5) Initiative?
(for 99% answering the question)

11% very familiar 32% somewhat familiar 20% not very familiar
17% quite familiar 20% not at all familiar

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	chnng
SEPTEMBER (Sept & March – same order)								
Own firm – overall	9	25	34	30	2	99	-5	-12
Gross revenue/sales	9	26	25	35	5	99	+1	-11
Capital investment	8	19	48	19	6	96	-2	-13
Number of employees.....	7	23	46	22	2	98	-5	-15
Profitability.....	11	30	28	29	3	98	-9	-11

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

MARCH

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)

SEPTEMBER (listed in March order for comparison purposes) – chkd Sept 22

Energy prices	52%	Govt regulations/taxation	32%	Commodity prices	18%
Employee compensation/benefits	40%	State gov't finances	27%	Interest rates	10%
Inflation	31%	Availability-skilled workers	20%	Global competition	1%
Consumer confidence/spending	42%	Competition within U.S.	16%	Other	4%

MARCH

Energy prices	46%	Govt regulations/taxation	29%	Commodity prices	12%
Employee compensation/benefits	42%	State gov't 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%

CHANGES FROM MARCH TO SEPT.

Energy prices	+6%	Govt regulations/taxation	+3%	Commodity prices	+6%
Employee compensation/benefits	-2%	State gov't finances	-1%	Interest rates	+2%
Inflation	-3%	Availability-skilled workers	-4%	Global competition	0%
Consumer confidence/spending	+8%	Competition within U.S.	-3%	Other	+1%