Q1. Which of the following industry catego	lies best at					,			al a :-			Churcher		~		. Cine						P	
	Unstate	Unstate		Unstate	Unstate			ке	gion	1		Cluster			ompan	1					1	-	enue
	Upstate 2017	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Upstate 2012	Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100						Up to \$5M	
Engineering and Construction	17%	18%	16%	17%	17%	15%	23%	13%	10%	25%	22%	12%	21%	17%	20%	15%						20%	16%
Food and Beverage	3%	5%	5%	3%	3%	5%	1%	6%	5%	1%	4%	4%	3%	3%	6%	3%						6%	3%
Financial	6%	7%	5%	8%	6%	8%	10%	3%	6%	6%	7%	7%	3%	5%	6%	9%						7%	6%
Manufacturing	19%	18%	24%	21%	19%	19%	16%	21%	22%	21%	23%	18%	17%	21%	23%	14%						15%	21%
Retail	10%	11%	12%	12%	12%	14%	10%	10%	10%	9%	6%	11%	13%	12%	6%	6%						11%	9%
Service	36%	32%	25%	23%	27%	26%	37%	40%	32%	29%	29%	39%	38%	32%	33%	47%						36%	35%
Wholesale and Distribution	8%	10%	11%	15%	15%	14%	3%	8%	15%	9%	10%	9%	6%	10%	7%	6%						5%	10%
Other	0%	0%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						0%	0%
Refused	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%						0%	0%
Q2. As you think about the current busines	s or econor	nic condit	ions in Ne	w York Sta	ate as com	pared to s	six mo	onths a	ago, w	ould y	ou say	they are	consi	derably	/ bette	r, a little b	etter, ab	out the s	same, a	little wor	se, or co	nsidera	bly
worse?		T					1																
								Re	gion	-		Cluster			ompan				Industr	У		-	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate							_		51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb		Roch		High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	-
Considerably better	4%	1%	2%	4%	2%	1%	3%	3%	3%	7%	13%	0%	0%	4%	7%	1%	5%	8%	0%	2%	3%	3%	4%
A little better	23%	26%	24%	32%	24%	21%	29%		19%	22%	59%	12%	0%	23%	29%	23%	28%	20%	20%	21%	31%	23%	24%
About the same	47%	48%	44%	44%	46%	44%	51%		47%	43%	27%	74%	20%	50%	39%	49%	37%	49%	53%	48%	51%	46%	48%
A little worse	20%	21%	22%	16%	22%	28%	15%		24%	18%	0%	13%	60%	18%	26%	19%	27%	17%	24%	21%	15%	19%	21%
Considerably worse	5%	4%	8%	4%	7%	7%	1%	4%	7%	10%	0%	0%	20%	5%	0%	7%	4%	6%	2%	7%	0%	8%	4%
Don't know/Refused	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%	0%
Q3. Looking forward from today through n	ext year, th	at is, the e	entire 201	8 year, ho	w would y	ou descril	be you	ır exp	ectatio	ons fo	r the e	conomy i	n New	York S	tate?		l						
								Re	gion			Cluster		C	ompan	y Size			Industr	у		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Considerably better	5%	5%	3%	5%	2%	2%	3%	3%	3%	12%	16%	0%	0%	4%	10%	2%	8%	6%	0%	4%	3%	3%	5%
A little better	29%	37%	27%	37%	28%	31%	32%	28%	27%	29%	73%	16%	1%	30%	33%	29%	29%	38%	22%	25%	36%	21%	33%
About the same	36%	37%	40%	39%	40%	32%	41%	34%	39%	25%	12%	63%	12%	38%	24%	36%	32%	36%	47%	36%	36%	43%	33%
A little worse	24%	19%	24%	15%	24%	25%	22%	26%	23%	25%	0%	21%	61%	22%	31%	24%	28%	11%	29%	27%	23%	24%	24%
Considerably worse	6%	3%	6%	4%	6%	10%	1%	9%	8%	9%	0%	0%	25%	6%	1%	7%	4%	10%	2%	8%	3%	9%	5%
Don't know/Refused	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%
Q4. Now thinking specifically about your ir	dustry how	w would v	ou describ	e the curr	ent busine		nomic	condi	tions	in Nev	Vork	State as o	omna	red wit	h six m	onths ago	2						
second and a second s	,								gion			Cluster			ompan		-		Industr	v		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate									-	<u>/</u>	Eng &			, 	Whole	Upto	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist		\$5M+
Considerably better	3%	2%	3%	4%	3%	2%	2%	2%	6%	6%	12%	0%	0%	3%	7%	1%	5%	4%	0%	2%	5%	3%	4%
A little better	18%	18%	21%	24%	20%	17%		15%	16%	16%	53%	5%	0%	18%	26%	16%	19%	22%	9%	17%	18%	17%	18%
About the same	45%	47%	39%	42%	44%	41%	46%		43%	47%	34%	71%	7%	48%	43%	41%	43%	49%	40%	42%	46%	41%	46%
A little worse	27%	27%	29%	24%	25%	31%	26%		26%	18%	1%	23%	69%	25%	20%	31%	25%	21%	44%	29%	23%	31%	25%
Considerably worse	7%	7%	8%	6%	8%	8%	3%	7%	8%	13%	1%	1%	25%	5%	4%	11%	8%	3%	7%	9%	5%	8%	6%
	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3%	0%	0%
Don't know/Refused	11%																						

			-		-			Res	gion			Cluster		C	ompan	v Size			Industr	v		Rev	/enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or		More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Considerably better	5%	5%	3%	5%	3%	2%	4%	2%	6%	12%	17%	0%	0%	4%	13%	1%	10%	6%	2%	2%	10%	4%	5%
A little better	24%	30%	24%	30%	25%	27%	30%		24%		65%	10%	0%	26%	27%	19%	28%	26%	13%	26%	21%	20%	26%
About the same	35%	35%	41%	36%	38%	33%	37%	37%	36%	28%	18%	63%	4%	37%	33%	37%	29%	41%	31%	30%	41%	36%	35%
A little worse	27%	24%	25%	24%	25%	27%	27%	31%	22%	24%	0%	27%	61%	25%	23%	30%	28%	20%	40%	32%	15%	29%	26%
Considerably worse	8%	6%	7%	5%	9%	10%	1%	10%	12%	12%	0%	0%	35%	7%	4%	12%	5%	8%	13%	9%	10%	11%	7%
Don't know/Refused	1%	0%	0%	0%	0%	0%	1%	0%	1%	1%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%	3%	0%	1%
· · · ·																							
Q6. Now thinking specifically about your co	mpany, wł	nat are you	ur expecta	tions for r	evenue th	rough the	year	2018?	Do yo	ou beli	eve yo	our reven	ue will	?									
								Reg	gion			Cluster		C	ompan	y Size			Industr	у		Rev	/enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Grow substantially	4%	3%	3%	4%	3%	2%	6%	3%	4%	4%	10%	2%	1%	4%	6%	4%	1%	7%	4%	5%	0%	7%	4%
Grow moderately	44%	48%	42%	45%	39%	36%	48%	45%	41%	38%	65%	41%	24%	41%	54%	48%	43%	52%	22%	43%	54%	39%	46%
Stay about the same	35%	33%	36%	33%	36%	35%	38%	28%	38%	41%	22%	44%	34%	39%	24%	33%	41%	32%	38%	35%	31%	38%	34%
Decrease moderately	13%	14%	17%	16%	18%	23%	8%	20%	11%	13%	2%	12%	31%	13%	13%	13%	11%	8%	33%	13%	13%	12%	14%
Decrease substantially	3%	2%	2%	1%	3%	4%	1%	3%	6%	3%	0%	1%	10%	3%	3%	2%	4%	1%	2%	4%	0%	5%	2%
Don't know/Refused	0%	0%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3%	0%	0%
Q7. Continuing to focus on your company,	lease thin	k quickly a	bout prof	itability. B	Between to	oday and t	he en	d of th	ne cale	endar y	year 20	018 do yo	ou expo	ect you	ır profi	ts to?							
								Reg	gion			Cluster		C	ompan	y Size			Industr	у		Rev	/enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Grow substantially	3%	2%	2%	3%	2%	2%	3%	5%	2%	4%	9%	1%	1%	3%	6%	2%	1%	4%	4%	4%	3%	3%	4%
Grow moderately	36%	41%	33%	38%	29%	28%	40%	32%	35%	38%	50%	38%	16%	33%	43%	45%	42%	46%	20%	31%	44%	34%	37%
Stay about the same	35%	34%	36%	35%	38%	32%	38%	34%	36%	32%	35%	39%	29%	38%	30%	29%	35%	32%	36%	36%	31%	36%	35%
Decrease moderately	20%	20%	25%	22%	26%	33%	17%	24%	20%	21%	7%	21%	37%	21%	16%	20%	16%	16%	36%	23%	21%	20%	21%
Decrease substantially	4%	3%	4%	3%	4%	6%	2%	4%	7%	4%	0%	1%	16%	4%	6%	4%	5%	2%	4%	5%	0%	6%	4%
Don't know/Refused	1%	0%	1%	0%	0%	0%	1%	1%	1%	0%	0%	0%	1%	1%	0%	0%	0%	0%	0%	1%	3%	1%	1%
Q8. Businesses and the executives that dire	ct them sti	rive to enh	ance prof	itability ir	i many wa	ys. Throu	gh wh	ich of	the fo	llowin	g strat	egies do	you pl	an to N	NOST e	nhance yo	ur comp	any's pro	ofitabilit	ty over th	e next ye	ear?	
								Reg	gion			Cluster		C	ompan	y Size			Industr	у		Rev	/enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Market/demand growth	42%	48%	39%	43%	40%	38%	52%	39%	38%	34%	57%	37%	34%	42%	43%	43%	42%	47%	38%	42%	33%	45%	41%
Cost reduction	25%	25%	31%	29%	34%	34%	17%	31%	30%	22%	16%	28%	30%	26%	23%	23%	20%	23%	20%	26%	38%	27%	25%
Price increase	13%	13%	12%	15%	13%	12%	10%	11%	14%	21%	13%	13%	13%	12%	21%	12%	20%	12%	20%	9%	10%	11%	14%
New technology	11%	9%	9%	7%	10%	9%	9%	11%	13%	9%	7%	14%	8%	10%	11%	11%	5%	13%	4%	13%	13%	8%	11%
a.,	8%	4%	7%	6%	3%	6%	11%	7%	4%	13%	6%	7%	14%	8%	1%	12%	13%	1%	18%	10%	3%	9%	8%
Other	8%	4%	1%	070	3%	070	1170	1 /0	4%	13%	0%	170	1470	070	1/0	1270	1370	170	1070	1070	570	570	
Other Don't know/Refused	8% 1%	4%	1%	1%	3%	1%	11%	0%	4% 1%	13%	6% 0%	1%	14%	1%	0%	0%	0%	3%	0%	0%	3%	0%	1%

Q9. Please indicate which of the following a	re major a	reas of co	licentratio	ii ioi youi	company				-														
								Reg	gion			Cluster		C	ompany	y Size			Industr	y		Reve	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Expansion of existing markets	57%	53%	54%	56%	61%	58%	61%	60%	56%	46%	67%	55%	50%	57%	59%	55%	56%	69%	51%	52%	54%	61%	56%
Growth in existing products	54%	58%	52%	54%	53%	50%	55%	50%	63%	47%	64%	55%	40%	52%	64%	55%	38%	71%	53%	47%	62%	56%	54%
Entry into new markets	28%	32%	30%	33%	37%	33%	33%	26%	28%	24%	30%	25%	33%	25%	29%	37%	23%	42%	22%	30%	15%	31%	27%
New product lines	24%	23%	27%	25%	31%	31%	23%	24%	26%	21%	21%	24%	27%	20%	31%	30%	11%	32%	29%	20%	46%	14%	27%
Acquisition of new businesses	15%	15%	15%	14%	11%	13%	14%	20%	13%	7%	19%	12%	13%	11%	16%	26%	5%	11%	20%	15%	23%	13%	15%
Technology innovation	34%	28%	27%	26%	28%	27%	34%	36%	33%	34%	33%	37%	30%	29%	43%	43%	28%	38%	27%	39%	21%	32%	35%
Construction of new locations	8%	10%	9%	10%	10%	8%	12%	9%	5%	6%	7%	8%	10%	6%	7%	16%	16%	2%	4%	12%	0%	8%	9%
Internal restructuring	28%	25%	28%	25%	28%	33%	28%	29%	29%	24%	18%	30%	36%	27%	33%	31%	28%	20%	42%	31%	23%	27%	28%
Expansion into export markets	5%	4%	NA	NA	NA	NA	3%	6%	8%	3%	6%	6%	3%	5%	10%	2%	0%	14%	2%	2%	8%	5%	5%
Other	5%	4%	0%	3%	5%	4%	2%	8%	5%	7%	2%	7%	6%	5%	7%	7%	6%	1%	9%	6%	5%	4%	6%
Prefer not to answer	0%	2%	1%	1%	2%	2%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Q10. Do you intend to invest between today	through	2018 in an	y fixed as	sets for yo	ur compar	ny designe	ed to r	neet g	rowin	g dem	and, re	educe cos	sts or e	enhano	e prod	uctivity?							
								Reg	gion			Cluster		C	ompany	y Size			Industr	y		Reve	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Yes	56%	51%	55%	58%	52%	52%	58%	56%	54%	56%	62%	60%	41%	47%	67%	78%	61%	70%	47%	51%	38%	47%	59%
No	28%	36%	34%	31%	36%	38%	29%	29%	24%	28%	19%	28%	38%	34%	19%	15%	24%	16%	38%	32%	33%	35%	25%
Not sure	16%	13%	11%	11%	12%	11%	13%	15%	23%	16%	19%	12%	22%	19%	14%	7%	15%	14%	16%	17%	28%	18%	16%
Q11. Now thinking about the people that w																							
	ork for you	ır compan	y,betweeı	n today an	d the end	of 2018, o	do γοι	ı plan [.]	to?														
	ork for you	ır compan	y,betweeı	n today an	d the end	of 2018, c	ιο γοι	ı plan Reg				Cluster		C	ompany	y Size			Industr	y		Reve	enue
	Upstate	ur compan Upstate	y,betweei Upstate	n today an Upstate	d the end Upstate	of 2018, o Upstate	lo you	•				Cluster			ompan 51 to	y Size More	Eng &		Industr	y	Whole		enue
							do you Alb	Reg		Syr		Cluster Middle	Low				-		Industr Retail	y Service	Whole & Dist	Up to	s5M+
Substantially increase your workforce	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate		Reg	gion	Syr 1%				50 or	51 to	More	-					Up to	
	Upstate 2017	Upstate 2016	Upstate 2015	Upstate 2014	Upstate 2013	Upstate 2012	Alb	Reg Buff	gion Roch 0%		High	Middle	Low	50 or less	51 to 100	More than 100	Constr	Manuf	Retail	Service	& Dist	Up to \$5M	\$5M+
Substantially increase your workforce	Upstate 2017 2%	Upstate 2016 2%	Upstate 2015 1%	Upstate 2014 2%	Upstate 2013 1%	Upstate 2012 1%	Alb 2%	Reg Buff 3%	gion Roch 0%	1%	High 2%	Middle 1%	Low 3%	50 or less 0%	51 to 100 1%	More than 100 5%	Constr 1%	Manuf 1%	Retail 2%	Service	& Dist 0%	Up to \$5M 1%	\$5M+ 2%
Substantially increase your workforce Moderately increase your workforce	Upstate 2017 2% 35%	Upstate 2016 2% 37%	Upstate 2015 1% 32%	Upstate 2014 2% 30%	Upstate 2013 1% 27%	Upstate 2012 1% 26%	Alb 2% 38%	Reg Buff 3% 36%	Roch 0% 29%	1% 34%	High 2% 47%	Middle 1% 33%	Low 3% 22%	50 or less 0% 32%	51 to 100 1% 43%	More than 100 5% 40%	Constr 1% 48%	Manuf 1% 46%	Retail 2% 22%	Service 3% 33%	& Dist 0% 10%	Up to \$5M 1% 34%	\$5M+ 2% 35%
Substantially increase your workforce Moderately increase your workforce Remain about the same	Upstate 2017 2% 35% 53%	Upstate 2016 2% 37% 52%	Upstate 2015 1% 32% 57%	Upstate 2014 2% 30% 59%	Upstate 2013 1% 27% 59%	Upstate 2012 1% 26% 58%	Alb 2% 38% 55%	Reg Buff 3% 36% 48%	Roch 0% 29% 58%	1% 34% 54%	High 2% 47% 48%	Middle 1% 33% 56%	Low 3% 22% 56%	50 or less 0% 32% 58%	51 to 100 1% 43% 47%	More than 100 5% 40% 44%	Constr 1% 48% 46%	Manuf 1% 46% 46%	Retail 2% 22% 64%	Service 3% 33% 53%	& Dist 0% 10% 77%	Up to \$5M 1% 34% 55%	\$5M+ 2% 35% 52%

								Ro	gion			Cluster		ſ	ompany	v Sizo			Industr	W.		Rov	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate		Reg	gion			Cluster			51 to	More	Eng &		muusu	y I	Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist		\$5M+
Existing U.S. competition	24%	27%	25%	29%	25%	27%	22%	22%	29%	24%	21%	28%	21%	24%	30%	21%	19%	22%	24%	21%	46%	19%	26%
Governmental regulation	61%	68%	68%	69%	70%	69%	52%	68%	62%	63%	53%	60%	74%	58%	70%	65%	58%	56%	71%	62%	56%	56%	63%
Taxation	61%	57%	65%	65%	67%	67%	55%	60%	65%	69%	56%	66%	59%	62%	69%	55%	59%	74%	64%	55%	51%	61%	61%
Foreign competition	10%	9%	11%	12%	12%	12%	6%	15%	10%	7%	12%	9%	8%	13%	6%	5%	4%	34%	2%	1%	13%	10%	10%
Energy costs	18%	24%	19%	30%	31%	44%	21%	14%	19%	22%	20%	18%	17%	18%	16%	22%	16%	24%	22%	19%	13%	24%	16%
Risk management	26%	22%	26%	22%	21%	22%	28%	26%	25%	21%	33%	22%	25%	22%	34%	30%	33%	19%	16%	27%	26%	24%	26%
Adverse economic conditions	37%	42%	48%	46%	55%	65%	34%	33%	47%	40%	31%	35%	48%	39%	47%	29%	41%	37%	38%	35%	44%	45%	35%
Health care costs	78%	79%	78%	77%	80%	79%	80%	74%	79%	81%	76%	78%	80%	78%	83%	73%	77%	82%	82%	78%	82%	79%	78%
Global political instability	15%	12%	15%	16%	15%	22%	17%	15%	14%	15%	17%	14%	16%	15%	11%	19%	14%	24%	11%	13%	10%	13%	16%
Rising supplier costs	32%	27%	25%	35%	39%	42%	27%	31%	40%	35%	37%	29%	32%	34%	34%	24%	32%	51%	47%	19%	46%	30%	33%
Human resources	43%	36%	38%	30%	27%	24%	54%	43%	35%	35%	52%	35%	49%	35%	60%	60%	49%	42%	40%	46%	38%	42%	44%
Cash flow	27%	28%	26%	29%	35%	35%	25%	31%	25%	26%	25%	27%	29%	32%	21%	15%	23%	26%	40%	28%	33%	32%	25%
Ability to obtain suitable financing	10%	8%	8%	8%	10%	13%	7%	11%	12%	10%	10%	9%	11%	11%	7%	7%	13%	12%	9%	8%	13%	13%	9%
U.S. trade agreements	9%	8%	NA	NA	NA	NA	7%	11%	8%	7%	7%	9%	9%	11%	6%	6%	6%	17%	9%	4%	15%	8%	9%
Don't know/None of the above	2%	1%	0%	0%	0%	0%	1%	2%	2%	1%	2%	2%	1%	3%	0%	0%	3%	0%	4%	1%	3%	2%	2%
Q13. Thinking specifically about New York	and the rela	ationship l	oetween t	he state g	overnmen	t and bus	inesse	es like	yours,	overa	all wou	ıld you sa	y the į	govern	ment o	f the State	of New	York is d	loing an	excellen	t, good, f	fair or p	oor
job of creating a business climate in which	companies	like yours	will succe	ed?																			
								Re	gion			Cluster		C	ompany	y Size		-	Industr	y	-	Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Excellent	1%	1%	1%	1%	1%	1%	0%	1%	2%	1%	3%	0%	0%	2%	0%	0%	3%	0%	0%	1%	0%	3%	1%
Good	7%	8%	4%	4%	7%	9%	9%	6%	7%	7%	12%	7%	2%	7%	11%	6%	8%	6%	4%	8%	10%	8%	7%
Fair	25%	29%	29%	30%	26%	34%	29%	22%	25%	25%	36%	25%	12%	26%	20%	27%	32%	29%	18%	26%	23%	27%	24%
Poor	64%	61%	64%	63%	65%	55%	61%	67%	64%	60%	48%	63%	86%	62%	69%	66%	57%	64%	76%	61%	59%	60%	65%
Don't know	3%	1%	2%	2%	2%	2%	1%	3%	3%	6%	1%	4%	0%	3%	0%	1%	1%	1%	2%	3%	8%	3%	2%

Q14. Of the following, what would you like t	o see the	Governor	and Legisl	ature of N	lewYork fo	ocus on?																	
								Reg	gion			Cluster		Co	ompany	y Size			Industr	у		Reve	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Personal Income Tax Reform	58%	55%	54%	NA	NA	NA	55%	61%	60%	57%	56%	63%	53%	58%	60%	59%	57%	64%	58%	55%	62%	54%	60%
Business Income Tax Reform	63%	62%	63%	NA	NA	NA	61%	65%	64%	60%	61%	65%	58%	63%	69%	55%	70%	71%	64%	58%	69%	57%	65%
Estate Tax Reform	29%	31%	34%	NA	NA	NA	31%	34%	29%	18%	31%	29%	28%	27%	33%	32%	28%	38%	42%	25%	21%	25%	31%
Sales Tax Reform	24%	22%	25%	NA	NA	NA	21%	30%	19%	28%	21%	25%	27%	25%	24%	19%	25%	22%	33%	27%	23%	24%	24%
Infrastructure Development (roads, bridges, water, sewer)	52%	43%	42%	42%	32%	37%	59%	49%	48%	51%	61%	48%	47%	52%	56%	48%	62%	42%	60%	56%	44%	58%	50%
Energy Infrastructure (power generation and transmission, natural gas transmission)	24%	NA	NA	NA	NA	NA	23%	24%	21%	32%	22%	24%	28%	25%	19%	27%	28%	24%	24%	25%	18%	25%	24%
Business Development Incentives	31%	36%	36%	38%	43%	47%	30%	28%	27%	41%	36%	29%	28%	33%	23%	27%	34%	36%	24%	33%	21%	31%	30%
Ethics Reform	43%	52%	42%	40%	39%	35%	48%	39%	45%	38%	44%	40%	50%	46%	37%	40%	47%	39%	44%	46%	33%	45%	43%
Spending Cuts	53%	51%	58%	64%	72%	74%	41%	58%	62%	57%	50%	53%	58%	55%	54%	48%	51%	60%	64%	48%	59%	55%	52%
Other	16%	13%	14%	16%	11%	17%	15%	18%	13%	19%	10%	16%	25%	13%	21%	22%	13%	16%	16%	19%	13%	13%	17%
Prefer not to answer	0%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Q15. How confident are you in the ability of	the gover	nment of	the State	of New Yo	ork to impr	ove the b	usines	s clim	ate fo	r busi	nesses	like your	s here	in Nev	v York	over the ne	ext year	אre you? Are	ı?				
								Reg	gion			Cluster		Co	ompany	y Size			Industr	у		Reve	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very confident	1%	1%	1%	1%	0%	2%	0%	0%	2%	1%	1%	1%	0%	1%	0%	1%	0%	1%	0%	1%	0%	2%	0%
Somewhat confident	15%	14%	12%	12%	15%	23%	17%	10%	15%	21%	27%	13%	3%	14%	21%	14%	16%	10%	13%	19%	10%	15%	15%
Not very confident	48%	48%	50%	47%	48%	44%	53%	51%	42%	43%	51%	50%	41%	48%	49%	53%	48%	46%	60%	42%	67%	50%	48%
Not at all confident	35%	36%	37%	38%	37%	31%		38%	40%	32%	20%	33%	57%	35%	30%	32%	34%	42%	27%	36%	21%	32%	36%
Don't know/Refused	2%	1%	1%	1%	1%	0%	1%	1%	1%	3%	1%	2%	0%	2%	0%	0%	1%	1%	0%	2%	3%	1%	2%
Q16. And thinking about the efforts of the fo	ederal gov	ernment,	overall wo	ould you s	ay the fed	eral gover	nmen	t is do	oing an	exce	lent,go	ood, fair o	or poo	r job oʻ	f creati	ng a busin	ess clima	ate in wh	nich com	panies lik	ke yours '	will suc	ceed?
								Reg	gion			Cluster		Co	ompany	y Size			Industr	у		Reve	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate								50 or	51 to	More	Eng &				Whole	Up to	
							Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
	2017	2016	2015	2014	2013	2012	AID	Duii		- /													
Excellent	2017 6%	2016 1%	2015 0%	2014 0%	2013 0%	2012 1%	8%	5%	7%	1%	10%	5%	2%	4%	13%	6%	8%	7%	7%	4%	10%	4%	6%
Excellent Good	-			-				5%	7%	1%	10% 27%	5% 17%	2% 24%	4% 20%	13% 26%	6% 21%	8% 27%	7% 29%	7% 29%	4% 13%	10% 15%	4% 18%	6% 23%
	6%	1%	0%	0%	0%	1%	8% 15%	5% 24%	7% 23%	1%													
Good	6% 22%	1% 6%	0% 2%	0% 4%	0% 3%	1% 6%	8% 15% 36%	5% 24% 34%	7% 23% 35%	1% 28%	27%	17%	24%	20%	26%	21%	27%	29%	29%	13%	15%	18%	23%
Good Fair	6% 22% 35%	1% 6% 29%	0% 2% 22%	0% 4% 21%	0% 3% 18%	1% 6% 21%	8% 15% 36%	5% 24% 34%	7% 23% 35%	1% 28% 35%	27% 38%	17% 34%	24% 33%	20% 35%	26% 34%	21% 36%	27% 37%	29% 35%	29% 31%	13% 33%	15% 41%	18% 34%	23% 35%

								Reg	gion			Cluster		Ċ	ompan	v Size			Industr	v		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate	Upstate		inc _i				Cluster		50 or	51 to	More	Eng &			y	Whole	Up to	
	2017	2016	2015	2014	2013	2012	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very confident	3%	5%	0%	1%	0%	1%	3%	4%	3%	4%	3%	3%	5%	2%	6%	6%	3%	3%	9%	2%	3%	5%	3%
Somewhat confident	36%	27%	7%	8%	7%	13%	35%		36%	38%	46%	33%	30%	35%	44%	35%	42%	42%	38%	32%	41%	26%	39%
Not very confident	42%	44%	50%	45%	46%	42%	48%	42%	39%	34%	39%	45%	39%	43%	37%	40%	44%	41%	42%	39%	33%	47%	40%
Not at all confident	18%	22%	41%	44%	46%	43%	13%	17%	22%	_	12%	17%	26%	19%	13%	18%	10%	12%	11%	27%	21%	21%	17%
Don't know/Refused	1%	2%	1%	2%	1%	1%	1%	1%	1%	1%	1%	2%	0%	1%	0%	0%	1%	1%	0%	1%	3%	1%	1%
Don t know nerased	170	270	170	270	170	1/0	1/0	170	1/0	1/0	1/0	2/0	070	170	0/0	0/0	1/0	170	070	170	370	1/0	1/0
Consider each of the following n	ational issues. Indicate	e whether	over the l	ast vear v	ou think t	he countr	v has	been o	on the	right	track.	moved in	the w	rong d	irectio	n or is neit	her on tl	ne right t	rack no	r moving	in the w	rong	<u>ا</u>
direction.				,			,				,												
Q18A. The cost of health care																							
								Rea	gion			Cluster		Co	ompan	v Size			Industr	v		Rev	enue
	Upstate													50 or		More	Eng &			,	Whole	Up to	1
	2017						Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Right track	16%						10%	16%	24%		15%	14%	20%	16%	19%	13%	16%	19%	18%	15%	18%	18%	16%
Wrong direction	61%						62%	60%	56%	_	65%	56%	66%	65%	54%	56%	63%	57%	53%	64%	67%	66%	59%
Neither	18%						22%	16%	17%	12%	17%	21%	10%	13%	26%	27%	14%	21%	22%	16%	10%	11%	20%
Don't know	6%						6%	8%	4%	3%	3%	8%	4%	6%	1%	4%	6%	3%	7%	5%	5%	5%	6%
	078						070	070	470	370	370	070	470	070	170	470	070	370	770	570	570	570	070
Q18B. Our immigration system																					l		
Q10D. Our miningration system								Por	gion			Cluster		6	ompan	v Sizo			Industr			Pov	enue
	Upstate							Reg				Cluster		50 or	51 to	More	Eng &		muusu	y	Whole	Up to	line
	2017						Alb	Buff	Doch	C 1/17	High	Middle	Low	less	100	than 100	0	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Diabt track	38%						32%	41%	Roch 42%	· ·	43%	35%	37%	38%	46%	35%	Constr 41%	Manuf 50%	38%	31%	41%	31%	41%
Right track Wrong direction	46%						32% 48%	41%	42%		43%	35% 47%	46%	38% 48%	46% 31%	35% 50%	41%	34%	38% 40%	52%	41%	57%	41%
Neither	46%						48%	45% 9%	44% 10%	-	43% 13%	47%	46%	48%	21%	12%	46%	34% 12%	40%	52% 13%	44%	57% 8%	13%
Don't know	4%						14% 5%	9% 4%			13%	7%	4%	10% 5%	1%		4%	3%	7%	4%	10% 5%		5%
Don't know	4%						5%	4%	3%	6%	1%	1%	4%	5%	1%	3%	4%	3%	1%	4%	5%	3%	5%
O19C The federal hudget deficit																							
Q18C. The federal budget deficit							r	De				Cluster		C		. Cine			Industr			Davi	enue
	Unstate							ĸeį	gion	1		Cluster	1	50 or	ompan 51 to	y Size More	Eng &		Industr	y	Whole	Up to	anue
	Upstate 2017						Alb	Buff	Doch	C 1/17	Lligh	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Diabt track							AID 12%	13%	Roch 17%		High 13%		17%	14%	23%			Manuf					-
Right track Wrong direction	15% 59%						12% 57%	13% 57%	17% 62%		13% 56%	15% 59%	17% 61%	14% 62%	23% 53%	15% 54%	18% 57%	16% 56%	16% 58%	15% 59%	18% 64%	14% 67%	16% 55%
Neither	18%						20%	18%	15%	-	21%	18%	14%	62% 15%	53% 19%	26%	16%	22%	20%	59% 18%		67% 11%	20%
Don't know	8%						20%	18%	15% 6%	3%	10%	18% 8%	14% 8%	15% 9%	19% 6%	26% 5%	16% 9%	7%	20% 7%	18% 8%	10% 8%	8%	20%
	0%						10%	11%	070	570	10%	070	070	970	070	370	970	170	/ 70	070	070	070	3%
Q18D. The taxes businesses pay							1	I	I	I		l	1					I	1		l		L
QIOD. The taxes businesses pay								Por	gion			Cluster		C-	ompan	v Size			Industr	w.		Port	enue
	Unstate							Reį	gion	1		Cluster	1	50 or		·	Eng &		maustr	y	Whole		linue
	Upstate 2017						Alb	Buff	Roch	Sur	Lliah	Middle	Low	SU or less	100	More than 100	Eng & Constr	Manuf	Retail	Service	& Dist	Up to \$5M	\$5M-
Pight track							AID 39%	43%	44%		High		LOW 36%			60%				42%			48%
Right track	43%										47%	45%		34%	63%		51%	43%	33%		38%	30%	
Wrong direction	32%						33%	32%	29%	-	26% 23%	30%	42%	38% 20%	20% 16%	20%	33%	32%	38%	32% 21%	26%	40%	28%
Neither	18% 7%						20% 8%	17% 7%	21% 6%	13% 6%	23% 4%	18% 7%	14% 8%	20% 8%	16%	17% 3%	13% 4%	18% 7%	24% 4%	21% 5%	21%	23%	17% 7%
Don't know	1%						8%	1%	6%	6%	/1%	1%	8%	8%	1%		/1%	1 /%	/1%	5%	15%	7%	1 1%

						Re	gion			Cluster		C	ompan	y Size			Industr	у		Reve	enue
	Upstate						Ĭ					50 or	51 to	More	Eng &			Í	Whole	Up to	
	2017				All	Buf	Rock	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Right track	48%	<u> </u>			449	6 53%	50%	46%	54%	48%	42%	44%	57%	57%	51%	59%	49%	42%	51%	37%	52%
Wrong direction	27%				309	-	24%	_	18%	29%	35%	30%	20%	22%	25%	14%	31%	36%	21%	38%	23%
0		<u> </u>																		17%	
Neither	18%	+		_	189				22%	16%	17%	19%	20%	16%	19%	20%	11%	16%	21%	-	18%
Don't know	7%	───┼───		-	8%	9%	5%	3%	6%	7%	7%	8%	3%	4%	5%	7%	9%	6%	8%	8%	6%
Q18F. Safeguarding the enviro	nment														r						
				_		R	gion			Cluster			ompan				Industr	у			enue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	
	2017				Alt	Buf	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Right track	23%				169	6 25%	23%	31%	20%	22%	27%	23%	21%	21%	23%	28%	27%	19%	26%	18%	24%
Wrong direction	39%				429	6 38%	40%	37%	36%	37%	49%	39%	33%	43%	33%	31%	36%	50%	33%	43%	38%
Neither	28%				309	6 27%	28%	25%	35%	29%	16%	26%	39%	29%	33%	31%	24%	23%	31%	26%	29%
Don't know	10%				129	6 10%	9%	7%	10%	11%	8%	11%	7%	7%	11%	10%	13%	8%	10%	13%	9%
And consider each of the follo	wing New York State is	sues. Indicate wh	ether over t	he last vear	you think the	state	has he	en on i	he rig	ht track	moved	l in the	wrong	direction	or is neit	ther on t	he right	track no	moving	in the v	wrong
direction.		acon malcate min		ine last year	you think the	state			ine ng	ine chacky				ancetion	or is new		ine ngin			in the t	in ong
Q19A. Infrastructure developn	nent	<u> </u>								Chusten				. C'			1			David	
		<u> </u>				R	gion	-		Cluster			ompan			1	Industr	У			enue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	
	2017				Alt		Roch		High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Right track	25%				239	6 24%		34%	32%	23%	21%	23%	30%	30%	22%	24%	24%	30%	28%	27%	24%
Wrong direction	37%				369	6 39%	42%	31%	33%	34%	50%	39%	39%	29%	46%	42%	36%	36%	33%	42%	36%
Neither	24%				309	6 22%	21%	24%	21%	28%	22%	24%	21%	31%	25%	19%	27%	25%	18%	18%	27%
Don't know	13%				119	6 15%	14%	12%	14%	15%	8%	14%	10%	11%	8%	14%	13%	9%	21%	13%	13%
Q19B. Ethics reform		* *		• •											•						
						R	gion			Cluster		C	ompan	v Size			Industr	v		Reve	enue
	Upstate						Ĭ						51 to	More	Eng &			ĺ	Whole	Up to	
	2017				Alt	Buf	Roch	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Right track	9%				9%	7%	9%	15%	11%	10%	6%	10%	7%	9%	9%	7%	13%	12%	3%	11%	9%
		<u>↓</u>			57				58%	57%	77%	65%								60%	
0	C10/				<i>C</i> 20	610				1 7/70	1/70	03%	53%	59%	65%	64%	60% 13%	61% 18%	54%		62%
Wrong direction	61%	┼──┼──			639			53%			0.0/	160/	270/	220/				1 1 2 %	31%	17% 13%	19%
Wrong direction Neither	19%				219	6 20%	15%	18%	25%	19%	9%	16%	27%	23%	20%	20%			4.20/		10%
Wrong direction						6 20%	15%	_			9% 8%	16% 9%	27% 13%	23% 10%	20% 6%	20% 9%	13%	10%	13%	13%	
Wrong direction Neither Don't know	19%				219	6 20%	15%	18%	25%	19%									13%	13%	
Wrong direction Neither Don't know	19%				219	6 20% 12%	9%	18%	25%	19% 14%		9%	13%	10%		9%	13%	10%	13%		
Wrong direction Neither Don't know	19% 10%				219	6 20% 12%	15%	18%	25%	19%		9% Co	13%	10% y Size	6%	9%		10%		Reve	enue
Wrong direction Neither	19%				219	6 20% 12%	9%	18%	25%	19% 14%		9%	13%	10%		9%	13%	10%	13% Whole	Reve Up to	enue
Wrong direction Neither Don't know	19% 10%				219	6 20% 12% Re	9%	18% 15%	25%	19% 14%		9% Co	13%	10% y Size	6%	9%	13%	10%		Reve	
Wrong direction Neither Don't know	19% 10%				219 8%	6 20% 12% Re	2 15% 9%	18% 15%	25% 6%	19% 14% Cluster	8%	9% Ca 50 or	13% ompan 51 to	10% y Size More	6% Eng &	9%	13%	10% Y	Whole	Reve Up to	\$5M
Wrong direction Neither Don't know Q19C. State spending	19% 10% Upstate 2017				219 8%	 20% 12% Ref Buff 5% 	egion Roch 7%	18% 15% Syr 18%	25% 6% High	19% 14% Cluster Middle	8%	9% Ca 50 or less	13% ompany 51 to 100	10% y Size More than 100	6% Eng & Constr	9% Manuf	13% Industr Retail	10% y Service	Whole & Dist	Reve Up to \$5M	\$5M
Wrong direction Neither Don't know Q19C. State spending Right track	19% 10% Upstate 2017 9%				219 8% All 129	 20% 12% Re Buff 5% 77% 	15% 9% egion Roch 7% 75%	18% 15% Syr 18% 60%	25% 6% High 12%	19% 14% Cluster Middle 10%	8% Low 5%	9% Co 50 or less 9%	13% mpan 51 to 100 13%	10% y Size More than 100 9%	6% Eng & Constr 9%	9% Manuf 7%	13% Industr Retail 9%	10% y Service 14%	Whole & Dist 3%	Reve Up to \$5M 8%	\$5M 10% 70%
Wrong direction Neither Don't know Q19C. State spending Right track Wrong direction	19% 10% Upstate 2017 9% 70%				219 8% All 129 639	 20% 12% Ref Buf 5% 77% 13% 	15% 9% egion Roch 7% 75%	18% 15% Syr 18% 60%	25% 6% High 12% 64%	19% 14% Cluster Middle 10% 67%	8% Low 5% 84%	9% Co 50 or less 9% 69%	13% mpan 51 to 100 13% 73%	10% y Size More than 100 9% 69%	6% Eng & Constr 9% 70%	9% Manuf 7% 81%	13% Industr Retail 9% 71%	10% y Service 14% 64%	Whole & Dist 3% 72%	Reve Up to \$5M 8% 68%	\$5M 10% 70%

Q19D. The regulatory environment																							
								Regio	on			Cluster		C	ompan	y Size			Industr	у		Rev	enue
	Upstate													50 or	51 to	More	Eng &				Whole	Up to	
	2017					All	Bu	Iff R	loch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Right track	8%					9%	39	% 8	8%	16%	9%	10%	4%	11%	7%	2%	5%	9%	7%	11%	5%	9%	8%
Wrong direction	66%					639	6 72	% 7	71%	53%	60%	62%	82%	65%	69%	67%	66%	70%	71%	64%	56%	67%	66%
Neither	17%					209	6 15	% 1	15%	19%	24%	17%	10%	16%	16%	23%	24%	13%	13%	16%	26%	18%	16%
Don't know	8%					8%	99	% 6	6%	12%	7%	11%	4%	8%	9%	7%	5%	8%	9%	8%	13%	5%	10%
Q19E. Workers Compensation reform	n																						
•								Regio	on			Cluster		C	ompan	y Size			Industr	y		Rev	enue
	Upstate							Ť						50 or	51 to	More	Eng &			ĺ	Whole	Up to	
	2017					All	Bu	Iff R	loch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Right track	13%					139	_			16%	13%	13%	12%	12%	14%	15%	11%	7%	16%	14%	21%	11%	13%
Wrong direction	56%					555	-			40%	53%	53%	67%	55%	59%	56%	58%	63%	60%	56%	44%	55%	56%
Neither	16%					155			L4%	25%	22%	16%	8%	16%	19%	16%	18%	21%	11%	15%	13%	17%	16%
Don't know	15%		†	†		175	-		10%	19%	12%	18%	12%	16%	9%	13%	13%	9%	13%	15%	23%	17%	14%
	10/10					177	0 10	.70 1	2070	1370	12/0	10/0	12/0	10/0	570	13/0	1370	570	1370	1370	23/0	1770	11/0
Q19F. Energy costs							_																
Q151. Energy costs			1	1				Regio	n			Cluster		0	ompan	v Size			Industr	v		Rev	enue
	Upstate						<u>т</u>	Regio	<u>, </u>			cluster		50 or	51 to	More	Eng &		muusu	y	Whole	Up to	
	2017					All	Bu	ff D	loch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Right track	14%					149				18%	16%	12%	16%	13%	20%	16%	13%	11%	13%	16%	15%	15%	14%
			-	-			-			25%	32%	36%		13% 39%	20%								
Wrong direction	36% 32%					389	_				32% 40%	36%	42% 27%	39%	39%	34%	43% 30%	31% 46%	51%	37%	31%	39%	35% 34%
Neither							-			37%						29%			22%	29%	31%	28%	
Don't know	18%					169	6 17	% 1	18%	21%	13%	22%	14%	15%	14%	21%	14%	12%	13%	18%	23%	18%	18%
																							<u> </u>
Q20A. How would you rate your loca	al area on each of	the follow	/ing: - Suit	able work	torce									-			1					-	
								Regio	on			Cluster			ompan			1	Industr	у			enue
	Upstate	Upstate	Upstate	Upstate	Upstate									50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	All	-		loch		High	Middle		less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Excellent	9%	9%	12%	12%	15%	9%	-	-	8%	9%	9%	9%	10%	10%	6%	9%	13%	7%	4%	10%	3%	12%	8%
Good	37%	39%	42%	50%	50%	375				40%	44%	36%	31%	38%	31%	39%	27%	37%	36%	36%	56%	33%	39%
Fair	37%	40%	34%	29%	26%	399	_		37%	35%	32%	41%	37%	36%	41%	38%	38%	33%	44%	41%	36%	36%	38%
Poor	15%	11%	12%	7%	8%	129	6 17		16%	13%	14%	12%	22%	14%	21%	14%	20%	22%	13%	12%	3%	17%	14%
Don't know/Refused	2%	2%	1%	2%	1%	3%	19	% 2	2%	3%	1%	3%	0%	2%	0%	0%	3%	1%	2%	1%	3%	3%	2%
Q20B. How would you rate your loca	al area on each of	the follow	ving: - Con	sumer cor	nfidence																		
								Regio	on			Cluster		C	ompan	y Size			Industr	у		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate			Τ						50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	All	Bu	Iff R	loch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Excellent	4%	2%	2%	2%	1%	8%	39	% 2	2%	0%	5%	4%	2%	3%	3%	7%	4%	2%	0%	6%	0%	5%	3%
Good	50%	41%	38%	32%	27%	569	6 49	% 4	17%	44%	61%	49%	37%	50%	53%	52%	46%	51%	44%	49%	59%	55%	48%
Fair	39%	45%	49%	54%	54%	309				46%		40%	55%	39%	41%	37%	42%	36%	53%	39%	33%	33%	42%
Poor	5%	9%	9%	11%	16%	3%	_		7%	7%	5%	5%	7%	6%	3%	3%	6%	10%	2%	4%	5%	4%	6%
Don't know/Refused	2%	3%	2%	2%	2%	3%			1%	3%	1%	3%	0%	1%	0%	0%	3%	1%	0%	1%	3%	3%	1%
		0,0																					

							F	Regio	n			Cluster		C	ompany	/ Size			Industi	Υ		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate									50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	AI	b Bu	ff Ro	och S	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Excellent	4%	3%	4%	4%	5%	69	6 49	6 4	% 1	1%	4%	3%	7%	4%	4%	2%	4%	1%	9%	6%	0%	4%	4%
Good	38%	39%	40%	44%	47%	37	% 41	% 38	3% 3	4%	41%	39%	31%	41%	36%	35%	41%	42%	53%	30%	36%	39%	38%
Fair	45%	37%	40%	38%	35%	43	% 43	% 47	7% 4	7%	44%	44%	46%	43%	47%	48%	39%	42%	31%	49%	56%	44%	45%
Poor	11%	19%	15%	12%	10%	11	% 10	% 10)% 1	.5%	10%	10%	16%	10%	13%	14%	13%	13%	7%	13%	5%	10%	12%
Don't know/Refused	2%	3%	2%	2%	2%	39	6 19	6 1	% 3	3%	1%	3%	0%	1%	0%	1%	4%	1%	0%	1%	3%	3%	2%
Q20D. How would you rate your local are	a on each of	the follow	/ing: - Airli	ne service		<u> </u>																1	
							F	Regio	n			Cluster			ompany				Indust	Ŷ			enue
	Upstate	Upstate	Upstate							_			-		51 to	More	Eng &				Whole	Up to	4
	2017	2016	2015			Al			och S		0	Middle	Low	less	100	than 100	Constr	Manuf	Retail		& Dist	\$5M	\$5M
Excellent	8%	7%	8%			79	-				12%	5%	8%	9%	6%	5%	9%	6%	9%	5%	15%	10%	7%
Good	45%	42%	47%			44					47%	45%	42%	49%	40%	37%	35%	57%	58%	43%	33%	46%	44%
Fair	34%	35%	31%			37					29%	37%	34%	32%	31%	45%	37%	23%	24%	37%	38%	33%	34%
Poor	11%	13%	14%			89					11%	9%	14%	8%	20%	11%	14%	11%	7%	13%	10%	8%	12%
Don't know/Refused	3%	3%	1%			49	6 39	6 1	% 4	4%	1%	4%	2%	2%	3%	2%	5%	3%	2%	2%	3%	3%	3%
Q20E. How would you rate your local are	an each of	the fellow	ing Tavi	/																			
Q20E. How would you rate your local are	a on each or	the follow	ing: - Taxi	car servic	e			Regio	•			Cluster			ompan	/ Sizo			Industi	24		Rov	enue
	Upstate	Upstate	Upstate					(CgiOi	• 			cluster			51 to	More	Eng &		Industr	<u> </u>	Whole	Up to	
	2017	2016	2015			AI	h Bu	ff Re	och S	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Excellent	3%	1%	3%			39				3%	6%	2%	4%	4%	1%	5%	5%	2%	2%	4%	5%	3%	4%
Good	34%	15%	27%			26					34%	35%	33%	37%	31%	29%	38%	47%	49%	25%	33%	35%	33%
Fair	34%	35%	38%			39					35%	39%	40%	38%	41%	36%	34%	26%	38%	41%	41%	37%	38%
Poor	21%	43%	26%				% 15				21%	20%	21%	18%	23%	29%	16%	20%	9%	27%	15%	18%	21%
Don't know/Refused										4%	4%	4%	3%	4%	3%	1%	6%	3%	2%	2%	5%	6%	4%
	4%	6%	5%			6	6 59		%						370	1/0	070	370	270	270	570	070	470
Don't know/keluseu	4%	6%	5%			69	6 59	% 1	% 4	4%	4%	470	370	.,									
				sharing se	ervices	65	6 59	% 1	% 2	4%	470	470	370	.,.									
Q20F. How would you rate your local are				sharing se	ervices	65				4%	470		370		ompany	/ Size			Industi			Rev	enue
				sharing se	ervices	65		Regio		4%	470	Cluster	370	Co	ompany 51 to	y Size More	Eng &		Industi	γ γ	Whole	-	enue
	a on each of			sharing se	ervices		F	Regio			High	Cluster	Low	Co	ompany 51 to 100		Eng & Constr	Manuf		y Service	Whole & Dist	Rev Up to \$5M	enue \$5M
Q20F. How would you rate your local are	on each of Upstate			sharing se	ervices		F b Bu	Region	n och S	Syr		Cluster	Low	Co 50 or	51 to	More	-	Manuf 7%				Up to	
	a on each of Upstate 2017			sharing se	ervices	AI 10	F b Bu % 89	Region ff Rc % 9	n och S % 4	Syr 4%	High 10%	Cluster Middle 7%	Low 8%	Co 50 or less 8%	51 to 100 7%	More than 100 12%	Constr 8%	7%	Retail	Service	& Dist	Up to \$5M 8%	\$5M 9%
Q20F. How would you rate your local are Excellent Good	a on each of Upstate 2017 8% 48%			sharing se	ervices	AI 10 56	F Bu % 89 % 47	Region ff Rc % 9 % 48	n och 9 % 4 3% 3	Syr 4%	High 10% 52%	Cluster Middle 7% 47%	Low 8% 46%	Co 50 or less 8% 49%	51 to 100 7% 43%	More than 100 12% 51%	Constr 8% 51%	7% 46%	Retail 7% 51%	Service 8% 48%	& Dist 21% 44%	Up to \$5M 8% 47%	\$5M 9% 48%
Q20F. How would you rate your local are	a on each of Upstate 2017 8% 48% 29%			sharing se		Al 10 56 25	F b Bu % 89 % 47 % 26	Region ff Rc % 9 % 48 % 28	n och <u>S</u> % <u>4</u> 3% 3 3% 4	Syr 4% 52%	High 10% 52% 24%	Cluster Middle 7% 47% 31%	Low 8% 46% 29%	Co 50 or less 8% 49% 28%	51 to 100 7% 43% 33%	More than 100 12% 51% 28%	Constr 8% 51% 28%	7% 46% 29%	Retail 7% 51% 27%	Service 8% 48% 32%	& Dist 21% 44% 21%	Up to \$5M 8% 47% 29%	\$5M 9%
Q20F. How would you rate your local are Excellent Good Fair	a on each of Upstate 2017 8% 48%			sharing se		AI 10 56	F b Bu % 89 % 47 % 26 % 11	Region ff Rc % 9 % 48 % 28 % 13	n och S % 4 3% 3 3% 4 3% 1	Syr 4% 52%	High 10% 52%	Cluster Middle 7% 47%	Low 8% 46%	Co 50 or less 8% 49%	51 to 100 7% 43%	More than 100 12% 51%	Constr 8% 51%	7% 46%	Retail 7% 51%	Service 8% 48%	& Dist 21% 44%	Up to \$5M 8% 47%	\$5M 9% 48% 28%

Q20G. How would you rate your local area o									lon			Cluster		<u> </u>		v Sizo			Industr			Berry	enue
					-			ке	ion	r		Cluster			ompan		- 0		Industr	y I		-	
	Upstate 2017	Upstate 2016	Upstate 2015				Alb	Buff	Roch	Syr	High	Middle	Low	50 or less	51 to 100	More than 100	Eng & Constr	Manuf	Retail	Service	Whole & Dist	Up to \$5M	\$5M-
Excellent	3%	2%	2%				6%	3%	1%	3%	4%	4%	2%	4%	4%	0%	3%	2%	4%	4%	0%	4%	3%
Good	26%	17%	17%					23%		26%	30%	26%	18%	25%	30%	27%	16%	32%	27%	25%	28%	26%	26%
Fair	47%	48%	48%					50%	43%	44%	51%	47%	42%	46%	40%	59%	51%	37%	53%	45%	56%	41%	48%
Poor	22%	30%	31%			1		23%	28%	22%	13%	21%	39%	23%	24%	15%	28%	28%	13%	24%	13%	26%	21%
Don't know/Refused	2%	3%	2%				3%	1%	1%	4%	1%	3%	0%	2%	1%	0%	3%	1%	2%	1%	3%	3%	2%
Q20H. How would you rate your local area o	n each of	the follow	ving: - As a	n area wh	nere busine	esses can su	iccee															1	
								Reg	ion		-	Cluster			ompan				Industr	у	r	-	enue
	Upstate	Upstate	Upstate	Upstate	Upstate									50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013			Buff	Roch		High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Excellent	3%	3%	3%	2%	3%		5%	3%	2%	3%	6%	2%	3%	4%	3%	3%	4%	1%	4%	4%	0%	4%	3%
Good	29%	25%	27%	25%	24%	3	39%	23%	27%	25%	39%	32%	11%	29%	34%	32%	28%	26%	33%	32%	26%	34%	28%
Fair	48%	51%	49%	49%	51%	4	13%	55%	43%	54%	44%	51%	50%	48%	40%	56%	44%	51%	47%	47%	62%	46%	49%
Poor	16%	18%	19%	21%	21%	1	L1%	16%	25%	15%	9%	12%	34%	17%	21%	9%	20%	21%	13%	15%	8%	13%	17%
Don't know/Refused	2%	3%	3%	3%	1%		2%	2%	3%	3%	1%	3%	2%	2%	1%	0%	4%	1%	2%	2%	5%	3%	2%
Q20I. How would you rate your local area or	each of t	he followi	ng: - As a	place whe	re consum	ers want to) live																
								Reg	ion			Cluster		C	ompan	y Size			Industr	y		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate									50 or	51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	1	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Excellent	14%	10%	10%	12%	14%	1	L9%	10%	14%	10%	20%	12%	11%	14%	11%	15%	11%	11%	18%	14%	10%	17%	13%
Good	44%	45%	43%	45%	44%	4	14%	44%	45%	40%	48%	46%	33%	44%	37%	50%	37%	46%	49%	44%	49%	42%	45%
Fair	35%	34%	33%	30%	30%	2	28%	39%	34%	40%	26%	35%	47%	34%	43%	31%	39%	33%	29%	36%	33%	35%	34%
Poor	6%	9%	12%	10%	11%		7%	5%	6%	7%	5%	6%	8%	6%	9%	4%	10%	9%	4%	4%	5%	3%	7%
Don't know/Refused	2%	3%	2%	2%	1%		2%	1%	1%	3%	1%	3%	0%	2%	0%	0%	3%	1%	0%	2%	3%	3%	1%
Q21. Which SINGLE industry sector do you t	hink will ha	ave the gr	eatest pos	sitive impa	act on the	economic v	italit	y of y	our ge	eograp	hic are	ea in the i	next tl	hree to	o five ye	ears?							
								Reg	ion	r		Cluster			ompan	y Size		-	Industr	y		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate										51 to	More	Eng &				Whole	Up to	
	2017	2016	2015	2014	2013	1	Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Education	13%	9%	10%	14%	8%	1	L6%	8%	12%	16%	14%	11%	11%	13%	9%	12%	15%	13%	13%	12%	5%	14%	12%
Tourism	8%	8%	8%	6%	7%		4%	6%	13%	12%	8%	9%	6%	9%	7%	6%	4%	8%	9%	7%	8%	12%	7%
Technology	25%	27%	31%	30%	26%	4	11%	10%	20%	32%	30%	23%	25%	23%	34%	28%	32%	17%	24%	27%	18%	24%	26%
Transportation	3%	3%	3%	2%	1%		6%	2%	0%	3%	3%	3%	3%	4%	0%	2%	6%	1%	2%	2%	3%	6%	2%
Medical	27%	28%	24%	26%	29%	1	9%	47%	34%	13%	22%	30%	27%	27%	26%	28%	20%	26%	29%	32%	36%	26%	27%
Green and sustainable energy	3%	5%	7%	4%	3%		4%	3%	4%	1%	4%	3%	2%	3%	3%	6%	1%	0%	4%	5%	5%	3%	4%
Manufacturing	11%	12%	15%	16%	16%	1	L0%	13%	8%	12%	13%	9%	12%	11%	11%	12%	11%	23%	4%	5%	18%	4%	13%
							201	50/	4.07		4.01	20/	F0/	1%	7%	3%	4%	2%	2%	20/	E0/	2%	3%
Other	3%	1%	1%	2%	2%		3%	5%	1%	1%	1%	3%	5%	170	170	570	4%	2%	Ζ%	3%	5%	270	570
Other None of the above	3% 7%	1% 7%	1% 0%	2% 1%	2% 7%		3% 7%	5% 6%	1% 8%	1% 9%	1% 4%	3% 9%	5% 8%	1% 9%	3%	3%	4% 6%	10%	2% 11%	3% 5%	5% 3%	2% 9%	6%

Q22A. How technically skilled the	y uic		1 I I								· · · · · · · · · · · · · · · · · · ·			1						
					Reg	gion	_		Cluster		Co	ompany	y Size			Industr	'Y		Rev	enue
	Upstate	2									50 or	51 to	More	Eng &				Whole	Up to	
	2017			Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very significant	32%			24%	41%	33%	31%	33%	30%	35%	32%	33%	35%	44%	39%	27%	32%	15%	33%	32%
Somewhat significant	40%			46%	34%	39%	43%	39%	43%	38%	39%	44%	41%	28%	38%	49%	38%	49%	37%	41%
Not too significant	22%			24%	22%	23%	19%	23%	20%	25%	24%	23%	19%	22%	22%	13%	26%	26%	24%	22%
Not at all significant	3%			3%	2%	3%	4%	2%	4%	2%	4%	0%	3%	3%	0%	9%	2%	8%	3%	3%
Don't know/Refused	2%			3%	1%	3%	3%	2%	3%	0%	2%	0%	1%	4%	1%	2%	1%	3%	3%	2%
Q22B. Their work ethic																			<u> </u>	
					Reg	gion			Cluster		Co	mpany	y Size			Industr	v		Rev	enue
	Upstate	2	1 1 1					l			50 or	51 to	More	Eng &			1	Whole	Up to	
	2017			Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very significant	42%			37%	44%	42%	47%	41%	42%	42%	41%	41%	44%	46%	43%	42%	42%	41%	48%	40%
Somewhat significant	32%			37%	28%	35%	29%	32%	32%	35%	33%	40%	31%	32%	29%	38%	29%	36%	31%	33%
Not too significant	18%			22%	17%	17%	13%		19%	16%	20%	14%	18%	11%	22%	11%	21%	18%	14%	19%
Not at all significant	5%			2%	9%	4%	7%	7%	4%	7%	4%	4%	7%	9%	3%	7%	6%	3%	5%	6%
Don't know/Refused	2%			2%	2%	2%	3%	3%	2%	0%	3%	0%	0%	3%	2%	2%	2%	3%	2%	2%
Q22C. Having realistic salary and	benefit expectation	s									-									
					Reg	gion			Cluster			ompany	y Size			Industr	y .		Rev	enue
	Upstate	•									50 or	51 to	More	Eng &				Whole	Up to	
	2017			Alb	Buff	Roch	Syr	High	Middle		less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very significant	23%			26%	19%	27%	15%	21%	22%	26%	22%	24%	20%	19%	18%	27%	27%	10%	33%	19%
Somewhat significant	48%			43%	50%	49%	54%	51%	50%	42%	51%	43%	47%	49%	52%	44%	44%	62%	45%	49%
Not too significant	25%			26%	28%	22%	24%	24%	24%	29%	23%	31%	30%	27%	28%	22%	25%	23%	20%	27%
Not at all significant	2%			2%	3%	0%	4%	2%	2%	2%	2%	1%	3%	3%	1%	4%	2%	3%	1%	3%
Don't know/Refused	2%			3%	1%	2%	3%	2%	2%	0%	2%	0%	0%	3%	1%	2%	2%	3%	2%	2%
Q22D. Use or abuse of drugs or a	laahal							<u> </u>									<u> </u>			<u> </u>
Q22D. Use of abuse of drugs of a					Rea	gion			Cluster		Co	mpan	v Size			Industr	v		Rev	enue
	Upstate										50 or		More	Eng &			Í	Whole	Up to	T
	2017			Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist		\$5M+
Very significant	29%			21%	39%		25%		27%	30%	32%	34%	15%	28%	37%	38%	24%	26%	33%	28%
Somewhat significant	37%						34%		37%	33%	34%	37%	46%	38%	40%	33%	35%	41%	34%	37%
Not too significant	27%			32%	17%	29%	31%	23%	27%	32%	24%	27%	35%	25%	19%	24%	31%	26%	22%	29%
Not at all significant	4%			6%	3%	4%	6%	4%	4%	4%	6%	1%	3%	6%	2%	2%	6%	5%	8%	3%
Don't know/Refused	3%			3%	2%	3%	4%	2%	4%	1%	4%	0%	1%	3%	2%	2%	4%	3%	3%	3%
		+ +	 1 1			· · ·	1	<u> </u>	-	- · ·						· ·			<u> </u>	+

								Regi	ion			Cluster		C	ompan	y Size			Industr	y		Rev	enue
	Upstate													50 or	51 to	More	Eng &				Whole	Up to	
	2017					AI	B	uff F	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very significant	29%					28	% 32	2%	32%	22%	27%	29%	34%	29%	24%	32%	32%	29%	29%	31%	18%	39%	26%
Somewhat significant	46%					43	% 49	9%	41%	53%	48%	45%	44%	47%	51%	39%	41%	43%	51%	42%	67%	41%	48%
Not too significant	20%					24	% 1	5%	23%	19%	18%	22%	21%	19%	24%	23%	22%	23%	16%	23%	8%	15%	22%
Not at all significant	3%					39	63	8%	3%	3%	5%	2%	1%	3%	0%	5%	4%	3%	2%	2%	5%	3%	3%
Don't know/Refused	2%					29	6 1	۱%	2%	3%	1%	2%	0%	2%	0%	0%	3%	1%	2%	1%	3%	2%	2%
Q23. How prepared is your company for the	e Paid Famil	y Leave A	ct that ta	kes effect	L t January 2	018? Are you.	:															L	<u> </u>
								Regi	ion			Cluster		C	ompan	y Size		-	Industr	у		Rev	enue
	Upstate													50 or	51 to	More	Eng &				Whole	Up to	
	2017					AI	B	uff F	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Very prepared	28%					37	% 24	4%	28%	16%	28%	29%	24%	25%	30%	36%	24%	24%	7%	33%	28%	28%	28%
Not very prepared	10%					69	6 11	1%	10%	16%	10%	11%	8%	14%	6%	2%	15%	14%	13%	5%	13%	8%	11%
Somewhat prepared	47%					47	% 46	6%	49%	43%	50%	43%	51%	43%	56%	54%	48%	43%	49%	47%	49%	48%	46%
Not at all prepared	14%					9%	6 17	7%	11%	24%	11%	15%	17%	18%	7%	6%	11%	17%	31%	13%	8%	16%	14%
Don't know/Refused	1%					19	6 1	۱%	1%	1%	1%	2%	0%	1%	1%	1%	1%	1%	0%	2%	3%	0%	2%
Q24. Which of the following, if any, have yo	ou done top	repare fo	r the Paid	Family Lo	eave Act's	effect?											-	l	l			L	
								Regi	ion			Cluster		C	ompan	y Size			Industr	y		Rev	enue
	Upstate													50 or	51 to	More	Eng &				Whole	Up to	
	2017					AI	b Bi	uff F	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M-
Hired outside legal or consulting help	19%					19	% 17	7%	25%	13%	19%	19%	19%	16%	29%	23%	14%	17%	16%	21%	31%	13%	22%
Modified your existing company leave policy	44%					52	% 42	2%	41%	34%	44%	43%	45%	39%	50%	61%	35%	41%	33%	50%	44%	44%	43%
Updated or purchased a new compliance	10%					13	% 8	3%	9%	4%	12%	9%	8%	8%	10%	14%	13%	10%	4%	8%	8%	10%	9%
solution																							
Modified your existing workforce	4%					19	66	5%	8%	1%	4%	2%	8%	4%	4%	4%	3%	6%	9%	4%	0%	4%	4%
Hired or set a plan to hire temporary	6%					29	6	5%	8%	9%	7%	5%	6%	5%	6%	7%	4%	8%	4%	7%	3%	5%	6%
employees	070										. , .								.,		Q /-		
Nothing	39%						% 40		39%	50%	33%	43%	39%	47%	30%	21%	47%	39%	58%	34%	36%	43%	38%

Q25. How would you describe your compan	y s employ	ee scheuu	ning pract	lices:		1 1			-													1	
								Reg	ion	1		Cluster	1		ompan				Industr	Ŷ	1		enue
	Upstate														51 to	More	Eng &				Whole	Up to	
	2017					A	lb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Primarily pre-determined fixed	62%					66	5%	63%	58%	62%	65%	61%	60%	64%	70%	52%	58%	76%	62%	56%	72%	55%	65%
schedules/fixed shifts	02/0						,,,	0070	00/0	02/0	0070	01/0	0070	0.70		52/6	50,0		02/0	5676	/ _//	0070	0070
Schedules vary, but are provided to	23%					22	2%	16%	37%	25%	19%	25%	23%	20%	17%	37%	25%	14%	29%	26%	18%	28%	21%
employees in advance	2370						- / 0	10/0	52/0	2370	1370	2370	2370	20/0	1770	5770	2370	11/0	2370	2070	10/0	20/0	21/
Employees make their own schedules	10%					0	%	12%	8%	13%	1.70/	8%	13%	12%	9%	6%	10%	8%	2%	12%	8%	14%	9%
based on business need	1076					9	/0	1270	070	1370	12/0	070	1370	1270	370	076	10%	070	270	1270	870	1470	370
Employees are often called in with little or																							
no notice to cover unexpected business	2%					0	%	6%	1%	0%	1%	2%	4%	2%	3%	1%	4%	0%	4%	2%	0%	1%	2%
variations																							
Other	2%					1	%	3%	1%	0%	2%	2%	0%	1%	1%	2%	1%	1%	0%	2%	3%	3%	1%
Don't know/Refused	1%					2	%	1%	1%	0%	1%	2%	0%	1%	0%	1%	1%	1%	2%	1%	0%	0%	1%
Q26. What does your company do to mainta	ain 'equal p	ay' by rac	e/ethnici	ty and ge	nder withi	n the organiza	atio	n?															
· · ·								Reg	ion			Cluster		C	ompan	y Size			Industr	ry .		Rev	enue
	Upstate													50 or	51 to	More	Eng &				Whole	Up to	
	2017					А	lb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Adhere to a formal 'equal pay' policy	39%					43			37%		39%	36%	44%	33%	43%	50%	39%	41%	38%	35%	44%	36%	40%
Conduct 'equal pay' assessments	13%					-		15%	8%	18%	13%	14%	9%	12%	13%	16%	13%	12%	16%	12%	18%	8%	15%
Hire outside consultants to assess 'equal	2%							3%	2%	3%	1%	3%	2%	1%	3%	4%	0%	3%	2%	2%	0%	3%	2%
pay'	2/0					-		570	2/0	0,0	2/0	0,0	-/-	2/0	0,0	.,.	0,0	0,0	270	270	0,0	575	2/0
Nothing in particular	44%					41	L%	43%	52%	43%	46%	44%	44%	53%	40%	28%	47%	42%	42%	48%	38%	52%	42%
Don't know/Refused	2%						%	3%	1%	0%	1%	3%	0%	1%	1%	2%	1%	1%	2%	3%	0%	1%	2%
Don't knowy kerused	270						/0	570	170	0/0	170	370	070	170	170	270	1/0	170	270	570	070	170	270
Q27. Of late, there has been a lot of discuss	ion about y	whatare ca	alled 'Disr	untive Te	chnologies	' how famili:	ar ar	re voi	ı with	this c	onver	ation ab	out Di	sruntiv	e Techi	nologies?				1		ł	
		vilatare ca					ui ui	Reg		tins c		Cluster		· ·	ompan	-			Industr	~		Rov	enue
	Upstate							Ince	,1011			cluster	1		51 to	More	Eng &		Industr	1	Whole	Up to	
	2017						lb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very familiar	18%					19	-		23%		17%	18%	20%	17%	16%	26%	19%	20%	11%	16%	26%	18%	18%
Somewhat familiar	31%					32			38%		32%	33%	20%	30%	37%	31%	19%	40%	27%	31%	36%	23%	34%
Not very familiar	24%					23				31%	27%	22%	25%	25%	17%	29%	27%	12%	29%	31%	10%	23%	23%
Not at all familiar	24%					-		25%	22%	32%	27%	25%	25%	25%	27%	14%	33%	27%	29%	20%	26%	28%	23%
Don't know/Refused	24%					÷		25% 1%	1%	32%	1%	25%	25% 3%	1%	3%	14%	33%	1%	29% 4%		3%	3%	23%
Don't know/Refused	Ζ%					4	%	1%	1%	3%	1%	۷%	3%	1%	3%	1%	3%	1%	4%	2%	3%	3%	Ζ%
		h of the fe	llouinge																				
How innovative would you say your compar Q28A. Use of the mobile Internet	iy is in each	1 of the to	niowing a	rease																			
Q28A. Use of the mobile internet				1				Dee	• • • •			Churten							In decate			Dave	
	11							Reg	ion	1		Cluster	1		ompan		F 0		Industr	y	M/h a la	-	enue
	Upstate							- "							51 to	More	Eng &				Whole	Up to	
						Δ	lb	Buff	Roch		High	Middle	Low	less	100	than 100	Constr	Manuf			& Dist	\$5M	
	2017					÷	201	A 4 - 1	A / - /														25%
Very innovative	25%					30			24%	19%	25%	26%	22%	22%	23%	34%	28%	18%	29%	32%	5%	24%	
Somewhat innovative	25% 48%					30 48	3%	46%	44%	59%	53%	46%	49%	49%	50%	49%	61%	43%	40%	45%	56%	51%	48%
Somewhat innovative Not very innovative	25% 48% 18%					30 48 16	3% 5%	46% 17%	44% 25%	59% 15%	53% 18%	46% 18%	49% 20%	49% 20%	50% 17%	49% 12%	61% 10%	43% 20%	40% 18%	45% 18%	56% 31%	51% 19%	48% 18%
Somewhat innovative	25% 48%					30 48 16 4	3% 5%	46%	44%	59%	53%	46%	49%	49%	50%	49%	61%	43%	40%	45%	56%	51%	48%

Q28B. Production			Т				1	Cluste		-		. C!	1		landa an t			D -	
		<u>+</u>		Re	gion	1		Cluster	1		ompan	í			Industr	у			enue
	Upstate					-			_	50 or		More	Eng &				Whole	Up to	
	2017	<u> </u>	 Alb	Buff			High		Low	less	100	than 100		Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very innovative	16%	<u> </u>	 14%	16%	22%	15%	13%	18%	17%	15%	26%	13%	14%	31%	13%	15%	3%	16%	17%
Somewhat innovative	49%		55%	50%	42%	49%	60%	47%	41%	48%	46%	56%	57%	59%	31%	45%	44%	55%	48%
Not very innovative	23%		20%	23%	28%	21%		24%	26%	27%	17%	18%	23%	9%	40%	23%	38%	17%	25%
Not at all innovative	6%		3%	8%	5%	7%	4%	6%	8%	5%	7%	7%	5%	0%	11%	7%	10%	6%	6%
Don't know/Refused	6%	<u> </u>	8%	3%	4%	9%	4%	5%	8%	5%	4%	5%	1%	1%	4%	11%	5%	7%	5%
Q28C. Marketing				ļ	I	ļ													I
				Re	gion			Cluster		C	ompan	v Size			Industr	v		Rev	enue
	Upstate				Ĭ					50 or	51 to	More	Eng &			[Whole	Up to	
	2017		Alb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very innovative	18%		18%	16%	24%	15%	15%	21%	17%	17%	11%	28%	9%	16%	29%	22%	13%	18%	18%
Somewhat innovative	44%		45%	46%	40%	46%	50%	42%	40%	45%	49%	40%	38%	41%	44%	44%	56%	46%	43%
Not very innovative	31%		32%	29%	35%	25%	32%	28%	37%	32%	33%	28%	41%	38%	20%	27%	31%	29%	32%
Not at all innovative	5%		3%	7%	1%	10%	2%	6%	5%	5%	7%	3%	13%	3%	4%	4%	0%	4%	5%
Don't know/Refused	2%		2%	1%	1%	4%	1%	2%	2%	1%	0%	1%	0%	2%	2%	3%	0%	3%	2%
						.,.	-/-		-/-								• • •		
Q28D. Client services		-1 I		1								1							
				Re	gion			Cluster		C	ompan	y Size			Industr	у		Rev	enue
	Upstate									50 or	51 to	More	Eng &				Whole	Up to	
	2017		Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very innovative	28%		30%	27%	33%	21%		25%	30%	28%	24%	32%	14%	33%	20%	38%	15%	28%	28%
Somewhat innovative	45%		45%	45%	42%	51%	49%	45%	42%	45%	46%	48%	51%	36%	51%	43%	62%	44%	46%
Not very innovative	21%		21%	21%	24%	19%	16%	24%	22%	23%	23%	17%	30%	28%	22%	13%	21%	25%	20%
Not at all innovative	3%		3%	5%	0%	4%	3%	2%	5%	3%	7%	2%	5%	2%	4%	2%	3%	2%	4%
Don't know/Refused	2%		1%	2%	1%	4%	0%	3%	2%	1%	0%	1%	0%	1%	2%	4%	0%	2%	2%
Q28E. Information processing		<u>.</u> 1			1		1					1							1
				Re	gion			Cluster		C	ompan	v Size			Industr	v		Rev	enue
	Upstate				1					50 or		More	Eng &			í	Whole	Up to	
	2017		Alb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	-	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Very innovative	21%	1	19%	20%	25%	22%	24%	23%	13%	20%	24%	23%	16%	27%	13%	25%	8%	21%	21%
	51%	1 1	50%	52%		-		46%	60%	51%	46%	52%	59%	41%	51%	50%	59%	54%	50%
Somewhat innovative		1 1	 		-	-		26%	23%	25%	26%	24%	23%	27%	31%	21%	26%	25%	24%
Somewhat innovative			26%	25%	75%	12%	14%												
Not very innovative	24%		 26%	25%	25%	18%						-							-
			26% 1% 3%	25% 2%	25% 3% 2%	18% 1% 3%	23% 1% 1%	26% 3% 2%	23% 2% 2%	3% 1%	1%	0%	1% 0%	3% 2%	0% 4%	21% 1% 2%	26% 5% 3%	0%	3% 2%

						Re	gion			Cluster		Co	ompan	y Size			Industi	'Y		Rev	venue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	,
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very innovative	23%				21%	27%	24%	16%	24%	23%	23%	23%	23%	21%	19%	28%	38%	22%	13%	23%	23%
Somewhat innovative	45%				48%	42%	42%	49%	44%	44%	46%	43%	53%	49%	49%	49%	38%	40%	41%	43%	45%
Not very innovative	27%				24%	26%	31%	29%	28%	28%	25%	29%	21%	28%	28%	18%	20%	31%	41%	30%	26%
Not at all innovative	3%				4%	4%	2%	1%	2%	3%	5%	4%	1%	2%	3%	4%	0%	4%	5%	3%	4%
Don't know/Refused	2%				2%	1%	2%	4%	1%	2%	2%	1%	1%	0%	1%	1%	4%	3%	0%	2%	2%
Q28G. Employee benefits																	I	ļ		<u> </u>	_
						Re	gion			Cluster		C	ompan	y Size			Industi	'y		Rev	venue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	,
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very innovative	22%				20%	21%	23%	25%	22%	20%	23%	22%	20%	22%	19%	27%	13%	25%	8%	25%	20%
Somewhat innovative	50%				55%	48%	48%	46%	54%	49%	48%	50%	54%	51%	63%	50%	44%	44%	51%	49%	51%
Not very innovative	23%				20%	24%	22%	26%	19%	26%	22%	23%	23%	23%	13%	19%	31%	26%	36%	23%	23%
Not at all innovative	3%				1%	4%	5%	1%	2%	2%	6%	4%	0%	2%	4%	1%	9%	2%	3%	2%	4%
Don't know/Refused	3%				3%	2%	3%	1%	2%	2%	2%	1%	3%	1%	1%	3%	2%	2%	3%	2%	3%
Q28H. Employment arrangements	5																			<u> </u>	
						Re	gion	_		Cluster		C	ompan	y Size			Indust	'Y		Rev	venue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to)
	2017				Alb		Roch		_	Middle	Low		100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Very innovative	16%				14%	15%	17%	22%	16%	15%	17%	16%	14%	17%	9%	21%	9%	20%	10%	18%	15%
Somewhat innovative	50%				52%	52%	51%	43%	50%	52%	47%	50%	53%	53%	59%	49%	42%	49%	41%	47%	51%
Not very innovative	27%				29%	28%	24%	29%	28%	27%	29%	27%	30%	29%	28%	24%	40%	25%	36%	30%	27%
Not at all innovative	3%				2%	3%	5%	4%	2%	4%	5%	5%	1%	1%	3%	2%	4%	3%	10%	2%	4%
Don't know/Refused	3%				3%	2%	4%	1%	3%	2%	2%	2%	1%	0%	1%	3%	4%	2%	3%	3%	3%
Which of the following disruptive	technologies do you	currently use o	or do you see	your compan	y using in the	near	future	?												<u> </u>	
Q29A. The Internet																					
						Re	gion			Cluster		C	ompan	y Size			Industi	Ņ		Rev	venue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	,
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Currently use	89%				93%	87%	89%	85%	91%	89%	88%	89%	87%	95%	86%	96%	91%	88%	82%	88%	89%
Future use	2%				1%	3%	3%	1%	4%	1%	2%	2%	3%	2%	4%	1%	2%	1%	5%	3%	2%
	20/				3%	4%	3%	4%	1%	4%	7%	4%	4%	1%	3%	1%	4%	4%	8%	3%	4%
No plans to use	3%				370		0,0														
No plans to use Don't know/Refused	3% 5%				3%	5%	6%	9%	4%	6%	4%	5%	6%	2%	8%	2%	2%	6%	5%	7%	5%

						Re	gion			Cluster			ompan	y Size			Industr	γ <u> </u>		Rev	enue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Currently use	14%				12%	17%	14%	13%	16%	12%	17%	13%	16%	17%	15%	13%	13%	15%	10%	14%	14%
Future use	27%				26%	29%	28%	21%	30%	26%	24%	23%	30%	35%	24%	36%	16%	24%	31%	20%	29%
No plans to use	54%				55%	50%	56%	59%	53%	56%	54%	60%	53%	44%	56%	43%	67%	56%	59%	59%	52%
Don't know/Refused	5%				7%	4%	2%	7%	1%	6%	6%	4%	1%	4%	5%	8%	4%	5%	0%	7%	4%
Q29C. The Internet of things (con	nputing devices emb	edded in ever	yday objects)																		
						Re	gion			Cluster		C	ompan	y Size			Industr	γ y		Rev	enue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M
Currently use	25%				28%	23%	25%	24%	22%	24%	32%	23%	24%	31%	28%	27%	16%	26%	15%	20%	27%
Future use	32%				30%	30%	36%	32%	38%	30%	25%	30%	39%	36%	32%	40%	36%	25%	33%	29%	33%
No plans to use	39%				37%	44%	37%	37%	37%	41%	40%	45%	36%	29%	38%	29%	42%	44%	49%	45%	37%
Don't know/Refused	4%				6%	3%	2%	7%	3%	5%	3%	3%	1%	4%	3%	4%	7%	5%	3%	6%	4%
																				<u> </u>	
Q29D. The cloud		ı		- I				•				T			r						
					_	Re	gion	1		Cluster			ompan		ļ		Industry			-	enue
	Upstate											50 or		More	Eng &				Whole	Up to	
	2017				Alb				High			less	100	than 100		Manuf	Retail	Service	& Dist	\$5M	-
Currently use	66%				74%		71%	56%	69%	68%	59%	63%	74%	76%	66%	58%	56%	76%	69%	65%	67%
Future use	16%				10%			22%	20%	15%	15%	18%	13%	14%	20%	23%	16%	10%	10%	14%	17%
No plans to use	15%				13%	17%	10%	18%	10%	14%	21%	17%	11%	9%	14%	13%	24%	10%	21%	17%	14%
Don't know/Refused	3%				3%	3%	1%	4%	1%	3%	5%	1%	1%	2%	0%	6%	4%	3%	0%	4%	2%
Q29E. Advanced robotics																					
						Re	gion			Cluster		C	ompan	y Size			Industr	γ		Rev	enue
	Upstate 2017				Alb	D#	Deek	C 1	11iah	Middle	1.000	50 or	51 to 100	More	Eng &	Manuf	Retail	Comilao	Whole & Dist	Up to \$5M	
Common which are a							Roch	Syr 7%	High			less		than 100	Constr	Manuf		Service		- ·	
Currently use	6% 16%				7%	3% 19%	6% 21%	7% 9%	3% 16%	7% 16%	6% 17%	5% 14%	4% 24%	9% 19%	4% 9%	14% 43%	4% 16%	4% 7%	5% 10%	7%	5% 18%
Future use											-									10%	-
No plans to use	74%				75%		71%	76%	79%	71%	74%	78%	69%	69%	85%	38%	71%	83%	85%	77%	73%
Don't know/Refused	5%				5%	4%	3%	7%	2%	6%	4%	3%	3%	3%	3%	4%	9%	6%	0%	6%	4%
Q29F. Autonomous or near autor	omous vehicles		1						1											т <u> </u>	
					_	Re	gion	1		Cluster			ompan			1	Industr	γ –		-	enue
	Upstate							_			_	50 or	51 to	More	Eng &				Whole	Up to	
-	2017				Alb		Roch					less	100	than 100		Manuf	Retail	Service	& Dist	\$5M	-
Currently use	2%				1%	1%	3%	1%	0%	3%	2%	1%	1%	3%	0%	3%	2%	2%	0%	2%	2%
Future use	11%				13%			7%	14%	11%	8%	10%	6%	18%	14%	6%	11%	11%	13%	9%	12%
No plans to use	83%				81%		88%	84%	85%	80%	87%	86%	91%	76%	85%	86%	82%	82%	87%	84%	83%
Don't know/Refused	4%				4%	4%	1%	7%	1%	6%	3%	3%	1%	3%	1%	6%	4%	5%	0%	5%	4%

						Re	gion			Cluster		C	ompan	v Size			Industi	v		Rev	enue
	Upstate						Ĩ					50 or		More	Eng &			Í	Whole	Up to	T
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Currently use	8%				8%	7%	8%	13%	10%	7%	8%	8%	14%	9%	11%	21%	2%	5%	3%	8%	9%
Future use	19%				16%	20%	21%	19%	21%	18%	17%	16%	16%	27%	22%	29%	16%	14%	21%	18%	18%
No plans to use	69%				72%	69%	71%	62%	69%	68%	73%	73%	70%	62%	66%	46%	78%	76%	77%	69%	69%
Don't know/Refused	4%				4%	5%	1%	6%	0%	6%	3%	3%	0%	3%	1%	4%	4%	5%	0%	5%	4%
Q29H. Renewable energy																					<u> </u>
						Re	gion			Cluster		C	ompan	y Size			Industi	y		Rev	enue
	Upstate											50 or	51 to	More	Eng &				Whole	Up to	
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Currently use	15%				19%	13%	14%	9%	19%	12%	14%	10%	14%	28%	19%	11%	18%	15%	15%	13%	15%
Future use	36%				36%	36%	37%	35%	39%	33%	39%	36%	40%	36%	42%	39%	38%	29%	44%	36%	36%
No plans to use	45%				41%	45%	48%	47%	41%	49%	43%	51%	44%	32%	37%	44%	40%	50%	41%	45%	45%
Don't know/Refused	4%				4%	5%	1%	9%	1%	6%	4%	3%	1%	4%	3%	6%	4%	6%	0%	6%	4%
Q29I. Cyber security																					<u> </u>
						Re	gion			Cluster		C	ompan	y Size			Industi	Ŷ		Rev	enue
	Upstate						Ī					50 or	51 to	More	Eng &			Í	Whole	Up to	1
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
Currently use	61%				63%	57%	64%	56%	59%	59%	65%	55%	67%	77%	48%	67%	42%	68%	54%	55%	62%
Future use	22%				22%	25%	18%	21%	23%	22%	22%	24%	23%	17%	32%	20%	31%	17%	21%	29%	19%
No plans to use	15%				10%	15%	16%	19%	17%	15%	11%	19%	10%	5%	19%	9%	22%	12%	26%	11%	16%
Don't know/Refused	3%				4%	2%	2%	4%	1%	4%	2%	2%	0%	1%	1%	4%	4%	4%	0%	5%	2%
Q29J. Digital analytics																					
						Re	gion		1	Cluster		0	ompan	v Size			Industi	N.		Rev	enue
	Upstate									Cluster		50 or		More	Eng &		Indust		Whole	Up to	
	2017				Alb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	-	Manuf	Retail	Service	& Dist	\$5M	
Currently use	32%				34%				-	34%	35%	30%	23%	46%	18%	34%	29%	38%	26%	32%	32%
Future use	31%				29%			-	39%	28%	26%	28%	43%	34%	30%	26%	22%	32%	38%	34%	30%
No plans to use	33%				32%	_		35%	34%	32%	35%	39%	33%	17%	47%	37%	42%	25%	36%	30%	34%
Don't know/Refused	4%				6%	_	1%	6%	1%	6%	4%	3%	1%	3%	5%	3%	7%	5%	0%	4%	4%
Q30. Do you tend to see these dis	sruptive technologies	more as an onr	ortunity for y	our busine	ess or as a thre	at to y	your bu	siness	2												
										Cluster		0	ompan	v Size			Industi	v		Rev	enue
	Upstate					Region						50 or		More	Eng &			Í	Whole	Up to	1
	2017				Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	U U	Manuf	Retail	Service	& Dist	\$5M	
Opportunity	73%				73%				78%	72%	70%	75%	67%	83%	70%	78%	62%	76%	69%	72%	73%
Threat	19%				21%		-	10%	14%	23%	21%	20%	27%	14%	18%	16%	31%	16%	28%	19%	20%
Don't know/Refused	7%				6%	10%	5%	9%	8%	6%	9%	5%	6%	3%	13%	7%	7%	8%	3%	8%	7%

Q31. Which of the following state funded id	r i	1												-		C ¹							
								Reg	gion			Cluster	1		ompan	<i>.</i>		-	Industr	у		-	enue
	Upstate								1					50 or	51 to	More	Eng &				Whole		
	2017						Alb		Roch	· ·	•			less	100	than 100		Manuf	Retail	Service	& Dist		
Tax incentives	45%						44%	43%		49%		47%	39%	44%	46%	51%	49%	44%	38%	45%	38%	43%	45%
Funding Industry/University Partnerships	31%						28%					33%	22%	29%	34%	37%	29%	24%	22%	36%	33%	34%	30%
Offering operational support and training	36%						39%	35%	34%	37%	43%	35%	30%	38%	41%	33%	30%	33%	24%	41%	38%	41%	34%
for entrepreneurs																							
Providing financial support including loans	39%						41%	34%	32%	53%	43%	34%	42%	36%	37%	53%	39%	38%	22%	44%	26%	45%	37%
and grants																							
None of the above	24%						21%	24%	28%	25%	22%	22%	30%	23%	29%	16%	27%	23%	36%	20%	28%	20%	26%
		Navy Vaul						ĽШ	L														
Q32. Do you think your company will be in b	usiness in	New York	ten years	from toa	ay or not?			Rer	gion			Cluster		C	ompan	v Size			Industr	v		Rev	enue
	Upstate	Upstate							,						51 to	More	Eng &			, 	Whole	-	
	2017	2016					Alb	Buff	Roch	Svr	High	Middle	Low	less	100	than 100	-	Manuf	Retail	Service	& Dist		\$5M+
Yes	65%	64%					78%	56%		65%	79%	66%	46%	60%	74%	84%	66%	56%	51%	70%	69%	63%	66%
No	12%	10%					8%	13%		13%	10%	9%	22%	15%	11%	3%	10%	14%	13%	11%	15%	12%	12%
Don't know/Refused	23%	25%					14%			22%		24%	32%	25%	14%	13%	24%	30%	36%	19%	15%	25%	22%
Don t knowy network	2370	2370					11/0	51/0	2370	22/0	11/0	21/0	5270	2370	11/0	1370	21/0	3070	5070	1370	1370	2370	/
Q33. If you had it all to do all over again, co	nsidering a	Ill factors.	would vo	u locate vo	our busine	ss in New	York	or son	neplac	e else	?					1							1
			, 						gion			Cluster		C	ompan	y Size			Industr	y		Rev	enue
	Upstate	Upstate	Upstate	Upstate	Upstate			Ē						50 or	51 to	More	Eng &			Ī	Whole	Up to	1
	2017	2016	2015	2014	2013		Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Constr	Manuf	Retail	Service	& Dist	\$5M	\$5M+
New York	41%	39%	29%	28%	29%		52%	38%	30%	40%	58%	38%	25%	43%	33%	47%	46%	20%	33%	48%	44%	44%	40%
Someplace else	56%	56%	67%	69%	65%		45%	57%	68%	56%	39%	59%	70%	57%	64%	50%	51%	77%	60%	48%	54%	55%	56%
Don't know/Refused	4%	5%	3%	4%	6%		3%	5%	2%	4%	3%	3%	6%	0%	3%	3%	4%	3%	7%	4%	3%	2%	4%
Q34. Do you offer a pension or 401K to your									L														<u> </u>
Q34. Do you oner a pension of 401K to your	employee	251						Reg	gion			Cluster		C	ompan	v Size			Industr	v		Rev	enue
	Upstate	Upstate							,			Cluster			51 to	More	Eng &		maasa	ľ	Whole	Up to	
	2017	2016					Alb	Buff	Roch	Syr	High	Middle	Low	less	100	than 100	Ŭ	Manuf	Retail	Service	& Dist		
Yes	83%	82%					86%			85%	-	85%	76%	81%	93%	96%	84%	87%	71%	83%	85%	80%	84%
No	14%	15%					11%	16%	16%	10%	13%	13%	17%	19%	7%	3%	13%	10%	24%	13%	13%	17%	13%
Don't know	3%	3%					3%	5%	2%	4%	2%	2%	7%	0%	0%	1%	4%	3%	4%	4%	3%	3%	4%