## 2024 STATE OF MANUFACTURING FALL SURVEY

Sample Size: N=400 Manufacturing Exec	ti										
	cutives <u>2015</u>	<u>2016</u>	<u>2017</u>	3/18	4/19	3/20	9/20	<u>9/21</u>	8/22	8/23	<u>9/24</u>
able 6											
uestion 1:											
rom a financial perspective, how do yo	ou feel rig	ght now ab	out the fut	ure for yoເ	ır company	·?					
BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
**D/S (CONFIDENT - NOT CONFIDENT	78%	82%	88%	87%	88%	79%	71%	75%	70%	73%	62%
TOTAL CONFIDENT	89%	90%	94%	93%	93%	89%	85%	87%	85%	86%	80%
TOTAL NOT CONFIDENT	11%	9%	6%	6%	5%	10%	14%	12%	14%	13%	18%
/ERY CONFIDENT	40%	44%	57%	51%	50%	49%	43%	45%	50%	45%	38%
OMEWHAT CONFIDENT	48%	47%	37%	41%	43%	40%	42%	42%	34%	41%	42%
NOT VERY CONFIDENT	7%	5%	5%	5%	5%	7%	10%	9%	11%	11%	13%
NOT AT ALL CONFIDENT	3%	4%	1%	1%	1%	3%	3%	3%	4%	2%	6%
OON'T KNOW/UNSURE	1%	1% -		1%	1%	1%	1% -			1%	1%
EFUSED -					1% -		270	1%	1% -		
able 7 Luestion 3:											
hinking about the business climate in I	Minneso	ta compare	d to say fiv	e years ag	o, would yo	ou say the	ousiness cli	mate has ខ្	gotten bett	er, gotten	worse or stayed about
ACE-TOTAL CANADLE	400	400	400	400	400	400	400	400	400	400	400
BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
**D/S (GOTTEN BETTER - GOTTEN W(-			22%	40%	30%	29%	-8%	-26%	-30%	-35%	-43%
GOTTEN BETTER -			41%	54%	45%	48%	27%	20%	16%	14%	12%
GOTTEN WORSE -			18%	14%	15%	19%	35%	46%	46%	50%	56%
TAYED ABOUT THE SAME -			39%	32%	37%	30%	35%	32%	37%	34%	30%
OON'T KNOW -			3%	1%	2%	3%	2%	2%	1%	2%	2%
REFUSED -							1% -	-	-		
'able 8 Question 2:											
And, even though we only have a few n	nonths le	ft in 2024,	as you thir	k about th	is year, 202	24, as a wh	ole, do you	think this	year will b	e one of ed	onomic expansion, a f
conomy, or a recession?		,			. ,						,
ACC-TOTAL CASSIS	***	***	400					***	***	***	400
BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
*D/S (ECONOMIC EXPANSION - RECE	29%	17%	54%	60%	44%	3%	-16%	17%	-23%	-16%	-29%
CONOMIC EXPANSION	42%	32%	58%	64%	49%	27%	20%	35%	19%	17%	12%
FLAT ECONOMY	42%	48%	32%	28%	39%	39%	40%	44%	35%	45%	42%
RECESSION	13%	15%	4%	4%	5%	24%	36%	18%	43%	33%	41%
CAULT MANORAL (MANORADE	3%	4%	5%	4%	6%	8%	4%	3%	3%	5%	4%
JON'I KNOW/UNSURE					-,-						
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rable 9					1%	1% -	-	-			
able 9 Question 2A:	-	nrojection	a shout the	2 vear 2025			- - a whole v	vill he a tin	ne of econo	omic evnan	ision a flat economy
EFUSED  able 9 Question 2A: und, what about next year? If you had t	-	a projectio	n about the	e year 2025			s a whole v	vill be a tin	ne of econo	omic expan	sion, a flat economy,
REFUSED  Table 9  Question 2A:  And, what about next year? If you had to ecession?	to make a				5, do you th	iink 2025 a				•	
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REFUSED - Capter Services - Ca	to make a				5, do you th	iink 2025 a			400 -24%	400 -17%	400 6%
REFUSED - Table 9 Question 2A: And, what about next year? If you had to eccession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION -	to make a				5, do you th	iink 2025 a			400 -24% 19%	400 -17% 22%	400 6% 26%
REFUSED -  Table 9 Question 2A: And, what about next year? If you had to ecession?  RASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY -	to make a				5, do you th	iink 2025 a			400 -24% 19% 34%	400 -17% 22% 35%	400 6% 26% 33%
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to ecession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION -	to make a				5, do you th	iink 2025 a			400 -24% 19%	400 -17% 22%	400 6% 26% 33% 19%
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to ecession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION -	to make a				5, do you th	iink 2025 a			400 -24% 19% 34%	400 -17% 22% 35%	400 6% 26% 33%
DON'T KNOW/UNSURE REFUSED -  Table 9 Question 2A: And, what about next year? If you had trecession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - ECONOMIC EXPANSION - A A FLAT ECONOMY - A A RECESSION - DON'T KNOW/UNSURE - REFUSED -	to make a				5, do you th	iink 2025 a			400 -24% 19% 34% 43%	400 -17% 22% 35% 39%	400 6% 26% 33% 19%
REFUSED -  Table 9 Question 2A: And, what about next year? If you had to recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE - REFUSED -	to make a				5, do you th	iink 2025 a			400 -24% 19% 34% 43%	400 -17% 22% 35% 39%	400 6% 26% 33% 19% 21%
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Table 9 Question 2A: und, what about next year? If you had recession?  TASE=TOTAL SAMPLE  *D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - FLAT ECONOMY - RECESSION - DON'T KNOW/UNSURE - EFFUSED - Table 10 Question 5: Que	400	400	400	400	400 400	400	400 - - - - - - - -	400	400 -24% 19% 34% 43% 4%	400 -17% 22% 35% 39% 4%	400 6% 26% 33% 19% 21% 2%
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE - REFUSED - Table 10 Question 5: As you look to the year-end, do you pro	400	400	400	400	400 400 400 400 400 400 400	400	400	400	400 -24% 19% 34% 43% 4% 	400 -17% 22% 35% 39% 4%	400 6% 26% 33% 19% 21% 2%
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AGEFUSED - GABLE SET OF ALL SAMPLE  Table 19  Question 2A: And, what about next year? If you had to ecession?  AGEFUSED - GABLE SET OF ALL SAMPLE  TO AGE SET OF ALL SAMPLE  T	400	400	400	400	400	400	400 - - - - - - - - - - - - - - - - - -	400	400 -24% 19% 34% 43% 4% - - - - - - - - - - - - - - - - - -	400 -17% 22% 35% 39% 4% I they prob	400 6% 26% 33% 19% 21% 2% wably stay the same?
AGEFUSED -  Table 9  Question 2A: And, what about next year? If you had to ecession?  ASASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - GEONOMIC EXPANSION - A RECESSION	400	400	400 s gross rev 400 48% 55%	400	400	400	400	400	400 -24% 19% 34% 43% 4% 	400 -17% 22% 35% 39% 4%	400 6% 26% 33% 19% 21% 2% sably stay the same? 400 -16% 24%
REFUSED - Table 9 Question 2A: And, what about next year? If you had recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - ON'T KNOW/UNSURE - REFUSED -  **ASE=TOTAL SAMPLE  **D/S (INCREASE - DECREASE) TOTAL INCREASE TOTAL INCREASE TOTAL INCREASE TOTAL INCREASE TOTAL DECREASE TOTAL DECREASE TOTAL DECREASE TOTAL DECREASE TOTAL INCREASE TOTAL DECREASE	400	400  company'  400  32%  44%  12%	400	400	400 400 400 400 400 53% 6%	400	400	400 	400 -24% 19% 34% 43% 4% 	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25%	400 6% 26% 33% 19% 21% 2% hably stay the same? 400 -16% 24% 40%
ASE-TOTAL SAMPLE  Table 10  Table 21  Table 31  TASE-TOTAL SAMPLE  *D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - RECESSION) - CONOMIC EXPANSION - CONOMIC EXPANSI	400 400 38% 45% 7% 19%	400 company' 400 32% 44% 12% 19%	400 s gross rev 400 48% 55% 7% 35% 20%	400	400	400	400	400 400 33% 51% 18% 37% 14%	400 -24% 19% 34% 43% 4%  023, or wil 400 18% 39% 21% 12%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 19% 12%	400 6% 26% 33% 19% 21% 2% ably stay the same? 400 -16% 24% 40% 15% 9%
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REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to ecession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - GEONOMIC EXPANSION - A RECESSION - CONDIT KNOW/UNSURE - REFUSED -  Fable 10 Question 5: As you look to the year-end, do you provided by the control of the provided by the control of	400 400 45% 7% 25% 49% 47%	400 	400 s gross rev 400 48% 55% 7% 35% 20% 2% 5% 36%	400 55% 60% 5% 60% 24% 24% 34% 33%	400 	400 	400	400 400 33% 51% 18% 37% 14% 54% 30%	400 -24% 19% 34% 43% 4%  023, or wil  400 18% 39% 21% 27% 12% 6% 15% 38%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 19% 12% 7% 40%	400 6% 26% 33% 19% 21% 2% ably stay the same? 400 -16% 24% 40% 15% 9% 13% 27% 34%
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REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE - REFUSED - CAS you look to the year-end, do you provided by the same of the	400 400 38% 45% 7% 25% 19% 24% 47% 47%	400 32% 44% 12% 5% 6% 43%	400 48% 55% 7% 35% 20% 2% 5% 36% 2%	400 55% 60% 56% 24% 24% 33% 13%	400	400 400 31% 44% 13% 24% 3% 10% 40% 3%	400	400 400 33% 51% 18% 37% 14% 5% 13% 30% 1% 1%	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 12% 7% 18% 40% 40% 25% 12% 7%	400 6% 26% 33% 19% 21% 2% 400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 1%
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE - REFUSED - CAS you look to the year-end, do you provided by the same of the	400 400 45% 7% 25% 49% 47%	400 	400 s gross rev 400 48% 55% 7% 35% 20% 2% 5% 36%	400 55% 60% 5% 60% 24% 24% 34% 33%	400 	400 31% 44% 20% 31% 44% 400 31% 44% 40% 30% 30%	400	400 400 33% 51% 18% 37% 14% 5% 13% 5% 13% 14%	400 -24% 19% 34% 43% 44%  0023, or wil  400 18% 39% 21% 12% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 19% 12% 7% 40% 20%	400 6% 26% 33% 19% 21% 2% ably stay the same? 400 -16% 24% 40% 15% 9% 13% 27% 34% 2%
REFUSED -  Fable 9  Question 2A: And, what about next year? If you had to ecession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE - REFUSED -  Fable 10  Question 5: As you look to the year-end, do you provided by the second of the seco	400 400 38% 45% 7% 25% 19% 24% 47% 47%	400 32% 44% 12% 5% 6% 43%	400 48% 55% 7% 35% 20% 2% 5% 36% 2%	400 55% 60% 56% 24% 24% 33% 13%	400	400 400 31% 44% 13% 24% 3% 10% 40% 3%	400	400 400 33% 51% 18% 37% 14% 5% 13% 30% 1% 1%	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 12% 7% 18% 40% 40% 25% 12% 7%	400 6% 26% 33% 19% 21% 2% 400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 1%
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - CONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - OON'T KNOW/UNSURE - CONOMIC SAMPLE  **D/S (INCREASE - DECREASE)  **OTAL INCREASE - DECREASE)  **OTAL INCREASE - DECREASE)  **OTAL INCREASE - DECREASE   **OTAL INCREASE - DECREASE   **OTAL INCREASE - DECREASE   **OTAL INCREASE - DECREASE   **OTAL INCREASE   **O	400 45% 19% 47% 47% 1% 22%	400 32% 44% 12% 5% 6% 43% 1%	400 48% 55% 7% 20% 26 36% 27 26 36% 27 27 28	400 55% 60% 56% 24% 24% 33% 33% 11%	400	400	400	400 33% 51% 18% 37% 14% 5% 13% 30% 1% 1%	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 19% 12% 7% 40% 20 14%	400 6% 26% 33% 19% 21% 2% 400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 1%
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ASSESTOTAL SAMPLE  *DALESTON SON TO SAMPLE  *DALESTON SON TO SAMPLE  *DALE SAMPLE  *DA	400 45% 19% 47% 47% 1% 22%	400 32% 44% 12% 5% 6% 43% 1%	400 48% 55% 7% 20% 26 36% 27 26 36% 27 27 28	400 55% 60% 56% 24% 24% 33% 33% 11%	400	400	400	400 33% 51% 18% 37% 14% 5% 13% 30% 1% 1%	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 19% 12% 7% 40% 20 14%	400 6% 26% 33% 19% 21% 2% 400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 1%
REFUSED -  Table 9 Question 2A: And, what about next year? If you had recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - ECONOMIC EXPANSION - RECESSION) - DON'T KNOW/UNSURE - REFUSED -  Table 10 Question 5: As you look to the year-end, do you proving your proving yo	400	400 32% 44% 12% 25% 19% 6% 43% 1% 21%	400 48% 55% 7% 35% 20% 5% 36% 2% 50% 400	400 55% 60% 5% 36% 24% 33% 1% 16%	400 400 400 400 53% 59% 6% 29% 30% 32% 24% 12% 12%	400	400	400 33% 51% 18% 37% 14% 5% 13% 30% 1% 1% 400	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 6% 15% 38% 2% 16%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 12% 7% 18% 40% 2,4 14%	400 6% 26% 33% 19% 21% 2%  ably stay the same?  400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 11% bly stay the same?  400
REFUSED -  Fable 9 Question 2A: And, what about next year? If you had to recession?  BASE=TOTAL SAMPLE  **D/S (EXPANSION - RECESSION) - GEONOMIC EXPANSION - A FLAT ECONOMY - A RECESSION - DON'T KNOW/UNSURE -	400 38% 45% 7% 25% 47% 1% 22%	400 32% 44% 12% 25% 6% 43% 1%	400 48% 55% 7% 35% 20% 2% 5% 36% 2%	400 55% 60% 5% 36% 24% 2% 33% 1% 16%	400	400	400	400 33% 51% 18% 37% 14% 13% 30% 1% - 8%	400 -24% 19% 34% 43% 4%  0023, or wil  400 18% 39% 21% 27% 6% 15% 38% 2%	400 -17% 22% 35% 39% 4% I they prob 400 6% 31% 25% 12% 7% 18% 40% 2,4 14%	400 6% 26% 33% 19% 21% 2%  sably stay the same?  400 -16% 24% 40% 15% 9% 13% 27% 34% 2% 11%  sably stay the same?

INCREASE BY MORE THAN 10%		14%	20%	27%	27%	23%	21%	14%	27%	19%	16%	11%
INCREASE BY LESS THAN 10%		16%	16%	17%	19%	22%	17%	10%	14%	12%	11%	10%
DECREASE BY LESS THAN 10%		4%	6%	2%	3%	4%	3%	8%	9%	8%	10%	17%
DECREASE BY MORE THAN 10%		5%	6%	5%	4%	5%	9%	33%	12%	17%	16%	24%
STAY THE SAME		60%	51%	46%	44%	43%	47%	34%	36%	42%	46%	37%
TOO SOON TO SAY/DON'T KNOW	-	-		2%	1%	2%	2%	1% -		2%	1%	2%
REFUSED	-	-		1%	1%	1% -		1%	2% -		1% -	

Table 12 Question 7:

And, as you look to the year-end, do you project your company's capital expenditures for 2024 to increase or decrease compared to 2023, or will they probably stay the same?

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
DASE-TOTAL SAIVIPLE	400	400	400	400	400	400	400	400	400	400	400
**D/S (INCREASE - DECREASE)	10%	5%	11%	22%	15%	7%	-9%	30%	13%	10%	6%
TOTAL INCREASE	27%	25%	23%	32%	31%	26%	25%	44%	30%	33%	29%
TOTAL DECREASE	17%	20%	12%	11%	15%	19%	33%	14%	17%	22%	23%
INCREASE BY MORE THAN 10%	14%	17%	15%	22%	19%	15%	17%	32%	22%	19%	20%
INCREASE BY LESS THAN 10%	13%	8%	8%	10%	11%	11%	8%	12%	8%	14%	9%
DECREASE BY LESS THAN 10%	6%	8%	4%	5%	6%	7%	10%	4%	7%	8%	9%
DECREASE BY MORE THAN 10%	11%	12%	8%	5%	10%	12%	24%	11%	10%	15%	14%
STAY THE SAME	55%	54%	63%	56%	52%	54%	40%	41%	51%	44%	46%
TOO SOON TO SAY/DON'T KNOW	-	2%	2%	1%	1%	2%	2%	1%	1%	1%	1%
REFUSED		-	-		1% -	-	-	-	-		1%

## Table 13

#### Question 8:

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

#### Overall inflation

BASE=TOTAL SAMPLE		400	400	400	400	400	400	400	400	400	400	400
`10	-	-	-	-	-	-	-	-		27%	20%	29%
`8-10	-	-	-	-	-	-	-	-		55%	38%	53%
`5-7	-	-	-	-	-	-	-	-		34%	44%	33%
`1-4	-	-	-	-	-	-	-	-		11%	17%	14%
`9	-	-	-	-	-	-	-	-		6%	5%	8%
`8	-	-	-	-	-	-	-	-		22%	14%	15%
`7	-	-	-	-	-	-	-	-		14%	16%	15%
`6	-	-	-	-	-	-	-	-		7%	10%	5%
`5	-	-	-	-	-	-	-	-		12%	18%	13%
`4	-	-	-	-	-	-	-	-		3%	5%	3%
`3	-	-	-	-	-	-	-	-		2%	6%	6%
`2	-	-	-	-	-	-	-	-		3%	4%	2%
`1	-	-	-	-	-	-	-	-		3%	2%	3%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-		1% -		1%
MEAN	-	-	-	-	-	-	-	-		7.4	6.7	7.3

#### Table 14

Question 10:

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

## The costs of health care coverage

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
`10	34%	30%	35%	31%	32%	27%	25%	26%	19%	24%	28%
`8-10	56%	51%	59%	60%	58%	50%	50%	50%	41%	43%	51%
`5-7	24%	25%	23%	25%	26%	29%	30%	33%	34%	35%	32%
`1-4	20%	22%	17%	14%	12%	20%	18%	15%	22%	21%	13%
`9	9%	9%	8%	10%	11%	8%	7%	6%	7%	7%	7%
`8	13%	12%	15%	19%	15%	15%	19%	18%	15%	12%	17%
`7	8%	10%	8%	10%	11%	11%	13%	12%	12%	12%	13%
`6	6%	6%	4%	5%	5%	7%	6%	6%	7%	7%	8%
`5	10%	10%	11%	10%	10%	11%	11%	15%	15%	16%	11%
`4	3%	3%	2%	2%	2%	4%	1%	3%	4%	4%	3%
`3	3%	5%	3%	3%	2%	7%	4%	4%	5%	5%	2%
`2	3%	3%	4%	2%	2%	3%	4%	3%	4%	4%	2%
`1	12%	12%	8%	7%	6%	6%	9%	5%	10%	8%	6%
DON'T KNOW/REFUSED	-	1%	1%	1%	3%	1%	1%	2%	3%	1%	4%
MEAN	7	6.8	7.2	7.4	7.5	6.9	6.9	7	6.4	6.6	7.2

#### Table 15

Question 11:

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

Costs of employee salaries and benefits

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
BASE=TOTAL SAIVIPLE	400	400	400	400	400	400	400	400	400	400	400

`10	8%	6%	7%	9%	11%	8%	9%	19%	15%	14%	13%
`8-10	18%	19%	20%	27%	29%	23%	24%	46%	41%	37%	38%
`5-7	44%	41%	42%	46%	46%	45%	46%	36%	37%	42%	42%
`1-4	36%	39%	37%	26%	22%	28%	28%	17%	19%	21%	18%
`9	3%	2%	2%	3%	5%	4%	4%	7%	6%	6%	7%
`8	8%	11%	10%	15%	14%	11%	11%	19%	20%	17%	18%
`7	11%	9%	10%	14%	14%	14%	13%	14%	16%	13%	15%
`6	8%	6%	9%	13%	9%	9%	8%	6%	7%	8%	7%
`5	24%	26%	23%	18%	24%	22%	25%	16%	14%	21%	20%
`4	7%	6%	6%	4%	4%	6%	5%	4%	4%	4%	5%
`3	7%	9%	9%	6%	6%	7%	6%	4%	4%	4%	5%
`2	6%	7%	10%	6%	3%	5%	5%	4%	4%	4%	2%
`1	16%	17%	12%	11%	10%	10%	12%	5%	8%	9%	7%
DON'T KNOW/REFUSED	2%	1%	2%	1%	2%	3%	3%	1%	2%	1%	2%
MEAN	5	4.8	5	5.7	5.9	5.6	5.5	6.7	6.5	6.2	6.4

Table 16

Question 12:

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

#### Attracting qualified workers

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
`10	12%	10%	12%	19%	21%	14%	20%	35%	26%	22%	19%
`8-10	33%	32%	31%	47%	46%	40%	36%	61%	53%	44%	41%
`5-7	36%	33%	36%	30%	33%	31%	34%	23%	27%	31%	36%
`1-4	30%	34%	31%	22%	19%	27%	27%	15%	19%	23%	22%
`9	6%	6%	7%	9%	9%	7%	3%	9%	8%	7%	7%
`8	15%	15%	12%	19%	16%	19%	13%	17%	18%	15%	15%
`7	14%	9%	12%	12%	14%	13%	13%	8%	8%	13%	10%
`6	4%	7%	8%	6%	6%	4%	7%	5%	7%	6%	7%
`5	19%	17%	17%	12%	13%	14%	14%	10%	12%	13%	19%
`4	4%	5%	6%	3%	3%	6%	4%	1%	3%	4%	2%
`3	6%	7%	7%	4%	4%	5%	8%	3%	3%	4%	7%
`2	4%	5%	5%	4%	3%	4%	5%	3%	4%	5%	5%
`1	15%	18%	13%	11%	9%	12%	10%	7%	9%	10%	7%
DON'T KNOW/REFUSED	1%	1%	2% -		2%	2%	2%	1%	1%	1%	2%
MEAN	5.7	5.5	5.7	6.5	6.7	6.1	6.1	7.4	6.9	6.5	6.4

# Table 17

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

## Retaining qualified workers

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
`10	12%	10%	12%	15%	13%	12%	15%	24%	19%	16%	13%
`8-10	33%	32%	31%	36%	37%	33%	36%	49%	43%	36%	34%
`5-7	36%	33%	36%	33%	35%	30%	34%	28%	28%	37%	34%
`1-4	30%	34%	31%	30%	26%	35%	29%	22%	27%	27%	31%
`9	6%	6%	7%	6%	7%	4%	6%	5%	8%	6%	6%
`8	15%	15%	12%	15%	17%	16%	14%	19%	17%	14%	15%
`7	14%	9%	12%	12%	12%	9%	12%	11%	9%	13%	8%
`6	4%	7%	8%	7%	6%	7%	8%	7%	7%	8%	6%
`5	19%	17%	17%	14%	18%	14%	14%	11%	12%	15%	20%
`4	4%	5%	6%	3%	2%	5%	5%	3%	7%	5%	6%
`3	6%	7%	7%	7%	6%	7%	6%	5%	4%	5%	8%
`2	4%	5%	5%	7%	6%	9%	6%	5%	5%	4%	4%
`1	15%	18%	13%	13%	12%	15%	12%	8%	11%	13%	12%
DON'T KNOW/REFUSED	1%	1%	2%	1%	1%	2%	2%	1%	1%	1%	2%
MEAN	5.7	5.5	5.7	5.8	6	5.5	5.9	6.7	6.3	6	5.7

## Table 18

Question 16:

Now, I would like to read you a list of factors that some companies are concerned about. For each one, please rate how concerned your company is about that particular factor using a scale from 1 to 10, where one means that your company is NOT AT ALL CONCERNED about it and where ten means your company is VERY CONCERNED about it. You can choose an number between one and ten depending on how strongly you feel about it.

## **Developing future leaders**

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
`10	4%	6%	12%	8%	8%	8%	11%	16%	13%	14%	12%
`8-10	13%	12%	26%	25%	23%	23%	28%	30%	28%	28%	28%
`5-7	32%	27%	38%	40%	44%	43%	43%	45%	38%	41%	39%
`1-4	54%	60%	35%	34%	31%	31%	28%	23%	32%	31%	31%
`9	2%	1%	4%	4%	3%	3%	4%	3%	5%	6%	4%
`8	6%	5%	10%	13%	12%	12%	12%	12%	11%	9%	12%
`7	9%	7%	10%	8%	12%	8%	10%	14%	11%	11%	11%
`6	6%	5%	6%	8%	6%	9%	7%	8%	8%	6%	7%

`5	17%	15%	22%	23%	27%	27%	25%	22%	18%	24%	22%
`4	4%	5%	5%	5%	5%	5%	5%	5%	7%	7%	6%
`3	7%	6%	7%	8%	6%	8%	6%	4%	7%	7%	8%
`2	14%	13%	8%	7%	7%	6%	5%	6%	6%	5%	6%
`1	30%	36%	15%	14%	14%	13%	11%	8%	12%	12%	11%
DON'T KNOW/REFUSED	1%	1%	1%	2%	2%	3%	2%	2%	2%	1%	2%
MEAN	3.9	3.7	5.3	5.2	5.3	5.2	5.6	6	5.6	5.6	5.6

Table 19 Question 190E:

Next, thinking about your company, what would you say are the one or two most important issues affecting your business and its future success?

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
COSTS/ECONOMY -	-	-	-	-	-	-	-	-	-		61%
ECONOMY/INFLATION -	-	-	-	-	-	-	-	-	-		29%
MATERIAL COSTS/COST OF GOODS -	-	-	-	-	-	-	-	-	-		14%
COSTS/COST OF DOING BUSINESS (NC-	-	-	-	-	-	-	-	-	-		11%
TAXES/INCREASED TAXES -	-	-	-	-	-	-	-	-	-		11%
INSURANCE COSTS/HEALTH INSURAN-	-	-	-	-	-	-	-	-	-		8%
INTEREST RATES -	-	-	-	-	-	-	-	-	-		4%
WEATHER/CLIMATE CHANGE -	-	-	-	-	-	-	-	-	-		2%
LABOR COST/WAGES -	-	-	-	-	-	-	-	-	-		1%
EMPLOYEE/CUSTOMER -	-	-	-	-	-	-	-	-	-		38%
EMPLOYEES/FINDING QUALIFIED EMI-	-	-	-	-	-	-	-	-	-		34%
CUSTOMER BASE/ATTRACTING NEW (-	-	-	-	-	-	-	-	-	-		6%
SALES/GROWTH -	-	-	-	-	-	-	-	-	-		21%
SALES/NOT GETTING SALES/ CUSTOM-	-	-	-	-	-	-	-	-	-		13%
COMPETITION/LARGE AMOUNT OF C -	-	-	-	-	-	-	-	-	-		5%
GROWTH/EXPANSION -	-	-	-	-	-	-	-	-	-		3%
GOVERNMENT -	-	-	-	-	-	-	-	-	-		18%
GOVERNMENT REGULATIONS -	-	-	-	-	-	-	-	-	-		10%
GOVERNMENT (NON SPECIFIC) -	-	-	-	-	-	-	-	-	-		5%
ELECTION/WHO WILL BE PRESIDENT -	-	-	-	-	-	-	-	-	-		3%
OTHER MENTIONS -	-	-	-	-	-	-	-	-	-		6%
SUPPLY CHAIN/AVAILABILITY OF SUPF-	-	-	-	-	-	-	-	-	-		6%
OTHER -	-	-	-	-	-	-	-	-	-		2%
NONE/NOTHING -	-	-	-	-	-	-	-	-	-		1%
DON'T KNOW -	-	-	-	-	-	-	-	-	-		1%
REFUSED -	-	-	-	-	-	-	-	-	-	-	

Table 20

Question 19:

What would you say are the one or two biggest challenges your company is facing that might negatively impact future growth?

First Choice.

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
INFLATION -	-	-	-	-	-	-		14%	16%	20%	20%
INCREASING COSTS OF MATERIALS FC-	-	-	-	-	-	-		27%	27%	17%	18%
ATTRACTING AND RETAINING A QUAI	19%	17%	25%	33%	37%	30%	23%	31%	31%	28%	18%
UNFAVORABLE BUSINESS CLIMATE	29%	26%	26%	11%	13%	23%	25%	6%	4%	9%	15%
COST OF HEALTH CARE INSURANCE	18%	21%	18%	21%	16%	20%	16%	5%	6%	5%	8%
INCREASING COSTS OF WAGES -	-	-	-	-	-	-		7%	6%	8%	5%
RISING INTEREST RATES -	-	-	-	-	-	-	-		2%	6%	5%
COST OR AVAILABILITY OF CAPITAL T(-	-	-	-	-	-	-	-		2%	3%	2%
APPLYING AUTOMATION -	-	-	-	-	-	-	-		1%	1%	1%
OTHER	4%	3%	3%	1%	3%	1%	2%	1%	4%	2%	5%
DON'T KNOW/NOT SURE	1%	1%	1% -		2%	2%	1%	2%	1%	1%	2%
REFUSED -	-	-	-		1% -	-	-	-	-	-	

Table 21

Question 19C:

What would you say are the one or two biggest challenges your company is facing that might negatively impact future growth?

Combined Choices.

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
INFLATION -	-	-	-	-	-	-		19%	25%	31%	33%
INCREASING COSTS OF MATERIALS FC-	-	-	-	-	-	-		48%	44%	31%	30%
ATTRACTING AND RETAINING A QUAI	29%	26%	34%	49%	48%	40%	32%	50%	44%	39%	27%
UNFAVORABLE BUSINESS CLIMATE	43%	40%	38%	18%	19%	33%	33%	10%	9%	13%	21%
COST OF HEALTH CARE INSURANCE	41%	34%	36%	36%	30%	31%	26%	9%	12%	14%	15%
INCREASING COSTS OF WAGES -	-	-	-	-	-	-		16%	13%	15%	13%
RISING INTEREST RATES -	-	-	-	-	-	-	-		4%	8%	10%
COST OR AVAILABILITY OF CAPITAL T(-	-	-	-	-	-	-	-		5%	6%	5%
APPLYING AUTOMATION -	-	-	-	-	-	-	-		1%	2%	2%
OTHER	4%	3%	3%	2%	3%	1%	3%	1%	8%	5%	9%
DON'T KNOW/NOT SURE	1%	1%	1% -		2%	2%	1%	2%	1%	1%	2%
REFUSED -	-	-	-		1% -	-	-	-	-	-	

Table 22 Question 20:

Is your company currently having challenges meeting customer demand?

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	40
*D/S (NO - YES)		-	-	-	-	-		-4%	5%	47%	499
NOT HAVING CHALLENGES		-	-	-	-	-		39%	43%	73%	739
TOTAL YES		-	-	-	-	-		44%	38%	26%	259
ATTRACTING NEW EMPLOYEES		-	-	-	-	-	-	-		12%	99
SUPPLIERS/MATERIALS ISSUES	-	-	-	-	-	-		33%	30%	10%	79
CUSTOMER ISSUES		-	-	-	-	-		4%	2%	1%	3
SHIPPING/LOGISTICS ISSUES		-	-	-	-	-		11%	5%	2%	3
RAINING EMPLOYEES	-	-	-	-	-	-	-			4%	3'
EQUIPMENT/PRODUCTION ISSUES	-	-	-	-	-	-		3%	3%	1%	2
SOMETHING ELSE		-	-	-	-	-		1%	3%	3%	6
OON'T KNOW/NOT SURE		-	-	-	-	-		1%	4%	1%	1
REFUSED		-	-	-	-	-	-	-		1%	19
Γable 23											
Question 23: Thinking ahead, what would you say	are the two o	or three mo	st importa	nt drivers	of your con	pany's fut	ure growth	1?			
First Choice.											
BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	40
NEW CUSTOMERS AND MARKETS	57%	59%	57%	38%	35%	36%	47%	23%	24%	26%	34
HIRING NEW EMPLOYEES	3770	3370	3770	3070	3370	3070	4770	35%	30%	27%	18
NCREASING PRODUCTIVITY			_	21%	29%	25%	18%	7%	11%	10%	9
NEW PRODUCTS	18%	19%	17%	21%	29% 14%	25% 17%	18%	7% 9%	11% 7%	10% 8%	8
NCREASING PRODUCTIVITY THROUG		13/0	1//0	20/0	14/0	1//0	11/0	9%	3%	4%	7
DEVELOPING MANAGERS AND LEADE		9%	10%	7%	9%	7%	8%	9% 7%	5% 6%	4% 8%	7
EFFECTIVE STRATEGIC PLANNING ANI		<i>37</i> 0	10%	7% 12%		7% 10%	8% 7%		7%	8% 6%	
EFFECTIVE STRATEGIC PLANNING ANI CAPITAL INVESTMENTS	-	-		1270	10%	1070	/ 70	6%	7% 4%	5%	6 5
CAPITAL INVESTMENTS  OTHER	4%	1%	3%	1%	1%	1%	2%	1%	4% 4%	5% 4%	4
OON'T KNOW/NOT SURE	4% 1%	1% 5%	3% 3%	1% 1%	1% 2%	1% 2%	2% 3%	1% 2%	4% 3%	4% 2%	3
	1%	5%	3%	1%		2%	3% 2% -	2%	3% 1% -	2%	1
REFUSED		-	-		1% -		2% -		1% -		_
Table 24											
Question 23C:											
Thinking ahead, what would you say	are the two	or three mo	st importa	nt drivers	of your con	pany's fut	ure growth	1?			
			•		•		•				
Combined Choices.											
DACE-TOTAL CANADIE	400	400	400	400	400	400	400	400	400	400	4
	400	400	400	400	400	400	400	400	400	400	
NEW CUSTOMERS AND MARKETS	400 75%	400 82%	400 74%	400 61%	400 53%	400 57%	400 59%	38%	37%	41%	49
NEW CUSTOMERS AND MARKETS HIRING NEW EMPLOYEES				61% -	53%	57% -	59%	38% 50%	37% 44%	41% 43%	49 30
NEW CUSTOMERS AND MARKETS HIRING NEW EMPLOYEES NCREASING PRODUCTIVITY	75% 	82% - -	74% -	61% - 38%	53% - 49%	57% - 45%	59% 27%	38% 50% 18%	37% 44% 22%	41% 43% 19%	49 30 18
NEW CUSTOMERS AND MARKETS HIRING NEW EMPLOYEES NCREASING PRODUCTIVITY NEW PRODUCTS	75%  40%	82% - - 51%	74% - 41%	61% - 38% 35%	53% - 49% 27%	57% - 45% 26%	59% 27% 24%	38% 50% 18% 18%	37% 44% 22% 15%	41% 43% 19% 16%	49 30 18 16
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ا Does your company currently have	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,											
BASE=TOTAL SAMPLE		400	400	400	400	400	400	400	400	400	400	4
**D/S (YES - NO)	-	-	-	-	-	-	-	-	-		-12%	-1
TOTAL YES	-	-	-	-	-	-	-	-	-		43%	4
1-5%	-	-	-	-	-	-	-	-	-		22%	2
6-10%	-	_	-	_	-	_	-	-	_		12%	1
10-20%	_	_	_	_	_	_	_	_	_		5%	
MORE THAN 20%											5%	
	-	-	-	-	-	-	-	-	-			5
0% - NO CURRENT POSITIONS OPEN	-	-	-	-	-	-	-	-	-		55%	3
ON'T KNOW/NOT SURE	-	-	-	-	-	-	-	-	-		1%	
EFUSED	-	-	-	-	-	-	-	-	-	-	-	
OTAL YES HIRING + DIFFICULT	-	-	-	-	-	-	-	-	-		40%	3
able 28 Question 26:												
Overall, how difficult do you think it	t is to a	attract o	ualified ca	ndidates to	manufacti	urers like y	ou?					
ASE=TOTAL SAMPLE		400	400	400	400	400	400	400	400	400	400	
*D/S (DIFFICULT - NOT DIFFICULT)	-	-	-	-	-	-	-		75%	71%	69%	!
OTAL DIFFICULT	-	_	-	_	-	_	-		87%	84%	84%	
OTAL NOT DIFFICULT	_	_	_	_	_	_	_		12%	13%	15%	
ERY DIFFICULT		_					_		55%	48%	41%	3
	_	-	-	-	-	-	-					
OMEWHAT DIFFICULT	-	-	-	-	-	-	-		32%	36%	43%	4
OT TOO DIFFICULT	-	-	-	-	-	-	-		7%	7%	11%	-
OT DIFFICULT AT ALL	-	-	-	-	-	-	-		4%	6%	4%	
ON'T KNOW	-	-	-	-	-	-	-		1%	2%	1% -	
EFUSED	-	-	-	-	-	-	-	-	-	-	-	
able 29 uestion 27:	م الدادا ا			shot door s			. ha kaassa	. for?				
When thinking about attracting and	mining											
ASE=TOTAL SAMPLE		400	400	400	400	400	400	400	400	400	400	
ORK-LIFE BALANCE	-	-	-	-	-		12%	15%	58%	56%	58%	!
OMPETITIVE SALARY	-	-	-	-	-		11%	8%	61%	62%	58%	
AFE WORK ENVIRONMENT	-	-	-	-	-	-		5%	57%	62%	56%	!
LEXIBLE SHIFTS AND WORK SCHEDU	J -	-	-	-	-		7%	3%	47%	47%	50%	
NDUSTRY LEADER	-	_	-	_	-		13%	15%	42%	43%	43%	
REAT BENEFITS	_	_	_	_	_		5%	3%	45%	43%	40%	
AREER GROWTH							5%	5%	45%	38%	43%	
	-	-	-	-	-		3/0					
THER	-	-	-	-	-	-		4%	2%	2%	5%	
ON'T KNOW EFUSED	-	-	-	-	-		5% 1%	1% 2% -	2%	3% 1%	2% - 1%	
able 30				-			170	270 -		170	170	
Question 28: On a different topic, does your com	pany's	senior	eadership l	have an ex	t or succes	sion plan?						
		400	400	400	400	400	400	400	400	400	400	
ASE=TOTAL SAMPI F						.50	-11%	4%	-8%	5%	-6%	
		400	400	3% -	_			7/0	-U/0	J/0	-0/0	
*D/S (YES - NO)	-	-	400	3% -	-				420/	EO0/	A 40/	
*D/S (YES - NO)	-		400	50% -	-		42%	49%	43%	50%	44%	
*D/S (YES - NO) ES O	-		400	50% - 48% -	-		42% 54%	49% 45%	50%	45%	49%	
*D/S (YES - NO) ES O ON'T KNOW/NOT SURE	- - -	- - - -	400	50% -	- - -		42%	49%	50% 6%			
*D/S (YES - NO) ES O ON'T KNOW/NOT SURE	- - - -		-	50% - 48% -	- - -	-	42% 54%	49% 45%	50%	45%	49%	
ASE=TOTAL SAMPLE  *D/S (YES - NO) ES IO OON'T KNOW/NOT SURE EEFUSED  able 31 Question 29:	-	-	-	50% - 48% - 2% -	- - - -	-	42% 54%	49% 45%	50% 6%	45%	49%	
*D/S (YES - NO) ES O ON'T KNOW/NOT SURE EFUSED able 31 question 29:	- - - - pany h	-	-	50% - 48% - 2% -	- - - -	-	42% 54%	49% 45%	50% 6%	45%	49%	
*D/S (YES - NO) ES O ON'T KNOW/NOT SURE EFUSED able 31 uestion 29: in a different topic, does your comp	- - - - pany h	-	-	50% - 48% - 2% -	400	400	42% 54%	49% 45%	50% 6%	45%	49%	!
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*D/S (YES - NO) ES O ON'T KNOW/NOT SURE EFUSED able 31 uestion 29: in a different topic, does your completed to the complete state of the complete state o		- - - - - - - 400	ormal strate	50% - 48% - 2% - - - egic plan?		- 400 49%	42% 54% 4% -	49% 45% 6%	50% 6% 1% -	45% 4% -	49% 7%	!
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*D/S (YES - NO) ES O ON'T KNOW/NOT SURE EFUSED able 31 uestion 29: n a different topic, does your comp ASE=TOTAL SAMPLE *D/S (YES - NO) ES O			- ormal strate 400 -23% 38% 61%	50% - 48% - 2% egic plan?  400 10% 54% 45%	5% -	49% 49%	42% 54% 4% - - 400 8% - 52% - 44% -	49% 45% 6%	50% 6% 1% - 400 15% 55% 41%	45% 4% - 400 -2% - 48% 51%	49% 7% 400 47% 47%	!
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ow does your company plan to grow?	Till read yo	ou a rew opt	tions below	v and pieas	se tell me w	nich come	s closest to	o your curr	ent strateg	gy?		
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VE HAVE A 1 TO 3 YEAR WRITTEN PL-	-	-		27%	28%	28% -		31%	25%	29%	30%	
VE HAVE A WRITTEN PLAN, BUT THA -	-	-		18%	15%	11% -		14%	12%	8%	10%	
UR COMPANY HAS SOME IDEAS	-	-		20%	16%	19% -		22%	20%	18%	16%	
HE STRATEGY IS STRICTLY THE ROLE -	_	_		28%	32%	33% -		26%	29%	28%	29%	
THER -				1%	1%	2% -		2%	2%	4%	7%	
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ON'T KNOW/NOT SURE -	-	-		3%	4%	5% -		4%	4%	5%	1%	
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ON'T HAVE A PLAN -	-	-		2%	1%	1% -		1%	7%	6%	6%	
able 34												
uestion 31:												
oes your organization have a formal,	published \	ision, Miss	ion, and Va	alues?								
ASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400	
*D/S (YES - NO) -	-	-	-	-	-	-	-	-		-11%	-5%	
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10 -		_	_	_	_	_	_			54%	52%	
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able 35												
uestion 33:												
hinking about formal quality and busi	ness mana	gement syst	tems, such	as ISO, is y	our compa	ny pursuin	g a formal	quality sys	tem?			
ASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400	
*D/S (YES - NO) -	-	-	-	-	-	-	-		-57%	-52%	-32%	
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EFUSED - able 36	-	-	-	-	-	-	-	-	-		1%	
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able 36 tuestion 33B: and, does your company have any plan  ASE=NO Q.33  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  - BO  STEPUSED  - BO  ASE=NO Q.33B  USTOMER NEED/CUSTOMERS ASK F	400	400	400	400	400	400	400	400	. 295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you 229 14%	might need a mo
able 36 tuestion 33B: nd, does your company have any plan  ASE=NO Q.33 - *D/S (YES - NO) - ES - OON'T KNOW/NOT SURE - EFUSED - ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - OON'T KNOW/NOT SURE - EFUSED - ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - OON'T KNOW/NOT SURE - EFUSED - ABLE - OON'T KNOW/NOT SURE - EFUSED - ABLE - OON'T KNOW/NOT SURE - EFUSED - ABLE - ASE=NO Q.33B - USTOMER NEED/CUSTOMERS ASK F - IZE OF COMPANY/GROWTH IN SIZE/	400	400	400	400	400	400	400	400	. 295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13%	might need a mo
able 36 luestion 33B: nd, does your company have any plan  ASE=NO Q.33  *D/S (YES - NO)  ES  O  ON'T KNOW/NOT SURE  EFUSED  -  ASE=TOTAL SAMPLE  *D/S (YES - NO)  ES  O  ON'T KNOW/NOT SURE  EFUSED  -  ASE=TOTAL SAMPLE  *D/S (YES - NO)  ES  O  O  ON'T KNOW/NOT SURE  EFUSED  -  ASE=TOTAL SAMPLE  *D/S (YES - NO)  ES  O  O  ON'T KNOW/NOT SURE  EFUSED  -  ASE=TOTAL SAMPLE  *D/S (YES - NO)  ES  O  O  SON'T KNOW/NOT SURE  EFUSED  -  SEFUSED  -  SEFUSED  -  SUBJECT ON'T KNOW/NOT SURE  EFUSED  -  SUBJECT ON'T KNOW/NOT SURE  EFUSED  -  SUBJECT ON'T SURE  -  SUBJECT ON'T SUBJECT ON'T SURE  -  SUBJECT ON'T S	400	400	400	400	400	400	400	400	. 295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3%  400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 4%	might need a mo
able 36 luestion 33B: nd, does your company have any plan  ASE=NO Q.33  *D/S (YES - NO)  SS  OO  ON'T KNOW/NOT SURE  EFUSED	400	400	400	400	400	400	400	400	. 295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% 7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 4% 1%	might need a mo
able 36 tuestion 33B: and, does your company have any plan  ASE=NO Q.33  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  - BO  ON'T KNOW/NOT SURE  - BO  ON'T KNOW/NOT SURE  - BO  CON'T KN	400	400	400	400	400	400	400	400	295 295 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 1% 63%	might need a mo
able 36 tuestion 33B: nd, does your company have any plan  ASE=NO Q.33 - *D/S (YES - NO) - ES - IO - ION'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=NO Q.33B - USTOMER NEED/CUSTOMERS ASK F- IZE OF COMPANY/GROWTH IN SIZE/- ALES/PROFITABILITY - FFICIENCY/BETTER PRODUCTION FLC- ITHER IONE/NOTHING/NOT INTERESTED/W- ON'T KNOW -	400	400	400	400	400	400	400	400	. 295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% 7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 4% 1%	might need a mo
able 36 tuestion 33B: and, does your company have any plan  ASE=NO Q.33  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  EFUSED  - ASE=TOTAL SAMPLE  *D/S (YES - NO)  BO  ON'T KNOW/NOT SURE  - BO  ON'T KNOW/NOT SURE  - BO  ON'T KNOW/NOT SURE  - BO  CON'T KN	400	400	400	400	400	400	400	400	295 295 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 1% 63%	might need a mo
able 36 tuestion 33B: nd, does your company have any plan  ASE=NO Q.33 - *D/S (YES - NO) - ES - IO - ION'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=NO Q.33B - USTOMER NEED/CUSTOMERS ASK F- IZE OF COMPANY/GROWTH IN SIZE/- ALES/PROFITABILITY - FFICIENCY/BETTER PRODUCTION FLC- ITHER IONE/NOTHING/NOT INTERESTED/W- ON'T KNOW -	400	400	400	400	400	400	400	400	295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 1% 63%	might need a mo
able 36 tuestion 33B: nd, does your company have any plan  ASE=NO Q.33 - *D/S (YES - NO) - ES - IO - ION'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=TOTAL SAMPLE *D/S (YES - NO) - ES - IO - ON'T KNOW/NOT SURE - EFUSED -  ASE=NO Q.33B - USTOMER NEED/CUSTOMERS ASK F- IZE OF COMPANY/GROWTH IN SIZE/- ALES/PROFITABILITY - FFICIENCY/BETTER PRODUCTION FLC- ITHER IONE/NOTHING/NOT INTERESTED/W- ON'T KNOW -	400	400	400	400	400	400	400	400	295 - 400	-84% 7% 91% 1% 400 -59% 5% 64% 1%	254 -83% -7% 90% 3% 400 -53% 4% 57% 2%  you think you  229 14% 13% 4% 1% 63%	might need a mo

117 68 75 128

Please choose as many as apply. And, if there is another reason you have implemented a formal system, please specify the reason.

BASE=TOTAL ASKED

Table 39											
REFUSED	-	-	-	-	-	-	-	-	3%	3%	1%
DON'T KNOW/NOT SURE	-	-	-	-	-	-	-	1%	3%	4%	4%
OTHER	-	-	-	-	-	-	-	1% -		4%	11%
RETAIN AND DEVELOP ORGANIZATIO	-	-	-	-	-	-	-	11%	20%	11%	21%
GROW PROFITABLY	-	-	-	-	-	-	-			20%	27%
DIFFERENTIATION AND COMPETITIVE	-	-	-	-	-	-	-	17%	19%	13%	27%
CUSTOMER REQUIRED IT	-	-	-	-	-	-	-	35%	27%	34%	40%
TO IMPROVE QUALITY	-	-	-	-	-	-	-	39%	40%	30%	48%
IMPROVE PROCESSES AND PERFORM.	-	-	-	-	-	-	-	35%	30%	39%	50%

Thinking about your business, are you an OEM or a supplier to OEMs?

BASE=TOTAL SAMPLE		400	400	400	400	400	400	400	400	400	400	400
**D/S (YES - NO)	-	-	-	-	-	-	-	-	-	-		10%
TOTAL YES	-	-	-	-	-	-	-	-	-	-		53%
OEM	-	-	-	-	-	-	-	-	-	-		15%
SUPPLIER TO OEM	-	-	-	-	-	-	-	-	-	-		38%
NO, NEITHER OF THESE	-	-	-	-	-	-	-	-	-	-		43%
DON'T KNOW/NOT SURE	-	-	-	-	-	-	-	-	-	-		3%
REFUSED	-	-	-	-	-	-	-	-	-	-		1%

#### Table 40

#### Question X4A:

When you look for suppliers, what criteria are you looking for from them? Please rate the importance of the following criteria on a scale from 1 to 10, where one means that it is NOT AT ALL IMPORTANT to you in a supplier and where ten means it is VERY IMPORTANT to you in a supplier. You can choose any number between one and ten depending on how strongly you feel about it.

#### **Formal Quality Program**

BASE=OEM Q.X3	_	_		_	_	_			_		60
·	-	-	-	-	-	-	-	-	-	-	
`10	-	-	-	-	-	-	-	-	-	-	21%
`8-10	-	-	-	-	-	-	-	-	-	-	36%
`5-7	-	-	-	-	-	-	-	-	-	-	42%
`1-4	-	-	-	-	-	-	-	-	-	-	22%
`9	-	-	-	-	-	-	-	-	-	-	6%
`8	-	-	-	-	-	-	-	-	-	-	9%
`7	-	-	-	-	-	-	-	-	-	-	12%
`6	-	-	-	-	-	-	-	-	-	-	12%
`5	-	-	-	-	-	-	-	-	-	-	18%
`4	-	-	-	-	-	-	-	-	-	-	1%
`3	-	-	-	-	-	-	-	-	-	-	4%
`2	-	-	-	-	-	-	-	-	-	-	3%
`1	-	-	-	-	-	-	-	-	-	-	13%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	6.2

#### Table 41

#### Question X4B:

When you look for suppliers, what criteria are you looking for from them? Please rate the importance of the following criteria on a scale from 1 to 10, where one means that it is NOT AT ALL IMPORTANT to you in a supplier and where ten means it is VERY IMPORTANT to you in a supplier. You can choose any number between one and ten depending on how strongly you feel about it.

#### **Continuous Improvement Program**

BASE=OEM Q.X3	-	-	-	-	-	-	-	-	-	-	60
`10	-	-	-	-	-	-	-	-	-	-	12%
`8-10	-	-	-	-	-	-	-	-	-	-	26%
`5-7	-	-	-	-	-	-	-	-	-	-	52%
`1-4	-	-	-	-	-	-	-	-	-	-	22%
`9	-	-	-	-	-	-	-	-	-	-	3%
`8	-	-	-	-	-	-	-	-	-	-	11%
`7	-	-	-	-	-	-	-	-	-	-	17%
`6	-	-	-	-	-	-	-	-	-	-	12%
`5	-	-	-	-	-	-	-	-	-	-	24%
`4	-	-	-	-	-	-	-	-	-	-	3%
`3	-	-	-	-	-	-	-	-	-	-	5%
`2	-	-	-	-	-	-	-	-	-	-	3%
`1	-	-	-	-	-	-	-	-	-	-	10%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	5.9

### Table 42

#### Question X4C:

When you look for suppliers, what criteria are you looking for from them? Please rate the importance of the following criteria on a scale from 1 to 10, where one means that it is NOT AT ALL IMPORTANT to you in a supplier and where ten means it is VERY IMPORTANT to you in a supplier. You can choose any number between one and ten depending on how strongly you feel about it.

#### **Automation Plans**

BASE=OEM Q.X3	-	-	-	-	-	-	-	-	-	-	60
`10	-	-	-	-	-	-	-	-	-	-	7%

`8-10	-	-	-	-	-	-	-	-	-	-	15%
`5-7	-	-	-	-	-	-	-	-	-	-	34%
`1-4	-	-	-	-	-	-	-	-	-	-	49%
`9	-	-	-	-	-	-	-	-	-	-	2%
`8	-	-	-	-	-	-	-	-	-	-	6%
`7	-	-	-	-	-	-	-	-	-	-	4%
`6	-	-	-	-	-	-	-	-	-	-	2%
`5	-	-	-	-	-	-	-	-	-	-	28%
`4	-	-	-	-	-	-	-	-	-	-	3%
`3	-	-	-	-	-	-	-	-	-	-	7%
`2	-	-	-	-	-	-	-	-	-	-	13%
`1	-	-	-	-	-	-	-	-	-	-	26%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-	-	-	2%
MEAN	-	-	-	-	-	-	-	-	-	-	4.1

#### Table 43

#### Question X4D:

When you look for suppliers, what criteria are you looking for from them? Please rate the importance of the following criteria on a scale from 1 to 10, where one means that it is NOT AT ALL IMPORTANT to you in a supplier and where ten means it is VERY IMPORTANT to you in a supplier. You can choose any number between one and ten depending on how strongly you feel about it.

#### Financial Strength

BASE=OEM Q.X3	-	-	-	-	-	-	-	-	-	-	60
`10	-	-	-	-	-	-	-	-	-	-	21%
`8-10	-	-	-	-	-	-	-	-	-	-	40%
`5-7	-	-	-	-	-	-	-	-	-	-	51%
`1-4	-	-	-	-	-	-	-	-	-	-	9%
`9	-	-	-	-	-	-	-	-	-	-	7%
`8	-	-	-	-	-	-	-	-	-	-	12%
`7	-	-	-	-	-	-	-	-	-	-	15%
`6	-	-	-	-	-	-	-	-	-	-	16%
`5	-	-	-	-	-	-	-	-	-	-	20%
`4	-	-	-	-	-	-	-	-	-	-	2%
`3	-	-	-	-	-	-	-	-	-	-	-
`2	-	-	-	-	-	-	-	-	-	-	1%
`1	-	-	-	-	-	-	-	-	-	-	6%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	6.9

## Table 44

#### Question X4E:

When you look for suppliers, what criteria are you looking for from them? Please rate the importance of the following criteria on a scale from 1 to 10, where one means that it is NOT AT ALL IMPORTANT to you in a supplier and where ten means it is VERY IMPORTANT to you in a supplier. You can choose any number between one and ten depending on how strongly you feel about it.

#### Workforce Development

BASE=OEM Q.X3	-	-	-	-	-	-	-	-	-	-	60
`10	-	-	-	-	-	-	-	-	-	-	6%
`8-10	-	-	-	-	-	-	-	-	-	-	17%
`5-7	-	-	-	-	-	-	-	-	-	-	51%
`1-4	-	-	-	-	-	-	-	-	-	-	32%
`9	-	-	-	-	-	-	-	-	-	-	1%
`8	-	-	-	-	-	-	-	-	-	-	10%
`7	-	-	-	-	-	-	-	-	-	-	15%
`6	-	-	-	-	-	-	-	-	-	-	5%
`5	-	-	-	-	-	-	-	-	-	-	30%
`4	-	-	-	-	-	-	-	-	-	-	7%
`3	-	-	-	-	-	-	-	-	-	-	4%
`2	-	-	-	-	-	-	-	-	-	-	6%
`1	-	-	-	-	-	-	-	-	-	-	15%
DON'T KNOW/REFUSED	-	-	-	-	-	-	-	-	-	-	-
MEAN	-	-	-	-	-	-	-	-	-	-	5.1

# Table 45

Question X5:

Which of the following criteria do you currently have in place, if any?

BASE=SUPPLIER TO OEM Q.X3	-	-	-	-	-	-	-	-	-	-	152
CONTINUOUS IMPROVEMENT PRO	OGF-	-	-	-	-	-	-	-	-	-	54%
FORMAL QUALITY PROGRAM	-	-	-	-	-	-	-	-	-	-	49%
FINANCIAL STRENGTH	-	-	-	-	-	-	-	-	-	-	46%
WORKFORCE DEVELOPMENT	-	-	-	-	-	-	-	-	-	-	44%
AUTOMATION PLANS	-	-	-	-	-	-	-	-	-	-	32%
NONE OF THESE	-	-	-	-	-	-	-	-	-	-	22%
DON'T KNOW/NOT SURE	-	-	-	-	-	-	-	-	-	-	1%
REFUSED	-	-	-	-	-	-	-	-	-	-	-

#### Table 46

Legislative Worry Matrix.

BASE=TOTAL ASKED - - - - - - - - - - - - 400

LEGISLATIVE WORRY (TOTAL)											
'0	-	-	-	-	-	-	-	-	-	-	18%
`1+	-	-	-	-	-	-	-	-	-	-	82%
`2+	-	-	-	-	-	-	-	-	-	-	74%
`3+	-	-	-	-	-	-	-	-	-	-	62%
`4+	-	-	-	-	-	-	-	-	-	-	39%
`5+	-	-	-	-	-	-	-	-	-	-	22%
ALL SIX	-	-	-	-	-	-	-	-	-	-	11%
LEGISLATIVE WORRY (VERY)											
'0	-	-	-	-	-	-	-	-	-	-	51%
`1+	-	-	-	-	-	-	-	-	-	-	49%
`2+	-	-	-	-	-	-	-	-	-	-	34%
`3+	-	-	-	-	-	-	-	-	-	-	24%
`4+	-	-	-	-	-	-	-	-	-	-	11%
`5+	-	-	-	-	-	-	-	-	-	-	4%
ALL SIX	-	-	-	-	-	-	-	-	-	-	1%

#### Table 47

#### Question X1A:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

#### The ban on non-competes

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED		400	400	400	400	400	400	400	400	400	400	400
**D/S (MAJOR EFFECT - MINOR	R EFFE(-	-	-	-	-	-	-	-	-	-		-16%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-		7%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-		23%
NO EFFECT	-	-	-	-	-	-	-	-	-	-		67%
DON'T KNOW/UNSURE	-	-	-	-	-	-	-	-	-	-		3%
REFUSED	-	-	-	-	-	-	-	-	-	-	-	

#### Table 48

#### Question X1B:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

Cannabis in the workplace and limits on being able to regulate it

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	-	400
**D/S (MAJOR EFFECT - MIN	OR EFFE(-	-	-	-	-	-	-	-	-	-	-10%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-	15%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-	24%
NO EFFECT	-	-	-	-	-	-	-	-	-	-	59%
DON'T KNOW/UNSURE	-	-	-	-	-	-	-	-	-	-	1%
REFUSED	-	-	-	-	-	-	-	-	-	-	1%

## Table 49

#### Question X1C:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

The new requirements on an employer for paid sick and safe time  $% \left\{ \mathbf{r}^{\prime}\right\} =\left\{ \mathbf{r}^{\prime}\right\}$ 

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	-	400
**D/S (MAJOR EFFECT - MIN	OR EFFE(-	-	-	-	-	-	-	-	-	-	-9%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-	29%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-	38%
NO EFFECT	-	-	-	-	-	-	-	-	-	-	31%
DON'T KNOW/UNSURE	-	-	-	-	-	-	-	-	-	-	1%
REFUSED	-	-	-	-	-	-	-	-	-	-	1%

#### Table 50

## Question X1D:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

The costs associated with funding the new paid family and medical leave program through a new payroll tax, split between employer and employee

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	-	400
**D/S (MAJOR EFFECT - MI	NOR EFFE(-	-	-	-	-	-	-	-	-	-	-5%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-	32%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-	36%
NO EFFECT	-	-	-	-	-	-	-	-	-	-	29%
DON'T KNOW/LINSURE	_	_	-	_	_	-	_	_	-	-	3%

#### Table 51

#### Question X1E:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

The requirement that small businesses must contribute to employees' paid leave at the same rate as larger corporations

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	-	400
**D/S (MAJOR EFFECT - MINOR EFFE	E( -	-	-	-	-	-	-	-	-	-	3%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-	34%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-	31%
NO EFFECT	-	-	-	-	-	-	-	-	-	-	34%
DON'T KNOW/UNSURE	-	-	-	-	-	-	-	-	-	-	1%
REFUSED	_	_	-	-	-	_	-	-	_	_	-

#### Table 52

#### Question X1F:

Thinking about some of these issues, I will read you a few short descriptions of developments coming out of last year's legislative session, and I want to know whether it affected your business, and if so, how much.

The new wage theft law that makes property owners and developers responsible for any wage theft by construction subcontractors

How much did this development affect your business? Would you say it had a major effect, minor effect, or no effect on your business?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	-	400
**D/S (MAJOR EFFECT - MINO	OR EFFE(-	-	-	-	-	-	-	-	-	-	-9%
MAJOR EFFECT	-	-	-	-	-	-	-	-	-	-	7%
MINOR EFFECT	-	-	-	-	-	-	-	-	-	-	16%
NO EFFECT	-	-	-	-	-	-	-	-	-	-	75%
DON'T KNOW/UNSURE	-	-	-	-	-	-	-	-	-	-	2%
REFUSED	-	-	-	-	-	-	-	-	-	-	1%

#### Table 53

#### Question X2:

Do you think these legislative developments have made Minnesota more attractive or less attractive for businesses, or does it have no real effect one way or the other?

BASE=TOTAL ASKED	-	-	-	-	-	-	-	-	-	106	400
**D/S (MORE ATTRACTIVE - LESS ATT	-	-	-	-	-	-	-	-	-	-53%	-57%
TOTAL MORE ATTRACTIVE	-	-	-	-	-	-	-	-	-	7%	8%
TOTAL LESS ATTRACTIVE	-	-	-	-	-	-	-	-	-	60%	65%
MUCH MORE ATTRACTIVE	-	-	-	-	-	-	-	-	-	4%	2%
SOMEWHAT MORE ATTRACTIVE	-	-	-	-	-	-	-	-	-	3%	6%
SOMEWHAT LESS ATTRACTIVE	-	-	-	-	-	-	-	-	-	18%	19%
MUCH LESS ATTRACTIVE	-	-	-	-	-	-	-	-	-	42%	45%
NO EFFECT ONE WAY OR THE OTHER	-	-	-	-	-	-	-	-	-	29%	24%
TOO SOON TO SAY/DON'T KNOW	-	-	-	-	-	-	-	-	-	4%	2%
REFUSED	-	-	-	-	-	-	-	-	-	1%	2%

# Table 54

Question 35:

How many people does your company employ in all its facilities in Minnesota?

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
TOTAL UNDER 50	79%	80%	80%	80%	80%	80%	80%	80%	81%	81%	81%
TOTAL 51-100	5%	7%	10%	12%	9%	8%	12%	10%	5%	6%	6%
TOTAL 101+	11%	5%	9%	8%	11%	11%	8%	10%	11%	8%	11%
UNDER 10	55%	55%	58%	53%	51%	61%	55%	49%	51%	51%	51%
`11-25	14%	15%	14%	18%	20%	14%	18%	20%	21%	20%	20%
`26-50	9%	10%	8%	10%	9%	6%	7%	11%	9%	10%	10%
`51-100	5%	7%	10%	12%	9%	8%	12%	10%	5%	6%	6%
`101-150	5%	2%	5%	3%	6%	7%	3%	5%	4%	3%	5%
`151 TO 250	2%	2%	1%	2%	1%	1%	1%	1%	3%	1%	2%
MORE THAN 250	4%	2%	3%	3%	4%	4%	4%	4%	4%	4%	4%
DON'T KNOW/NOT SURE	-	6% -	-	-	-	-	-		2%	2% -	
REFUSED	5%	2%	1% -	-	-	-	-		1%	3%	1%
TOTAL UNDER 10	55%	55%	58%	53%	51%	61%	55%	49%	51%	51%	51%
TOTAL 11-50	23%	25%	22%	27%	29%	19%	25%	31%	30%	30%	30%
TOTAL 51-150	10%	9%	15%	15%	15%	15%	15%	15%	9%	9%	11%
TOTAL 151+	6%	3%	4%	5%	5%	5%	5%	5%	6%	5%	6%

#### Table 55

Question 36:

What are your annual business revenues? Just stop me when I get to the category that includes your company's total annual revenues.

BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
**D/S (UNDER \$1M - \$1M OR MORE)	-2%	3%	2%	-2%	-11%	2%	-2%	-19%	-16%	-18%	-21%
UNDER \$1 MILLION	42%	47%	44%	45%	42%	47%	44%	37%	35%	34%	36%
TOTAL \$1M OR MORE	44%	44%	43%	47%	52%	46%	47%	57%	51%	52%	57%
\$1 MILLION - \$5 MILLION	23%	25%	23%	24%	27%	24%	22%	28%	29%	29%	32%

\$5 MILLION - \$10 MILLION	6%	8%	6%	7%	9%	3%	5%	11%	8%	10%	8%
\$10 MILLION - \$20 MILLION	5%	5%	6%	6%	7%	9%	10%	8%	5%	6%	8%
·											
\$20 MILLION	10%	5%	7%	9%	10%	10%	10%	10%	9%	7%	9%
DON'T KNOW/NOT SURE/REFUSED	14%	9%	13%	8%	6%	7%	9%	6%	13%	15%	7%
TOTAL \$1-5 MILLION	23%	25%	23%	24%	27%	24%	22%	28%	29%	29%	32%
TOTAL \$5 MILLION+	21%	19%	20%	23%	25%	22%	25%	29%	22%	23%	25%
Table F6											
Table 56											
Question 37:											
Which one of the following best descri	bes your co	mpany's pi	rimary busi	iness?							
BASE=TOTAL SAMPLE	400	400	400	400	400	400	400	400	400	400	400
PRECISION MANUFACTURING	18%	26%	12%	18%	24%	16%	14%	17%	11%	10%	20%
METAL FABRICATION	20%	17%	20%	16%	15%	14%	12%	14%	14%	12%	14%
PROCESS MANUFACTURING	14%	19%	14%	16%	23%	13%	25%	17%	12%	12%	11%
AN ORIGINAL EQUIPMENT MANUFAC	14%	18%	11%	10%	12%	9%	6%	8%	11%	8%	9%
FOOD MANUFACTURING/FOOD AND -	_	_		3%	1%	4%	3%	3%	4%	4%	6%
PRINTING/PAPER -				5%	4%	5%	6%	5%	6%	6%	6%
	F0/	40/	F0/								
PLASTICS	5%	4%	5%	7%	5%	5%	3%	5%	2%	5%	5%
RETAIL/RETAIL SALES/ WHOLESALE -	-	-	-	-		2%	6%	4%	5%	7%	5%
WOODWORKING/WOOD MANUFACT -	-	-		7%	3%	2%	2%	3%	3%	5%	2%
DISTRIBUTION -	_	_	_	_		_		1%	1% -		2%
	3%	4%	3%	4%	4%	3%	2%	2%	2%	3%	2%
ELECTRONICS COMPONENTS		470	370					270		370	
CABINET MANUFACTURING/ CUSTON	3% -	-		2%	2%	2%	3% -		2% -		2%
CONSTRUCTION -	-	-	-	-		2%	4%	3%	1%	2%	1%
GRAPHIC DESIGN/ART -	-	-	-	-	-		1% -		1%	2%	1%
AUTOMOTIVE/AUTOMOTIVE REPAIR/-	_	-	_		1% -		2%	2%	2%	1%	1%
INFORMATION TECHNOLOGY, IT	1%	2%	2%	1%	1%	2% -		-/-	-/-	1%	1%
· ·	1/0	2/0	2/0					201	201		
ANIMAL/AGRICULTURAL MANUFACTI-	-	-		1%	1%	1%	2%	2%	3%	3%	1%
TEXTILE MANUFACTURING/ EMBROIL-	-	-		7%	2%	2%	1%	1%	3%	2%	1%
REPAIRS/MAINTENANCE -	-	-	-	-	-		1% -		1% -		1%
MEDICAL MANUFACTURING -	_	_	_	_	_	_		2%	1%	3% -	
PAINTING/COATING -								1% -		1% -	
	_	_	_	_	_	10/	20/	1/0 -	20/		
SIGN MANUFACTURING -	-	-	-	-		1%	2% -		2%	1% -	
RECYCLING -	-	-	-		1% -	-	-	-	-	-	
SERVICE/HOSPITALITY -	-	-	-	-	-		2% -		1% -	-	
CONSULTING -	_	_	_	_	_		1%	1%	1%	1% -	
SOMETHING ELSE	17%	8%	31%	3%	3%	17%	4%	5%	10%	7%	6%
	1770		31/0	3/0	3/0	1770	470	370			070
DON'T KNOW -		1% -	-	-	-	-	-		1%	1% -	
REFUSED	4%	1% -	-	-	-	-	-		1%	4%	1%
T. I.I. 53											
Table 57											
Question 38:	on in onora	tion?									
	en in opera	tion?									
Question 38: How many years has your company be											
Question 38:	en in opera 400	<b>tion?</b>	400	400	400	400	400	400	400	400	400
Question 38: How many years has your company be			400 -45%	400 -47%	400 -50%	400 -46%	400 -54%	400 -50%	400 -63%	400 -62%	400 -62%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)	400 -51%	400 -39%	-45%	-47%	-50%	-46%	-54%	-50%	-63%	-62%	
Question 38: How many years has your company be BASE=TOTAL SAMPLE **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS	400	400 -39% 30%						-50% 25%	-63% 17%		-62%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR	400 -51% 22%	400 -39% 30% 1% -	-45% 27% -	-47% 27% -	-50% 25% -	-46% 27% -	-54% 23%	-50% 25% 1%	-63% 17% 1% -	-62% 16% -	-62% 18%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  1-3 YEARS	400 -51% 22%	400 -39% 30% 1% - 5%	-45% 27% - 3%	-47% 27% - 3%	-50% 25% - 2%	-46% 27% - 3%	-54% 23% 3%	-50% 25% 1% 1%	-63% 17% 1% - 2%	-62% 16% - 1%	-62% 18% 2%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR	400 -51% 22%	400 -39% 30% 1% -	-45% 27% -	-47% 27% -	-50% 25% -	-46% 27% -	-54% 23%	-50% 25% 1%	-63% 17% 1% -	-62% 16% -	-62% 18%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  1-3 YEARS	400 -51% 22%	400 -39% 30% 1% - 5%	-45% 27% - 3%	-47% 27% - 3%	-50% 25% - 2%	-46% 27% - 3%	-54% 23% 3%	-50% 25% 1% 1%	-63% 17% 1% - 2%	-62% 16% - 1%	-62% 18% 2%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  '1-3 YEARS  '4-6 YEARS  '7-10 YEARS	400 -51% 22% 1% 4% 5%	400 -39% 30% 1% - 5% 6% 7%	-45% 27% - 3% 7% 9%	-47% 27% - 3% 6% 7%	-50% 25% - 2% 4%	-46% 27% - 3% 5% 11%	-54% 23% 3% 4% 7%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3%	-62% 16% - 1% 2% 5%	-62% 18% 2% 2% 5%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS LESS THAN 1 YEAR 1-3 YEARS 1-4-6 YEARS 7-10 YEARS 11-15 YEARS	400 -51% 22% 1% 4% 5% 12%	400 -39% 30% 1% - 5% 6% 7% 11%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7%	-62% 16% - 1% 2% 5% 8%	-62% 18% 2% 2% 5% 9%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE	400 -51% 22% 1% 4% 5%	400 -39% 30% 1% - 5% 6% 7%	-45% 27% - 3% 7% 9%	-47% 27% - 3% 6% 7%	-50% 25% - 2% 4% 10%	-46% 27% - 3% 5% 11%	-54% 23% 3% 4% 7%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80%	-62% 16% - 1% 2% 5% 8% 78%	-62% 18% 2% 2% 5%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE  DON'T KNOW	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE	400 -51% 22% 1% 4% 5% 12%	400 -39% 30% 1% - 5% 6% 7% 11%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80%	-62% 16% - 1% 2% 5% 8% 78%	-62% 18% 2% 2% 5% 9%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE  DON'T KNOW	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR  '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE  DON'T KNOW	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR 1-3 YEARS '1-3 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS)  TOTAL 1-15 YEARS  LESS THAN 1 YEAR -1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE  DON'T KNOW -  REFUSED  Table 58  Question 39:	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED  Table 58	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69%	-45% 27% - 3% 7% 9% 8%	-47% 27% - 3% 6% 7% 10%	-50% 25% - 2% 4% 10% 9%	-46% 27% - 3% 5% 11% 8%	-54% 23% 3% 4% 7% 8%	-50% 25% 1% 1% 3% 10%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% -	-62% 18% 2% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR  '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED  Table 58 Question 39: Age.	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69% - 1% -	-45% 27% - 3% 7% 9% 8% 73% - -	-47% 27% - 3% 6% 7% 10% 73% -	-50% 25% - 2% 4% 10% 9% 75% -	-46% 27% - 3% 5% 11% 8% 73%	-54% 23% 3% 4% 7% 8% 77%	-50% 25% 1% 1% 3% 10% 10% 75%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% - 5%	-62% 18% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED  Table 58 Question 39: Age.  BASE=TOTAL SAMPLE	400 -51% 22% 1% 4% 5% 12% 74% - 4%	400 -39% 30% 1% - 5% 6% 7% 11% 69% - 1% -	-45% 27% - 3% 7% 9% 8% 73% - -	-47% 27% - 3% 6% 7% 10% 73% - -	-50% 25% - 2% 4% 10% 9% 75% - -	-46% 27% - 3% 5% 11% 8% 73% - -	-54% 23% 3% 4% 7% 8% 77% -	-50% 25% 1% 1% 3% 10% 10% 75%	-63% 17% 1% - 2% 3% 5% 7% 80% 1% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% - 5%	-62% 18% 2% 5% 9% 81% 1%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR  '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED  Table 58 Question 39: Age.	400 -51% 22% 1% 4% 5% 12% 74%	400 -39% 30% 1% - 5% 6% 7% 11% 69% - 1% -	-45% 27% - 3% 7% 9% 8% 73% - -	-47% 27% - 3% 6% 7% 10% 73% -	-50% 25% - 2% 4% 10% 9% 75% -	-46% 27% - 3% 5% 11% 8% 73%	-54% 23% 3% 4% 7% 8% 77%	-50% 25% 1% 1% 3% 10% 10% 75%	-63% 17% 1% - 2% 3% 5% 7% 80% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% - 5%	-62% 18% 2% 5% 9% 81%
Question 38: How many years has your company be  BASE=TOTAL SAMPLE  **D/S (1-15 YEARS - 16+ YEARS) TOTAL 1-15 YEARS LESS THAN 1 YEAR '1-3 YEARS '4-6 YEARS '7-10 YEARS '11-15 YEARS '16 YEARS OR MORE DON'T KNOW REFUSED  Table 58 Question 39: Age.  BASE=TOTAL SAMPLE	400 -51% 22% 1% 4% 5% 12% 74% - 4%	400 -39% 30% 1% - 5% 6% 7% 11% 69% - 1% -	-45% 27% - 3% 7% 9% 8% 73% - -	-47% 27% - 3% 6% 7% 10% 73% - -	-50% 25% - 2% 4% 10% 9% 75% - -	-46% 27% - 3% 5% 11% 8% 73% - -	-54% 23% 3% 4% 7% 8% 77% -	-50% 25% 1% 1% 3% 10% 10% 75%	-63% 17% 1% - 2% 3% 5% 7% 80% 1% 1%	-62% 16% - 1% 2% 5% 8% 78% 1% - 5%	-62% 18% 2% 5% 9% 81% 1%
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ISANTI	1%	1%	2%	1%	2%	1%	2%	2%	1%	1%	1%
KANABEC -	_		1% -		1% -		2% -	_		1% -	
MILLIE LACS -		1% -	_,-	1%	1%	1% -		1% -			1%
MORRISON -		1/0		1/0	1/0	1/0		1% -		1%	1%
	10/	_	_	10/	_	_				1/0	1/0
PINE	1% -	-		1% -	-	-		1% -	-		
SHERBURNE	3%	3%	1%	3%	2%	3%	2%	3%	2%	1%	1%
STEARNS	2%	2%	2%	2%	2%	2%	3%	2%	3%	3%	4%
TODD -	-		1% -	-	-	-		1% -	-	-	
WADENA -	-	-	-	-	-	-	-	-	-	-	
WRIGHT	3%	2%	2%	2%	2%	2%	3%	2%	2%	2%	2%
NORTHLAND FOUNDATION	5%	6%	6%	6%	6%	6%	6%	5%	6%	6%	6%
AITKIN	1% -	-	-	-	-	-		1% -	-		1%
CARLTON -	_	_	_	_	_	_	_	_	_	_	
COOK -	_		_	_	_	_	_		1% -		
	10/	10/				10/	2% -			20/	10/
ITASCA	1%	1% -	-	-		1%	2% -		1%	3%	1%
KOOCHICHING	1%	1% -	-	-	-	-	-	-		1% -	
LAKE -	-		1% -	-	-	-	-	-	-	-	
ST. LOUIS	3%	3%	4%	4%	5%	4%	4%	3%	3%	3%	3%
NORTHWEST MINNESOTA FOUNDATI	3%	3%	3%	3%	3%	3%	2%	2%	3%	3%	3%
BELTRAMI	1%	1%	1% -	-		1% -		1%	1% -	-	
CLEARWATER -	-	-	-	-	-	-	-	-	-	-	
HUBBARD -	_	-	-		1% -	-	-	-	-		1%
KITTSON -	_	_	-	-	-	-	-	_	_	_	
LAKE OF THE WOODS -	_	_	_	_	_	_	_	_	_	_	
MAHNOMEN -	_	_	_	_	_	_	_	_	_	_	
MARSHALL -		1%	1%	1% -	_		_	_			
			1/0	1/0 -	-	-	-	-	10/	-	
NORMAN -	-	-	-	-	-	-	-		1% -	-	
PENNINGTON	1% -	-	-	-	-	-	-	4	1%	2% -	
POLK -	-	-		1% -	-	-		1%	1% -		1%
RED LAKE -	-	-	-		1% -	-	-	-	-	-	
ROSEAU -	_	-		1% -		1%	1% -	-		1% -	
COLUMN TO A SANDALE COTA INSTITUTO E		12%	13%	13%	13%	13%	15%	12%	13%	13%	13%
SOUTHERN MINNESOTA INITIATIVE FO	13%	12/0			1%	1%	1%	1%	1%	1%	2%
BLUE EARTH -	13%	2%	1% -		1/0	1/0					
BLUE EARTH -		2%	1% -	1%	1%		1% -	-		1% -	
BLUE EARTH - BROWN	13%			1%	1%	1%	1% - 1% -	-	1% -	1% -	1%
BLUE EARTH - BROWN DODGE -	1%	2% 1% -	1% -	1%		1%	1% - 1% -	- 1%	1% - 1% -	1% -	1%
BLUE EARTH - BROWN DODGE - FARIBAULT	1% - 1% -	2%		1%	1%	1% 1% -	1% -	1%	1% -	1% -	
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE -	1% - 1% -	2% 1% - - -	1% - - -	- -	1% 1% -	1% 1% - 1% -	1% -	-		-	1% 1%
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE - FREEBORN	1% - 1% -	2% 1% - - - 1%	1% - - - 1%	1% - - 1%	1% 1% -	1% - 1% - 1% -	1% - - 1% -	- 1% - -	1% -	1% -	
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE - FREEBORN GOODHUE -	1% - 1% - - 1%	2% 1% - - - 1% 1%	1% - - -	- - 1%	1% 1% - 1% 2%	1% 1% - 1% - 1% 1% -	1% - - 1% - -	-	1% -	- 1% - -	
BLUE EARTH - BROWN DODGE - FARIBAULT - FILLMORE - FREEBORN GOODHUE - HOUSTON -	1% - 1% - 1% -	2% 1% - - - 1%	1% - - - 1% 1% -	- - 1% 1% -	1% 1% -	1% - 1% - 1% - 1% -	1% - - 1% -	-	1% - - - 1% -	- 1% - - -	1%
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE - FREEBORN GOODHUE -	1% - 1% - - 1%	2% 1% - - - 1% 1%	1% - - - 1%	- - 1%	1% 1% - 1% 2%	1% 1% - 1% - 1% 1% -	1% - - 1% - -	-	1% -	- 1% - -	1%
BLUE EARTH - BROWN DODGE - FARIBAULT - FILLMORE - FREEBORN GOODHUE - HOUSTON -	1% - 1% - 1% -	2% 1% - - - 1% 1%	1% - - - 1% 1% -	- - 1% 1% -	1% 1% - 1% 2%	1% - 1% - 1% - 1% -	1% - - 1% - -	-	1% - - - 1% -	- 1% - - -	1%
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE - FREEBORN GOODHUE - HOUSTON - LE SUEUR	1% - 1% - 1% - 2% -	2% 1% - - - 1% 1%	1% - - 1% 1% -	- 1% 1% - 2% -	1% 1% - 1% 2%	1% - 1% - 1% - 1% -	1% - - 1% - -	- - - 1%	1% - - - 1% - 1%	- 1% - - - 1%	1%
BLUE EARTH - BROWN DODGE - FARIBAULT FILLMORE - FREEBORN GOODHUE - HOUSTON - LE SUEUR MARTIN MOWER -	1% - 1% - 1% - 1% - 2% - 1% -	2% 1% - - - 1% 1%	1%	- - 1% 1% - 2% - 1%	1% - 1% - 1% - 1% -	1% - 1% - 1% - 1% - 1% - 1% -	1%	- - - 1% 1%	1% - - - 1% - 1%	- 1% - - - 1% 1%	1%
BLUE EARTH BROWN DODGE -FARIBAULT FILLMORE FREEBORN GOODHUE -HOUSTON -EUEUUR MARTIN MOWER -NICOLLET	1% - 1% - 1% - 1% - 1% -	2% 1% - - - 1% 1% -	1% - - 1% 1% - 1% 1% -	1% - 2% - 1% -	1% - 1%	1%  1% - 1% - 1% - 1%	1%	1% 1%	1% - - 1% - 1% 1%	1% - - 1% 1% 1% -	1% 1% 1%
BLUE EARTH BROWN DODGE FARIBAULT FILLMORE FREEBORN GOODHUE HOUSTON LE SUEUR MARTIN MOWER NICOLLET OLMSTED	1% - 1% - 2% - 1% -	2% 1% - - 1% 1% - 1% -	1%	1% - 2% - 1% -	1% - 1% 1% 1%	1%  1% - 1% - 1% - 1%	1%	1% 1% 1% -	1% - - 1% - 1% 1%	1% - - 1% 1% 1% - - 1%	1% 1% 1%
BLUE EARTH BROWN DODGE FARIBAULT FILLMORE FREEBORN GOODHUE HOUSTON LE SUEUR MARTIN MOWER NICOLLET OLMSTED RICE	1% - 1% - 1% - 1% - 1% - 1% - 2% - 1% - 2% 1%	2% 1% - - - 1% 1% - - - - - - - - - - - - - -	1% - - 1% 1% - 1% 1% -	1% - 2% - 1% -	1% - 1% 1% 1% 2%	1%  1% - 1% - 1% - 1%	1%	1% 1%	1% - - 1% - 1% 1%	1% - - 1% 1% 1% -	1% 1% 1%
BLUE EARTH BROWN DODGE FARIBAULT FILLMORE FREEBORN GOODHUE HOUSTON LE SUEUR MARTIN MOWER NICOLLET OLMSTED RICE SIBLEY	1% - 1% - 1% - 1% - 1% - 1% - 1% - 2% - 1% - 1% - 2% 1% 1% -	2% 1% - - 1% 1% - - 1% - 2% 1%	1%	1% - 2% - 1% - 1% - 1% 1%	1% 1% - 1% 2% - 1% 2 1% - 1% - 1% 2 1% -	1% - 1% - 1% - 1% - 1%	1%	1% 1% - - 1% 1%	1% 1% - 1% 1% 2% 2%	1% - - 1% 1% 1% - - 1% 1%	1% 1% 1% 2% 1%
BLUE EARTH BROWN DODGE FARIBAULT FILLMORE FREEBORN GOODHUE HOUSTON LE SUEUR MARTIN MOWER NICOLLET OLMSTED RICE	1% - 1% - 1% - 1% - 1% - 1% - 2% - 1% - 2% 1%	2% 1% - - - 1% 1% - - - - - - - - - - - - - -	1%	1% - 2% - 1% -	1% - 1% 1% 1% 2%	1%  1% - 1% - 1% - 1%	1%	1% 1% 1% -	1% - - 1% - 1% 1%	1% - - 1% 1% 1% - - 1%	1% 1% 1%

WASECA	-	-		-	-		1% -	-	-	-	
WATONWAN	-	-		-	-	-	-	-	-	-	
WINONA	-	1%	2%	1%	1%	1%	1%	1%	1%	1%	1%
SOUTHWEST INITIATIVE FOUNDATION	5%	6 5%	6%	6%	6%	6%	6%	7%	6%	6%	6%
BIG STONE	-	-	-	10/	10/	-	-	10/	10/	10/	
CHIPPEWA	-		-	1%	1% -	-		1%	1%	1% -	
COTTONWOOD	-	-	-	-	-	-	-	-	-	-	
JACKSON	-	-		-		1% -	-	20/	40/	40/	20/
KANDIYOHI	-	1%	2% -	-	-		2%	2%	1%	1%	2%
LAC QUI PARLE	-			-	-	-	-	-	-	-	
LINCOLN	-	-		-	-	-	-	-	-	-	
LYON	-	-	-	1% -	-	-	-	-	-	-	
MCLEOD	2%		2% -		2% -		1%	1%	1% -		1%
MEEKER	1%	6 1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
MURRAY	-	-		-	-	-	-	-	-	-	
NOBLES	-	-		-	-	-	-	-		1% -	
PIPESTONE	-	-		-	-	-	-		1%	1%	1%
REDWOOD	-	1%	-	1% -	-	-	-	-	-	-	
RENVILLE	-	-		-	-	-		1% -	-	-	
ROCK	-	1%		-		1% -	-	-	-	-	
SWIFT	-	-		-	-		1% -	-	-	-	
YELLOW MEDICINE	-	-		-	-	-	-	-	-		1%
WEST CENTRAL INITIATIVE	5%	6 5%	4%	4%	4%	4%	2%	5%	4%	4%	4%
BECKER	1%		1%	1% -		1% -		1%	1%	1%	1%
CLAY	1%		1%	1%	1% -	-	-	-	-	-	
DOUGLAS	1%		-	1%	1%	1%	1%	2%	1%	1% -	
GRANT	-	-		-	-	-	-	-	-		1%
OTTER TAIL	1%	6 3%	1%	2%	2%	1%	1%	2%	2%	1%	1%
POPE	1%		1% -	2/0	1% -	270	1%	1% -	270	1%	1%
STEVENS	_			_	1/0 -	_	1/0	1/0 -	1% -	1/0	1%
TRAVERSE	_	_		_	_	_	_		1/0 -		1/0
WILKIN	-	-		-	-	-	-	-	-	-	
		-		- -	- -		- -	-	-	-	E 40/
NONE	54%		55%	54%	54%	54%	54%	55%	55%	55%	54%
ANOKA	10%		7%	8%	8%	7%	9%	6%	8%	8%	6%
CARVER	2%		1%	1%	1%	1%	2%	2%	1%	1%	1%
DAKOTA	4%		8%	5%	7%	6%	5%	6%	5%	5%	7%
HENNEPIN	27%		25%	27%	26%	26%	25%	27%	27%	26%	25%
RAMSEY	8%		10%	8%	9%	9%	10%	8%	8%	9%	
SCOTT	2%	6 2%	2%	2%	1%	2%	1%	2%	2%	2%	
		6 2%									2%
SCOTT WASHINGTON	2%	6 2%	2%	2%	1%	2%	1%	2%	2%	2%	2%
SCOTT WASHINGTON Table 63	2%	6 2%	2%	2%	1%	2%	1%	2%	2%	2%	2%
SCOTT WASHINGTON Table 63 Question SAM:	2%	6 2%	2%	2%	1%	2%	1%	2%	2%	2%	2%
SCOTT WASHINGTON Table 63 Question SAM:	2%	6 2%	2%	2%	1%	2%	1%	2%	2%	2%	2%
SCOTT WASHINGTON Table 63 Question SAM: Date./Phone Type.	2%	6 2% 6 3%	2%	2%	1%	2%	1%	2%	2%	2%	2% 3%
SCOTT WASHINGTON Table 63 Question SAM: Date./Phone Type. BASE=TOTAL SAMPLE	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 28 THU, AUG 29	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 29 FRI, AUG 30	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 6% 7%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE  WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 29 FRI, AUG 29 FRI, AUG 30 TUE, SEP 3	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6% 7% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6% 7% 5% 6%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 30 THU, AUG 30 THU, AUG 30 THU, AUG 30 THU, SEP 3 WED, SEP 4 THU, SEP 5	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6% 7% 5% 6% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 6% 7% 5% 6% 5% 6% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 5% 5% 6% 7% 5% 6% 5% 6% 44 44
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 9 TUE, SEP 9 TUE, SEP 9 TUE, SEP 10	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 66% 5% 64% 44% 44%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 27 WED, AUG 29 FRI, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 9 TUE, SEP 10 WED, SEP 11	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 6% 5% 5% 4% 4% 4% 4%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 30 THU, AUG 30 THU, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 6% 5% 6% 5% 64% 44% 44% 44%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12 FRI, SEP 12 FRI, SEP 13	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 6% 6% 6% 6% 6% 44% 44% 44% 44% 45%
GCOTT WASHINGTON  Fable 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 ITHU, AUG 22 FRI, AUG 23 MON, AUG 26 ITHU, AUG 27 WED, AUG 27 WED, AUG 28 ITHU, AUG 29 FRI, AUG 30 ITUE, SEP 3 WED, SEP 4 ITHU, SEP 5 FRI, SEP 6 MON, SEP 9 ITUE, SEP 10 MED, SEP 11 ITHU, SEP 12 ITHU, SEP 12 ITHU, SEP 13 MON, SEP 16	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6% 7% 5% 6% 4% 44% 44% 45% 55%
GCOTT WASHINGTON  Fable 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 FHU, AUG 22 FRI, AUG 23 MON, AUG 26 FUE, AUG 27 WED, AUG 28 FHU, AUG 29 FFI, AUG 30 FUE, SEP 3 WED, SEP 4 FHU, SEP 5 FRI, AUG 30 FUE, SEP 6 FM, SEP 6 FM, SEP 6 FM, SEP 6 FM, SEP 9 FUE, SEP 11 FHU, SEP 12 FFI, SEP 13 MON, SEP 11 FHU, SEP 12 FFI, SEP 13 MON, SEP 13 MON, SEP 16 FUE, SEP 16 FUE, SEP 17	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 5% 5% 6% 6% 5% 5% 4% 4% 4% 4% 5% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6% 6%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12 FRI, SEP 13 MON, SEP 16 TUE, SEP 17 WED, SEP 16 TUE, SEP 17 WED, SEP 17	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 5% 6% 5% 4% 4% 4% 4% 5% 5%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 6% 5% 4% 4% 4% 5% 56 66
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12 FRI, SEP 13 MON, SEP 16 TUE, SEP 17 WED, SEP 17 WED, SEP 17	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 5% 5% 6% 5% 4% 4% 4% 4% 5% 66%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 3 WED, SEP 1 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12 FRI, SEP 13 MON, SEP 17 WED, SEP 18 THU, SEP 19	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3%	2% 3% 400 2% 6% 7% 5% 6% 7% 5% 4% 4% 4% 4% 5% 5% 6%
SCOTT WASHINGTON  Table 63 Question SAM: Date./Phone Type.  BASE=TOTAL SAMPLE  DATE WED, AUG 21 THU, AUG 22 FRI, AUG 23 MON, AUG 26 TUE, AUG 27 WED, AUG 27 WED, AUG 28 THU, AUG 29 FRI, AUG 30 TUE, SEP 3 WED, SEP 4 THU, SEP 5 FRI, SEP 6 MON, SEP 9 TUE, SEP 10 WED, SEP 11 THU, SEP 12 FRI, SEP 13 MON, SEP 16 TUE, SEP 17 WED, SEP 18 THU, SEP 19 PHONE TYPE	2% 2%	6 2% 6 3%	2% 2%	2% 4%	1% 3%	2% 4%	1% 2%	2% 4%	2% 3%	2% 3% 400 -	2% 3% 400 2% 6% 7% 5% 6% 6% 4% 4% 4% 5% 6% 6% 6% 6%