



Company Performance

3Q2015 4Q2015 1Q2016 2Q2016 3Q2016 4Q2016 1Q2017

1) Current outlook for firm:

Improve significantly	3%	6%	6%	6%	3%	5%	7%
Improve somewhat	31%	24%	24%	29%	23%	35%	30%
Remain stable	48%	57%	49%	49%	49%	39%	47%
Worsen somewhat	15%	11%	18%	16%	22%	19%	15%
Worsen significantly	2%	2%	1%	1%	2%	2%	1%

Performance Indicators

2) Size of firm's workforce:

Improve significantly	1%	1%	3%	2%	1%	1%	2%
Improve somewhat	22%	23%	26%	30%	18%	23%	24%
Remain stable	60%	63%	58%	53%	59%	65%	66%
Worsen somewhat	16%	13%	14%	14%	18%	10%	7%
Worsen significantly	0%	1%	0%	1%	5%	1%	1%

Foreign Trade

3) What percentage of your firm's sales are generated by exports?

0%	62%	63%	61%	62%	63%	68%	60%
1-5%	20%	18%	18%	16%	15%	19%	16%
6-15%	9%	12%	14%	15%	9%	6%	13%
16-25%	4%	2%	3%	0%	5%	3%	5%
Over 25%	5%	5%	5%	7%	8%	4%	5%

Credit/Financing

4) What types of financing has your firm used in the last three months to meet your credit needs?

Bank loan/line of credit	81%	83%	84%	94%	78%	86%	85%
Vendor credit	17%	21%	24%	15%	20%	30%	28%

Private loan	16%	10%	18%	18%	16%	10%	20%
Government-sponsored loan program	5%	6%	2%	9%	6%	2%	10%
Public issuance of stock	0%	2%	0%	0%	0%	0%	0%
Private placement of stock	0%	0%	0%	0%	2%	0%	0%
Leasing	17%	10%	11%	12%	5%	18%	8%
Private placement of debt	2%	2%	2%	0%	0%	2%	0%
Credit cards	24%	19%	20%	12%	17%	11%	20%
Earning of business	11%	27%	24%	21%	8%	10%	18%
Other	5%	6%	0%	6%	9%	4%	5%

5) What type of financing do you need most?

Working capital (for day-to-day operations)	31%	28%	26%	25%	39%	48%	27%
Capital for machinery and equipment purc	18%	22%	13%	14%	32%	26%	15%
Capital for expansion of existing plant or c	7%	7%	8%	7%	16%	13%	8%
Capital for research and development	1%	1%	0%	0%	6%	7%	2%
Capital for new product or service develop	4%	5%	3%	7%	3%	1%	2%
None/not applicable	44%	45%	48%	46%	2%	4%	46%
Other	2%	2%	2%	1%	2%	2%	1%

6) Is credit availability a problem for your firm?

Yes	17%	14%	12%	13%	14%	18%	15%
No	83%	86%	88%	87%	86%	82%	86%

7) Has your firm used financing in the last three months specifically to meet your credit needs?

Yes	31%	29%	30%	30%	38%	29%	30%
No	69%	71%	70%	70%	63%	71%	70%

8) In the last three months, has your primary lending institution changed the terms of any loan you have?

Yes	6%	6%	5%	8%	12%	11%	15%
No	94%	94%	95%	92%	88%	89%	85%

Current Credit Conditions

9) How would you characterize the current lending climate in Connecticut?

Excellent	7%	7%	5%	10%	8%	6%	6%
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Good	24%	28%	20%	25%	22%	18%	13%
Average	50%	48%	56%	49%	49%	52%	57%
Fair	13%	12%	13%	13%	16%	22%	22%
Poor	6%	4%	6%	3%	5%	2%	2%

9A) What are your expectations for Connecticut's lending climate over the next 3 months?

Excellent	7%	6%	5%	6%	6%	4%	5%
Good	24%	25%	19%	28%	23%	15%	11%
Average	49%	48%	49%	48%	43%	56%	59%
Fair	15%	17%	21%	15%	24%	21%	20%
Poor	4%	4%	6%	3%	4%	3%	4%

9B) During the last 3 months, was your firm able to satisfy its borrowing needs?

Yes	79%	87%	80%	95%	79%	90%	85%
Partially	15%	6%	13%	2%	11%	4%	9%
No	6%	6%	7%	3%	10%	6%	5%

Demographic Information

10) Which best describes your firm?

Construction	5%	9%	8%	7%	9%	11%	7%
Manufacturing	44%	42%	42%	52%	43%	36%	45%
Retail trade	8%	6%	5%	7%	8%	11%	9%
Wholesale trade	5%	8%	7%	7%	8%	8%	6%
Information technology	2%	4%	3%	1%	2%	2%	4%
Finance, insurance, and real estate	6%	6%	6%	5%	5%	12%	5%
Business and professional services	13%	13%	10%	12%	9%	19%	11%
Education	0%	1%	2%	0%	1%	1%	0%
Leisure and hospitality	2%	2%	2%	1%	2%	2%	2%
Government	0%	0%	0%	0%	0%	0%	0%
Other	9%	7%	10%	5%	8%	7%	6%
Medical	5%	3%	6%	4%	5%	2%	4%

11) How many people are employed at your Connecticut operations?

Fewer than 10	22%	19%	16%	15%	18%	17%	16%
10 to 49	55%	53%	57%	56%	56%	59%	57%
50 to 99	13%	17%	14%	20%	16%	14%	15%
100 to 249	4%	6%	5%	5%	6%	7%	7%
250 to 499	4%	2%	6%	4%	2%	4%	3%
500 or more	2%	2%	2%	0%	2%	1%	2%

12) In which county is your firm's primary Connecticut location?

Fairfield	15%	15%	14%	12%	15%	15%	13%
Hartford	33%	38%	39%	42%	36%	41%	38%
Litchfield	7%	5%	5%	5%	8%	5%	55%
Middlesex	12%	9%	11%	12%	10%	9%	10%
New Haven	24%	25%	23%	23%	25%	21%	24%
New London	4%	3%	1%	0%	1%	1%	0%
Tolland	3%	3%	4%	3%	3%	3%	5%
Windham	1%	1%	3%	3%	2%	4%	4%

13) What are your sales for the current fiscal year?

Less than \$500,000	2%	1%	6%	2%	3%	5%	4%
\$500,000 to \$999,999	9%	4%	7%	5%	9%	10%	6%
\$1 million to \$2.9 million	31%	30%	29%	19%	27%	23%	30%
\$3 million to \$4.9 million	13%	17%	13%	22%	14%	19%	14%
\$5 million to \$9.9 million	18%	23%	20%	21%	20%	20%	21%
\$10 million to \$24.9 million	16%	12%	12%	22%	18%	16%	13%
\$25 million or more	11%	12%	13%	10%	10%	8%	11%

Question of the Quarter

Over the last 12 months, have you invested in labor saving equipment (robots, kiosks, etc.)?

Yes	27%
No	73%

Over the next 12 months, will you invest in labor saving equipment (robots, kiosks, etc.)?

Yes	30%
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No	70%
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If yes, why?

Credit available at good terms and machines are relatively cheap	10%
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Labor has become too expensive	17%
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Skilled workers not available or difficult to find	32%
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State policy proposals to increase wages or otherwise raise costs of labor	23%
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Other	18%
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