



**Company Performance**

1) Current outlook for firm:

	<u>4Q2015</u>	<u>1Q2016</u>	<u>2Q2016</u>	<u>3Q2016</u>	<u>4Q2016</u>	<u>1Q2017</u>	<u>2Q2017</u>
Improve significantly	6%	6%	6%	3%	5%	7%	5%
Improve somewhat	24%	24%	29%	23%	35%	30%	24%
Remain stable	57%	49%	49%	49%	39%	47%	57%
Worsen somewhat	11%	18%	16%	22%	19%	15%	13%
Worsen significantly	2%	1%	1%	2%	2%	1%	1%

**Performance Indicators**

2) Size of firm's workforce:

Improve significantly	1%	3%	2%	1%	1%	2%	1%
Improve somewhat	23%	26%	30%	18%	23%	24%	22%
Remain stable	63%	58%	53%	59%	65%	66%	66%
Worsen somewhat	13%	14%	14%	18%	10%	7%	11%
Worsen significantly	1%	0%	1%	5%	1%	1%	1%

**Foreign Trade**

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

0%	63%	61%	62%	63%	68%	60%	65%
1-5%	18%	18%	16%	15%	19%	16%	18%
6-15%	12%	14%	15%	9%	6%	13%	9%
16-25%	2%	3%	0%	5%	3%	5%	3%
Over 25%	5%	5%	7%	8%	4%	5%	6%

**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	83%	84%	94%	78%	86%	85%	43%
Vendor credit	21%	24%	15%	20%	30%	28%	16%
Private loan	10%	18%	18%	16%	10%	20%	8%

Government-sponsored loan program	6%	2%	9%	6%	2%	10%	4%
Public issuance of stock	2%	0%	0%	0%	0%	0%	1%
Private placement of stock	0%	0%	0%	2%	0%	0%	0%
Leasing	10%	11%	12%	5%	18%	8%	5%
Private placement of debt	2%	2%	0%	0%	2%	0%	2%
Credit cards	19%	20%	12%	17%	11%	20%	11%
Earning of business	27%	24%	21%	8%	10%	18%	6%
Other	6%	0%	6%	9%	4%	5%	2%

5) What type of financing do you need most?

Working capital (for day-to-day operations, bridge loans, etc.)	28%	26%	25%	39%	48%	27%	27%
Capital for machinery and equipment purchases	22%	13%	14%	32%	26%	15%	14%
Capital for expansion of existing plant or office space	7%	8%	7%	16%	13%	8%	3%
Capital for research and development	1%	0%	0%	6%	7%	2%	1%
Capital for new product or service development	5%	3%	7%	3%	1%	2%	3%
None/not applicable	45%	48%	46%	2%	4%	46%	50%
Other	2%	2%	1%	2%	2%	1%	1%

6) Is credit availability a problem for your firm?

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

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

Yes	29	30	30	38	29	30	33
No	71	70	70	63	71	70	67

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

Yes	6%	5%	8%	12%	11%	15%	18%
No	94%	95%	92%	88%	89%	85%	82%

**Current Credit Conditions**

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

Excellent	7%	5%	10%	8%	6%	6%	10%
Good	28%	20%	25%	22%	18%	13%	9%
Average	48%	56%	49%	49%	52%	57%	61%
Fair	12%	13%	13%	16%	22%	22%	19%
Poor	4%	6%	3%	5%	2%	2%	2%

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

Excellent	6%	5%	6%	6%	4%	5%	8%
Good	25%	19%	28%	23%	15%	11%	10%
Average	48%	49%	48%	43%	56%	59%	62%
Fair	17%	21%	15%	24%	21%	20%	21%
Poor	4%	6%	3%	4%	3%	4%	0%

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

Yes	87%	80%	95%	79%	90%	85%	86%
Partially	6%	13%	2%	11%	4%	9%	10%
No	6%	7%	3%	10%	6%	5%	4%

**Demographic Information**

10) Which best describes your firm?

Construction	9%	8%	7%	9%	11%	7%	11%
Manufacturing	42%	42%	52%	43%	36%	45%	41%
Retail trade	6%	5%	7%	8%	11%	9%	7%
Wholesale trade	8%	7%	7%	8%	8%	6%	6%
Information technology	4%	3%	1%	2%	2%	4%	3%
Finance, insurance, and real estate	6%	6%	5%	5%	12%	5%	7%

Business and professional services	13%	10%	12%	9%	19%	11%	12%
Education	1%	2%	0%	1%	1%	0%	1%
Leisure and hospitality	2%	2%	1%	2%	2%	2%	1%
Government	0%	0%	0%	0%	0%	0%	0%
Other	7%	10%	5%	8%	7%	0%	7%
Medical	3%	6%	4%	5%	2%	4%	4%

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

Fewer than 10	19%	16%	15%	18%	17%	16%	15%
10 to 49	53%	57%	56%	56%	59%	57%	61%
50 to 99	17%	14%	20%	16%	14%	15%	15%
100 to 249	6%	5%	5%	6%	7%	7%	6%
250 to 499	2%	6%	4%	2%	4%	3%	1%
500 or more	2%	2%	0%	2%	1%	2%	2%

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

Fairfield	15%	14%	12%	15%	15%	13%	13%
Hartford	38%	39%	42%	36%	41%	38%	40%
Litchfield	5%	5%	5%	8%	5%	5%	6%
Middlesex	9%	11%	12%	10%	9%	10%	7%
New Haven	25%	23%	23%	25%	21%	24%	24%
New London	3%	1%	0%	1%	1%	0%	3%
Tolland	3%	4%	3%	3%	3%	5%	4%
Windham	1%	3%	3%	2%	4%	4%	2%

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

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

## Questions of the Quarter

1) Do you have operations outside of Connecticut?

Yes	18%
No	82%

2) For each current economic trend, please select if it is having a positive, negative, or no impact on your firm.

2A) Low inflation rate:

Positive	37%
Negative	7%
No impact	40%
Unsure of impact	16%

2B) Oil prices less than \$50 a barrel:

Positive	51%
Negative	9%
No impact	28%
Unsure of impact	11%

3) For each major federal legislative reform, please select if it is having a positive, negative, or no impact on your firm.

3A) Potential enactment of U.S. tax reform (15% business tax):

Positive	68%
Negative	7%
No impact	13%
Unsure of impact	11%

3B) Potential repeal and replacement of the Affordable Care Act (Obamacare):

Positive	43%
Negative	17%
No impact	15%
Unsure of impact	25%

*127 respondents, margin of error +/- 8.8%. Response rate 8.8%. In the field 7/11-8/10, 2017*