

Company Performance

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
1) Current outlook for firm							
Improve significantly	6%	6%	3%	5%	7%	5%	2%
Improve somewhat	24%	29%	23%	35%	30%	24%	35%
Remain stable	49%	49%	49%	39%	47%	57%	40%
Worsen somewhat	18%	16%	22%	19%	15%	13%	20%
Worsen significantly	1%	1%	2%	2%	1%	1%	4%

Performance Indicators

2(a) Size of firm's workforce							
Improve significantly	3%	2%	1%	1%	2%	1%	2%
Improve somewhat	26%	30%	18%	23%	24%	22%	19%
Remain stable	58%	53%	59%	65%	66%	66%	63%
Worsen somewhat	14%	14%	18%	10%	7%	11%	13%
Worsen significantly	0%	1%	5%	1%	1%	1%	4%

Foreign Trade

0%	61%	62%	63%	68%	60%	65%	57%
1-5%	18%	16%	15%	19%	16%	18%	19%
6-15%	14%	15%	9%	6%	13%	9%	13%
16-25%	3%	0%	5%	3%	5%	3%	5%
Over 25%	5%	7%	8%	4%	5%	6%	6%

Credit/Financing

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
4) What types of financing has your firm used in the last three months to meet your credit needs?							
Bank loan/line of credit	84%	94%	78%	86%	85%	43%	45%
Vendor credit	24%	15%	20%	30%	28%	16%	9%
Private loan	18%	18%	16%	10%	20%	8%	8%
Government-sponsored loan program	2%	9%	6%	2%	10%	4%	4%
Public issuance of stock	0%	0%	0%	0%	0%	1%	0%
Private placement of stock	0%	0%	2%	0%	0%	0%	0%
Leasing	11%	12%	5%	18%	8%	5%	8%
Private placement of debt	2%	0%	0%	2%	0%	2%	1%
Credit cards	20%	12%	17%	11%	20%	11%	9%
Earning of business	24%	21%	8%	10%	18%	6%	9%
Other	0%	6%	9%	4%	5%	2%	5%
5) What type of financing do you need most?							
Working capital (for day-to-day operations, bridge loans, etc.)	26%	25%	39%	48%	27%	27%	26%
Capital for machinery and equipment purchases	13%	14%	32%	26%	15%	14%	18%
Capital for expansion of existing plant or office space	8%	7%	16%	13%	8%	3%	4%
Capital for research and development	0%	0%	6%	7%	2%	1%	0%
Capital for new product or service development	3%	7%	3%	1%	2%	3%	3%
None/not applicable	48%	46%	2%	4%	46%	50%	48%
Other	2%	1%	2%	2%	1%	1%	1%
6) Is credit availability a problem for your firm?							
Yes	12%	13%	14%	18%	15%	17%	13%
No	88%	87%	86%	82%	86%	83%	88%
7) Has your firm used financing in the last three months specifically to meet your credit needs?							
Yes	30%	30%	38%	29%	30%	33%	37%
No	70%	70%	63%	71%	70%	67%	63%
8) In the last three months, has your primary lending institution changed the terms of any loan you have?							
Yes	5%	8%	12%	11%	15%	18%	12%
No	95%	92%	88%	89%	85%	82%	88%

Current Credit Conditions

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
9) How would you characterize the current lending climate in Connecticut?							
Excellent	5%	10%	8%	6%	6%	10%	9%
Good	20%	25%	22%	18%	13%	9%	11%
Average	56%	49%	49%	52%	57%	61%	62%
Fair	13%	13%	16%	22%	22%	19%	16%
Poor	6%	3%	5%	2%	2%	2%	2%
9A) What are your expectations for Connecticut's lending climate over the next 3 months?							
Excellent	5%	6%	6%	4%	5%	8%	10%
Good	19%	28%	23%	15%	11%	10%	12%
Average	49%	48%	43%	56%	59%	62%	56%
Fair	21%	15%	24%	21%	20%	21%	19%
Poor	6%	3%	4%	3%	4%	0%	3%
9B) During the last 3 months, was your firm able to satisfy its borrowing needs?							
Yes	80%	95%	79%	90%	85%	86%	74%
Partially	13%	2%	11%	4%	9%	10%	20%
No	7%	3%	10%	6%	5%	4%	6%

Demographic Information

10) Which best describes your firm?							
Construction	8%	7%	9%	11%	7%	11%	9%
Manufacturing	42%	52%	43%	36%	45%	41%	46%
Retail trade	5%	7%	8%	11%	9%	7%	6%
Wholesale trade	7%	7%	8%	8%	6%	6%	8%
Information technology	3%	1%	2%	2%	4%	3%	2%
Finance, insurance, and real estate	6%	5%	5%	12%	5%	7%	3%
Business and professional services	10%	12%	9%	19%	11%	12%	14%
Education	2%	0%	1%	1%	0%	1%	2%
Leisure and hospitality	2%	1%	2%	2%	2%	1%	2%
Government	0%	0%	0%	0%	0%	0%	0%
Other	10%	5%	8%	7%	6%	7%	5%
Medical	6%	4%	5%	2%	4%	4%	3%

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017
11) How many people are employed at your Connecticut operations?							
Fewer than 10	16%	15%	18%	17%	16%	15%	15%
10 to 49	57%	56%	56%	59%	57%	61%	61%
50 to 99	14%	20%	16%	14%	15%	15%	15%
100 to 249	5%	5%	6%	7%	7%	6%	5%
250 to 499	6%	4%	2%	4%	3%	1%	2%
500 or more	2%	0%	2%	1%	2%	2%	2%
12) In which county is your firm's primary Connecticut location?							
Fairfield	14%	12%	15%	15%	13%	13%	17%
Hartford	39%	42%	36%	41%	38%	40%	41%
Litchfield	5%	5%	8%	5%	5%	6%	6%
Middlesex	11%	12%	10%	9%	10%	7%	4%
New Haven	23%	23%	25%	21%	24%	24%	21%
New London	1%	0%	1%	1%	0%	3%	4%
Tolland	4%	3%	3%	3%	5%	4%	5%
Windham	3%	3%	2%	4%	4%	2%	2%
13) What are your sales for the current fiscal year?							
Less than \$500,000	6%	2%	3%	5%	4%	2%	3%
\$500,000 to \$999,999	7%	5%	9%	10%	6%	11%	6%
\$1 million to \$2.9 million	29%	19%	27%	23%	30%	30%	26%
\$3 million to \$4.9 million	13%	22%	14%	19%	14%	17%	17%
\$5 million to \$9.9 million	20%	21%	20%	20%	21%	20%	21%
\$10 million to \$24.9 million	12%	22%	18%	16%	13%	12%	15%
\$25 million or more	13%	10%	10%	8%	11%	7%	12%

QUESTIONS OF THE QUARTER

A. Do you have operations outside of CT

Yes	28%
No	72%

B. Did Hurricanes Harvey, Irma and/or Maria impact you business?

No	58%
Yes, issues with supply chain	13%
Yes, impacted customers	24%
Yes, increased fuel costs	8%
Yes, other	6%

C. Tensions with N. Korea have lead to calls to stop trade with any country that trades with N. Korea.

If this were to happen, would it impact your company?

Yes	6%
No	94%

In the field October 10-November 3, 2017. 12.1% reponse rate; margin of error +/- 9%.

