

**Company Performance**

| | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 |
|-----------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 1) Current outlook for firm | | | | | | | |
| Improve significantly | 6% | 3% | 5% | 7% | 5% | 2% | 7% |
| Improve somewhat | 29% | 23% | 35% | 30% | 24% | 35% | 31% |
| Remain stable | 49% | 49% | 39% | 47% | 57% | 40% | 46% |
| Worsen somewhat | 16% | 22% | 19% | 15% | 13% | 20% | 14% |
| Worsen significantly | 1% | 2% | 2% | 1% | 1% | 4% | 2% |

Performance Indicators

2 Size of firm's workforce

| | | | | | | | |
|-----------------------|-----|-----|-----|-----|-----|-----|-----|
| Improve significantly | 2% | 1% | 1% | 2% | 1% | 2% | 2% |
| Improve somewhat | 30% | 18% | 23% | 24% | 22% | 19% | 26% |
| Remain stable | 53% | 59% | 65% | 66% | 66% | 63% | 54% |
| Worsen somewhat | 14% | 18% | 10% | 7% | 11% | 13% | 15% |
| Worsen significantly | 1% | 5% | 1% | 1% | 1% | 4% | 2% |

Foreign Trade

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

| | | | | | | | |
|----------|-----|-----|-----|-----|-----|-----|-----|
| 0% | 62% | 63% | 68% | 60% | 65% | 57% | 65% |
| 1-5% | 16% | 15% | 19% | 16% | 18% | 19% | 12% |
| 6-15% | 15% | 9% | 6% | 13% | 9% | 13% | 15% |
| 16-25% | 0% | 5% | 3% | 5% | 3% | 5% | 4% |
| Over 25% | 7% | 8% | 4% | 5% | 6% | 6% | 4% |

Credit/Financing

| | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 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 | 94% | 78% | 86% | 85% | 43% | 45% | 45% |
| Vendor credit | 15% | 20% | 30% | 28% | 16% | 9% | 17% |
| Private loan | 18% | 16% | 10% | 20% | 8% | 8% | 11% |
| Government-sponsored loan program | 9% | 6% | 2% | 10% | 4% | 4% | 4% |
| Public issuance of stock | 0% | 0% | 0% | 0% | 1% | 0% | 0% |
| Private placement of stock | 0% | 2% | 0% | 0% | 0% | 0% | 0% |
| Leasing | 12% | 5% | 18% | 8% | 5% | 8% | 2% |
| Private placement of debt | 0% | 0% | 2% | 0% | 2% | 1% | 0% |
| Credit cards | 12% | 17% | 11% | 20% | 11% | 9% | 15% |
| Earning of business | 21% | 8% | 10% | 18% | 6% | 9% | 6% |
| Other | 6% | 9% | 4% | 5% | 2% | 5% | 0% |
| 5) What type of financing do you need most? | | | | | | | |
| Working capital (for day-to-day operations) | 25% | 39% | 48% | 27% | 27% | 26% | 24% |
| Capital for machinery, equipment purchases | 14% | 32% | 26% | 15% | 14% | 18% | 18% |
| Capital for expansion | 7% | 16% | 13% | 8% | 3% | 4% | 2% |
| Capital for research and development | 0% | 6% | 7% | 2% | 1% | 0% | 0% |
| Capital for product or service development | 7% | 3% | 1% | 2% | 3% | 3% | 3% |
| None/not applicable | 46% | 2% | 4% | 46% | 50% | 48% | 48% |
| Other | 1% | 2% | 2% | 1% | 1% | 1% | 4% |
| 6) Is credit availability a problem for your firm? | | | | | | | |
| Yes | 13% | 14% | 18% | 15% | 17% | 13% | 13% |
| No | 87% | 86% | 82% | 86% | 83% | 88% | 87% |
| 7) Has your firm used financing in the last three months specifically to meet your credit needs? | | | | | | | |
| Yes | 30% | 38% | 29% | 30% | 33% | 37% | 24% |
| No | 70% | 63% | 71% | 70% | 67% | 63% | 76% |

| | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 |
|---|---------|---------|---------|---------|---------|---------|---------|
| 8) In the last three months, has your primary lending institution changed the terms of any loan you have? | | | | | | | |
| Yes | 8% | 12% | 11% | 15% | 18% | 12% | 14% |
| No | 92% | 88% | 89% | 85% | 82% | 88% | 86% |

Current Credit Conditions

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

| | | | | | | | |
|-----------|-----|-----|-----|-----|-----|-----|-----|
| Excellent | 10% | 8% | 6% | 6% | 10% | 9% | 9% |
| Good | 25% | 22% | 18% | 13% | 9% | 11% | 25% |
| Average | 49% | 49% | 52% | 57% | 61% | 62% | 52% |
| Fair | 13% | 16% | 22% | 22% | 19% | 16% | 11% |
| Poor | 3% | 5% | 2% | 2% | 2% | 2% | 3% |

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

| | | | | | | | |
|-----------|-----|-----|-----|-----|-----|-----|-----|
| Excellent | 6% | 6% | 4% | 5% | 8% | 10% | 8% |
| Good | 28% | 23% | 15% | 11% | 10% | 12% | 25% |
| Average | 48% | 43% | 56% | 59% | 62% | 56% | 53% |
| Fair | 15% | 24% | 21% | 20% | 21% | 19% | 9% |
| Poor | 3% | 4% | 3% | 4% | 0% | 3% | 3% |

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

| | | | | | | | |
|-----------|-----|-----|-----|-----|-----|-----|-----|
| Yes | 95% | 79% | 90% | 85% | 86% | 74% | 84% |
| Partially | 2% | 11% | 4% | 9% | 10% | 20% | 11% |
| No | 3% | 10% | 6% | 5% | 4% | 6% | 5% |

Demographic Information

| | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 |
|--|---------|---------|---------|---------|---------|---------|---------|
| 10) Which best describes your firm? | | | | | | | |
| Construction | 7% | 9% | 11% | 7% | 11% | 9% | 9% |
| Manufacturing | 52% | 43% | 36% | 45% | 41% | 46% | 46% |
| Retail trade | 7% | 8% | 11% | 9% | 7% | 6% | 7% |
| Wholesale trade | 7% | 8% | 8% | 6% | 6% | 8% | 8% |
| Information technology | 1% | 2% | 2% | 4% | 3% | 2% | 1% |
| Finance, insurance, and real estate | 5% | 5% | 12% | 5% | 7% | 3% | 5% |
| Business and professional services | 12% | 9% | 19% | 11% | 12% | 14% | 11% |
| Education | 0% | 1% | 1% | 0% | 1% | 2% | 0% |
| Leisure and hospitality | 1% | 2% | 2% | 2% | 1% | 2% | 1% |
| Government | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| Other | 5% | 8% | 7% | 6% | 7% | 5% | 9% |
| Medical | 4% | 5% | 2% | 4% | 4% | 3% | 3% |
| 11) How many people are employed at your Connecticut operations? | | | | | | | |
| Fewer than 10 | 15% | 18% | 17% | 16% | 15% | 15% | 18% |
| 10 to 49 | 56% | 56% | 59% | 57% | 61% | 61% | 47% |
| 50 to 99 | 20% | 16% | 14% | 15% | 15% | 15% | 20% |
| 100 to 249 | 5% | 6% | 7% | 7% | 6% | 5% | 10% |
| 250 to 499 | 4% | 2% | 4% | 3% | 1% | 2% | 4% |
| 500 or more | 0% | 2% | 1% | 2% | 2% | 2% | 1% |
| 12) In which county is your firm's primary Connecticut location? | | | | | | | |
| Fairfield | 12% | 15% | 15% | 13% | 13% | 17% | 19% |
| Hartford | 42% | 36% | 41% | 38% | 40% | 41% | 38% |
| Litchfield | 5% | 8% | 5% | 5% | 6% | 6% | 3% |
| Middlesex | 12% | 10% | 9% | 10% | 7% | 4% | 7% |
| New Haven | 23% | 25% | 21% | 24% | 24% | 21% | 23% |
| New London | 0% | 1% | 1% | 0% | 3% | 4% | 4% |
| Tolland | 3% | 3% | 3% | 5% | 4% | 5% | 3% |
| Windham | 3% | 2% | 4% | 4% | 2% | 2% | 2% |

| | Q2 2016 | Q3 2016 | Q4 2016 | Q1 2017 | Q2 2017 | Q3 2017 | Q4 2017 |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| 13) What are your sales for the current fiscal year? | | | | | | | |
| Less than \$500,000 | 2% | 3% | 5% | 4% | 2% | 3% | 3% |
| \$500,000 to \$999,999 | 5% | 9% | 10% | 6% | 11% | 6% | 7% |
| \$1 million to \$2.9 million | 19% | 27% | 23% | 30% | 30% | 26% | 27% |
| \$3 million to \$4.9 million | 22% | 14% | 19% | 14% | 17% | 17% | 11% |
| \$5 million to \$9.9 million | 21% | 20% | 20% | 21% | 20% | 21% | 15% |
| \$10 million to \$24.9 million | 22% | 18% | 16% | 13% | 12% | 15% | 21% |
| \$25 million or more | 10% | 10% | 8% | 11% | 7% | 12% | 17% |

In the field January 2018. 8.3% response rate; margin of error +/-9%.