23rd Annual
Business Climate Survey
February 25, 2009

Tabulated by

UNIVERSITY AT ALBANY
State University of New York
School of Business

In Cooperation with these Capital Region
Chambers of Commerce
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DESPITE ECONOMY, 82% OF CAPITAL REGION BUSINESS OWNERS DO NOT EXPECT TO LAY OFF WORKERS IN 2009

ALBANY, N.Y. (February 25, 2009) – Although 80 percent of Capital Region businesses characterize the area economy as being stagnant or recessionary, 82 percent do not expect to reduce the number of workers in the coming year, according to the 23rd Annual Business Climate Survey.

The survey, compiled by Marvin and Company and the University at Albany School of Business, shows only about 30 percent of businesses expect business will increase for 2009, a 24 percent decline from 2008 figures. Overall, 73 percent of companies expect to increase or maintain business levels, while 27 percent expect to see a decline. In 2008, only 8 percent of Capital Region companies expected a decline in business.

The outlook for future growth is also significantly reduced from previous years. Only 29.8 percent of businesses expect the Capital Region economy to prosper, 42.3 percent expect it will experience little or no growth and 27.9 percent expect the economy to struggle.

“Capital Region businesses are clearly feeling the pinch of the stock market collapse and the economic downturn,” said Kevin J. McCoy, CPA and managing director, Marvin and Company.

(more)
Only 37.1 percent of companies are more optimistic about the economy since the November 2008 election, and 73.6 percent of organizations have seen their business impacted by the stock market decline. In fact, the national economy is the number one issue of importance for businesses as they enter 2009. This is the first time in 14 years that healthcare costs did not top the list of employer concerns.

The infusion of technology-based businesses in the Capital Region has had only a minor impact on organizations, according to the survey results. In 2008, 27.9 percent of companies said technology-based businesses either significantly or moderately impacted their organization. In 2009, the survey found only 22.1 percent of companies felt the same way, whereas 77.9 percent found that technology-based companies had either very little impact or no impact at all.

“The growth of technology-based companies in the Capital Region has not apparently spilled over to other sectors yet,” said Dr. Donald Siegel, dean of the University at Albany School of Business. However, prospects for entrepreneurs in a variety of industries are likely to increase as companies such as AMD expand in the region. The economic downturn is also a tremendous opportunity for many entrepreneurs. Our results also suggest that the business climate in the Capital Region is much better than in other parts of the state and country.

For the complete report, visit (website).

Now in its 23rd year, the survey was developed to respond to prospective clients seeking to assess the regional business marketplace and how it will affect their contracting, expanding and hiring. In order to offer the best barometer, Marvin and Company and the UAlbany School of Business compile a business climate survey in conjunction with the local Chambers of Commerce to discern what concerns and projections area businesses have for the year ahead. With a greater than ten percent return rate, the survey offers valuable insight that can be used by Marvin and Company, the Chambers, economic developers, government leaders and businesses.

For more news, subscribe to UAlbany’s RSS feed: http://www.albany.edu/news/feeds.shtml.

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1. In 2008, our overall business:
   37.7 a) Increased 18.1%
   33.0 b) Remained stable 19.7%
   29.3 c) Decreased

2. We estimate gross sales in 2009 will be:
   53.8 a) Under $1 million
   21.1 b) $1 million to $3 million
   5.6 c) $3 million to $5 million
   19.5 d) Over $5 million

3. In 2009, we believe our business will:
   29.7 a) Increase
   43.1 b) Remain stable
   27.2 c) Decrease

4. We expect our employment level in 2009 to:
   14.3 a) Increase
   68.1 b) Remain stable
   17.6 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important, 10=least)
   7 a) Finding qualified employees
   3 b) Health care costs
   8 c) Workers' compensation
   1 d) National economy
   2 e) Taxes
   6 f) Government regulations
   9 g) Transportation
   4 h) Energy pricing
   5 i) State budget
   10 j) Security issues

6. Our primary business is:
   4.8 a) Manufacturing
   17.7 b) Service Industry
   2.3 c) Wholesale
   12.4 d) Retail
   2.6 e) Technology
   7.5 f) Construction/Engineering
   4.9 g) Finance/Banking
   4.7 h) Real Estate
   3.5 i) Tourism
   21.2 j) Professional Services
   18.4 k) Other
   20.1 l) Other

7. How would you characterize the Capital Region's economy?
   13.2 a) Prospering
   6.4 b) Recovering
   52.3 c) Stagnant
   28.1 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   29.8 a) It will prosper
   42.3 b) It will experience little or no growth
   27.9 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   3.4 a) Significantly
   46.2 b) Moderately
   31.7 c) Very little impact
   18.7 b) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    37.4 a) more optimistic
    35.8 b) same as before
    27.1 c) less optimistic

11. How does the stock market downturn impact your business?
    29.7 a) Significantly
    43.9 b) Moderately
    21.9 c) Very little impact
    4.5 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? Number in Order of Importance (1=most important, 10=least)
    1 a) found new ways to manage cash flow
    7 b) made purchases in bulk
    4 c) reduced staff
    6 d) cut back on business travel
    3 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write-offs
    8 h) begun doing more tasks electronically to save on paper, printing and postage
    2 i) reached out to new markets
    5 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    26.1 a) more likely to respond
    24.6 b) less likely to respond
    49.3 c) no preference
1. In 2008, our overall business:
   42.9 a) Increased  17.4%
   33.3 b) Remained stable  9.7%
   23.8 c) Decreased

2. We estimate gross sales in 2009 will be:
   49.2 a) Under $1 million
   18.6 b) $1 million to $3 million
   8.5 c) $3 million to $5 million
   23.7 d) Over $5 million

3. In 2009, we believe our business will:
   37.5 a) Increase
   35.9 b) Remain stable
   26.6 c) Decrease

4. We expect our employment level in 2009 to:
   12.9 a) Increase
   69.4 b) Remain stable
   17.7 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important--10=least)
   6 a) Finding qualified employees
   3 b) Health care costs
   8 c) Workers’ compensation
   1 d) National economy
   2 e) Taxes
   5 f) Government regulations
   9 g) Transportation
   4 h) Energy pricing
   7 i) State budget
   10 j) Security issues

6. Our primary business is:
   6.3 a) Manufacturing
   15.6 b) Service Industry
   10.6 c) Wholesale
   14.1 d) Retail
   3.1 e) Technology
   12.5 f) Construction/engineering
   7.8 g) Finance/Banking
   6.2 h) Real Estate
   6.2 i) Tourism
   17.2 j) Professional Services
   9.4 k) Other

7. How would you characterize the Capital Region’s economy?
   14.1 a) Prospering
   7.8 b) Recovering
   46.9 c) Stagnant
   31.2 d) Recessionary

8. How do you expect the Capital Region’s economy to perform in the next several years?
   34.9 a) It will prosper
   36.5 b) It will experience little or no growth
   28.6 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   1.6 a) Significantly
   9.4 b) Moderately
   56.2 c) Very little impact
   32.8 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    27.0 a) more optimistic
     33.3 b) same as before
     39.7 c) less optimistic

11. How does the stock market downturn impact your business?
    25.4 a) Significantly
     39.7 b) Moderately
     30.2 c) Very little impact
     4.7 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? Number in Order of Importance (1=most important--10=least)
    1 a) found new ways to manage cash flow
    9 b) made purchases in bulk
    6 c) reduced staff
    5 d) cut back on business travel
    2 e) frozen salaries
    8 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    7 h) begun doing more tasks electronically to save on paper, printing and postage
    3 i) reached out to new markets
    4 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    30.7 a) more likely to respond
    16.1 b) less likely to respond
    53.2 c) no preference
23rd Annual Business Climate Survey

Albany-Colonie Regional Chamber of Commerce

1. In 2008, our overall business:
   39.9 a) Increased 20.5%
   28.1 b) Remained stable 15.8%
   32.0 c) Decreased

2. We estimate gross sales in 2009 will be:
   38.7 a) Under $1 million
   24.4 b) $1 million to $3 million
   8.5 c) $3 million to $5 million
   28.4 d) Over $5 million

3. In 2009, we believe our business will:
   32.8 a) Increase
   36.1 b) Remain stable
   31.1 c) Decrease

4. We expect our employment level in 2009 to:
   22.1 a) Increase
   55.8 b) Remain stable
   22.1 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important--10=least)
   5 a) Finding qualified employees
   2 b) Health care costs
   8 c) Workers' compensation
   1 d) National economy
   3 e) Taxes
   6 f) Government regulations
   9 g) Transportation
   7 h) Energy pricing
   4 i) State budget
   10 j) Security issues

6. Our primary business is:
   5.6 a) Manufacturing
   14.5 b) Service Industry
   2.2 c) Wholesale
   8.4 d) Retail
   5.6 e) Technology
   3.9 f) Construction/Engineering
   8.4 g) Finance/Banking
   7.3 h) Real Estate
   2.8 i) Tourism
   21.2 j) Professional Services
   20.1 k) Other

7. How would you characterize the Capital Region's economy?
   12.8 a) Prospering
   6.2 b) Recovering
   55.9 c) Stagnant
   25.1 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   31.8 a) It will prosper
   45.3 b) It will experience little or no growth
   22.9 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   3.4 a) Significantly
   46.1 b) Moderately
   24.1 c) Very little impact
   26.4 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    40.0 a) more optimistic
    35.0 b) same as before
    25.0 c) less optimistic

11. How does the stock market downturn impact your business?
    33.9 a) Significantly
    42.2 b) Moderately
    20.0 c) Very little impact
    3.9 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    Number in Order of Importance (1=most important--10=least)
    1 a) found new ways to manage cash flow
    7 b) made purchases in bulk
    2 c) reduced staff
    3 d) cut back on business travel
    5 e) frozen salaries
    8 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write-offs
    9 h) begun doing more tasks electronically to save on paper, printing and postage
    4 i) reached out to new markets
    6 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    37.3 a) more likely to respond
    18.5 b) less likely to respond
    44.1 c) no preference
1. In 2008, our overall business:
   28.9 a) Increased  12.0%
   48.9 b) Remained stable
   22.2 c) Decreased  20.6%

2. We estimate gross sales in 2009 will be:
   58.7 a) Under $1 million
   21.7 b) $1 million to $3 million
   8.7 c) $3 million to $5 million
   10.9 d) Over $5 million

3. In 2009, we believe our business will:
   21.7 a) Increase
   52.2 b) Remain stable
   26.1 c) Decrease

4. We expect our employment level in 2009 to:
   8.9 a) Increase
   75.5 b) Remain stable
   15.6 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important--10=least)
   7 a) Finding qualified employees
   2 b) Health care costs
   8 c) Workers’ compensation
   1 d) National economy
   3 e) Taxes
   6 f) Government regulations
   9 g) Transportation
   4 h) Energy pricing
   5 i) State budget
   10 j) Security issues

6. Our primary business is:
   2.2 a) Manufacturing
   19.6 b) Service Industry
   4.3 c) Wholesale
   15.2 d) Retail
   0.0 e) Technology
   6.5 f) Construction/engineering
   4.3 g) Finance/Banking
   6.5 h) Real Estate
   2.2 i) Tourism
   19.6 j) Professional Services
   19.6 k) Other

7. How would you characterize the Capital Region’s economy?
   16.3 a) Prospering
   7.0 b) Recovering
   41.8 c) Stagnant
   34.9 d) Recessionary

8. How do you expect the Capital Region’s economy to perform in the next several years?
   19.6 a) It will prosper
   54.3 b) It will experience little or no growth
   26.1 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   2.2 a) Significantly
   39.1 c) Very little impact
   23.9 b) Moderately
   34.8 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    34.8 a) more optimistic
    41.3 b) same as before
    23.9 c) less optimistic

11. How does the stock market downturn impact your business?
    39.1 a) Significantly
    23.9 c) Very little impact
    28.3 b) Moderately
    8.7 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? Number in Order of Importance (1=most important--10=least)
    1 a) found new ways to manage cash flow
    3 b) made purchases in bulk
    4 c) reduced staff
    7 d) cut back on business travel
    5 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    8 h) begun doing more tasks electronically to save on paper, printing and postage
    2 i) reached out to new markets
    6 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    24.4 a) more likely to respond
    40.0 b) less likely to respond
    35.6 c) no preference
1. In 2008, our overall business:
   42.2 a) Increased 20.7%
   26.7 b) Remained stable
   31.1 c) Decreased 17.8%

2. We estimate gross sales in 2009 will be:
   57.5 a) Under $1 million
   23.4 b) $1 million to $3 million
   2.1 c) $3 million to $5 million
   17.0 d) Over $5 million

3. In 2009, we believe our business will:
   27.7 a) Increase
   31.9 b) Remain stable
   40.4 c) Decrease

4. We expect our employment level in 2009 to:
   23.4 a) Increase
   63.8 b) Remain stable
   12.8 c) Decrease

5. Please rank your major concerns as you enter 2009:
   *Number in Order of Importance (1=most important, 10=least)*
   8 a) Finding qualified employees
   3 b) Health care costs
   7 c) Workers' compensation
   1 d) National economy
   2 e) Taxes
   5 f) Government regulations
   9 g) Transportation
   4 h) Energy pricing
   6 i) State budget
   10 j) Security issues

6. Our primary business is:
   4.3 a) Manufacturing 4.3 g) Finance/Banking
   19.1 b) Service Industry 4.3 h) Real Estate
   2.1 c) Wholesale 2.1 i) Tourism
   10.6 d) Retail 27.7 j) Professional Services
   2.1 e) Technology 19.1 k) Other
   4.3 f) Construction/engineering

7. How would you characterize the Capital Region's economy?
   8.7 a) Prospering 60.9 c) Stagnant
   0.0 b) Recovering 30.4 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   13.0 a) It will prosper
   45.7 b) It will experience little or no growth
   41.3 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   4.3 a) Significantly 42.5 c) Very little impact
   14.9 b) Moderately 38.3 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    42.6 a) more optimistic
    34.0 b) same as before
    23.4 c) less optimistic

11. How does the stock market downturn impact your business?
    34.1 a) Significantly 25.5 c) Very little impact
    34.0 b) Moderately 6.4 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? *Number in Order of Importance (1=most important, 10=least)*
    2 a) found new ways to manage cash flow
    8 b) made purchases in bulk
    4 c) reduced staff
    6 d) cut back on business travel
    3 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    7 h) begun doing more tasks electronically to save on paper, printing and postage
    1 i) reached out to new markets
    5 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    31.1 a) more likely to respond
    15.6 b) less likely to respond
    53.3 c) no preference
1. In 2008, our overall business:
   29.3 a) Increased 14.7%
   31.7 b) Remained stable
   39.0 c) Decreased 39.6%

2. We estimate gross sales in 2009 will be:
   78.6 a) Under $1 million
   4.7 b) $1 million to $3 million
   2.4 c) $3 million to $5 million
   14.3 d) Over $5 million

3. In 2009, we believe our business will:
   29.3 a) Increase
   34.1 b) Remain stable
   36.6 c) Decrease

4. We expect our employment level in 2009 to:
   7.3 a) Increase
   73.2 b) Remain stable
   19.5 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important--10=least)
   6 a) Finding qualified employees
   2 b) Health care costs
   5 c) Workers' compensation
   1 d) National economy
   3 e) Taxes
   4 f) Government regulations
   9 g) Transportation
   7 h) Energy pricing
   8 i) State budget
   10 j) Security issues

6. Our primary business is:
   2.4 a) Manufacturing 0.0 g) Finance/Banking
   21.4 b) Service Industry 4.8 h) Real Estate
   0.0 c) Wholesale 2.4 i) Tourism
   11.9 d) Retail 28.6 j) Professional Services
   0.0 e) Technology 19.0 k) Other
   9.5 f) Construction/engineering

7. How would you characterize the Capital Region's economy?
   7.3 a) Prospering 43.9 c) Stagnant
   2.4 b) Recovering 46.4 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   12.2 a) It will prosper
   43.9 b) It will experience little or no growth
   43.9 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   2.4 a) Significantly 38.1 c) Very little impact
   9.5 b) Moderately 50.0 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    46.3 a) more optimistic
    24.4 b) same as before
    29.3 c) less optimistic

11. How does the stock market downturn impact your business?
    31.7 a) Significantly 14.6 c) Very little impact
    48.8 b) Moderately 4.9 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? Number in Order of Importance (1=most important--10=least)
    1 a) found new ways to manage cash flow
    2 b) made purchases in bulk
    3 c) reduced staff
    10 d) cut back on business travel
    4 e) frozen salaries
    8 f) asked employees to pay a greater percentage of health insurance premiums
    6 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax writeoffs
    9 h) begun doing more tasks electronically to save on paper, printing and postage
    7 i) reached out to new markets
    5 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    12.2 a) more likely to respond
    34.1 b) less likely to respond
    53.7 c) no preference
23rd Annual Business Climate Survey

Guilderland Chamber of Commerce

1. In 2008, our overall business:
   - 37.9 a) Increased 11.2%
   - 29.7 b) Remained stable
   - 32.4 c) Decreased 27.9%

2. We estimate gross sales in 2009 will be:
   - 79.4 a) Under $1 million
   - 17.7 b) $1 million to $3 million
   - 0.0 c) $3 million to $5 million
   - 2.9 d) Over $5 million

3. In 2009, we believe our business will:
   - 20.6 a) Increase
   - 50.0 b) Remain stable
   - 29.4 c) Decrease

4. We expect our employment level in 2009 to:
   - 2.9 a) Increase
   - 82.8 b) Remain stable
   - 14.3 c) Decrease

5. Please rank your major concerns as you enter 2009:
   **Number in Order of Importance (1=most important—10=least)**
   - 7 a) Finding qualified employees
   - 3 b) Health care costs
   - 8 c) Workers' compensation
   - 1 d) National economy
   - 2 e) Taxes
   - 6 f) Government regulations
   - 9 g) Transportation
   - 4 h) Energy pricing
   - 5 i) State budget
   - 10 j) Security issues

6. Our primary business is:
   - 0.0 a) Manufacturing
   - 5.4 b) Service Industry
   - 2.7 c) Wholesale
   - 18.9 d) Retail
   - 0.0 e) Technology
   - 29.8 f) Construction/Engineering
   - 0.0 g) Finance/Banking
   - 0.0 h) Real Estate
   - 0.0 i) Tourism
   - 27.0 j) Professional Services
   - 0.0 k) Other
   - 16.2

7. How would you characterize the Capital Region's economy?
   - 13.5 a) Prospering
   - 2.7 b) Recovering
   - 67.6 c) Stagnant
   - 16.2 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   - 32.4 a) It will prosper
   - 46.0 b) It will experience little or no growth
   - 21.6 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   - 2.7 a) Significantly
   - 46.0 b) Moderately
   - 35.1 c) Very little impact

10. Has your optimism about the economy changed since the November 2008 election?
    - 37.9 a) more optimistic
    - 27.0 b) same as before
    - 35.1 c) less optimistic

11. How does the stock market downturn impact your business?
    - 35.1 a) Significantly
    - 16.2 b) Moderately
    - 46.0 c) Very little impact

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    **Number in Order of Importance (1=most important—10=least)**
    - 2 a) found new ways to manage cash flow
    - 10 b) made purchases in bulk
    - 3 c) reduced staff
    - 7 d) cut back on business travel
    - 5 e) frozen salaries
    - 9 f) asked employees to pay a greater percentage of health insurance premiums
    - 8 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    - 4 h) begun doing more tasks electronically to save on paper, printing and postage
    - 1 i) reached out to new markets
    - 6 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    - 11.4 a) more likely to respond
    - 25.7 b) less likely to respond
    - 62.9 c) no preference
23rd Annual Business Climate Survey

Rensselaer County Regional Chamber of Commerce

1. In 2008, our overall business:
   26.7 a) Increased 18.3%
   40.0 b) Remained stable 18.3%
   33.3 c) Decreased

2. We estimate gross sales in 2009 will be:
   60.0 a) Under $1 million
   26.7 b) $1 million to $3 million
   0.0 c) $3 million to $5 million
   13.3 d) Over $5 million

3. In 2009, we believe our business will:
   37.5 a) Increase
   37.5 b) Remain stable
   25.0 c) Decrease

4. We expect our employment level in 2009 to:
   18.8 a) Increase
   66.7 b) Remain stable
   12.5 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important 10=least)
   8 a) Finding qualified employees
   3 b) Health care costs
   7 c) Workers’ compensation
   1 d) National economy
   2 e) Taxes
   6 f) Government regulations
   9 g) Transportation
   5 h) Energy pricing
   4 i) State budget
   10 j) Security issues

6. Our primary business is:
   6.3 a) Manufacturing
   18.7 b) Service Industry
   0.0 c) Wholesale
   18.7 d) Retail
   0.0 e) Technology
   6.3 f) Construction/engineering
   0.0 g) Finance/Banking
   0.0 h) Real Estate
   6.3 i) Tourism
   31.2 j) Professional Services
   12.5 k) Other

7. How would you characterize the Capital Region’s economy?
   35.7 a) Prospering
   14.3 b) Recovering
   28.6 c) Stagnant
   21.4 d) Recessionary

8. How do you expect the Capital Region’s economy to perform in the next several years?
   43.7 a) It will prosper
   37.5 b) It will experience little or no growth
   18.8 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   31.2 a) Significantly
   31.2 b) Moderately
   31.2 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    43.8 a) more optimistic
    31.2 b) same as before
    25.0 c) less optimistic

11. How does the stock market downturn impact your business?
    25.0 a) Significantly
    56.2 b) Moderately
    12.5 c) Very little impact
    6.3 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    Number in Order of Importance (1=most important 10=least)
    2 a) found new ways to manage cash flow
    5 b) made purchases in bulk
    9 c) reduced staff
    6 d) cut back on business travel
    3 e) frozen salaries
    7 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    8 h) begun doing more tasks electronically to save on paper, printing and postage
    1 i) reached out to new markets
    4 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    6.2 a) more likely to respond
    37.5 b) less likely to respond
    56.3 c) no preference
1. In 2008, our overall business:
   35.3 a) Increased 18.0%
   35.8 b) Remained stable
   28.9 c) Decreased 17.1%

2. We estimate gross sales in 2009 will be:
   61.3 a) Under $1 million
   20.8 b) $1 million to $3 million
   4.3 c) $3 million to $5 million
   13.6 d) Over $5 million

3. In 2009, we believe our business will:
   27.1 a) Increase
   46.6 b) Remain stable
   26.3 c) Decrease

4. We expect our employment level in 2009 to:
   11.0 a) Increase
   69.5 b) Remain stable
   19.5 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important -- 10=least)
   5 a) Finding qualified employees
   3 b) Health care costs
   8 c) Workers’ compensation
   1 d) National economy
   2 e) Taxes
   6 f) Government regulations
   9 g) Transportation
   4 h) Energy pricing
   7 i) State budget
   10 j) Security issues

6. Our primary business is:
   6.3 a) Manufacturing 2.5 g) Finance/Banking
   20.4 b) Service Industry 5.0 h) Real Estate
   2.5 c) Wholesale 5.4 i) Tourism
   15.0 d) Retail 15.8 j) Professional Services
   1.7 e) Technology 14.6 k) Other
   10.8 f) Construction/engineering

7. How would you characterize the Capital Region’s economy?
   13.5 a) Prospering
   6.7 b) Recovering 29.8 d) Recessionary
   50.0 c) Stagnant

8. How do you expect the Capital Region’s economy to perform in the next several years?
   32.1 a) It will prosper
   37.5 b) It will experience little or no growth
   30.4 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   3.0 a) Significantly
   45.6 b) Moderately
   31.2 c) Very little impact
   20.2 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
   34.2 a) more optimistic
   41.3 b) same as before
   24.5 c) less optimistic

11. How does the stock market downturn impact your business?
   26.2 a) Significantly
   47.1 b) Moderately
   22.5 c) Very little impact
   4.2 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    Number in Order of Importance (1=most important -- 10=least)
    1 a) found new ways to manage cash flow
    6 b) made purchases in bulk
    5 c) reduced staff
    7 d) cut back on business travel
    4 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    8 h) begun doing more tasks electronically to save on paper, printing and postage
    2 i) reached out to new markets
    3 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
   22.3 a) more likely to respond
   27.5 b) less likely to respond
   50.2 c) no preference
1. In 2008, our overall business:
   33.3 a) Increased 18.5%
   37.7 b) Remained stable
   29.0 c) Decreased 13.8%

2. We estimate gross sales in 2009 will be:
   48.4 a) Under $1 million
   26.6 b) $1 million to $3 million
   4.7 c) $3 million to $5 million
   20.3 d) Over $5 million

3. In 2009, we believe our business will:
   24.3 a) Increase
   57.1 b) Remain stable
   18.6 c) Decrease

4. We expect our employment level in 2009 to:
   11.3 a) Increase
   71.8 b) Remain stable
   16.9 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important, 10=least)
   7 a) Finding qualified employees
   3 b) Health care costs
   8 c) Workers' compensation
   1 d) National economy
   2 e) Taxes
   5 f) Government regulations
   9 g) Transportation
   6 h) Energy pricing
   4 i) State budget
   10 j) Security issues

6. Our primary business is:
   5.6 a) Manufacturing 2.8 g) Finance/Banking
   14.1 b) Service Industry 1.4 h) Real Estate
   2.8 c) Wholesale 0.0 i) Tourism
   14.1 d) Retail 23.9 j) Professional Services
   2.8 e) Technology 25.4 k) Other
   7.1 f) Construction/engineering

7. How would you characterize the Capital Region's economy?
   8.7 a) Prospering 60.9 c) Stagnant
   10.1 b) Recovering 20.3 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   25.0 a) It will prosper
   45.6 b) It will experience little or no growth
   29.4 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   1.4 a) Significantly 54.9 c) Very little impact
   11.3 b) Moderately 32.4 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    40.8 a) more optimistic
    29.6 b) same as before
    29.6 c) less optimistic

11. How does the stock market downturn impact your business?
    24.0 a) Significantly 23.9 c) Very little impact
    49.3 b) Moderately 2.8 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    Number in Order of Importance (1=most important, 10=least)
    1 a) found new ways to manage cash flow
    6 b) made purchases in bulk
    7 c) reduced staff
    4 d) cut back on business travel
    3 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    8 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    5 h) begun doing more tasks electronically to save on paper, printing and postage
    2 i) reached out to new markets
    10 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    26.1 a) more likely to respond
    20.3 b) less likely to respond
    53.6 c) no preference
The Chamber of Southern Saratoga County

1. In 2008, our overall business:
   54.1 a) Increased 24.5%
   18.9 b) Remained stable
   27.0 c) Decreased 19.3%

2. We estimate gross sales in 2009 will be:
   43.3 a) Under $1 million
   21.6 b) $1 million to $3 million
   5.4 c) $3 million to $5 million
   29.7 d) Over $5 million

3. In 2009, we believe our business will:
   42.1 a) Increase
   42.1 b) Remain stable
   15.8 c) Decrease

4. We expect our employment level in 2009 to:
   22.2 a) Increase
   72.2 b) Remain stable
   5.6 c) Decrease

5. Please rank your major concerns as you enter 2009:
   *Number in Order of Importance (1=most important--10=least)*
   5 a) Finding qualified employees
   2 b) Health care costs
   8 c) Workers’ compensation
   1 d) National economy
   3 e) Taxes
   6 f) Government regulations
   10 g) Transportation
   4 h) Energy pricing
   7 i) State budget
   9 j) Security issues

6. Our primary business is:
   0.0 a) Manufacturing
   18.4 b) Service Industry
   0.0 c) Wholesale
   7.9 d) Retail
   0.0 e) Technology
   7.9 f) Construction/engineering
   10.5 g) Finance/Banking
   5.3 h) Real Estate
   0.0 i) Tourism
   29.0 j) Professional Services
   21.0 k) Other

7. How would you characterize the Capital Region’s economy?
   16.2 a) Prospering
   5.4 b) Recovering
   64.9 c) Stagnant
   13.5 d) Recessionary

8. How do you expect the Capital Region’s economy to perform in the next several years?
   46.0 a) It will prosper
   37.8 b) It will experience little or no growth
   16.2 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   10.5 a) Significantly
   50.0 b) Moderately
   21.1 c) Very little impact
   18.4 d) No impact at all

10. Has your optimism about the economy changed since the November 2008 election?
    39.5 a) more optimistic
    36.8 b) same as before
    23.7 c) less optimistic

11. How does the stock market downturn impact your business?
    34.2 a) Significantly
    39.5 b) Moderately
    18.4 c) Very little impact
    7.9 d) No impact at all

12. Have you taken any of the following measures to protect your business from the downturn in the economy? *Number in Order of Importance (1=most important--10=least)*
    2 a) found new ways to manage cash flow
    6 b) made purchases in bulk
    4 c) reduced staff
    3 d) cut back on business travel
    7 e) frozen salaries
    9 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write offs
    1 h) begun doing more tasks electronically to save on paper, printing and postage
    5 i) reached out to new markets
    8 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    35.1 a) more likely to respond
    18.9 b) less likely to respond
    46.0 c) no preference
1. In 2008, our overall business:
   50.0 a) Increased 33.7%
   27.8 b) Remained stable
   22.2 c) Decreased 20.7%

2. We estimate gross sales in 2009 will be:
   55.5 a) Under $1 million
   5.6 b) $1 million to $3 million
   5.6 c) $3 million to $5 million
   33.3 d) Over $5 million

3. In 2009, we believe our business will:
   22.2 a) Increase
   50.0 b) Remain stable
   27.8 c) Decrease

4. We expect our employment level in 2009 to:
   11.1 a) Increase
   63.3 b) Remain stable
   5.6 c) Decrease

5. Please rank your major concerns as you enter 2009:
   Number in Order of Importance (1=most important--10=least)
   7 a) Finding qualified employees
   3 b) Health care costs
   8 c) Workers' compensation
   1 d) National economy
   2 e) Taxes
   5 f) Government regulations
   9 g) Transportation
   6 h) Energy pricing
   4 i) State budget
   10 j) Security issues

6. Our primary business is:
   11.1 a) Manufacturing 0.0 g) Finance/Banking
   5.6 b) Service Industry 0.0 h) Real Estate
   5.5 c) Wholesale 16.7 i) Tourism
   5.5 d) Retail 16.7 j) Professional Services
   0.0 e) Technology 33.3 k) Other
   5.6 f) Construction/engineering

7. How would you characterize the Capital Region's economy?
   22.2 a) Prospering 33.3 c) Stagnant
   11.1 b) Recovering 33.4 d) Recessionary

8. How do you expect the Capital Region's economy to perform in the next several years?
   44.5 a) It will prosper
   33.3 b) It will experience little or no growth
   22.2 c) It will struggle

9. The increase in technology-based businesses in the Capital Region has impacted my business:
   5.6 a) Significantly
   55.5 b) Moderately
   33.3 c) Very little impact

10. Has your optimism about the economy changed since the November 2008 election?
    16.7 a) more optimistic
    50.0 b) same as before
    33.3 c) less optimistic

11. How does the stock market downturn impact your business?
    33.3 a) Significantly
    27.8 b) Moderately
    0.0 c) Very little impact

12. Have you taken any of the following measures to protect your business from the downturn in the economy?
    Number in Order of Importance (1=most important--10=least)
    6 a) found new ways to manage cash flow
    9 b) made purchases in bulk
    2 c) reduced staff
    7 d) cut back on business travel
    3 e) frozen salaries
    8 f) asked employees to pay a greater percentage of health insurance premiums
    10 g) acquired equipment under the Economic Stimulus Act to accelerate depreciation and increase tax write-offs
    6 h) begun doing more tasks electronically to save on paper, printing and postage
    1 i) reached out to new markets
    5 j) reduced owners income/benefits

13. We are considering using an email survey next year rather than paper. Would this make you:
    5.9 a) more likely to respond
    41.2 b) less likely to respond
    52.9 c) no preference
CPA Resource Guide

Accounting and Auditing (General)

Benjamin R. Lasher, CPA, Director of Accounting and Auditing Services ... Has provided accounting, auditing and consulting services for more than 30 years in the Capital District.

Financial Planning and Small Business

Kevin J. McCoy, CPA, Managing Director ... Over 30 years’ experience in helping small businesses to grow.

Thomas W. Donovan, CPA, Taxation Director ... Over 30 years’ experience in all aspects of tax and consulting.

Daniel J. Litz, CPA, Director ... More than 25 years’ experience providing taxation and consulting services to a variety of small business and professional practice clients.

Business Valuation/Litigation Support

Kevin J. McCoy, CPA, Managing Director ... Experienced in valuing a business and assisting in various aspects of litigation.

Construction/Contracting

James E. Amell, CPA, Director ... Over 25 years’ experience in construction and contracting accounting and auditing.

Developmentally Disabled Care/Accounting/Auditing/Consulting

Benjamin R Lasher, CPA, Director of Accounting and Auditing Services ... Over 30 years’ experience providing services to organizations serving the developmentally disabled ... advisor and seminar instructor on reimbursement methodology and consolidated fiscal reporting.

Frank S. Venezia, CPA, Director ... Over 30 years’ experience providing services to voluntary agencies serving the needs of the developmentally disabled.

Timothy A. Reynolds, CPA, Manager ... Over 10 years’ experience in providing auditing and accounting services to not-for-profit organizations as well as commercial businesses.

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Tel: (518) 785-0134 Fax: (518) 785-0299
E-mail: webmaster@marvincpa.com
Governmental Accounting/Auditing

James E. Amell, CPA, Director ... Over 25 years’ experience in all phases of accounting and auditing requirements with local governments throughout upstate New York ... state and federal grants.

Karl F. Newton, CPA, Manager ... Over 10 years’ experience in providing auditing and accounting services to governmental entities and not-for-profit organizations.

Health Care Accounting/Auditing/Consulting

Carol A. Hausamann, CPA, Director ... Over 25 years’ experience in the long-term health care industry. Carol also has been responsible for the preparation of cost reports, appeals and rate reviews for the last 20 years.

Frank S. Venezia, CPA, Director ... Has provided health care clients and other not-for-profit organizations with professional services for over 30 years.

Income Tax/Retirement and Employee Benefit Plans

Thomas W. Donovan, CPA, Taxation Director ... Over 30 years’ experience in all areas of personal and business taxation and estate planning ... named one of the "Best Tax Practitioners" in U.S. by MONEY Magazine.

Christopher L. Cimijotti, CPA, Manager ... Responsible for providing personal and business taxation and estates and trusts services to a wide range of clients since 1986.

Kevin P. O’Leary, CPA, Manager ... Over 9 years’ experience in providing tax services to commercial corporations and small businesses.

Linda M. Conrad, CPA, Employee Benefits Specialist ... An expert in the Employee Benefits field, Linda has an extensive knowledge of pension, profit sharing, 401(k) and employee stock ownership plans as well as various cafeteria and fringe benefit plans.

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23rd Annual Business Climate Survey
PERCENTAGE OF CAPITAL REGION RESPONDENTS EXPECTING INCREASES IN BUSINESS

- Estimated
- Actual

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MAJOR CONCERNS FOR 2009

1. National Economy
2. Taxes
3. Health Care Costs
4. Energy Pricing
5. State Budget
6. Governmental Regulations
7. Finding Qualified Employees
8. Workers’ Compensation
9. Transportation
10. Security Issues