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THE NEW YORK STATE ESTABLISHMENT SURVEY APRIL 2001

1. Introduction and Summary

The first Establishment Survey of New York State was conducted in April 2001. A total of 1905 responses to 20,000 questionnaires were received. The responses clearly indicate that all sectors expected that the economy would not be as robust in 2001 as it was in 2000.

Establishments were asked to give the direction of *actual* change from 1999 to 2000 in seven measures of their establishment's performance: employment, wages and salaries, profits, sales, material and energy costs, product prices, and bonuses; and then to give their *expected* direction of changes in these measures for 2000 to 2001. The percent of establishments indicating an increase minus the percent of establishments indicating a decrease is used as a measure of growth. These growth measures for all of the respondents are presented in table 3A. The table clearly shows that respondents expected less growth in employment, wages and salaries, bonuses, and sales in 2001 than in 2000. They also expected their product's price and material and energy costs to rise more in 2001 than occurred in 2000. Profit growth was expected to remain about the same.

About 26% of respondents indicated that their production capacity was too small (table 3B) and 24% were planning new building in 2001 (table 3D). Over half the respondents (53%) expected their establishment to grow over the next 5 years (table 3C). Thus, while there is evidence that establishments were anticipating reductions in employment and sales growth for 2001, there is also evidence that they were anticipating a growing economy over a somewhat longer period.

More than half (56%) of the respondents indicated difficulty in obtaining skilled labor, while about one-quarter (24%) indicated difficulty in obtaining

unskilled labor. Few (6%) indicated any difficulty in obtaining supplies (table 3D)

The overwhelming majority of the respondents considered their establishments most affected by the local economy (70%) -- one-quarter (26%) by the national economy, and only 4% by the international economy (table 3E).

Respondents were asked to indicate the three most important factors in their business decisions. The most frequent responses were labor costs (63.8%), availability of skilled labor (41.1%), government regulations (37.5%), state and local taxes (35.5%), and energy costs (34.4%). See table 8.

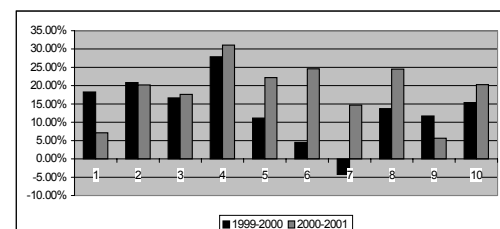
2. Responses

The responses are divided into 10 regions by counties (see table 1) and into 8 industry types (see table 2). Firms are also classified by size and by for-profit and not-for-profit.

Response patterns are remarkably similar when comparing profit and not-for-profit establishments, different regions, and different establishment sizes.

Some differences in profits and bonuses across regions are evident from figures 1 and 2. New York City (region 1) and Western New York (region 9) firms had bleaker profit expectations (table 6A).

FIGURE 1: PROFITS GROWTH BY REGION



There are also some differences in the expected changes in growth in bonuses across regions. Most regions were expecting declines in bonus growth. However, regions 4 (Capital Region), 5 (Mohawk Region) and 10 (Finger Lakes) were expecting larger bonuses in 2001 than in 2000.

FIGURE 2: BONUS GROWTH BY REGION

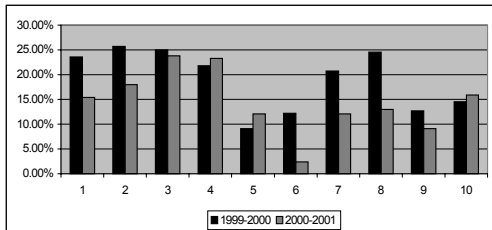
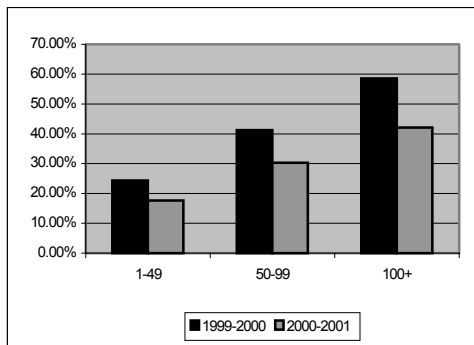


Table 5 compares firms' responses by size. More large firms (100 or more employees) were expecting declines in bonuses than small firms. Also the percentage of large firms expecting to increase employment (see figure 3), wages and salaries, bonuses and sales was larger than the percentage of medium size firms (50-99 employees), and these percentages for medium size firms was larger than for small firms (1-49 employees). Large firms also indicated a greater expectation for current and future expansion than medium and small size firms.

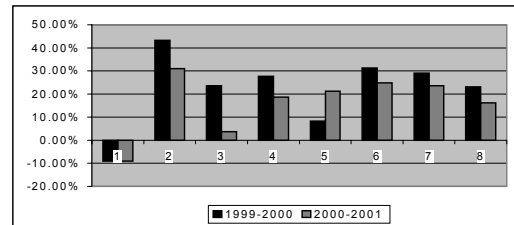
FIGURE 3: EMPLOYMENT GROWTH BY FIRM SIZE



Comparing respondents across industry types, the pattern was similar for capacity and expansion: roughly a quarter of the firms reported that production capacity was too small and about 50% planned expansion within the next five years. More type 1 industry firms (agriculture, etc.) were expecting decreases in employment than were expecting increases (figure 4). However, firms in this industry were expecting a dramatic improvement in profits and sales, and increases in prices. This is most likely due to the utility component. More type 5 industries (transportation and warehousing) were

expecting declines in profits than were expecting increases (figure 5). However, transportation and warehousing (industry 5) was the only industry where the difference between the percent increase and percent decrease in employment was larger for 2001 than for 2000; and agriculture, mining and utilities (industry 1) was the only industry expecting a decline in employment (figure 4).

FIGURE 4: EMPLOYMENT GROWTH BY INDUSTRY



An interesting anomaly is that, while a large percentage of respondents (one-quarter) were planning new building in 2001, construction firms (industry 2) were expecting definite decreases in employment, profits and sales growth in 2001 (see figures 5 and 6).

FIGURE 5: PROFITS GROWTH BY INDUSTRY

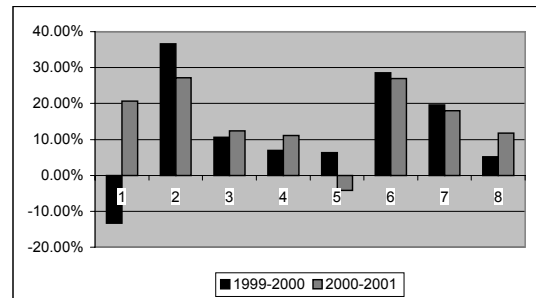
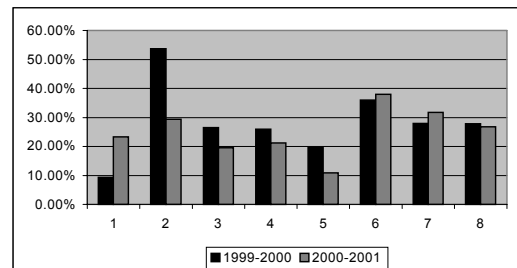


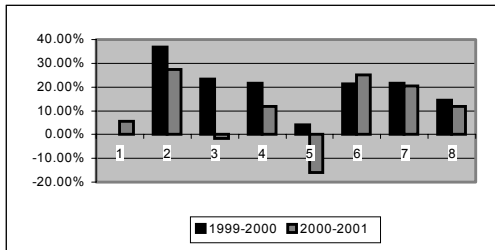
FIGURE 6: SALES GROWTH BY INDUSTRY



However the construction industry (2) indicated the most problems obtaining skilled labor (information, finance, insurance and real estate, industry 6, the least).

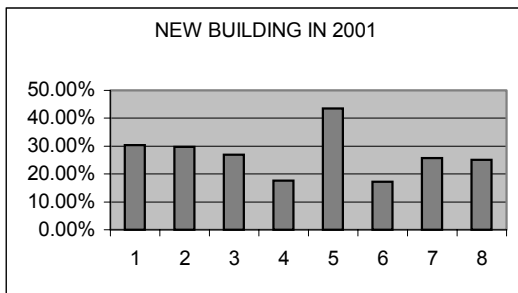
Transportation and warehousing (industry 5) and manufacturing (industry 3) expected *declines* in bonuses in 2001 (figure 7).

FIGURE 7: BONUS GROWTH BY INDUSTRY



Almost half (44%) of transportation and warehousing establishments (industry 5) were planning new building in 2001 (see figure 8).

FIGURE 8: NEW BUILDING BY INDUSTRY



The difference between percent increase and percent decrease in employment for manufacturing (industry 3) firms was 20 points less for 2001 than for 2000. Also, more manufacturing firms were expecting a decrease in bonuses than were expecting an increase (figure 7).

Otherwise the patterns for individual industries mirrored the overall summary in Table 3.

Factors affecting business decisions are summarized in table 8. Availability of unskilled labor and government regulations are more important the larger the firm. Respondents from the Hudson Valley (region 3) cited the availability of skilled labor the most often. Availability of skilled labor was most frequently listed by construction (industry 2), and energy costs and government regulations by agriculture, mining, fishing and utilities (industry 1).

3. Conclusion

The information from this first survey appears to be consistent with other information on the state of the economy at the time of the survey -- and with the recent dating of a recession beginning in March 2001. It clearly indicates an expectation of a slowing economy.

The most robust sector of the economy appears to be transportation and warehousing with expected increased growth in sales and employment, and with substantial new building. However, this industry also expected *declines* in profits and bonuses.

Manufacturing, on the other hand, expects no growth in employment in 2001, with modest declines in the growth in wages and salaries and sales, stable growth in profits, and declining bonuses.

This information is potentially useful for both business and public planners. Certainly the apparent shortage of skilled labor in New York State is a concern of many businesses and should be addressed by public policy to promote economic development within the state.

Responses indicate product prices growing more rapidly in 2001 than in 2000, in the face of a weakening economy. It will be interesting to see how successful firms are in doing so.

Plans are to repeat this survey twice yearly. After a history of responses is established and compared to actual economic conditions, the usefulness of the Establishment Survey as a forecasting tool and barometer of the economy can be fully assessed.

TABLE 1: COUNTIES IN REGIONS

1 NY City	6 North Country
Bronx	Clinton
Kings	Essex
New York	Franklin
Queens	Jefferson
Richmond	Lewis
2 Long Island	St. Lawrence
Nassau	7 Central New York
Suffolk	Cayuga
3 Hudson Valley	Cortland
Dutchess	Madison
Orange	Onondaga
Putnam	Oswego
Rockland	8 Southern Tier
Sullivan	Broome
Ulster	Chemung
Westchester	Chenango
4 Capital Region	Delaware
Albany	Otsego
Columbia	Schuyler
Greene	Steuben
Rensselaer	Tioga
Saratoga	Tompkins
Schenectady	9 Western New York
Warren	Allegany
Washington	Cattaraugus
5 Mohawk	Chautauqua
Fulton	Erie
Hamilton	Niagara
Herkimer	10 Finger Lakes
Montgomery	Genesee
Oneida	Livingston
Schoharie	Monroe
	Ontario
	Orleans
	Seneca
	Wayne
	Wyoming
	Yates

TABLE 2: INDUSTRY TYPES

Type	Industry
1	Agriculture, Forestry, Fishing, Mining & Utilities
2	Construction
3	Manufacturing
4	Wholesale & Retail Trade
5	Transportation & Warehousing
6	Information, Finance, Insurance, Real Estate, Rental & Leasing
7	Professional, Scientific & Technical Services; Management of Companies & Enterprises; Administrative and Support & Waste Management; Educational Services; Health Care & Social Assistance
8	Arts, Entertainment & Recreation; Accommodation & Food; Other Services (except Public Administration)

TABLE 3A: All Responses

	All Responses	
	99-00	00-01
Employment	27.8	20.1
Wages & Salaries	52.4	48.5
Bonuses	21.2	15.6
Profits	15.4	16.4
Sales	29.4	26.9
Material & Energy Costs	73.2	80.9
Product Price	40.3	48.5

TABLE 3B: All Responses

	All Responses		
	too large	too small	26%
Production Capacity	9%	26%	

TABLE 3C: All Responses

	All Responses		
	inc. size	dec. size	7%
5 Year Plan	53%	7%	

TABLE 3D: All Responses

	All Responses	
	24%	24%
New Building in 2001	6%	6%
Supplies hard to get	56%	56%
Skilled Labor hard to get	24%	24%
Unskilled Labor hard to get		

TABLE 3E: All Responses

	All Responses	
	4%	26%
International Economy	70%	70%
National Economy		
Local Economy		

TABLE 4A: Profit Type

	For-Profit		Not-For-Profit	
	99-00	00-01	99-00	00-01
	26.6	18.7	38.4	31.9
	51.4	45.7	62.7	70.3
	22.0	17.0	9.7	0.0
	15.4	16.2	0.0	0.0
	29.2	26.4	37.1	37.4
	72.3	80.5	79.3	85.1
	40.1	48.2	40.8	49.2

TABLE 4B: Profit Type

	For-Profit		Not-For-Profit	
	too large	too small	too large	too small
	9%	24%	4%	41%

TABLE 4C: Profit Type

	For-Profit		Not-For-Profit	
	inc. size	dec. size	inc. size	dec. size
	51%	7%	64%	3%

TABLE 4D: Profit Type

	For-Profit		Not-For-Profit	
	23%	6%	31%	1%
	57%	24%	54%	28%

TABLE 4E: Profit Type

	For-Profit		Not-For-Profit	
	5%	27%	1%	18%
	69%	81%		

TABLE 5A: Firm Size

	1-49		50-99		100+	
	99-00	00-01	99-00	00-01	99-00	00-01
	24.3	17.6	41.3	30.3	58.5	42.1
	49.1	45.3	66.7	61.5	79.5	73.8
	21.5	16.5	11.8	12.2	24.0	9.6
	15.3	16.1	16.9	26.7	15.2	11.1
	26.8	25.8	38.0	43.6	57.5	30.9
	71.9	80.3	79.1	76.7	83.4	89.9
	39.4	48.0	53.6	51.8	42.6	51.8

TABLE 5B: Firm Size

	1-49		50-99		100+	
	too large	too small	too large	too small	too large	too small
	8%	25%	16%	28%	14%	31%

TABLE 5C: Firm Size

	1-49		50-99		100+	
	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size
	50%	7%	67%	4%	76%	5%

TABLE 5D: Firm Size

	1-49		50-99		100+	
	21%	6%	30%	4%	53%	3%
	54%	21%	64%	36%	79%	50%

TABLE 5E: Firm Size

	1-49		50-99		100+	
	5%	25% <th>4%</th> <th>31% <th>5% <th>27% </th></th></th>	4%	31% <th>5% <th>27% </th></th>	5% <th>27% </th>	27%
	70%	68%	65%	68%		

TABLE 6A: Regional Responses

Region	1		2		3		4		5		6		7		8		9		10	
	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01
Employment	30.0	21.2	23.6	18.1	27.8	23.1	34.0	29.1	21.9	18.2	38.5	22.7	32.1	22.3	23.9	20.5	26.9	15.0	23.0	16.0
Wages & Salaries	49.5	45.7	46.0	40.1	56.2	50.0	59.8	61.1	50.8	46.2	62.8	47.4	51.9	47.7	59.8	54.4	55.4	56.2	47.7	46.7
Bonuses	23.6	15.4	25.7	18.0	25.0	23.8	21.8	23.3	9.1	12.1	12.2	2.4	20.7	12.1	34.5	13.0	12.7	9.1	14.5	15.9
Profits	18.3	7.1	20.8	20.2	16.7	17.6	27.9	31.1	11.1	22.2	4.5	24.6	-4.2	14.7	13.7	24.5	11.7	5.6	15.4	20.3
Sales	27.0	16.1	33.6	29.1	30.8	31.5	40.6	42.2	27.1	38.3	24.0	27.0	29.4	28.0	28.2	29.4	24.2	21.6	31.9	34.0
Material & Energy Costs	69.2	75.1	67.6	76.3	70.8	78.8	80.2	88.1	77.3	89.6	73.1	80.5	76.4	87.6	78.4	87.8	78.6	85.7	74.8	81.3
Product Price	38.9	37.5	38.8	48.0	44.4	49.2	42.1	59.5	41.5	53.0	36.4	58.4	39.4	52.4	41.6	50.9	39.3	49.0	44.7	54.3

TABLE 6B: Regional Responses

Region	1		2		3		4		5		6		7		8		9		10	
	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small
Production Capacity	8%	27%	6%	25%	8%	30%	4%	29%	8%	18%	8%	27%	5%	27%	11%	21%	16%	21%	13%	26%

TABLE 6C: Regional Responses

5 Year Plan	1		2		3		4		5		6		7		8		9		10	
	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size		
	55%	5%	52%	7%	58%	7%	53%	6%	42%	8%	49%	5%	48%	6%	55%	9%	49%	7%	61%	9%

TABLE 6D: Regional Responses

Region	1		2		3		4		5		6		7		8		9		10	
	24% <th>6% <th>29% <th>7% <th>21% <th>4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	6% <th>29% <th>7% <th>21% <th>4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	29% <th>7% <th>21% <th>4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	7% <th>21% <th>4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	21% <th>4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th></th>	4% <th>22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th></th>	22% <th>6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th></th>	6% <th>25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th></th>	25% <th>10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th></th>	10% <th>25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th></th>	25% <th>6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th></th>	6% <th>28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th></th>	28% <th>6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th></th>	6% <th>23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th></th>	23% <th>3% <th>23% <th>3% <th>19% </th></th></th></th>	3% <th>23% <th>3% <th>19% </th></th></th>	23% <th>3% <th>19% </th></th>	3% <th>19% </th>	19%	
New Building in 2001																				
Supplies hard to get	6%	61%	7%	9%	4%	10%	6%	6%	4%	6%	10%	6%	6%	6%	3%	3%	3%	5%	5%	5%
Skilled Labor hard to get	47%	61%	62%	61%	46%	51%	62%	59%	46%	61%	51%	62%	59%	62%	62%	58%	62%	58%	58%	58%
Unskilled Labor hard to get	10%	23%	28%	38%	27%	27%	26%	30%	27%	27%	27%	26%	30%	31%	31%	24%	31%	24%	24%	24%

TABLE 6E: Regional Responses

Region	1		2		3		4		5		6		7		8		9		10	
	9% <th>35% <th>4% <th>22% <th>0% <th>24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	35% <th>4% <th>22% <th>0% <th>24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	4% <th>22% <th>0% <th>24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	22% <th>0% <th>24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th></th></th>	0% <th>24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th></th>	24% <th>1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th></th>	1% <th>23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th></th>	23% <th>0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th></th>	0% <th>24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th></th>	24% <th>9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th></th>	9% <th>20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th></th>	20% <th>3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th></th>	3% <th>18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th></th>	18% <th>79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th></th>	79% <th>16% <th>82% <th>20% <th>74% </th></th></th></th>	16% <th>82% <th>20% <th>74% </th></th></th>	82% <th>20% <th>74% </th></th>	20% <th>74% </th>	74%	
International Economy																				
National Economy	9%	35%	4%	22%	0%	24%	1%	23%	0%	24%	9%	20%	3%	18%	79%	16%	82%	20%	74%	
Local Economy	56%	64%	74%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	76%	

TABLE 7A: Industry Responses

Industry Type	1		2		3		4		5		6		7		8	
	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01	99-00	00-01
Employment	-9.1	-9.1	43.3	31.1	23.6	3.7	27.7	18.7	8.3	21.3	31.3	24.9	29.1	23.6	23.1	16.2
Wages & Salaries	54.5	48.5	67.7	53.4	45.1	38.1	48.8	42.1	48.9	39.1	57.6	59.3	52.6	52.9	49.8	45.4
Bonuses	0.0	5.6	36.9	27.4	23.4	-1.6	21.6	12.0	4.0	-16.0	21.2	25.2	21.7	20.4	14.5	12.0
Profits	-13.3	20.7	36.6	27.2	10.6	12.4	7.0	11.1	6.3	-4.2	28.5	26.9	19.6	18.0	5.2	11.8
Sales	9.4	23.3	53.7	29.4	26.5	19.5	25.9	21.2	19.6	10.9	36.0	38.0	27.9	31.7	27.8	26.8
Material & Energy Costs	81.8	81.8	81.7	82.9	67.9	88.5	74.1	83.4	70.8	79.2	71.8	76.1	69.3	77.5	75.8	83.2
Product Price	12.1	27.3	57.0	66.7	17.9	26.8	42.5	52.7	34.0	38.3	34.3	36.2	39.2	47.8	48.9	56.3

TABLE 7B: Industry Responses

Industry Type	1		2		3		4		5		6		7		8	
	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small	too large	too small
Production Capacity	12%	24%	3%	34%	17%	21%	9%	18%	16%	37%	7%	23%	7%	28%	10%	28%

TABLE 7C: Industry Responses

Industry Type	1		2		3		4		5		6		7		8	
	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size	inc. size	dec. size
5 Year Plan	49%	27%	54%	3%	53%	6%	49%	6%	65%	9%	63%	6%	57%	8%	44%	6%

TABLE 7D: Industry Responses

Industry Type	1	2	3	4	5	6	7	8
	New Building in 2001	30%	30%	27%	18%	44%	17%	26%
Supplies hard to get	6%	8%	8%	10%	6%	3%	4%	5%
Skilled Labor hard to get	58%	75%	61%	55%	62%	43%	55%	58%
Unskilled Labor hard to get	30%	33%	28%	26%	29%	12%	21%	28%

TABLE 7E: Industry Responses

Industry Type	1	2	3	4	5	6	7	8
	International Economy	16%	0%	11%	5%	14%	5%	3%
National Economy	40%	21%	57%	25%	40%	24%	23%	18%
Local Economy	44%	79%	32%	70%	46%	71%	74%	78%

TABLE 8: IMPORTANT FACTORS IN BUSINESS DECISIONS

	ALL RESPONSES			FIRM SIZE		
		FOR-PROFIT	NOT-FOR-PROFIT	1-49	50-99	100+
LABOR COSTS	64%	63%	70%	63%	71%	68%
AVAILABLE SKILLED LABOR	41%	41%	48%	39%	55%	55%
GOVERNMENT REGULATIONS	38%	38%	55%	35%	47%	55%
STATE AND LOCAL TAXES	36%	35%	10%	38%	24%	17%
ENERGY COSTS	34%	35%	31%	36%	22%	23%
RENTAL COSTS	19%	20%	17%	21%	7%	10%
INTEREST RATES	17%	18%	10%	18%	19%	14%
AVAILABLE CREDIT	14%	15%	9%	14%	14%	12%
AVAILABLE UNSKILLED LABOR	10%	9%	16%	8%	16%	24%
AVAILABLE RAW MATERIAL	5%	5%	1%	5%	6%	4%
OTHER	22%	21%	33%	23%	19%	18%

	REGION									
	1	2	3	4	5	6	7	8	9	10
LABOR COSTS	65%	67%	69%	56%	60%	66%	55%	57%	65%	66%
AVAILABLE SKILLED LABOR	43%	46%	52%	46%	33%	36%	42%	33%	37%	35%
STATE AND LOCAL TAXES	28%	30%	25%	36%	47%	45%	46%	39%	50%	33%
ENERGY COSTS	23%	34%	32%	40%	42%	44%	39%	43%	44%	32%
GOVERNMENT REGULATIONS	30%	30%	35%	44%	51%	34%	49%	48%	38%	44%
INTEREST RATES	15%	18%	18%	8%	20%	21%	18%	24%	9%	27%
RENTAL COSTS	41%	21%	22%	20%	11%	11%	8%	10%	7%	9%
AVAILABLE CREDIT	20%	14%	14%	12%	0%	10%	11%	12%	18%	15%
AVAILABLE UNSKILLED LABOR	6%	11%	10%	15%	14%	8%	10%	6%	9%	14%
AVAILABLE RAW MATERIAL	6%	7%	4%	4%	6%	6%	1%	7%	3%	2%
OTHER	23%	22%	19%	19%	16%	19%	21%	21%	20%	23%

	INDUSTRY							
	1	2	3	4	5	6	7	8
LABOR COSTS	71%	71%	69%	58%	63%	53%	67%	66%
AVAILABLE SKILLED LABOR	19%	65%	42%	32%	41%	34%	50%	36%
STATE AND LOCAL TAXES	23%	34%	28%	44%	38%	32%	31%	35%
ENERGY COSTS	58%	17%	53%	39%	46%	37%	20%	52%
GOVERNMENT REGULATIONS	58%	34%	26%	31%	37%	44%	44%	32%
INTEREST RATES	23%	19%	12%	19%	13%	38%	12%	14%
RENTAL COSTS	7%	8%	8%	20%	24%	17%	25%	19%
AVAILABLE CREDIT	10%	12%	17%	20%	9%	16%	14%	9%
AVAILABLE UNSKILLED LABOR	7%	10%	12%	9%	11%	5%	11%	11%
AVAILABLE RAW MATERIAL	7%	9%	17%	8%	2%	1%	2%	3%
OTHER	17%	21%	16%	20%	16%	23%	24%	23%

NOTE: Columns total to 300% since each respondent indicated 3 factors.