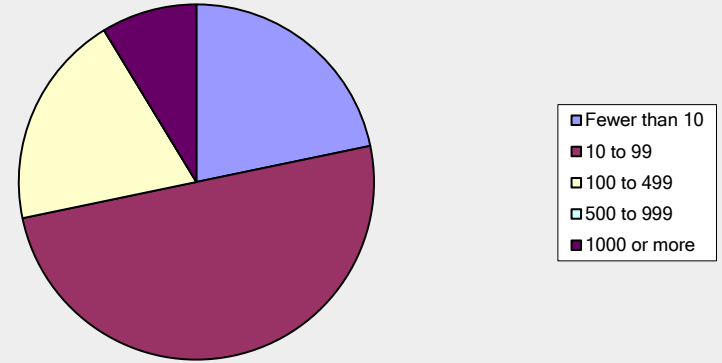


## New Jersey Business Pulse

Please indicate the New Jersey employment of your firm:

Answer Options	Response Percent	Response Count
Fewer than 10	21.74%	10
10 to 99	50.00%	23
100 to 499	19.57%	9
500 to 999	0.00%	0
1000 or more	8.70%	4
<b>Answered</b>		<b>46</b>
<b>Skipped</b>		<b>1</b>

Please indicate the New Jersey employment of your firm:

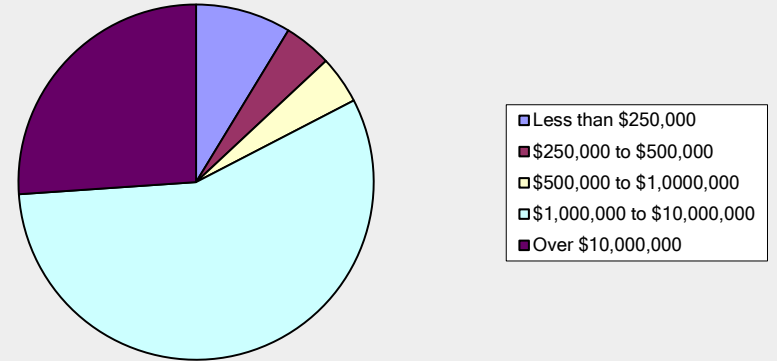


## New Jersey Business Pulse

Please indicate the annual New Jersey revenues of your firm:

Answer Options	Response Percent	Response Count
Less than \$250,000	8.70%	4
\$250,000 to \$500,000	4.35%	2
\$500,000 to \$1,000,000	4.35%	2
\$1,000,000 to \$10,000,000	56.52%	26
Over \$10,000,000	26.09%	12
<b>Answered</b>		<b>46</b>
<b>Skipped</b>		<b>1</b>

Please indicate the annual New Jersey revenues of your firm:

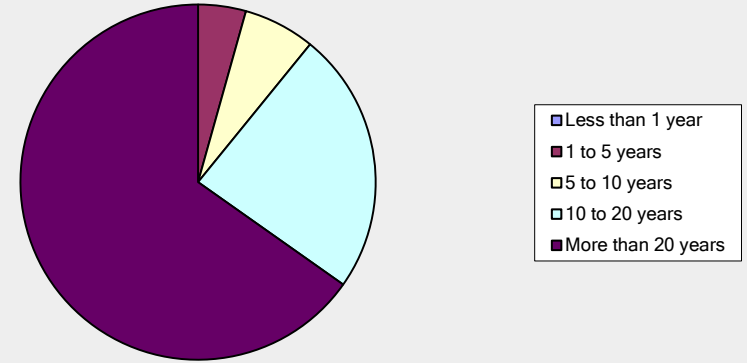


## New Jersey Business Pulse

How long has your firm been doing business in New Jersey?

Answer Options	Response Percent	Response Count
Less than 1 year	0.00%	0
1 to 5 years	4.35%	2
5 to 10 years	6.52%	3
10 to 20 years	23.91%	11
More than 20 years	65.22%	30
<b>Answered</b>		<b>46</b>
<b>Skipped</b>		<b>1</b>

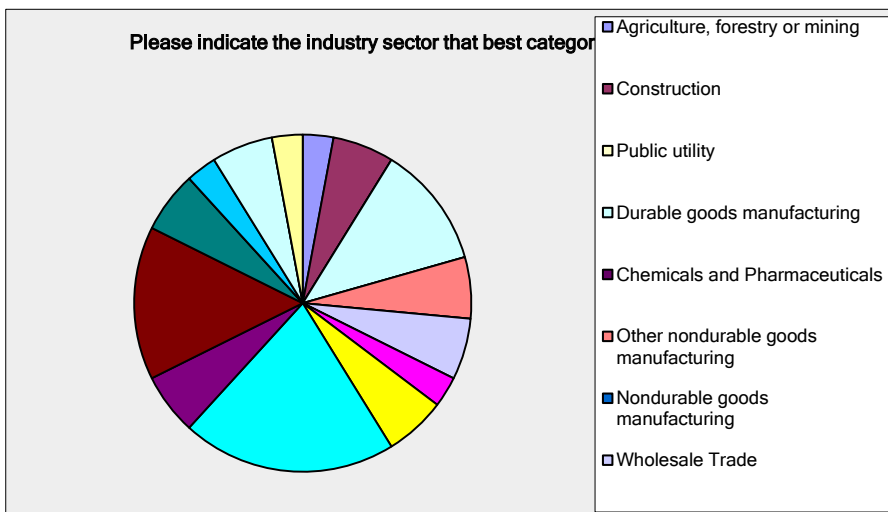
How long has your firm been doing business in New Jersey?



## New Jersey Business Pulse

Please indicate the industry sector that best categorizes your company:

Answer Options	Response Percent	Response Count
Agriculture, forestry or mining	2.17%	1
Construction	4.35%	2
Public utility	0.00%	0
Durable goods manufacturing	8.70%	4
Chemicals and Pharmaceuticals	0.00%	0
Other nondurable goods manufacturing	4.35%	2
Nondurable goods manufacturing	0.00%	0
Wholesale Trade	4.35%	2
Retail Trade	0.00%	0
Transportation and warehousing	2.17%	1
Information (including broadcasting and telecommur	4.35%	2
Finance and Insurance	15.22%	7
Real Estate	4.35%	2
Professional, scientific and technical services	10.87%	5
Consulting	4.35%	2
Administrative and office services (including waste r	0.00%	0
Education	2.17%	1
Health Care and social services	4.35%	2
Arts, entertainment and recreation	0.00%	0
Accommodation and food services	2.17%	1
Other	26.09%	12
<b>Answered</b>		<b>46</b>
<b>Skipped</b>		<b>1</b>

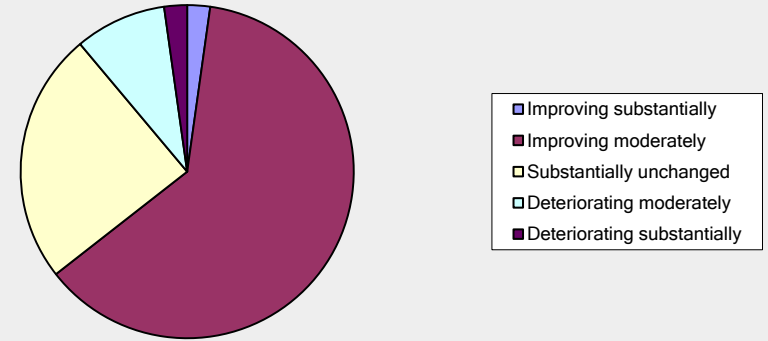


## New Jersey Business Pulse

Over the last month, general (US or global) business conditions have been:

Answer Options	Response Percent	Response Count
Improving substantially	2.22%	1
Improving moderately	62.22%	28
Substantially unchanged	24.44%	11
Deteriorating moderately	8.89%	4
Deteriorating substantially	2.22%	1
<b>Answered</b>		<b>45</b>
<b>Skipped</b>		<b>2</b>

Over the last month, general (US or global) business conditions have been:

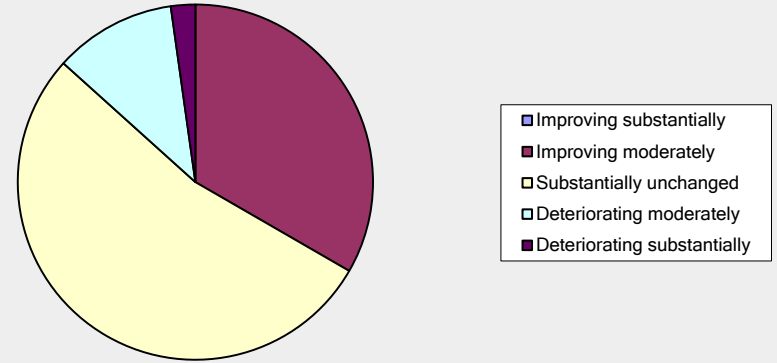


## New Jersey Business Pulse

Over the last month, New Jersey business conditions have been:

Answer Options	Response Percent	Response Count
Improving substantially	0.00%	0
Improving moderately	33.33%	15
Substantially unchanged	53.33%	24
Deteriorating moderately	11.11%	5
Deteriorating substantially	2.22%	1
<b>Answered</b>		<b>45</b>
<b>Skipped</b>		<b>2</b>

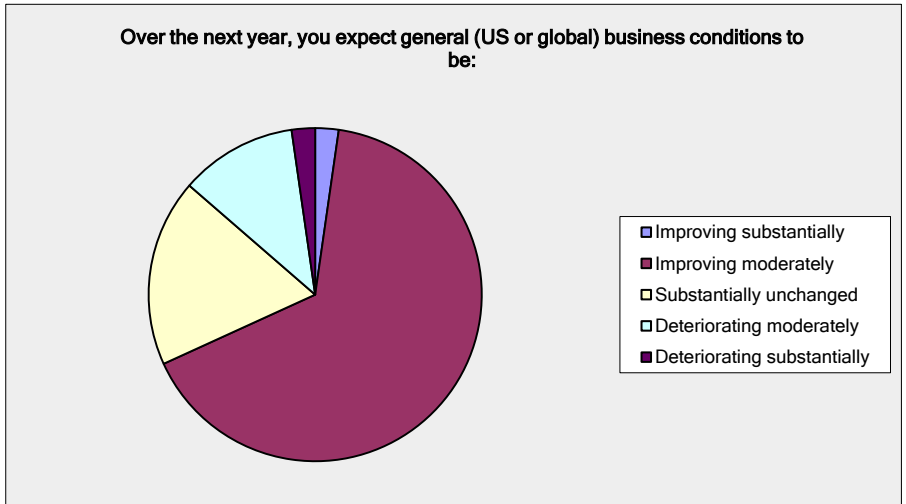
Over the last month, New Jersey business conditions have been:



## New Jersey Business Pulse

Over the next year, you expect general (US or global) business conditions to be:

Answer Options	Response Percent	Response Count
Improving substantially	2.27%	1
Improving moderately	65.91%	29
Substantially unchanged	18.18%	8
Deteriorating moderately	11.36%	5
Deteriorating substantially	2.27%	1
<b>Answered</b>		<b>44</b>
<b>Skipped</b>		<b>3</b>

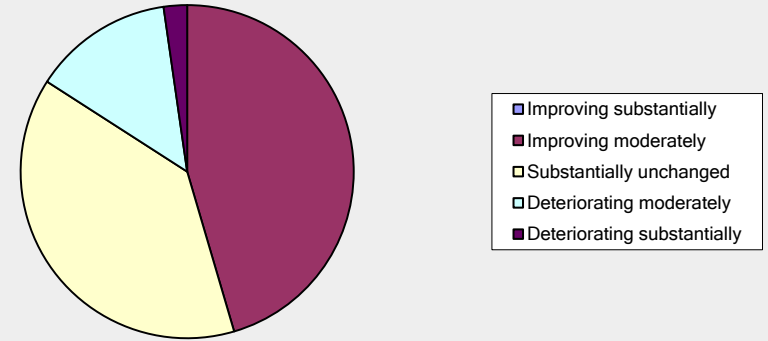


## New Jersey Business Pulse

Over the next year, you expect New Jersey business conditions to be:

Answer Options	Response Percent	Response Count
Improving substantially	0.00%	0
Improving moderately	45.45%	20
Substantially unchanged	38.64%	17
Deteriorating moderately	13.64%	6
Deteriorating substantially	2.27%	1
<b>Answered</b>		<b>44</b>
<b>Skipped</b>		<b>3</b>

Over the next year, you expect New Jersey business conditions to be:



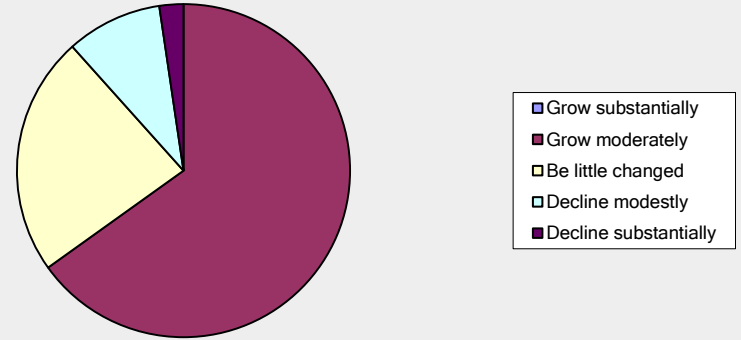


## New Jersey Business Pulse

Over the next year, you expect your company's New Jersey revenues to:

Answer Options	Response Percent	Response Count
Grow substantially	0.00%	0
Grow moderately	65.12%	28
Be little changed	23.26%	10
Decline modestly	9.30%	4
Decline substantially	2.33%	1
<b>Answered</b>		<b>43</b>
<b>Skipped</b>		<b>4</b>

Over the next year, you expect your company's New Jersey revenues to:

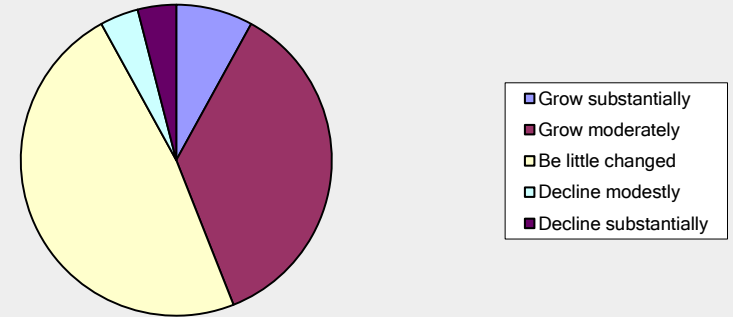


## New Jersey Business Pulse

Over the next year, you expect your company's revenues outside of New Jersey to:  
(Please skip if your company has no establishments outside of New Jersey.)

Answer Options	Response Percent	Response Count
Grow substantially	8.00%	2
Grow moderately	36.00%	9
Be little changed	48.00%	12
Decline modestly	4.00%	1
Decline substantially	4.00%	1
<b>Answered</b>		<b>25</b>
<b>Skipped</b>		<b>22</b>

Over the next year, you expect your company's revenues outside of New Jersey to: (Please skip if your company has no establishments outside of New Jersey.)

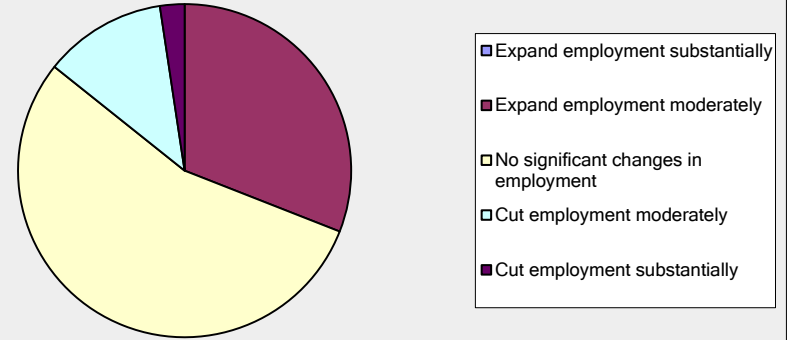


## New Jersey Business Pulse

Please rate your company's plans to change employment in the near term in New Jersey:

Answer Options	Response Percent	Response Count
Expand employment substantially	0.00%	0
Expand employment moderately	30.95%	13
No significant changes in employment	54.76%	23
Cut employment moderately	11.90%	5
Cut employment substantially	2.38%	1
<b>Answered</b>		<b>42</b>
<b>Skipped</b>		<b>5</b>

Please rate your company's plans to change employment in the near term in New Jersey:

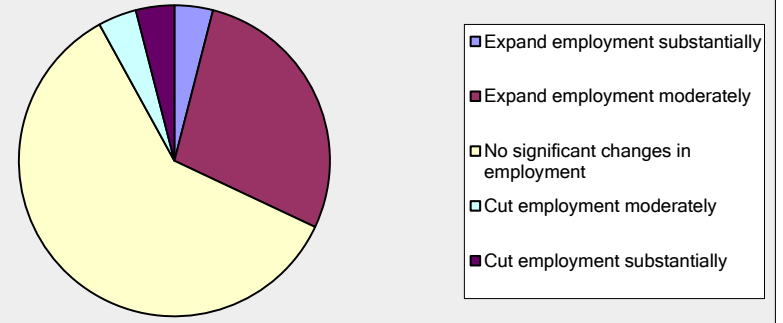


## New Jersey Business Pulse

Please rate your company's plans to change employment in the near term outside of New Jersey: (Please skip if your company only operates in New Jersey.)

Answer Options	Response Percent	Response Count
Expand employment substantially	4.00%	1
Expand employment moderately	28.00%	7
No significant changes in employment	60.00%	15
Cut employment moderately	4.00%	1
Cut employment substantially	4.00%	1
<b>Answered</b>		<b>25</b>
<b>Skipped</b>		<b>22</b>

Please rate your company's plans to change employment in the near term outside of New Jersey: (Please skip if your company only operates in New Jersey.)

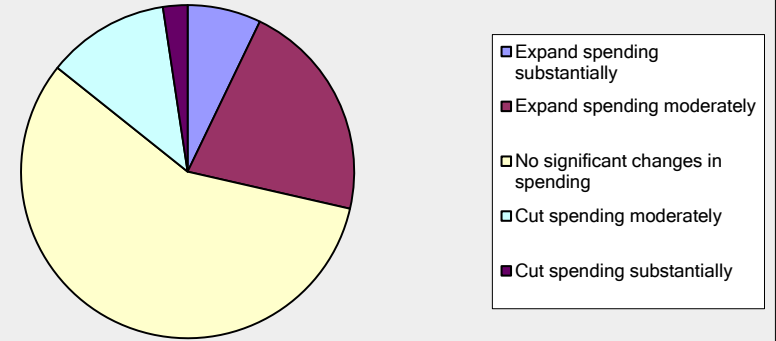


## New Jersey Business Pulse

Please rate your company's near-term New Jersey capital spending plans:

Answer Options	Response Percent	Response Count
Expand spending substantially	7.14%	3
Expand spending moderately	21.43%	9
No significant changes in spending	57.14%	24
Cut spending moderately	11.90%	5
Cut spending substantially	2.38%	1
<b>Answered</b>		<b>42</b>
<b>Skipped</b>		<b>5</b>

Please rate your company's near-term New Jersey capital spending plans:

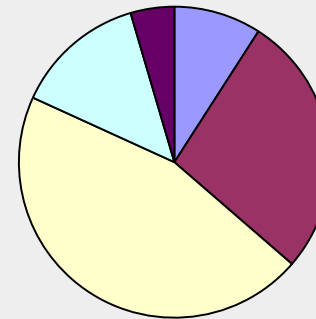


## New Jersey Business Pulse

Please rate your company's near-term capital spending plans outside of New Jersey:  
(Please skip if your company only operates in New Jersey.)

Answer Options	Response Percent	Response Count
Expand spending substantially	9.09%	2
Expand spending moderately	27.27%	6
No significant changes in spending	45.45%	10
Cut spending moderately	13.64%	3
Cut spending substantially	4.55%	1
<b>Answered</b>		<b>22</b>
<b>Skipped</b>		<b>25</b>

Please rate your company's near-term capital spending plans outside of New Jersey: (Please skip if your company only operates in New Jersey.)



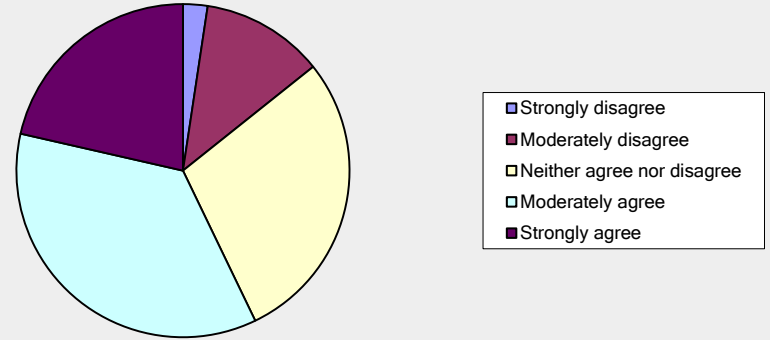
- Expand spending substantially
- Expand spending moderately
- No significant changes in spending
- Cut spending moderately
- Cut spending substantially

## New Jersey Business Pulse

My company is having difficulty finding qualified candidates for open positions in New Jersey:

Answer Options	Response Percent	Response Count
Strongly disagree	2.38%	1
Moderately disagree	11.90%	5
Neither agree nor disagree	28.57%	12
Moderately agree	35.71%	15
Strongly agree	21.43%	9
<b>Answered</b>		<b>42</b>
<b>Skipped</b>		<b>5</b>

My company is having difficulty finding qualified candidates for open positions in New Jersey:

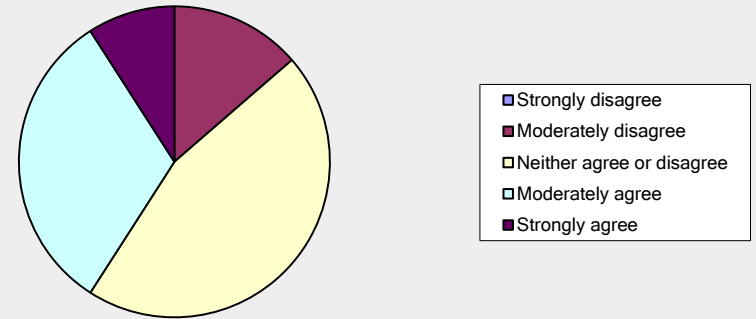


## New Jersey Business Pulse

My company is having difficulty finding qualified candidates for open positions outside of New Jersey: (Please skip if your company only operates in New Jersey.)

Answer Options	Response Percent	Response Count
Strongly disagree	0.00%	0
Moderately disagree	13.64%	3
Neither agree or disagree	45.45%	10
Moderately agree	31.82%	7
Strongly agree	9.09%	2
<b>Answered</b>		<b>22</b>
<b>Skipped</b>		<b>25</b>

My company is having difficulty finding qualified candidates for open positions outside of New Jersey: (Please skip if your company only operates in New Jersey.)



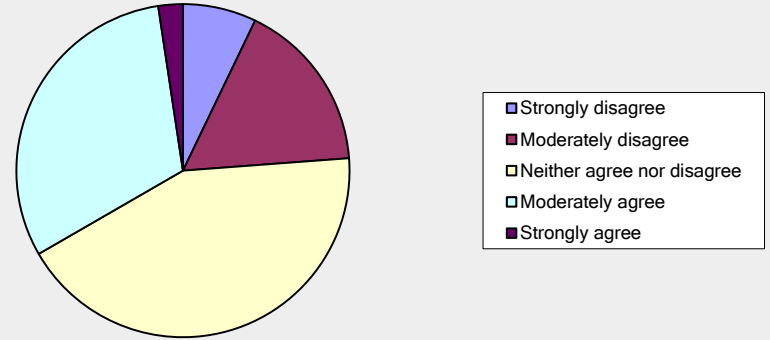


## New Jersey Business Pulse

My company has recently increased the prices it charges its customers:

Answer Options	Response Percent	Response Count
Strongly disagree	7.14%	3
Moderately disagree	16.67%	7
Neither agree nor disagree	42.86%	18
Moderately agree	30.95%	13
Strongly agree	2.38%	1
<b>Answered</b>		<b>42</b>
<b>Skipped</b>		<b>5</b>

My company has recently increased the prices it charges its customers:



## New Jersey Business Pulse

My company has recently paid more for the products and services it uses:

Answer Options	Response Percent	Response Count
Strongly disagree	2.44%	1
Moderately disagree	7.32%	3
Neither agree nor disagree	24.39%	10
Moderately agree	58.54%	24
Strongly agree	7.32%	3
<b>Answered</b>		<b>41</b>
<b>Skipped</b>		<b>6</b>

My company has recently paid more for the products and services it uses:

