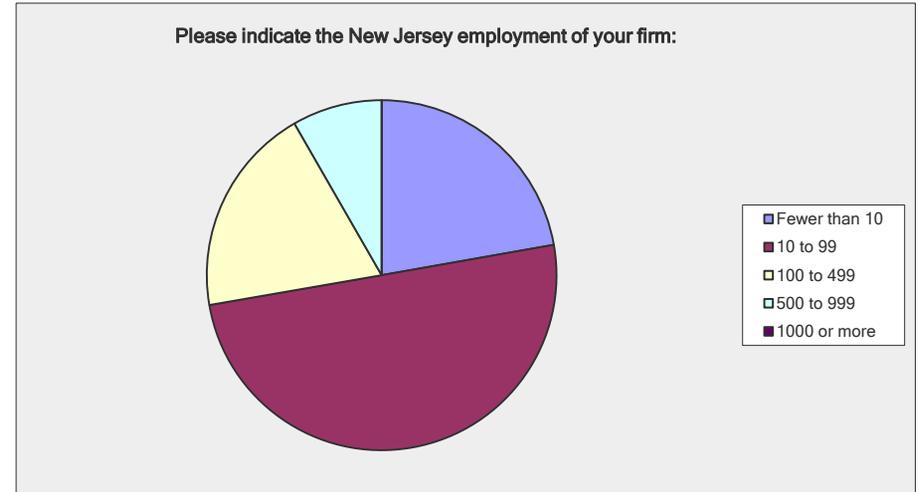


New Jersey Business Pulse

Please indicate the New Jersey employment of your firm:

| Answer Options | Response Percent | Response Count |
|--------------------------|------------------|----------------|
| Fewer than 10 | 22.2% | 8 |
| 10 to 99 | 50.0% | 18 |
| 100 to 499 | 19.4% | 7 |
| 500 to 999 | 8.3% | 3 |
| 1000 or more | 0.0% | 0 |
| answered question | | 36 |
| skipped question | | 0 |

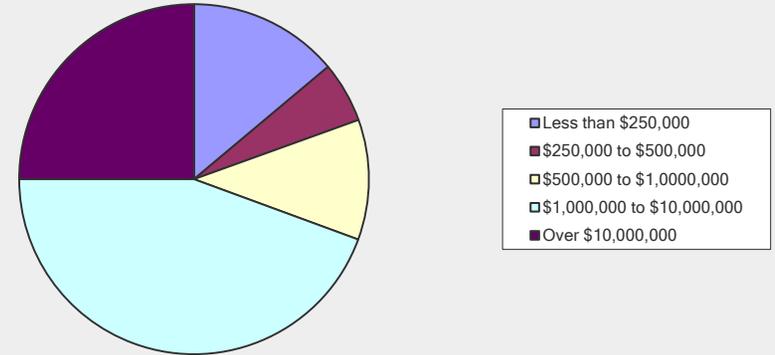


New Jersey Business Pulse

Please indicate the annual New Jersey revenues of your firm:

| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Less than \$250,000 | 13.9% | 5 |
| \$250,000 to \$500,000 | 5.6% | 2 |
| \$500,000 to \$1,000,000 | 11.1% | 4 |
| \$1,000,000 to \$10,000,000 | 44.4% | 16 |
| Over \$10,000,000 | 25.0% | 9 |
| <i>answered question</i> | | 36 |
| <i>skipped question</i> | | 0 |

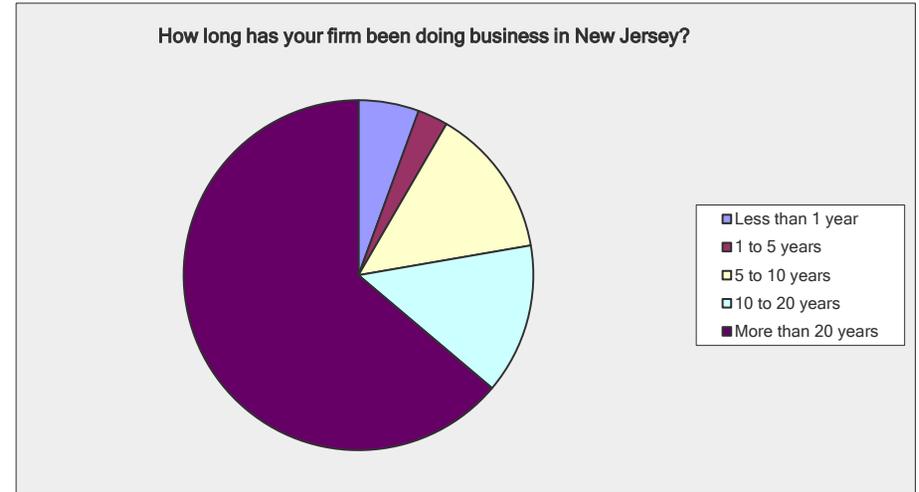
Please indicate the annual New Jersey revenues of your firm:



New Jersey Business Pulse

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

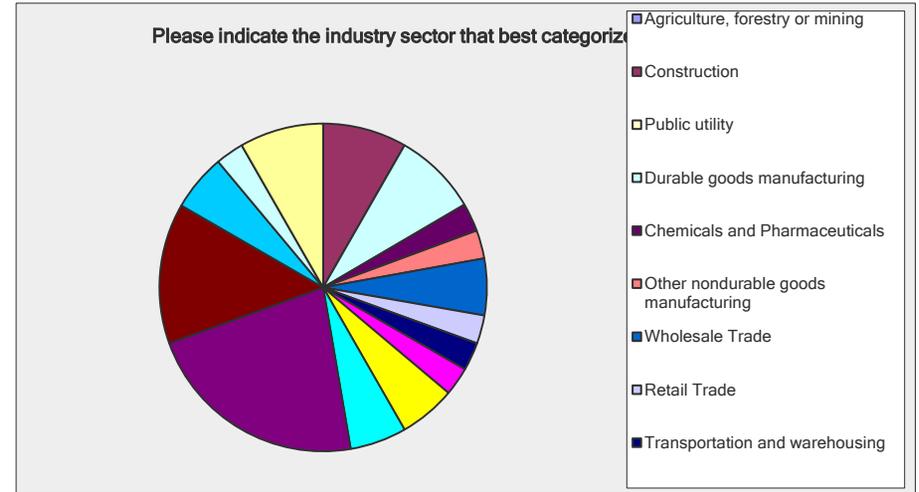
| Answer Options | Response Percent | Response Count |
|--------------------------|------------------|----------------|
| Less than 1 year | 5.6% | 2 |
| 1 to 5 years | 2.8% | 1 |
| 5 to 10 years | 13.9% | 5 |
| 10 to 20 years | 13.9% | 5 |
| More than 20 years | 63.9% | 23 |
| answered question | | 36 |
| skipped question | | 0 |



New Jersey Business Pulse

Please indicate the industry sector that best categorizes your company:

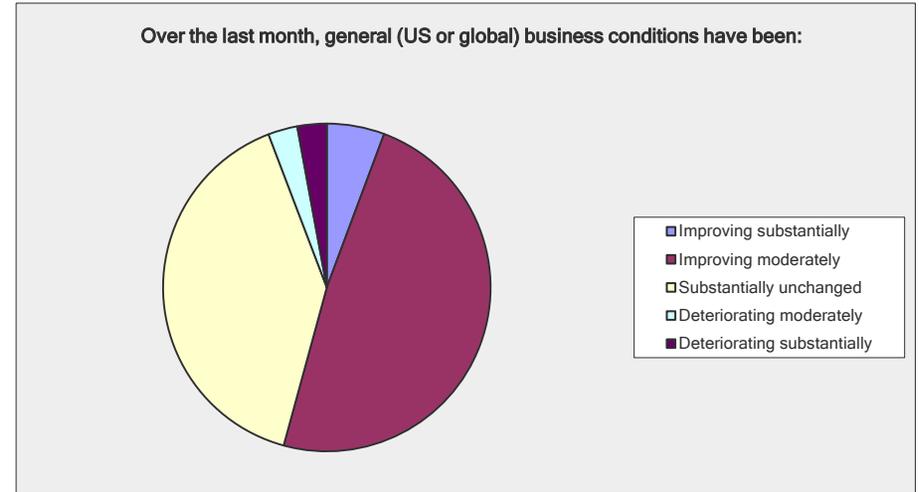
| Answer Options | Response Percent | Response Count |
|---|------------------|----------------|
| Agriculture, forestry or mining | 0.0% | 0 |
| Construction | 8.3% | 3 |
| Public utility | 0.0% | 0 |
| Durable goods manufacturing | 8.3% | 3 |
| Chemicals and Pharmaceuticals | 2.8% | 1 |
| Other nondurable goods manufacturing | 2.8% | 1 |
| Wholesale Trade | 5.6% | 2 |
| Retail Trade | 2.8% | 1 |
| Transportation and warehousing | 2.8% | 1 |
| Information (including broadcasting and | 2.8% | 1 |
| Finance and Insurance | 5.6% | 2 |
| Real Estate | 5.6% | 2 |
| Professional, scientific and technical services | 22.2% | 8 |
| Consulting | 13.9% | 5 |
| Administrative and office services (including waste | 0.0% | 0 |
| Education | 0.0% | 0 |
| Health Care and social services | 5.6% | 2 |
| Arts, entertainment and recreation | 2.8% | 1 |
| Accommodation and food services | 0.0% | 0 |
| Other | 8.3% | 3 |
| answered question | | 36 |
| skipped question | | 0 |



New Jersey Business Pulse

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

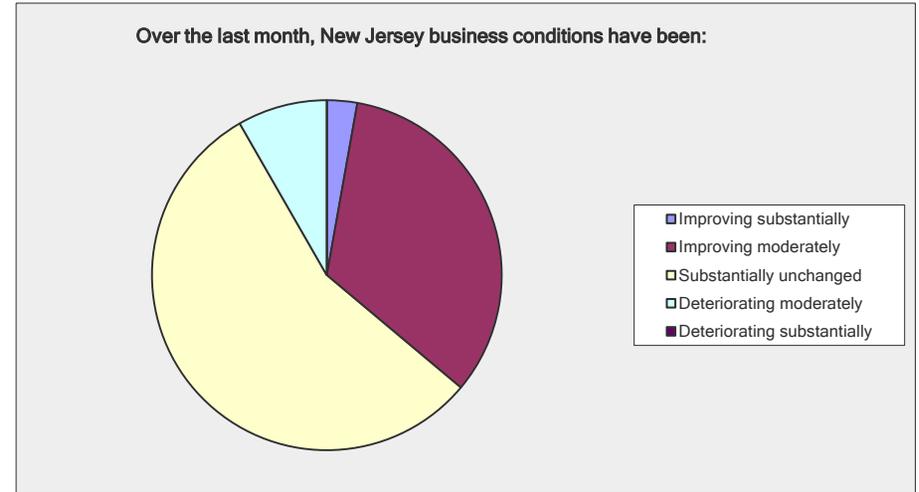
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 5.7% | 2 |
| Improving moderately | 48.6% | 17 |
| Substantially unchanged | 40.0% | 14 |
| Deteriorating moderately | 2.9% | 1 |
| Deteriorating substantially | 2.9% | 1 |
| answered question | | 35 |
| skipped question | | 1 |



New Jersey Business Pulse

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

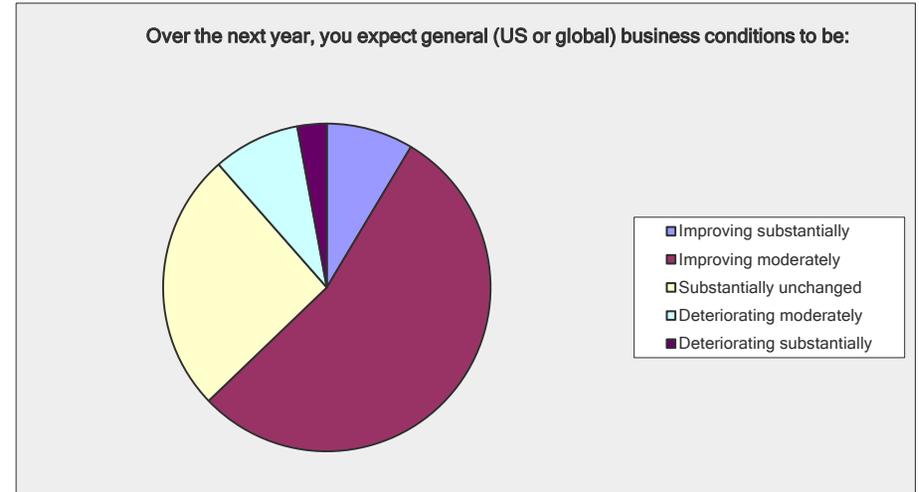
| Answer Options | Response Percent | Response Count |
|---------------------------------|------------------|----------------|
| Improving substantially | 2.8% | 1 |
| Improving moderately | 33.3% | 12 |
| Substantially unchanged | 55.6% | 20 |
| Deteriorating moderately | 8.3% | 3 |
| Deteriorating substantially | 0.0% | 0 |
| <i>answered question</i> | | 36 |
| <i>skipped question</i> | | 0 |



New Jersey Business Pulse

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

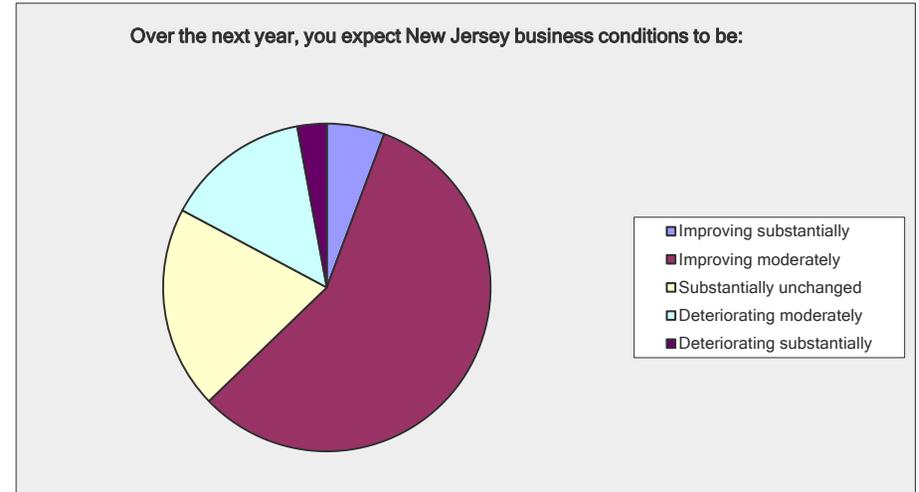
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 8.6% | 3 |
| Improving moderately | 54.3% | 19 |
| Substantially unchanged | 25.7% | 9 |
| Deteriorating moderately | 8.6% | 3 |
| Deteriorating substantially | 2.9% | 1 |
| answered question | | 35 |
| skipped question | | 1 |



New Jersey Business Pulse

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

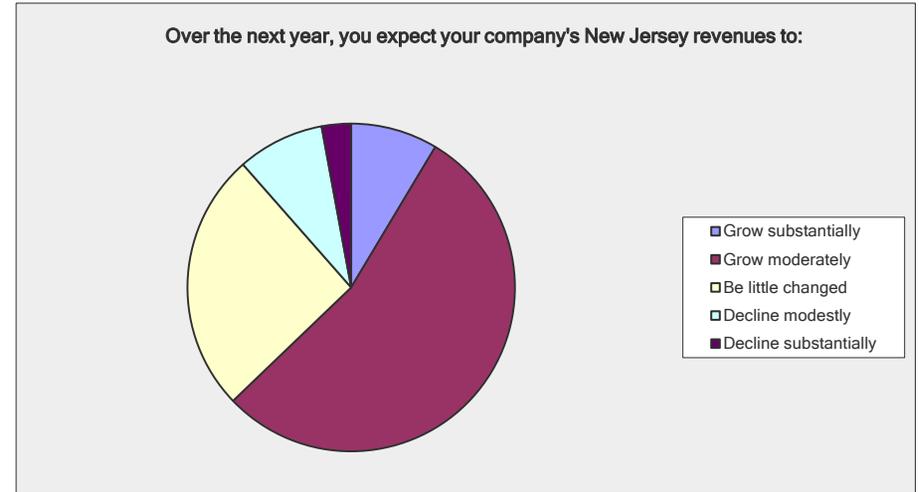
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 5.7% | 2 |
| Improving moderately | 57.1% | 20 |
| Substantially unchanged | 20.0% | 7 |
| Deteriorating moderately | 14.3% | 5 |
| Deteriorating substantially | 2.9% | 1 |
| <i>answered question</i> | | 35 |
| <i>skipped question</i> | | 1 |



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 | 8.6% | 3 |
| Grow moderately | 54.3% | 19 |
| Be little changed | 25.7% | 9 |
| Decline modestly | 8.6% | 3 |
| Decline substantially | 2.9% | 1 |
| answered question | | 35 |
| skipped question | | 1 |

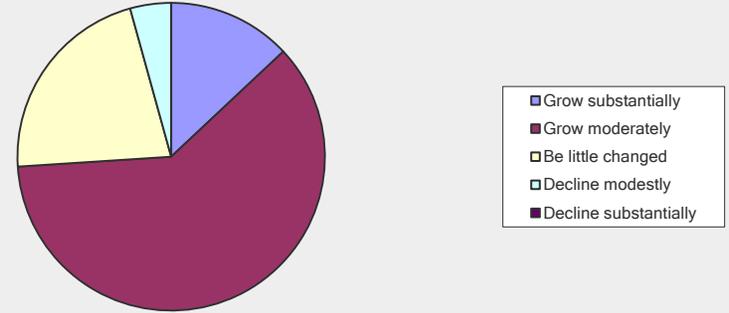


New Jersey Business Pulse

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 | 13.0% | 3 |
| Grow moderately | 60.9% | 14 |
| Be little changed | 21.7% | 5 |
| Decline modestly | 4.3% | 1 |
| Decline substantially | 0.0% | 0 |
| answered question | | 23 |
| skipped question | | 13 |

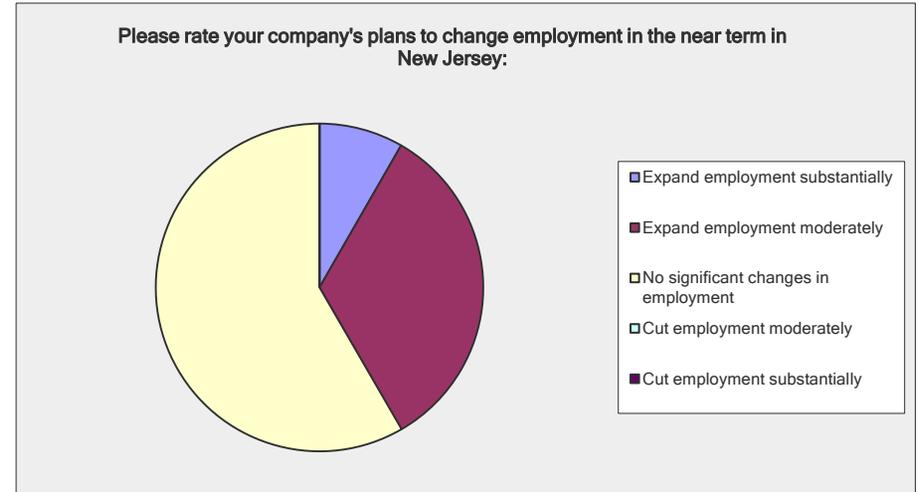
Over the next year, you expect your company's revenues outside of New Jersey to: (Please skip if your company has no establishments outside of New Jersey.)



New Jersey Business Pulse

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

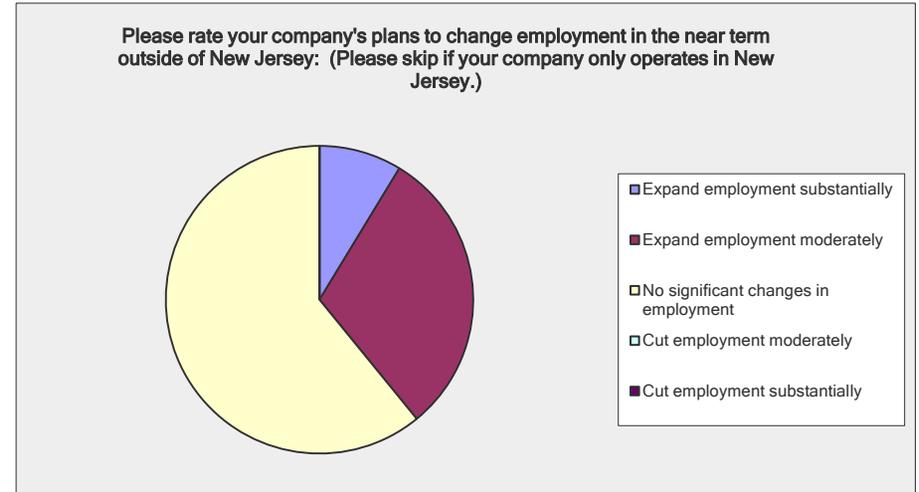
| Answer Options | Response Percent | Response Count |
|--------------------------------------|------------------|----------------|
| Expand employment substantially | 8.3% | 3 |
| Expand employment moderately | 33.3% | 12 |
| No significant changes in employment | 58.3% | 21 |
| Cut employment moderately | 0.0% | 0 |
| Cut employment substantially | 0.0% | 0 |
| <i>answered question</i> | | 36 |
| <i>skipped question</i> | | 0 |



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 | 8.7% | 2 |
| Expand employment moderately | 30.4% | 7 |
| No significant changes in employment | 60.9% | 14 |
| Cut employment moderately | 0.0% | 0 |
| Cut employment substantially | 0.0% | 0 |
| <i>answered question</i> | | 23 |
| <i>skipped question</i> | | 13 |

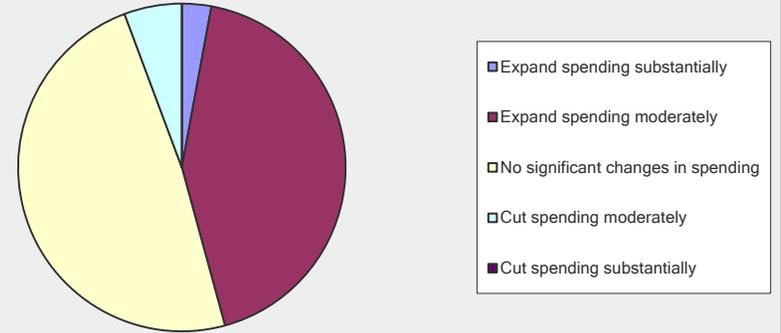


New Jersey Business Pulse

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

| Answer Options | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially | 2.9% | 1 |
| Expand spending moderately | 42.9% | 15 |
| No significant changes in spending | 48.6% | 17 |
| Cut spending moderately | 5.7% | 2 |
| Cut spending substantially | 0.0% | 0 |
| answered question | | 35 |
| skipped question | | 1 |

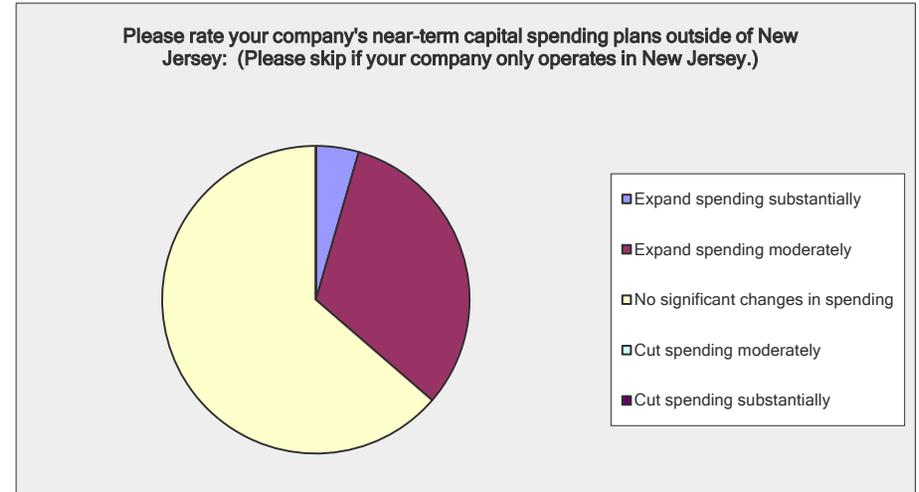
Please rate your company's near-term New Jersey capital spending plans:



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.)

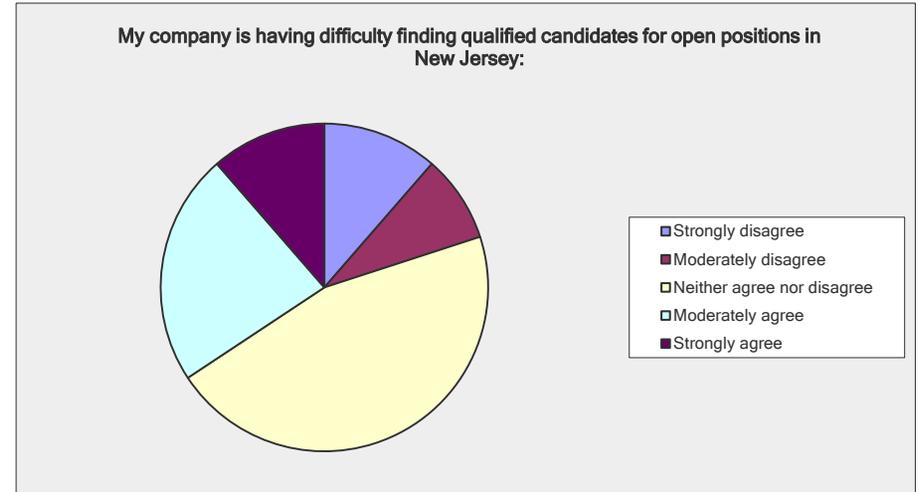
| Answer Options | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially | 4.5% | 1 |
| Expand spending moderately | 31.8% | 7 |
| No significant changes in spending | 63.6% | 14 |
| Cut spending moderately | 0.0% | 0 |
| Cut spending substantially | 0.0% | 0 |
| <i>answered question</i> | | 22 |
| <i>skipped question</i> | | 14 |



New Jersey Business Pulse

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

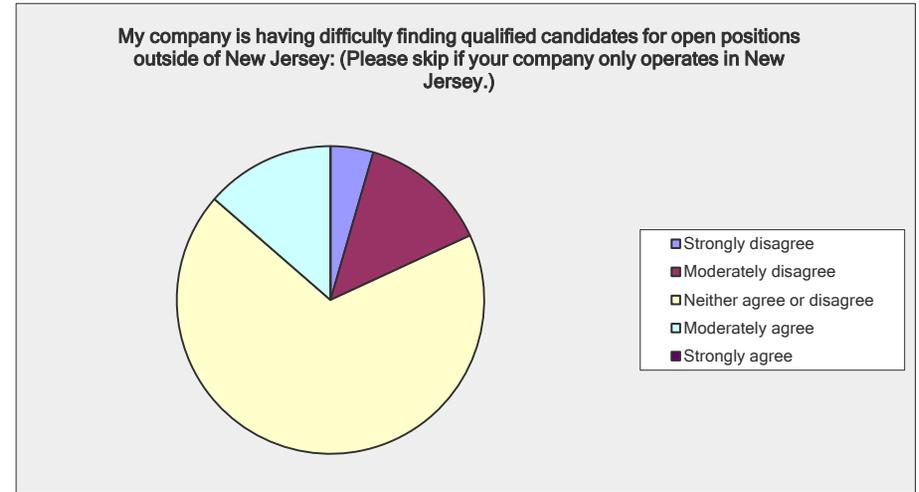
| Answer Options | Response Percent | Response Count |
|----------------------------|------------------|----------------|
| Strongly disagree | 11.4% | 4 |
| Moderately disagree | 8.6% | 3 |
| Neither agree nor disagree | 45.7% | 16 |
| Moderately agree | 22.9% | 8 |
| Strongly agree | 11.4% | 4 |
| <i>answered question</i> | | 35 |
| <i>skipped question</i> | | 1 |



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 | 4.5% | 1 |
| Moderately disagree | 13.6% | 3 |
| Neither agree or disagree | 68.2% | 15 |
| Moderately agree | 13.6% | 3 |
| Strongly agree | 0.0% | 0 |
| <i>answered question</i> | | 22 |
| <i>skipped question</i> | | 14 |

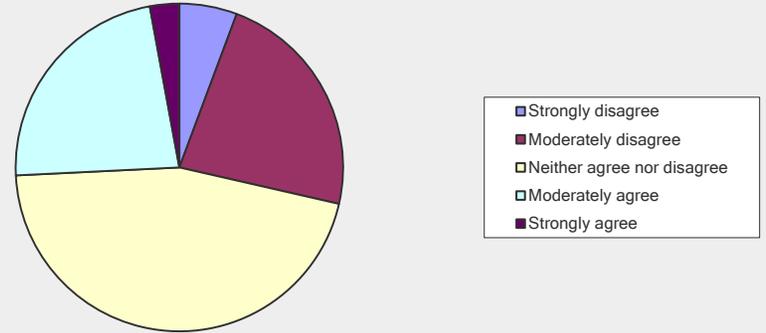


New Jersey Business Pulse

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

| Answer Options | Response Percent | Response Count |
|----------------------------|------------------|----------------|
| Strongly disagree | 5.7% | 2 |
| Moderately disagree | 22.9% | 8 |
| Neither agree nor disagree | 45.7% | 16 |
| Moderately agree | 22.9% | 8 |
| Strongly agree | 2.9% | 1 |
| answered question | | 35 |
| skipped question | | 1 |

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 | 0.0% | 0 |
| Moderately disagree | 12.1% | 4 |
| Neither agree nor disagree | 33.3% | 11 |
| Moderately agree | 45.5% | 15 |
| Strongly agree | 9.1% | 3 |
| <i>answered question</i> | | 33 |
| <i>skipped question</i> | | 3 |

