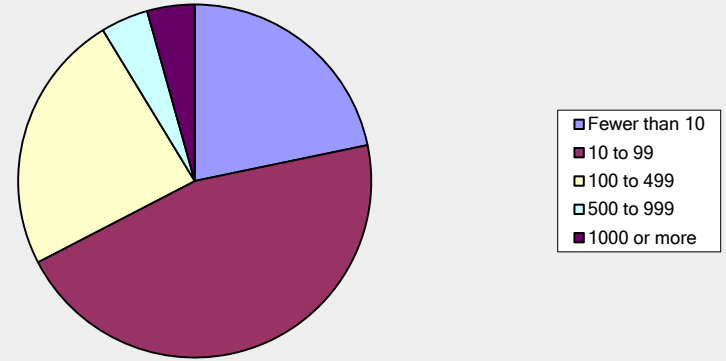


New Jersey Business Pulse

Please indicate the New Jersey employment of your firm:

| Answer Options | Response Percent | Response Count |
|-----------------|------------------|----------------|
| Fewer than 10 | 21.74% | 10 |
| 10 to 99 | 45.65% | 21 |
| 100 to 499 | 23.91% | 11 |
| 500 to 999 | 4.35% | 2 |
| 1000 or more | 4.35% | 2 |
| Answered | | 46 |
| Skipped | | 0 |

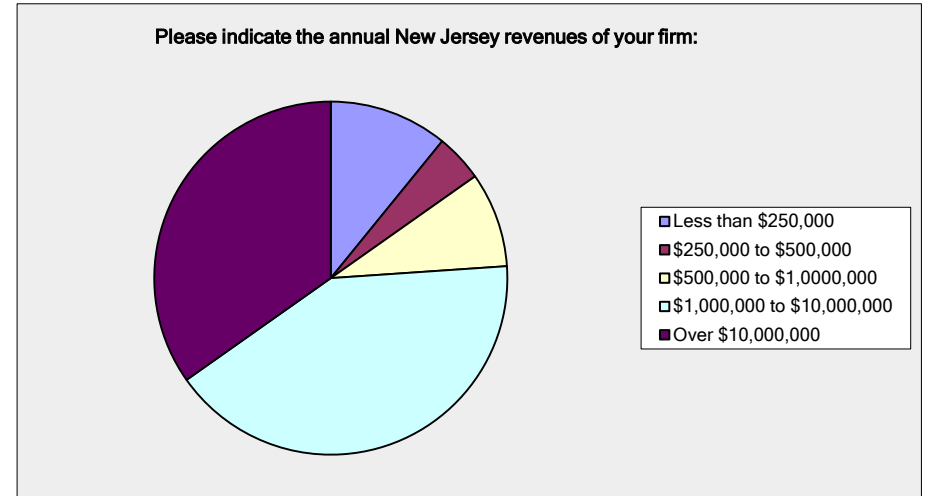
Please indicate the New Jersey employment of your firm:



New Jersey Business Pulse

Please indicate the annual New Jersey revenues of your firm:

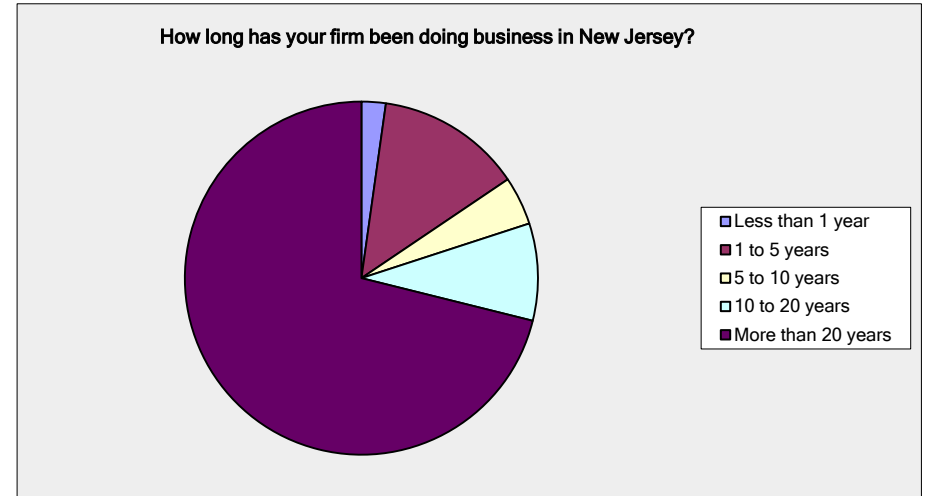
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Less than \$250,000 | 10.87% | 5 |
| \$250,000 to \$500,000 | 4.35% | 2 |
| \$500,000 to \$1,000,000 | 8.70% | 4 |
| \$1,000,000 to \$10,000,000 | 41.30% | 19 |
| Over \$10,000,000 | 34.78% | 16 |
| Answered | | 46 |
| Skipped | | 0 |



New Jersey Business Pulse

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

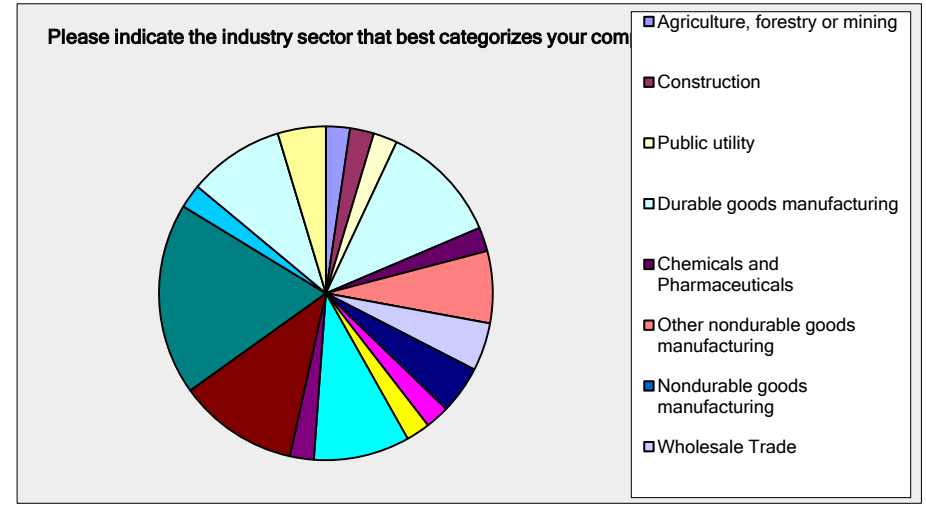
| Answer Options | Response Percent | Response Count |
|--------------------|------------------|----------------|
| Less than 1 year | 2.22% | 1 |
| 1 to 5 years | 13.33% | 6 |
| 5 to 10 years | 4.44% | 2 |
| 10 to 20 years | 8.89% | 4 |
| More than 20 years | 71.11% | 32 |
| Answered | | 45 |
| Skipped | | 1 |



New Jersey Business Pulse

Please indicate the industry sector that best categorizes your company:

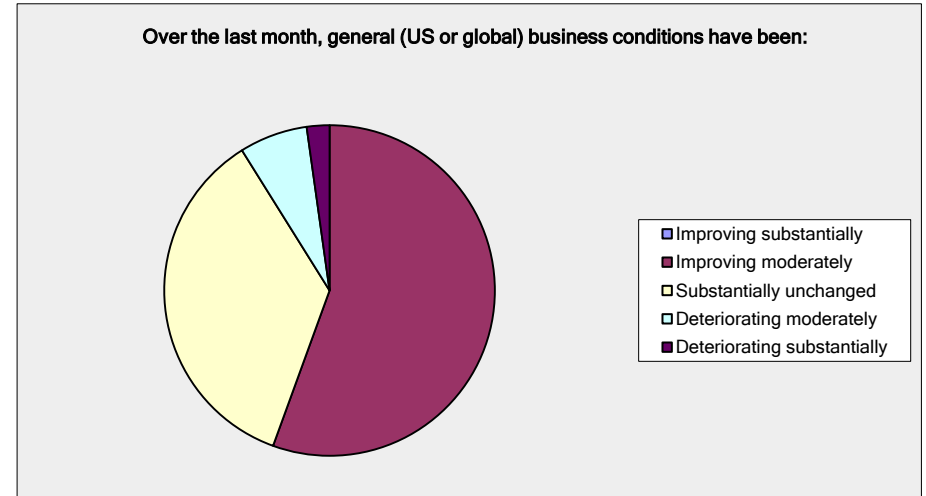
| Answer Options | Response Percent | Response Count |
|---|------------------|----------------|
| Agriculture, forestry or mining | 2.17% | 1 |
| Construction | 2.17% | 1 |
| Public utility | 2.17% | 1 |
| Durable goods manufacturing | 10.87% | 5 |
| Chemicals and Pharmaceuticals | 2.17% | 1 |
| Other nondurable goods manufacturing | 6.52% | 3 |
| Nondurable goods manufacturing | 0.00% | 0 |
| Wholesale Trade | 4.35% | 2 |
| Retail Trade | 4.35% | 2 |
| Transportation and warehousing | 2.17% | 1 |
| Information (including broadcasting and telecommun | 2.17% | 1 |
| Finance and Insurance | 8.70% | 4 |
| Real Estate | 2.17% | 1 |
| Professional, scientific and technical services | 10.87% | 5 |
| Consulting | 17.39% | 8 |
| Administrative and office services (including waste n | 0.00% | 0 |
| Education | 2.17% | 1 |
| Health Care and social services | 8.70% | 4 |
| Arts, entertainment and recreation | 0.00% | 0 |
| Accommodation and food services | 4.35% | 2 |
| Other | 6.52% | 3 |
| Answered | | 46 |
| Skipped | | 0 |



New Jersey Business Pulse

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

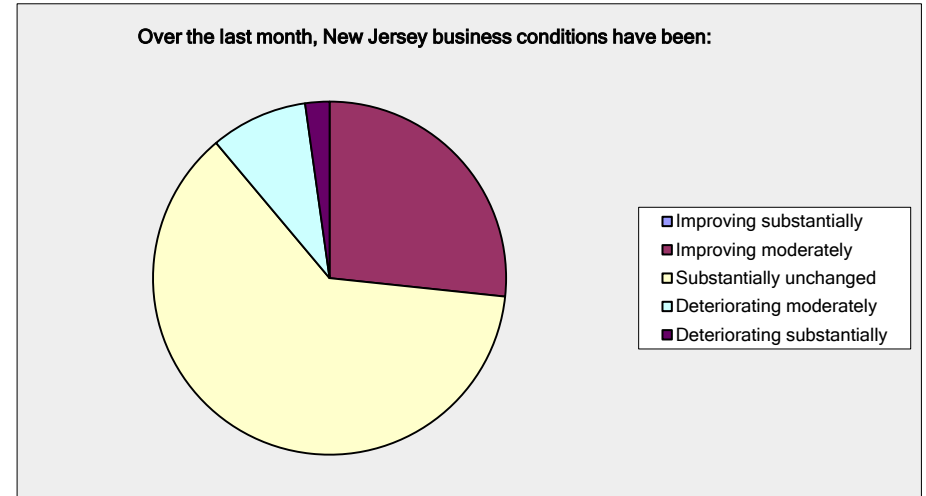
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 0.00% | 0 |
| Improving moderately | 55.56% | 25 |
| Substantially unchanged | 35.56% | 16 |
| Deteriorating moderately | 6.67% | 3 |
| Deteriorating substantially | 2.22% | 1 |
| Answered | | 45 |
| Skipped | | 1 |



New Jersey Business Pulse

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

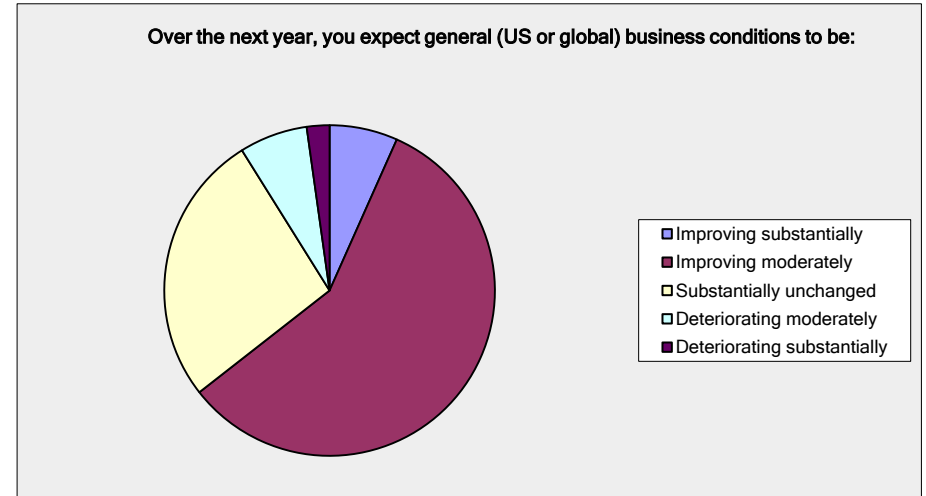
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 0.00% | 0 |
| Improving moderately | 26.67% | 12 |
| Substantially unchanged | 62.22% | 28 |
| Deteriorating moderately | 8.89% | 4 |
| Deteriorating substantially | 2.22% | 1 |
| Answered | | 45 |
| Skipped | | 1 |



New Jersey Business Pulse

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

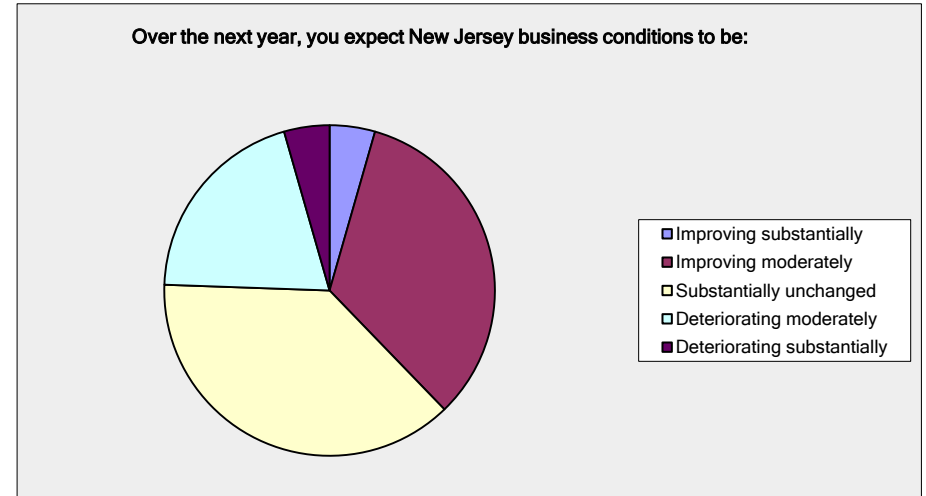
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 6.67% | 3 |
| Improving moderately | 57.78% | 26 |
| Substantially unchanged | 26.67% | 12 |
| Deteriorating moderately | 6.67% | 3 |
| Deteriorating substantially | 2.22% | 1 |
| Answered | | 45 |
| Skipped | | 1 |



New Jersey Business Pulse

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

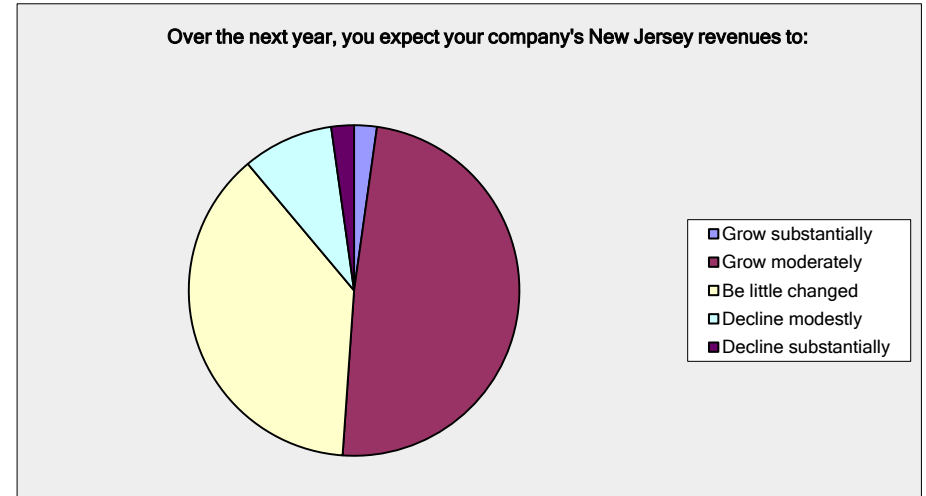
| Answer Options | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially | 4.44% | 2 |
| Improving moderately | 33.33% | 15 |
| Substantially unchanged | 37.78% | 17 |
| Deteriorating moderately | 20.00% | 9 |
| Deteriorating substantially | 4.44% | 2 |
| Answered | | 45 |
| Skipped | | 1 |



New Jersey Business Pulse

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

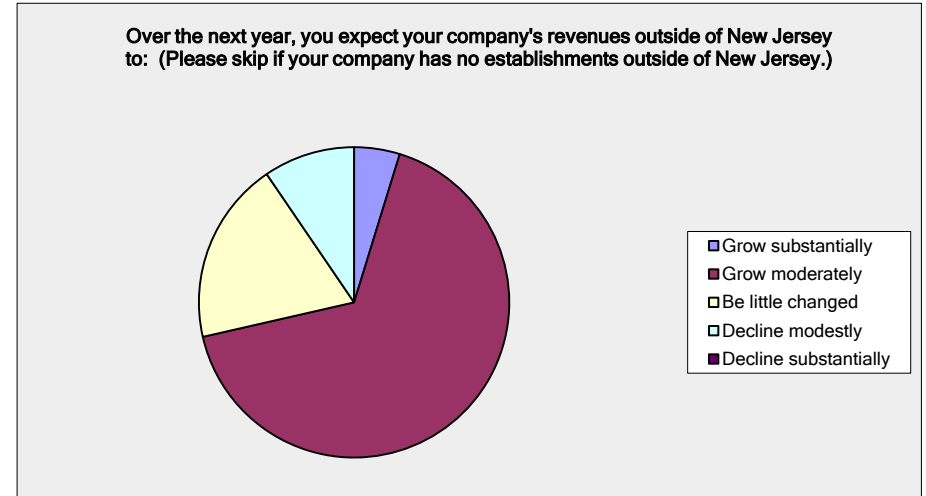
| Answer Options | Response Percent | Response Count |
|-----------------------|------------------|----------------|
| Grow substantially | 2.22% | 1 |
| Grow moderately | 48.89% | 22 |
| Be little changed | 37.78% | 17 |
| Decline modestly | 8.89% | 4 |
| Decline substantially | 2.22% | 1 |
| Answered | | 45 |
| Skipped | | 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.)

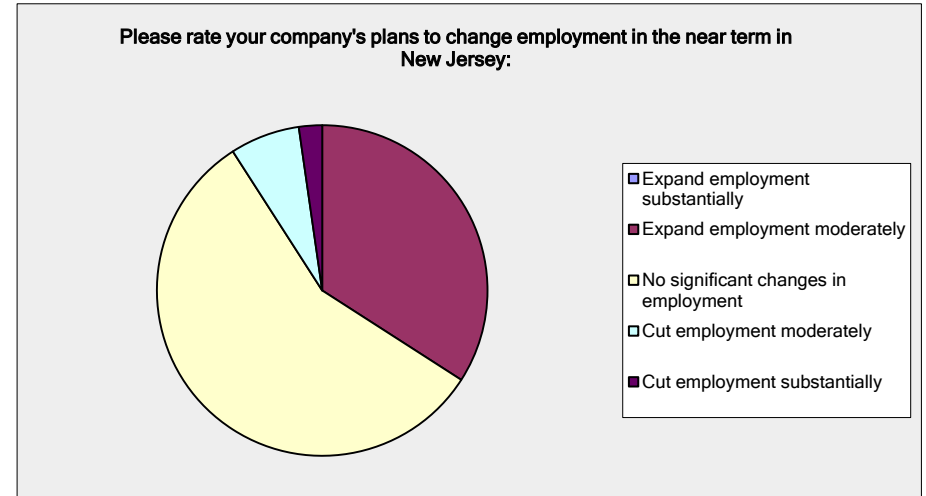
| Answer Options | Response Percent | Response Count |
|-----------------------|------------------|----------------|
| Grow substantially | 4.76% | 1 |
| Grow moderately | 66.67% | 14 |
| Be little changed | 19.05% | 4 |
| Decline modestly | 9.52% | 2 |
| Decline substantially | 0.00% | 0 |
| Answered | | 21 |
| Skipped | | 25 |



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 | 34.09% | 15 |
| No significant changes in employment | 56.82% | 25 |
| Cut employment moderately | 6.82% | 3 |
| Cut employment substantially | 2.27% | 1 |
| Answered | | 44 |
| Skipped | | 2 |

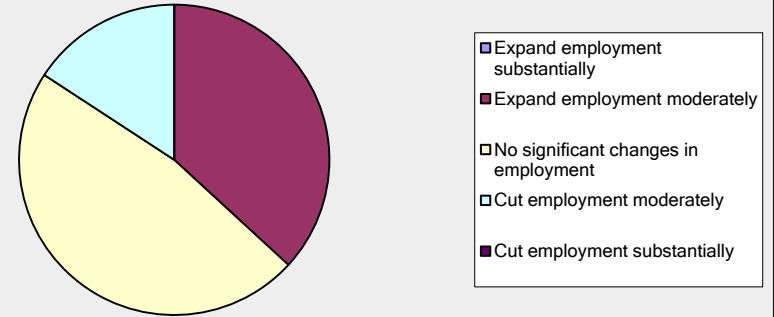


New Jersey Business Pulse

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 | 0.00% | 0 |
| Expand employment moderately | 36.84% | 7 |
| No significant changes in employment | 47.37% | 9 |
| Cut employment moderately | 15.79% | 3 |
| Cut employment substantially | 0.00% | 0 |
| Answered | | 19 |
| Skipped | | 27 |

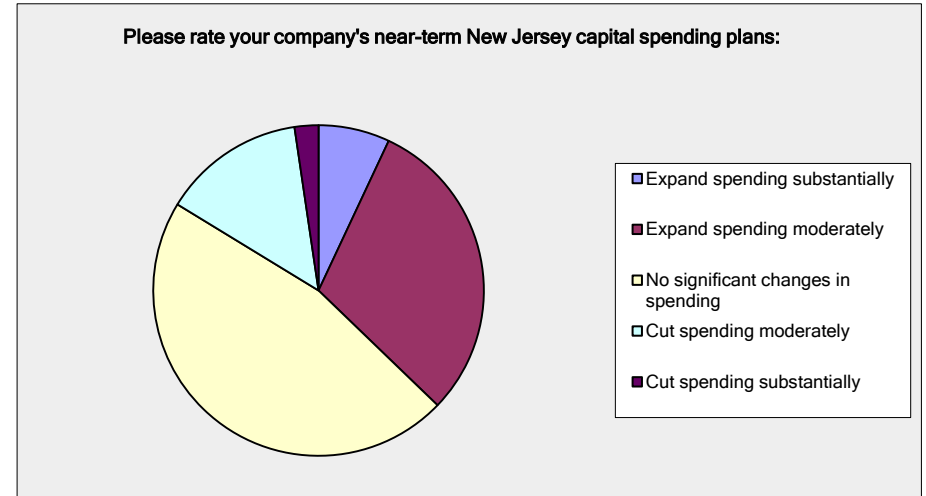
Please rate your company's plans to change employment in the near term outside of New Jersey: (Please skip if your company only operates in New Jersey.)



New Jersey Business Pulse

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

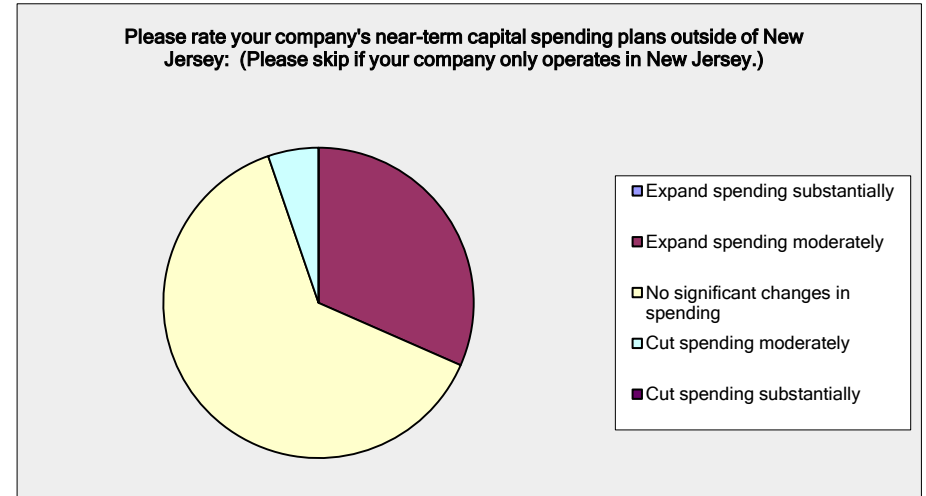
| Answer Options | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially | 6.98% | 3 |
| Expand spending moderately | 30.23% | 13 |
| No significant changes in spending | 46.51% | 20 |
| Cut spending moderately | 13.95% | 6 |
| Cut spending substantially | 2.33% | 1 |
| Answered | | 43 |
| Skipped | | 3 |



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.)

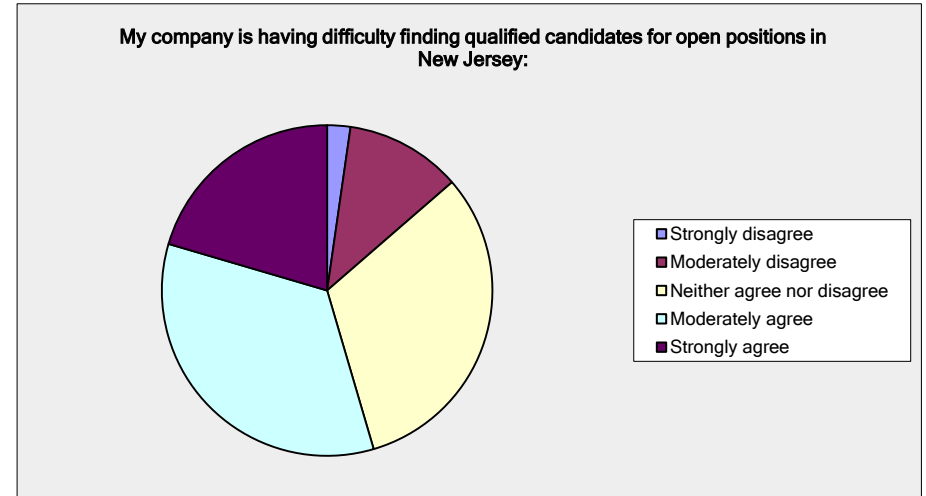
| Answer Options | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially | 0.00% | 0 |
| Expand spending moderately | 31.58% | 6 |
| No significant changes in spending | 63.16% | 12 |
| Cut spending moderately | 5.26% | 1 |
| Cut spending substantially | 0.00% | 0 |
| Answered | | 19 |
| Skipped | | 27 |



New Jersey Business Pulse

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

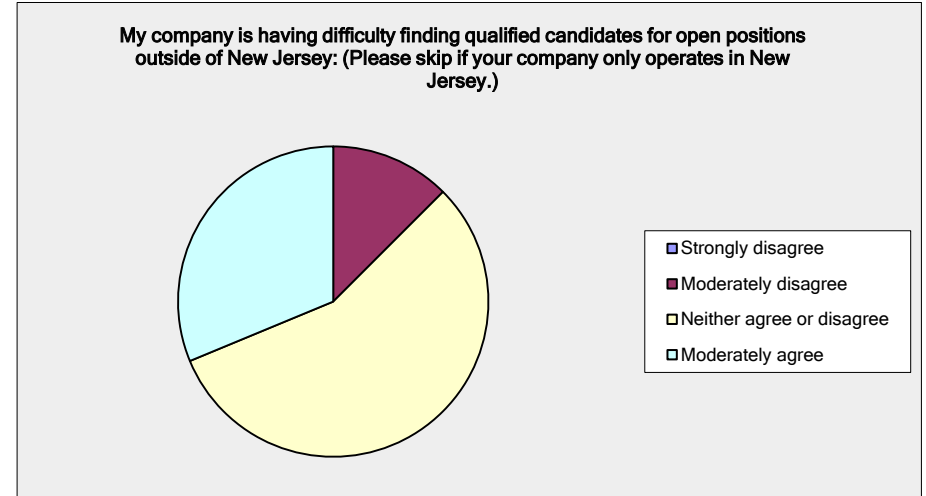
| Answer Options | Response Percent | Response Count |
|----------------------------|------------------|----------------|
| Strongly disagree | 2.27% | 1 |
| Moderately disagree | 11.36% | 5 |
| Neither agree nor disagree | 31.82% | 14 |
| Moderately agree | 34.09% | 15 |
| Strongly agree | 20.45% | 9 |
| Answered | | 44 |
| Skipped | | 2 |



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.)

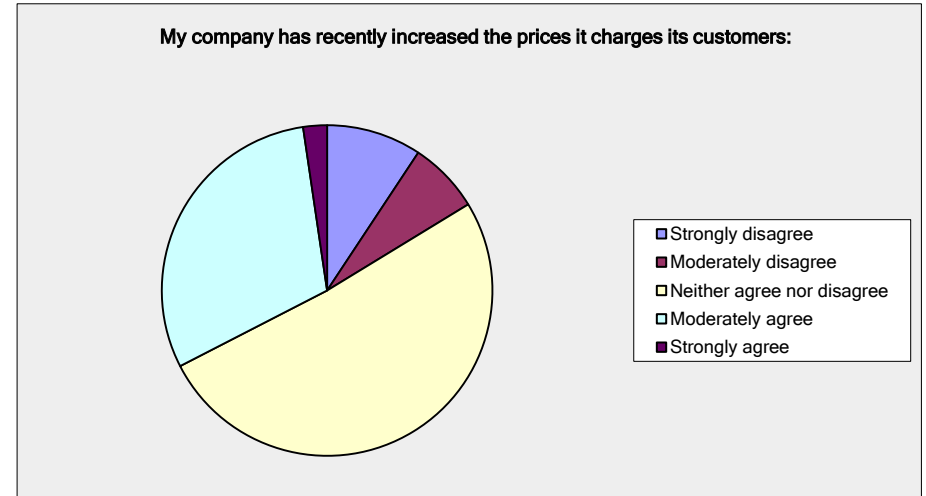
| Answer Options | Response Percent | Response Count |
|---------------------------|------------------|----------------|
| Strongly disagree | 0.00% | 0 |
| Moderately disagree | 10.53% | 2 |
| Neither agree or disagree | 47.37% | 9 |
| Moderately agree | 26.32% | 5 |
| Strongly agree | 15.79% | 3 |
| Answered | | 19 |
| Skipped | | 27 |



New Jersey Business Pulse

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

| Answer Options | Response Percent | Response Count |
|----------------------------|------------------|----------------|
| Strongly disagree | 9.30% | 4 |
| Moderately disagree | 6.98% | 3 |
| Neither agree nor disagree | 51.16% | 22 |
| Moderately agree | 30.23% | 13 |
| Strongly agree | 2.33% | 1 |
| Answered | | 43 |
| Skipped | | 3 |



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 | 0.00% | 0 |
| Moderately disagree | 2.38% | 1 |
| Neither agree nor disagree | 33.33% | 14 |
| Moderately agree | 54.76% | 23 |
| Strongly agree | 9.52% | 4 |
| Answered | | 42 |
| Skipped | | 4 |

