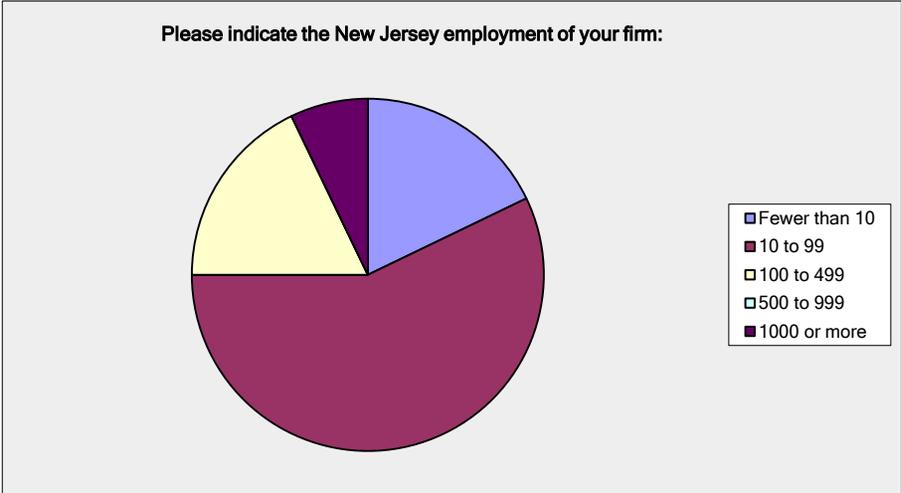


New Jersey Business Pulse March 2018

Please indicate the New Jersey employment of your firm:

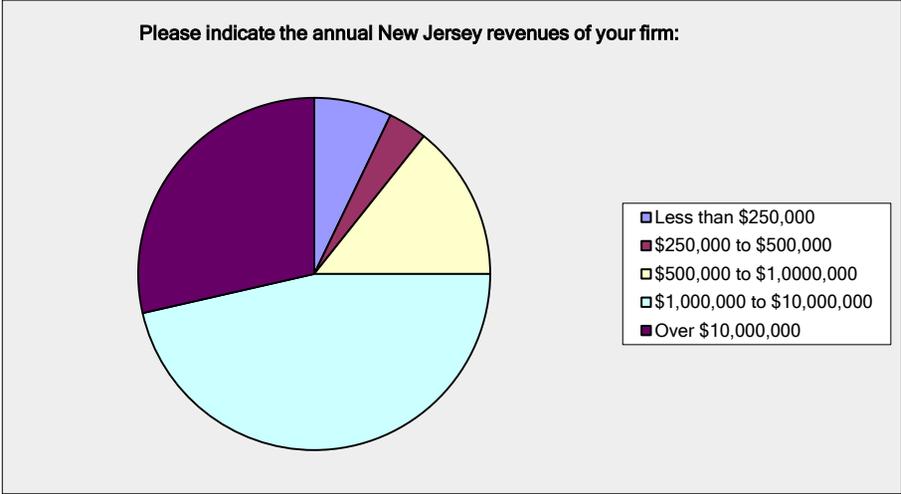
Answer Options	Response Percent	Response Count
Fewer than 10	17.86%	5
10 to 99	57.14%	16
100 to 499	17.86%	5
500 to 999	0.00%	0
1000 or more	7.14%	2
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

Please indicate the annual New Jersey revenues of your firm:

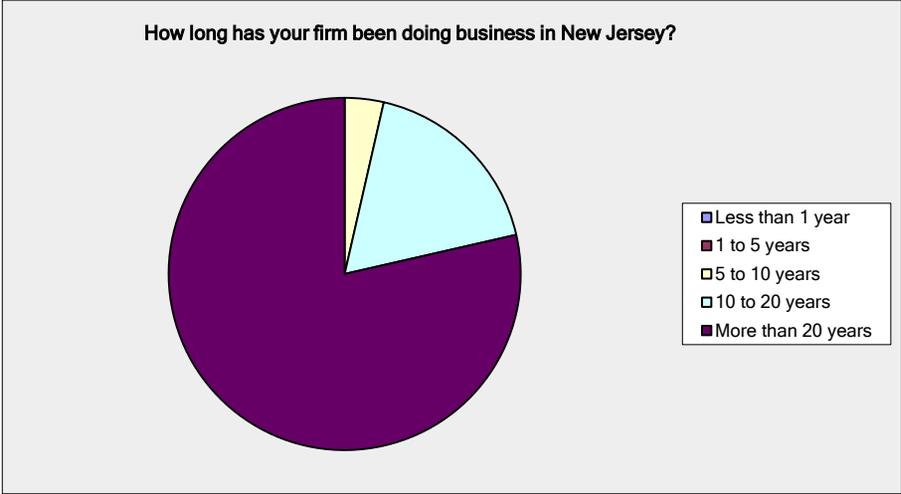
Answer Options	Response Percent	Response Count
Less than \$250,000	7.14%	2
\$250,000 to \$500,000	3.57%	1
\$500,000 to \$1,000,000	14.29%	4
\$1,000,000 to \$10,000,000	46.43%	13
Over \$10,000,000	28.57%	8
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

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

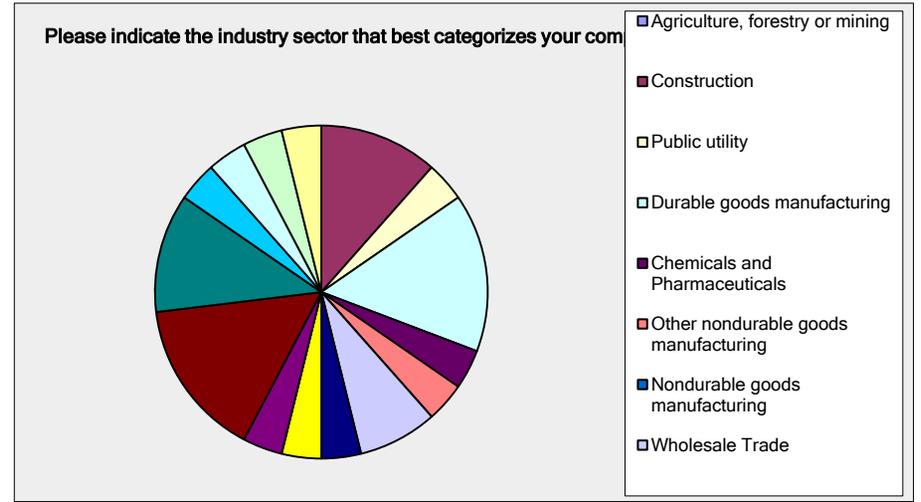
Answer Options	Response Percent	Response Count
Less than 1 year	0.00%	0
1 to 5 years	0.00%	0
5 to 10 years	3.57%	1
10 to 20 years	17.86%	5
More than 20 years	78.57%	22
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

Please indicate the industry sector that best categorizes your company:

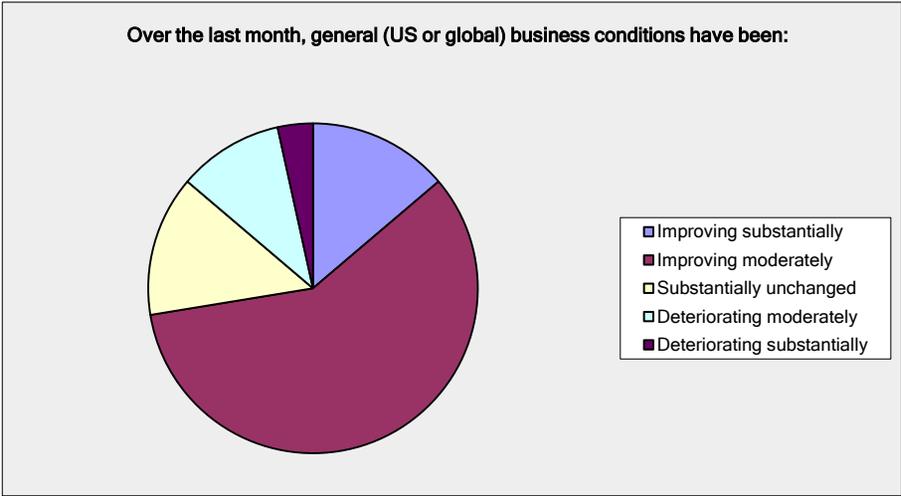
Answer Options	Response Percent	Response Count
Agriculture, forestry or mining	0.00%	0
Construction	10.71%	3
Public utility	3.57%	1
Durable goods manufacturing	14.29%	4
Chemicals and Pharmaceuticals	3.57%	1
Other nondurable goods manufacturing	3.57%	1
Nondurable goods manufacturing	0.00%	0
Wholesale Trade	7.14%	2
Retail Trade	3.57%	1
Transportation and warehousing	0.00%	0
Information (including broadcasting and telecommun	3.57%	1
Finance and Insurance	0.00%	0
Real Estate	3.57%	1
Professional, scientific and technical services	14.29%	4
Consulting	10.71%	3
Administrative and office services (including waste n	0.00%	0
Education	3.57%	1
Health Care and social services	3.57%	1
Arts, entertainment and recreation	3.57%	1
Accommodation and food services	3.57%	1
Other	7.14%	2
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

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

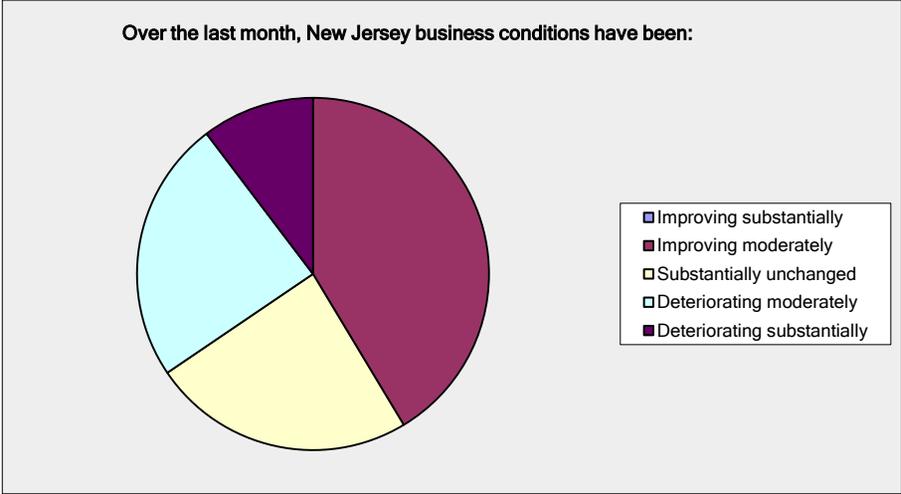
Answer Options	Response Percent	Response Count
Improving substantially	13.79%	4
Improving moderately	58.62%	17
Substantially unchanged	13.79%	4
Deteriorating moderately	10.34%	3
Deteriorating substantially	3.45%	1
Answered		29
Skipped		0



New Jersey Business Pulse March 2018

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

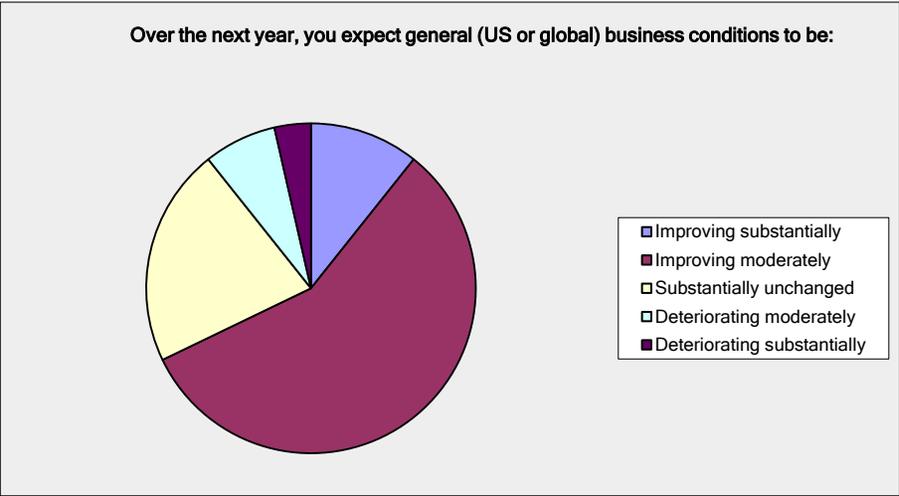
Answer Options	Response Percent	Response Count
Improving substantially	0.00%	0
Improving moderately	41.38%	12
Substantially unchanged	24.14%	7
Deteriorating moderately	24.14%	7
Deteriorating substantially	10.34%	3
Answered		29
Skipped		0



New Jersey Business Pulse March 2018

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

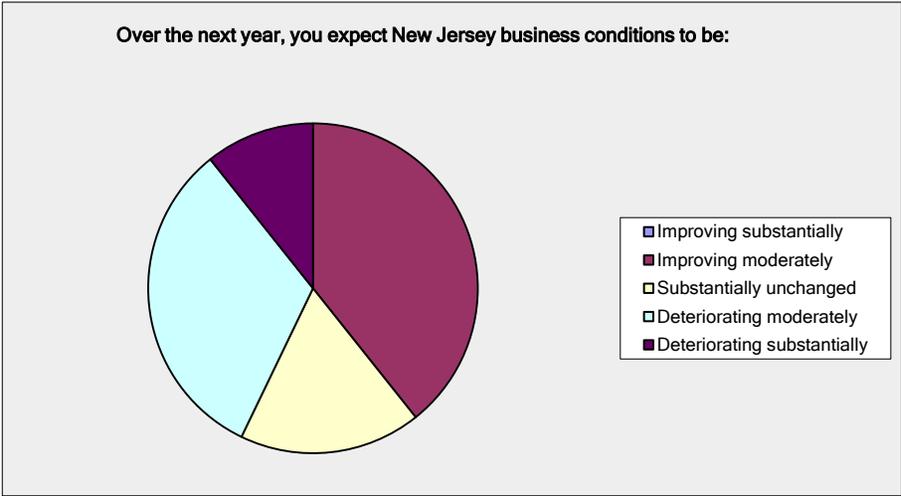
Answer Options	Response Percent	Response Count
Improving substantially	10.71%	3
Improving moderately	57.14%	16
Substantially unchanged	21.43%	6
Deteriorating moderately	7.14%	2
Deteriorating substantially	3.57%	1
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

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

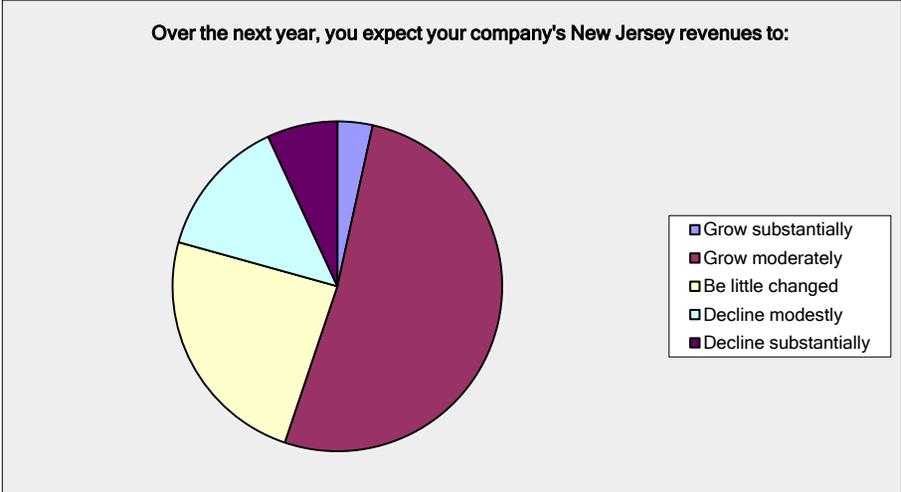
Answer Options	Response Percent	Response Count
Improving substantially	0.00%	0
Improving moderately	39.29%	11
Substantially unchanged	17.86%	5
Deteriorating moderately	32.14%	9
Deteriorating substantially	10.71%	3
Answered		28
Skipped		1



New Jersey Business Pulse March 2018

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

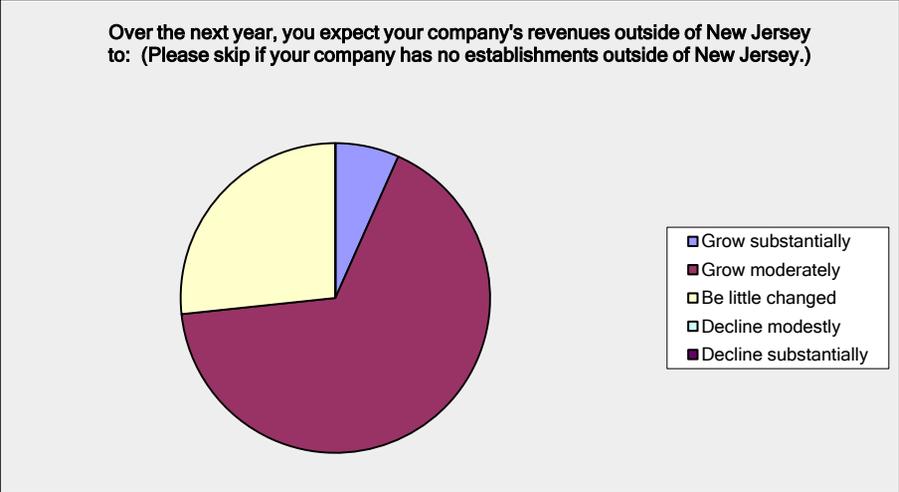
Answer Options	Response Percent	Response Count
Grow substantially	3.45%	1
Grow moderately	51.72%	15
Be little changed	24.14%	7
Decline modestly	13.79%	4
Decline substantially	6.90%	2
Answered		29
Skipped		0



New Jersey Business Pulse March 2018

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.)

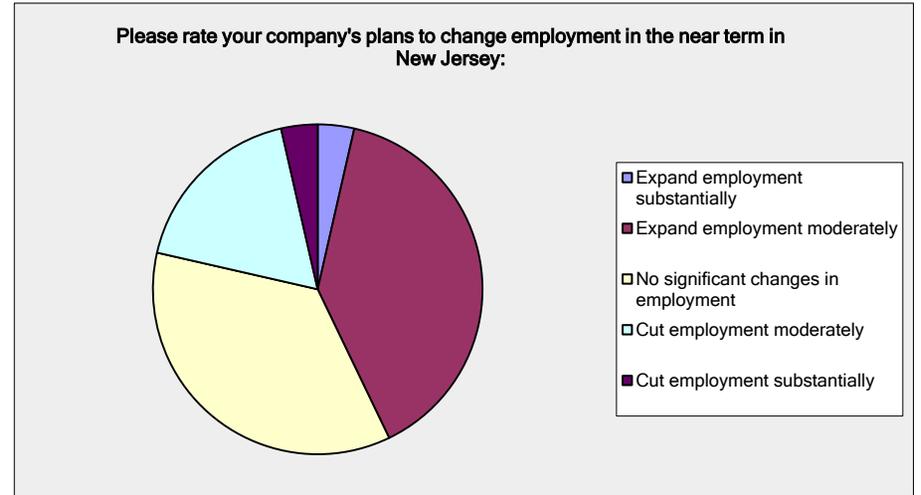
Answer Options	Response Percent	Response Count
Grow substantially	6.67%	1
Grow moderately	66.67%	10
Be little changed	26.67%	4
Decline modestly	0.00%	0
Decline substantially	0.00%	0
Answered		15
Skipped		14



New Jersey Business Pulse March 2018

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	3.57%	1
Expand employment moderately	39.29%	11
No significant changes in employment	35.71%	10
Cut employment moderately	17.86%	5
Cut employment substantially	3.57%	1
Answered		28
Skipped		1

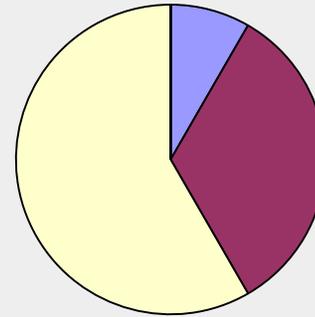


New Jersey Business Pulse March 2018

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	8.33%	1
Expand employment moderately	33.33%	4
No significant changes in employment	58.33%	7
Cut employment moderately	0.00%	0
Cut employment substantially	0.00%	0
Answered		12
Skipped		17

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.)

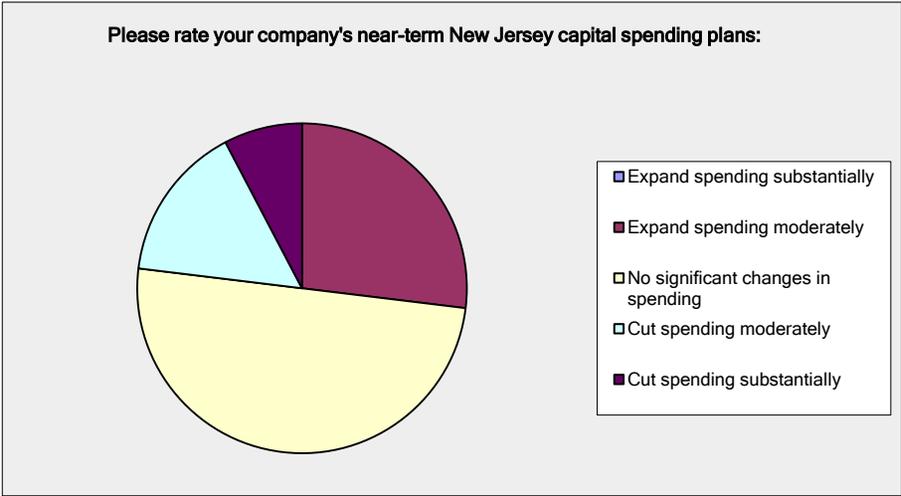


- Expand employment substantially
- Expand employment moderately
- No significant changes in employment
- Cut employment moderately
- Cut employment substantially

New Jersey Business Pulse March 2018

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

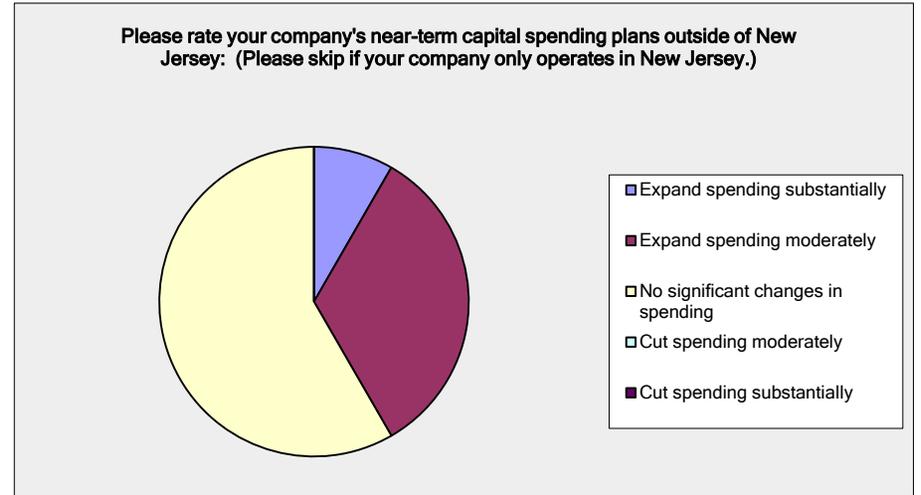
Answer Options	Response Percent	Response Count
Expand spending substantially	0.00%	0
Expand spending moderately	26.92%	7
No significant changes in spending	50.00%	13
Cut spending moderately	15.38%	4
Cut spending substantially	7.69%	2
Answered		26
Skipped		3



New Jersey Business Pulse March 2018

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

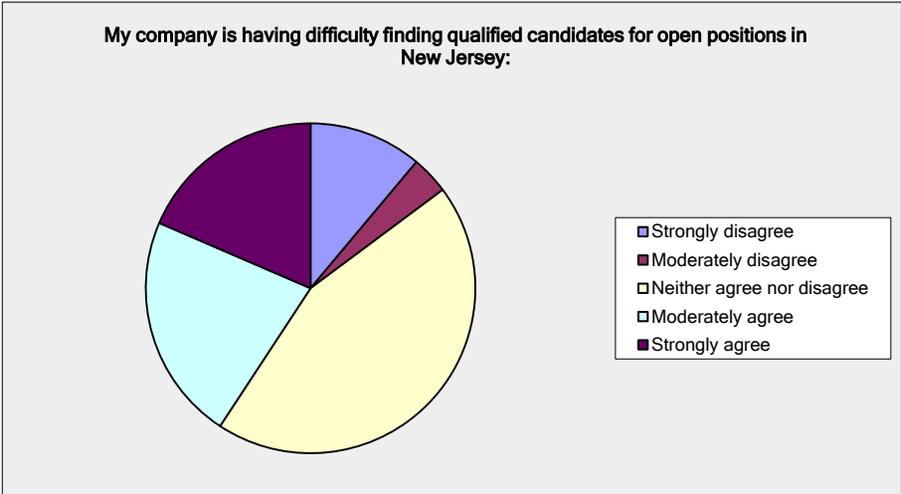
Answer Options	Response Percent	Response Count
Expand spending substantially	8.33%	1
Expand spending moderately	33.33%	4
No significant changes in spending	58.33%	7
Cut spending moderately	0.00%	0
Cut spending substantially	0.00%	0
Answered		12
Skipped		17



New Jersey Business Pulse March 2018

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

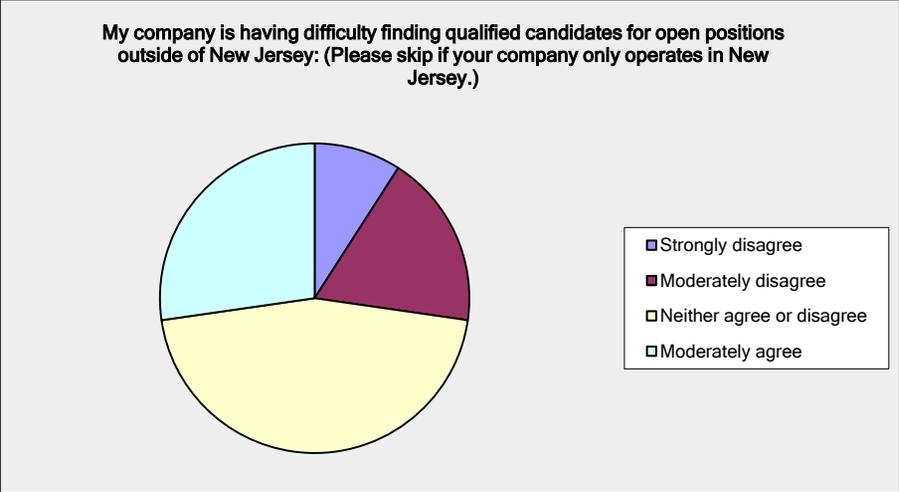
Answer Options	Response Percent	Response Count
Strongly disagree	11.11%	3
Moderately disagree	3.70%	1
Neither agree nor disagree	44.44%	12
Moderately agree	22.22%	6
Strongly agree	18.52%	5
Answered		27
Skipped		2



New Jersey Business Pulse March 2018

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.)

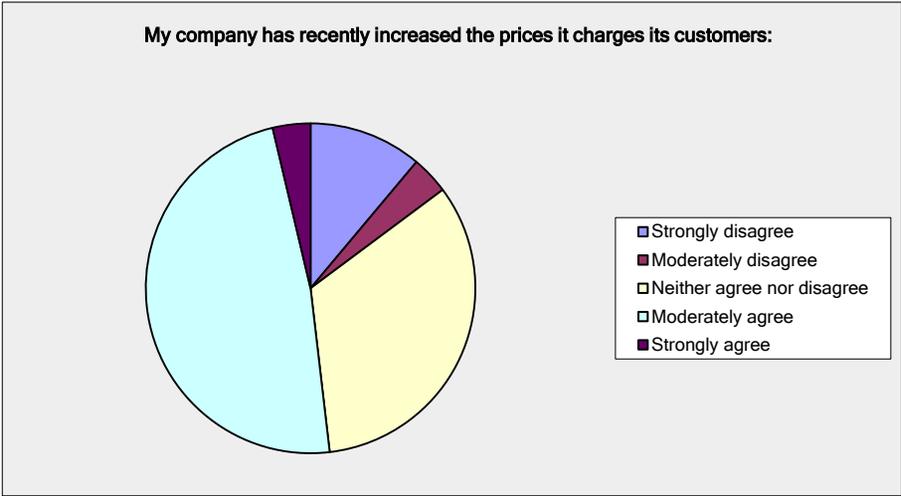
Answer Options	Response Percent	Response Count
Strongly disagree	8.33%	1
Moderately disagree	16.67%	2
Neither agree or disagree	41.67%	5
Moderately agree	25.00%	3
Strongly agree	8.33%	1
Answered		12
Skipped		17



New Jersey Business Pulse March 2018

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

Answer Options	Response Percent	Response Count
Strongly disagree	11.11%	3
Moderately disagree	3.70%	1
Neither agree nor disagree	33.33%	9
Moderately agree	48.15%	13
Strongly agree	3.70%	1
Answered		27
Skipped		2



New Jersey Business Pulse March 2018

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	3.70%	1
Neither agree nor disagree	18.52%	5
Moderately agree	70.37%	19
Strongly agree	7.41%	2
Answered		27
Skipped		2

