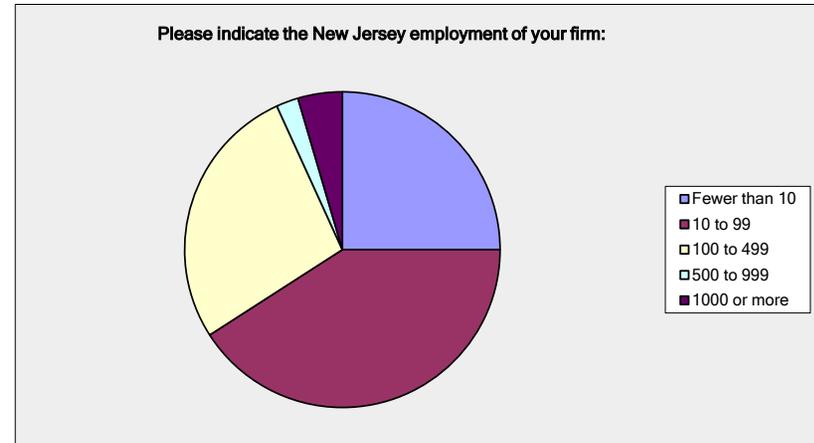


## New Jersey Business Pulse March 2018

Please indicate the New Jersey employment of your firm:

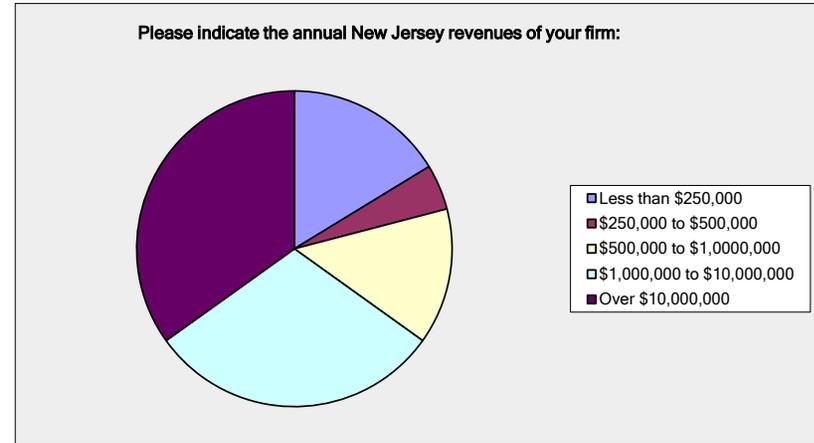
| Answer Options | Response Percent | Response Count |
|----------------|------------------|----------------|
| Fewer than 10  | 25.00%           | 11             |
| 10 to 99       | 40.91%           | 18             |
| 100 to 499     | 27.27%           | 12             |
| 500 to 999     | 2.27%            | 1              |
| 1000 or more   | 4.55%            | 2              |
|                | <b>Answered</b>  | <b>44</b>      |
|                | <b>Skipped</b>   | <b>0</b>       |



## New Jersey Business Pulse March 2018

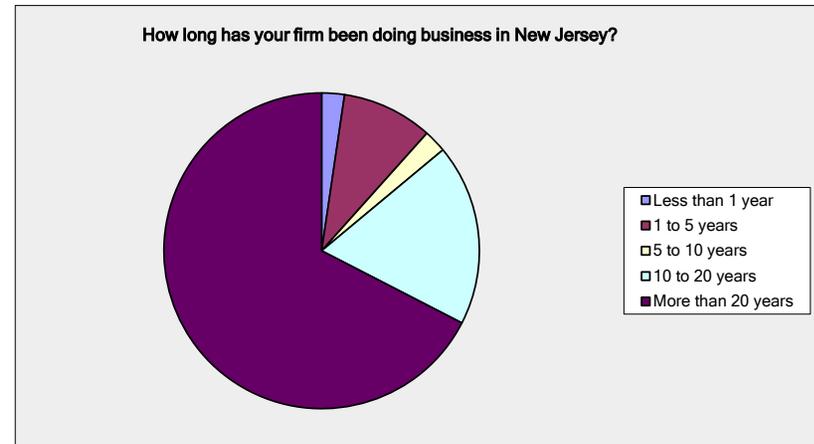
Please indicate the annual New Jersey revenues of your firm:

| Answer Options              | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Less than \$250,000         | 16.28%           | 7              |
| \$250,000 to \$500,000      | 4.65%            | 2              |
| \$500,000 to \$1,000,000    | 13.95%           | 6              |
| \$1,000,000 to \$10,000,000 | 30.23%           | 13             |
| Over \$10,000,000           | 34.88%           | 15             |
| <b>Answered</b>             |                  | <b>43</b>      |
| <b>Skipped</b>              |                  | <b>1</b>       |



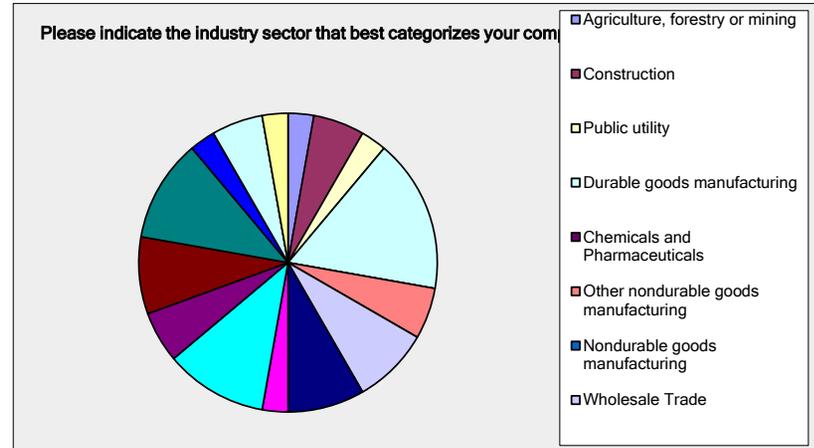
## New Jersey Business Pulse March 2018

| How long has your firm been doing business in New Jersey? |                  |                |
|-----------------------------------------------------------|------------------|----------------|
| Answer Options                                            | Response Percent | Response Count |
| Less than 1 year                                          | 2.33%            | 1              |
| 1 to 5 years                                              | 9.30%            | 4              |
| 5 to 10 years                                             | 2.33%            | 1              |
| 10 to 20 years                                            | 18.60%           | 8              |
| More than 20 years                                        | 67.44%           | 29             |
|                                                           | <b>Answered</b>  | <b>43</b>      |
|                                                           | <b>Skipped</b>   | <b>1</b>       |



**New Jersey Business Pulse March 2018**

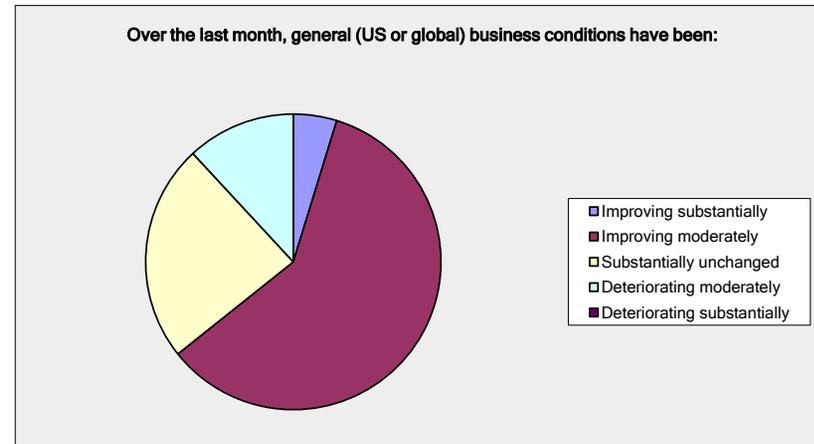
| <b>Please indicate the industry sector that best categorizes your company:</b> |                         |                       |
|--------------------------------------------------------------------------------|-------------------------|-----------------------|
| <b>Answer Options</b>                                                          | <b>Response Percent</b> | <b>Response Count</b> |
| Agriculture, forestry or mining                                                | 2.33%                   | 1                     |
| Construction                                                                   | 4.65%                   | 2                     |
| Public utility                                                                 | 2.33%                   | 1                     |
| Durable goods manufacturing                                                    | 13.95%                  | 6                     |
| Chemicals and Pharmaceuticals                                                  | 0.00%                   | 0                     |
| Other nondurable goods manufacturing                                           | 4.65%                   | 2                     |
| Nondurable goods manufacturing                                                 | 0.00%                   | 0                     |
| Wholesale Trade                                                                | 6.98%                   | 3                     |
| Retail Trade                                                                   | 6.98%                   | 3                     |
| Transportation and warehousing                                                 | 2.33%                   | 1                     |
| Information (including broadcasting and telecommur                             | 0.00%                   | 0                     |
| Finance and Insurance                                                          | 9.30%                   | 4                     |
| Real Estate                                                                    | 4.65%                   | 2                     |
| Professional, scientific and technical services                                | 6.98%                   | 3                     |
| Consulting                                                                     | 9.30%                   | 4                     |
| Administrative and office services (including waste n                          | 2.33%                   | 1                     |
| Education                                                                      | 0.00%                   | 0                     |
| Health Care and social services                                                | 4.65%                   | 2                     |
| Arts, entertainment and recreation                                             | 0.00%                   | 0                     |
| Accommodation and food services                                                | 2.33%                   | 1                     |
| Other                                                                          | 16.28%                  | 7                     |
| <b>Answered</b>                                                                |                         | <b>43</b>             |
| <b>Skipped</b>                                                                 |                         | <b>1</b>              |



## New Jersey Business Pulse March 2018

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

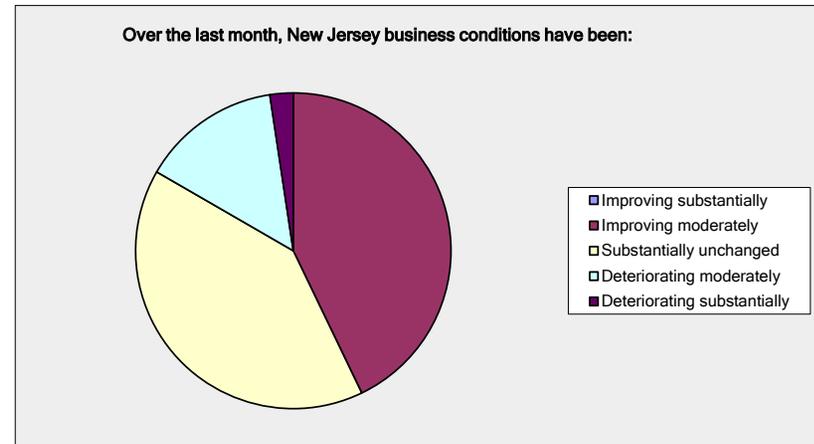
| Answer Options              | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially     | 4.76%            | 2              |
| Improving moderately        | 59.52%           | 25             |
| Substantially unchanged     | 23.81%           | 10             |
| Deteriorating moderately    | 11.90%           | 5              |
| Deteriorating substantially | 0.00%            | 0              |
|                             | <b>Answered</b>  | <b>42</b>      |
|                             | <b>Skipped</b>   | <b>2</b>       |



## New Jersey Business Pulse March 2018

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

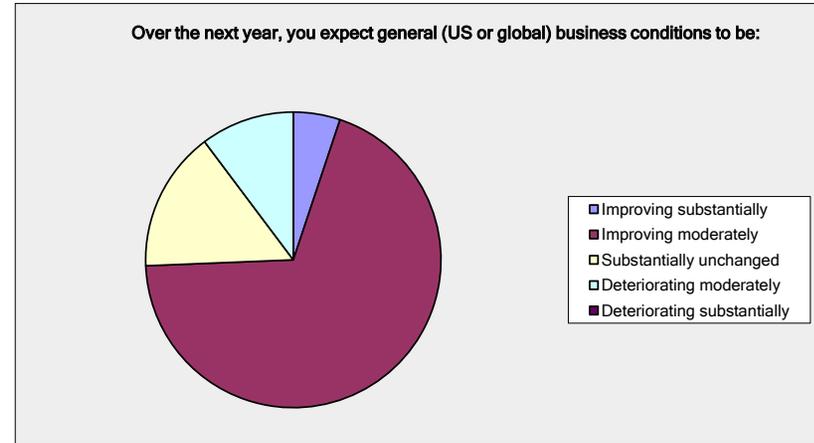
| Answer Options              | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially     | 0.00%            | 0              |
| Improving moderately        | 42.86%           | 18             |
| Substantially unchanged     | 40.48%           | 17             |
| Deteriorating moderately    | 14.29%           | 6              |
| Deteriorating substantially | 2.38%            | 1              |
|                             | <b>Answered</b>  | <b>42</b>      |
|                             | <b>Skipped</b>   | <b>2</b>       |



## New Jersey Business Pulse March 2018

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

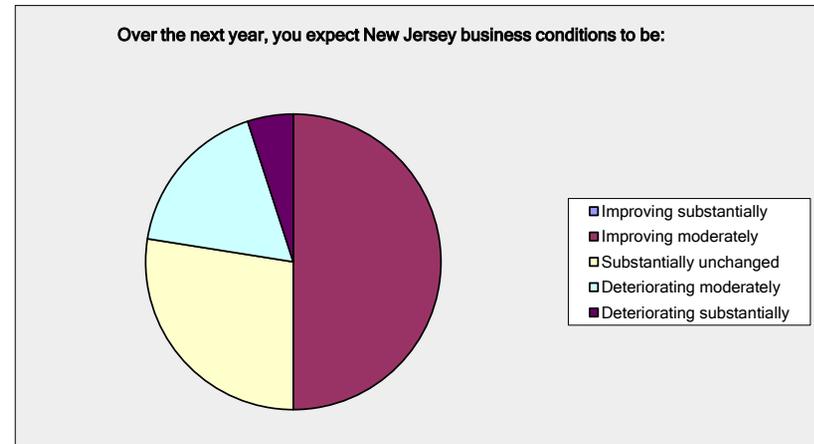
| Answer Options              | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially     | 5.13%            | 2              |
| Improving moderately        | 69.23%           | 27             |
| Substantially unchanged     | 15.38%           | 6              |
| Deteriorating moderately    | 10.26%           | 4              |
| Deteriorating substantially | 0.00%            | 0              |
|                             | <b>Answered</b>  | <b>39</b>      |
|                             | <b>Skipped</b>   | <b>5</b>       |



## New Jersey Business Pulse March 2018

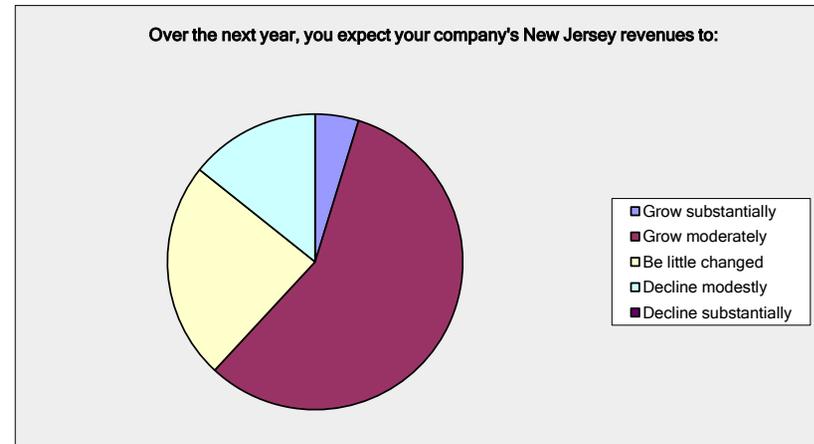
Over the next year, you expect New Jersey business conditions to be:

| Answer Options              | Response Percent | Response Count |
|-----------------------------|------------------|----------------|
| Improving substantially     | 0.00%            | 0              |
| Improving moderately        | 50.00%           | 20             |
| Substantially unchanged     | 27.50%           | 11             |
| Deteriorating moderately    | 17.50%           | 7              |
| Deteriorating substantially | 5.00%            | 2              |
|                             | <b>Answered</b>  | <b>40</b>      |
|                             | <b>Skipped</b>   | <b>4</b>       |



## 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                                                    | 4.76%            | 2              |
| Grow moderately                                                       | 57.14%           | 24             |
| Be little changed                                                     | 23.81%           | 10             |
| Decline modestly                                                      | 14.29%           | 6              |
| Decline substantially                                                 | 0.00%            | 0              |
|                                                                       | <b>Answered</b>  | <b>42</b>      |
|                                                                       | <b>Skipped</b>   | <b>2</b>       |

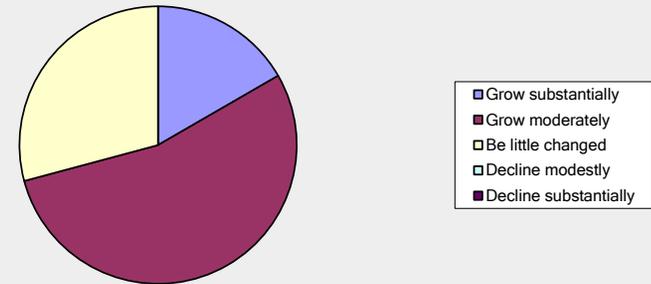


## New Jersey Business Pulse March 2018

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    | 16.67%           | 4              |
| Grow moderately       | 54.17%           | 13             |
| Be little changed     | 29.17%           | 7              |
| Decline modestly      | 0.00%            | 0              |
| Decline substantially | 0.00%            | 0              |
|                       | <b>Answered</b>  | <b>24</b>      |
|                       | <b>Skipped</b>   | <b>20</b>      |

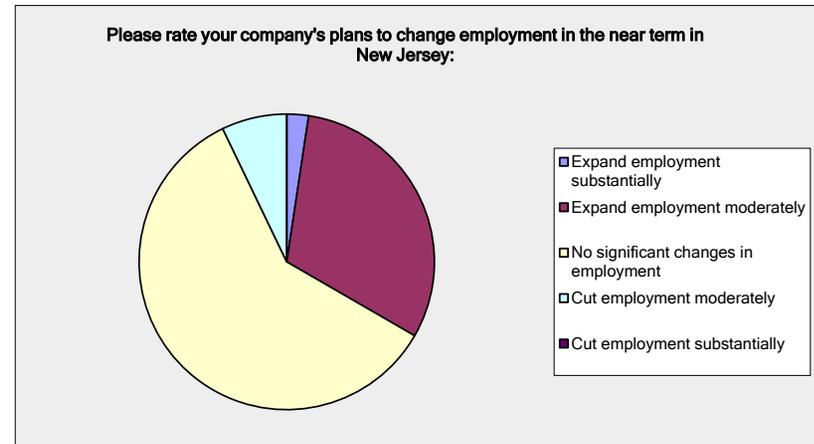
Over the next year, you expect your company's revenues outside of New Jersey to: (Please skip if your company has no establishments outside of New Jersey.)



## New Jersey Business Pulse 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      | 2.38%            | 1              |
| Expand employment moderately         | 30.95%           | 13             |
| No significant changes in employment | 59.52%           | 25             |
| Cut employment moderately            | 7.14%            | 3              |
| Cut employment substantially         | 0.00%            | 0              |
|                                      | <b>Answered</b>  | <b>42</b>      |
|                                      | <b>Skipped</b>   | <b>2</b>       |

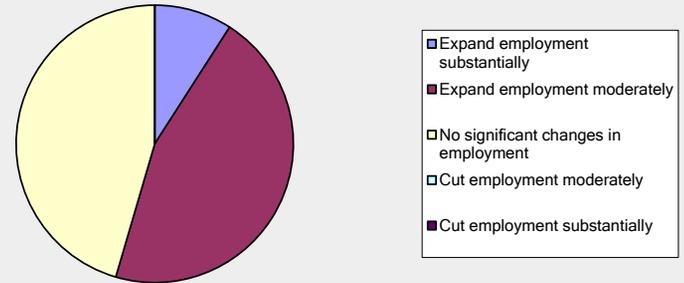


## New Jersey Business Pulse March 2018

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      | 9.09%            | 2              |
| Expand employment moderately         | 45.45%           | 10             |
| No significant changes in employment | 45.45%           | 10             |
| Cut employment moderately            | 0.00%            | 0              |
| Cut employment substantially         | 0.00%            | 0              |
|                                      | Answered         | 22             |
|                                      | Skipped          | 22             |

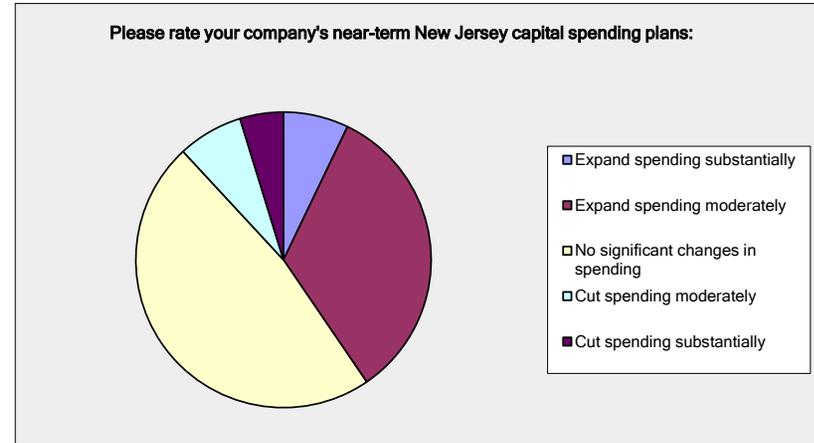
Please rate your company's plans to change employment in the near term outside of New Jersey: (Please skip if your company only operates in New Jersey.)



## New Jersey Business Pulse March 2018

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

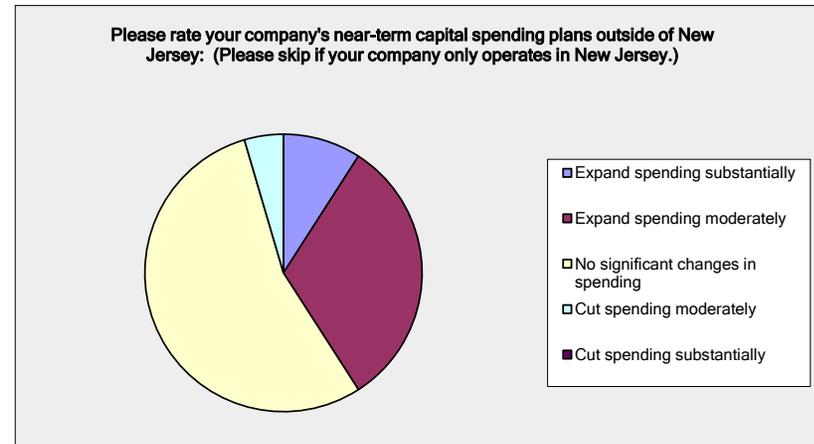
| Answer Options                     | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially      | 7.14%            | 3              |
| Expand spending moderately         | 33.33%           | 14             |
| No significant changes in spending | 47.62%           | 20             |
| Cut spending moderately            | 7.14%            | 3              |
| Cut spending substantially         | 4.76%            | 2              |
|                                    | <b>Answered</b>  | <b>42</b>      |
|                                    | <b>Skipped</b>   | <b>2</b>       |



## 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.)

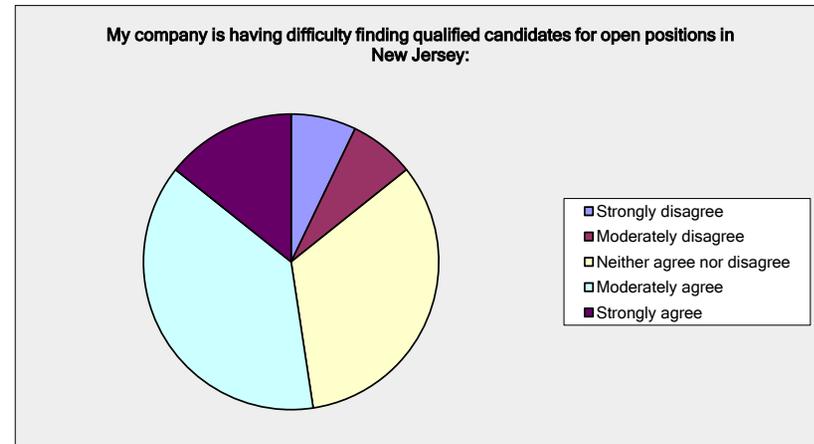
| Answer Options                     | Response Percent | Response Count |
|------------------------------------|------------------|----------------|
| Expand spending substantially      | 9.09%            | 2              |
| Expand spending moderately         | 31.82%           | 7              |
| No significant changes in spending | 54.55%           | 12             |
| Cut spending moderately            | 4.55%            | 1              |
| Cut spending substantially         | 0.00%            | 0              |
| <b>Answered</b>                    |                  | <b>22</b>      |
| <b>Skipped</b>                     |                  | <b>22</b>      |



## New Jersey Business Pulse March 2018

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

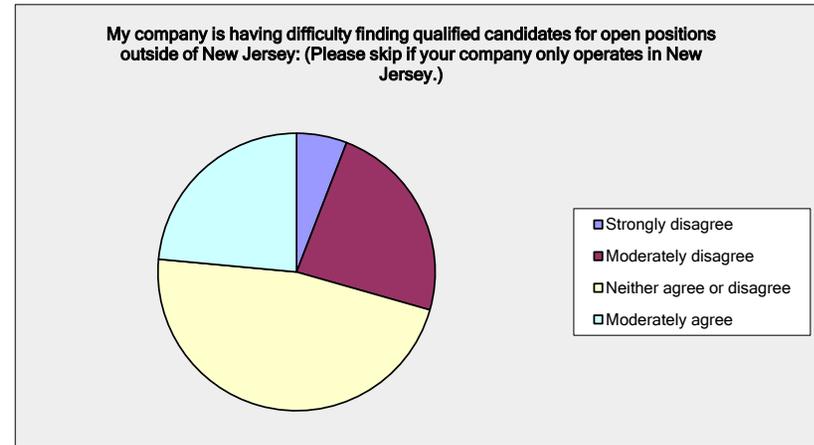
| Answer Options             | Response Percent | Response Count |
|----------------------------|------------------|----------------|
| Strongly disagree          | 7.14%            | 3              |
| Moderately disagree        | 7.14%            | 3              |
| Neither agree nor disagree | 33.33%           | 14             |
| Moderately agree           | 38.10%           | 16             |
| Strongly agree             | 14.29%           | 6              |
|                            | <b>Answered</b>  | <b>42</b>      |
|                            | <b>Skipped</b>   | <b>2</b>       |



## New Jersey Business Pulse March 2018

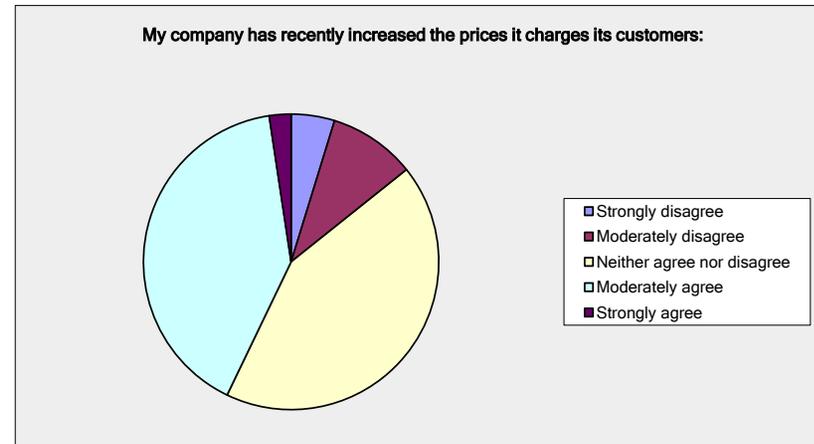
**My company is having difficulty finding qualified candidates for open positions outside of New Jersey: (Please skip if your company only operates in New Jersey.)**

| Answer Options            | Response Percent | Response Count |
|---------------------------|------------------|----------------|
| Strongly disagree         | 5.00%            | 1              |
| Moderately disagree       | 20.00%           | 4              |
| Neither agree or disagree | 40.00%           | 8              |
| Moderately agree          | 20.00%           | 4              |
| Strongly agree            | 15.00%           | 3              |
|                           | <b>Answered</b>  | <b>20</b>      |
|                           | <b>Skipped</b>   | <b>24</b>      |



## 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                                                      | 4.76%            | 2              |
| Moderately disagree                                                    | 9.52%            | 4              |
| Neither agree nor disagree                                             | 42.86%           | 18             |
| Moderately agree                                                       | 40.48%           | 17             |
| Strongly agree                                                         | 2.38%            | 1              |
|                                                                        | <b>Answered</b>  | <b>42</b>      |
|                                                                        | <b>Skipped</b>   | <b>2</b>       |



## 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          | 2.44%            | 1              |
| Moderately disagree        | 7.32%            | 3              |
| Neither agree nor disagree | 12.20%           | 5              |
| Moderately agree           | 60.98%           | 25             |
| Strongly agree             | 17.07%           | 7              |
|                            | <b>Answered</b>  | <b>41</b>      |
|                            | <b>Skipped</b>   | <b>3</b>       |

