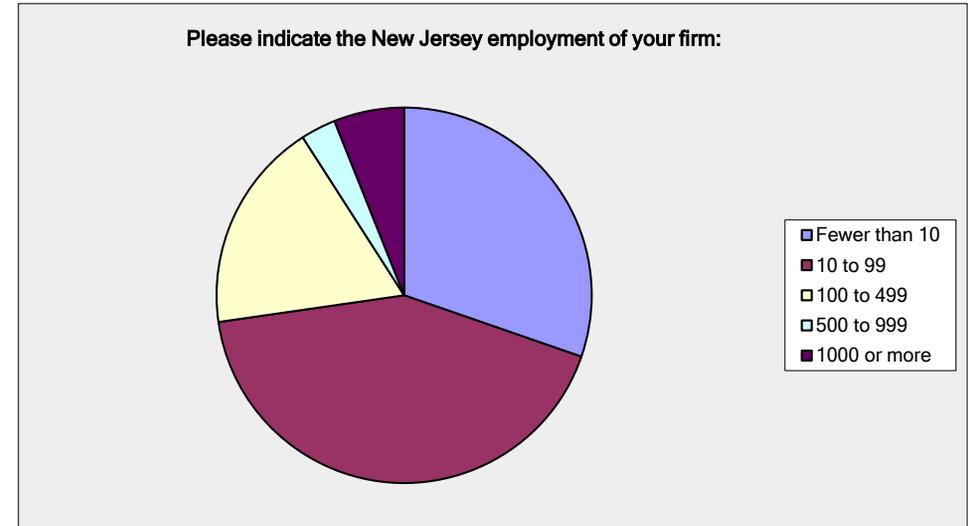


New Jersey Business Pulse September 2018

Please indicate the New Jersey employment of your firm:

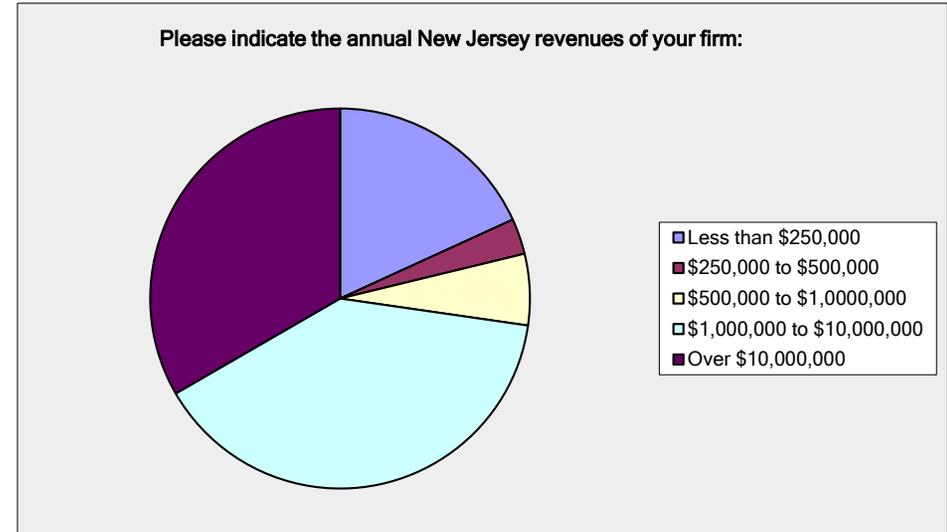
Answer Options	Response Percent	Response Count
Fewer than 10	30.30%	10
10 to 99	42.42%	14
100 to 499	18.18%	6
500 to 999	3.03%	1
1000 or more	6.06%	2
	Answered	33
	Skipped	0



New Jersey Business Pulse September 2018

Please indicate the annual New Jersey revenues of your firm:

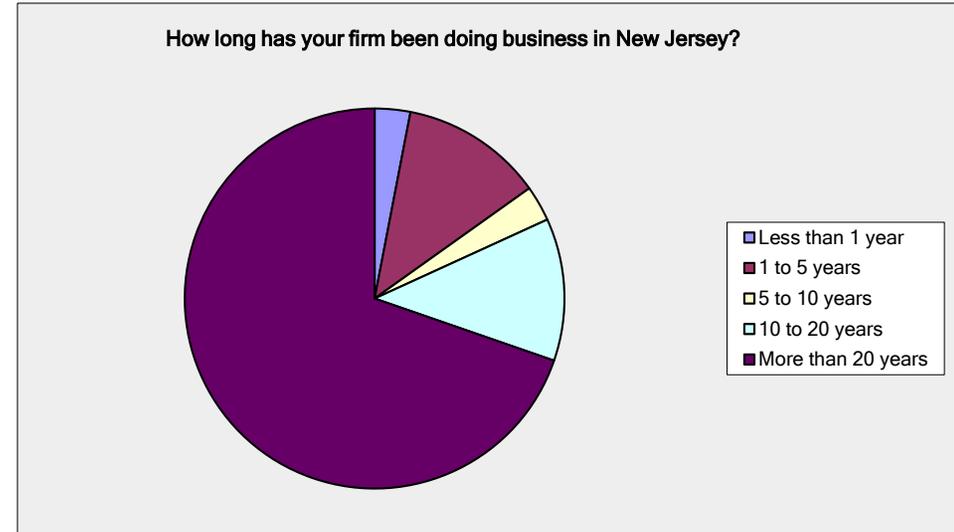
Answer Options	Response Percent	Response Count
Less than \$250,000	18.18%	6
\$250,000 to \$500,000	3.03%	1
\$500,000 to \$1,000,000	6.06%	2
\$1,000,000 to \$10,000,000	39.39%	13
Over \$10,000,000	33.33%	11
Answered		33
Skipped		0



New Jersey Business Pulse September 2018

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

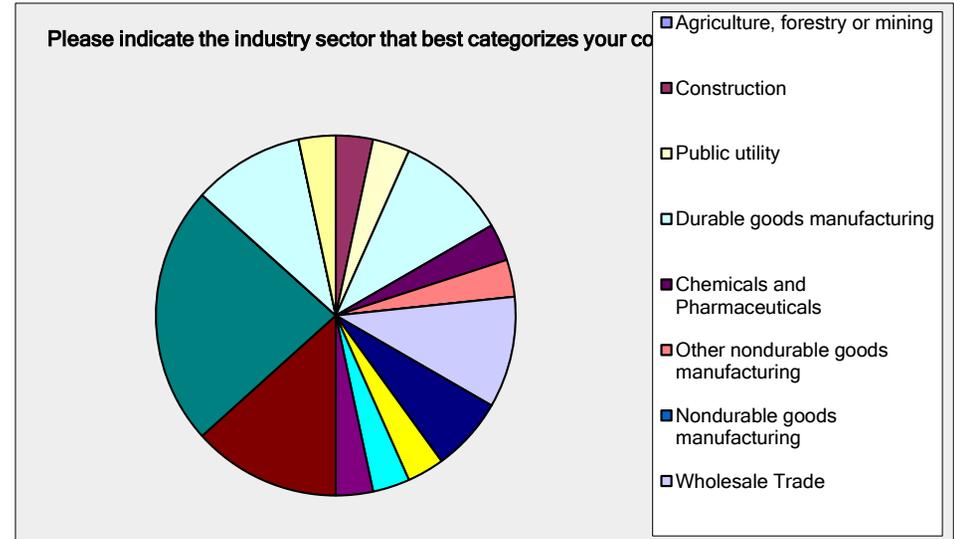
Answer Options	Response Percent	Response Count
Less than 1 year	3.03%	1
1 to 5 years	12.12%	4
5 to 10 years	3.03%	1
10 to 20 years	12.12%	4
More than 20 years	69.70%	23
Answered		33
Skipped		0



New Jersey Business Pulse September 2018

Please indicate the industry sector that best categorizes your company:

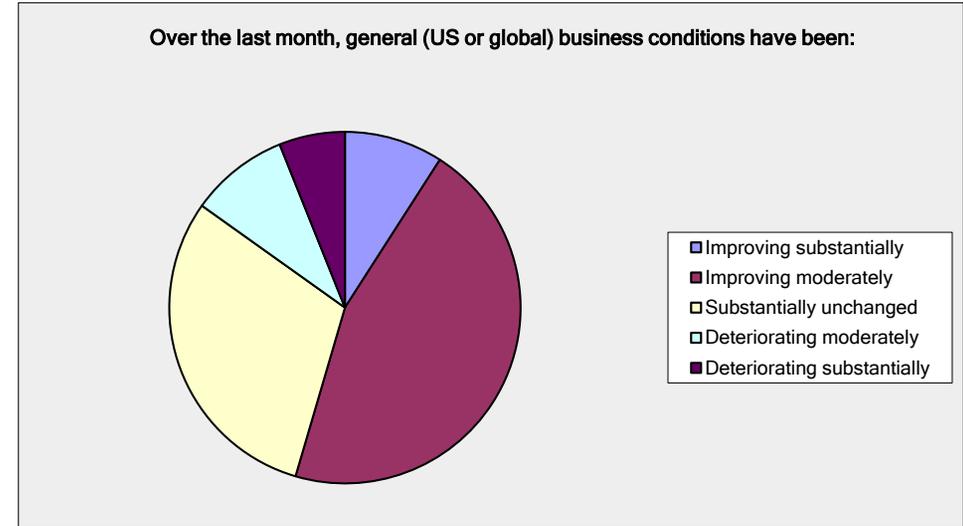
Answer Options	Response Percent	Response Count
Agriculture, forestry or mining	0.00%	0
Construction	3.03%	1
Public utility	3.03%	1
Durable goods manufacturing	9.09%	3
Chemicals and Pharmaceuticals	3.03%	1
Other nondurable goods manufacturing	3.03%	1
Nondurable goods manufacturing	0.00%	0
Wholesale Trade	9.09%	3
Retail Trade	6.06%	2
Transportation and warehousing	0.00%	0
Information (including broadcasting and telecommur	3.03%	1
Finance and Insurance	3.03%	1
Real Estate	3.03%	1
Professional, scientific and technical services	12.12%	4
Consulting	21.21%	7
Administrative and office services (including waste r	0.00%	0
Education	0.00%	0
Health Care and social services	9.09%	3
Arts, entertainment and recreation	0.00%	0
Accommodation and food services	3.03%	1
Other	9.09%	3
Answered		33
Skipped		0



New Jersey Business Pulse September 2018

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

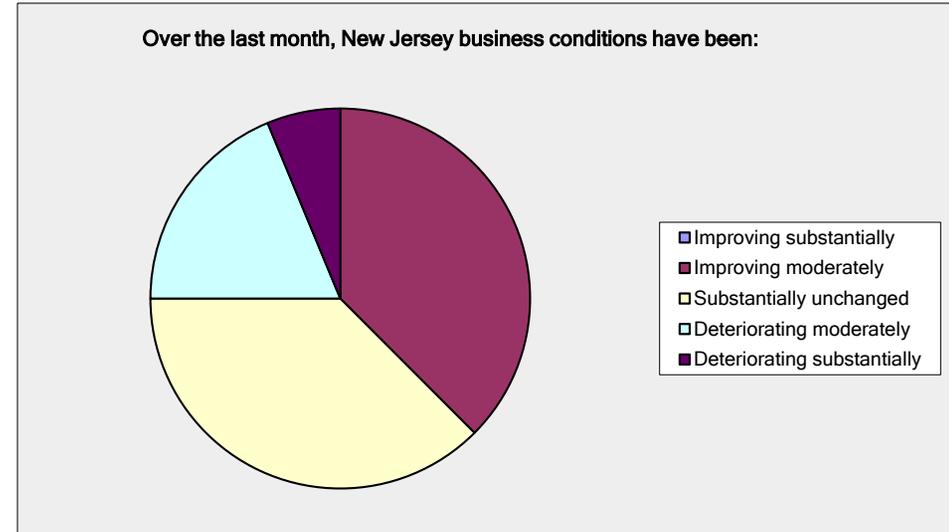
Answer Options	Response Percent	Response Count
Improving substantially	9.09%	3
Improving moderately	45.45%	15
Substantially unchanged	30.30%	10
Deteriorating moderately	9.09%	3
Deteriorating substantially	6.06%	2
Answered		33
Skipped		0



New Jersey Business Pulse September 2018

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

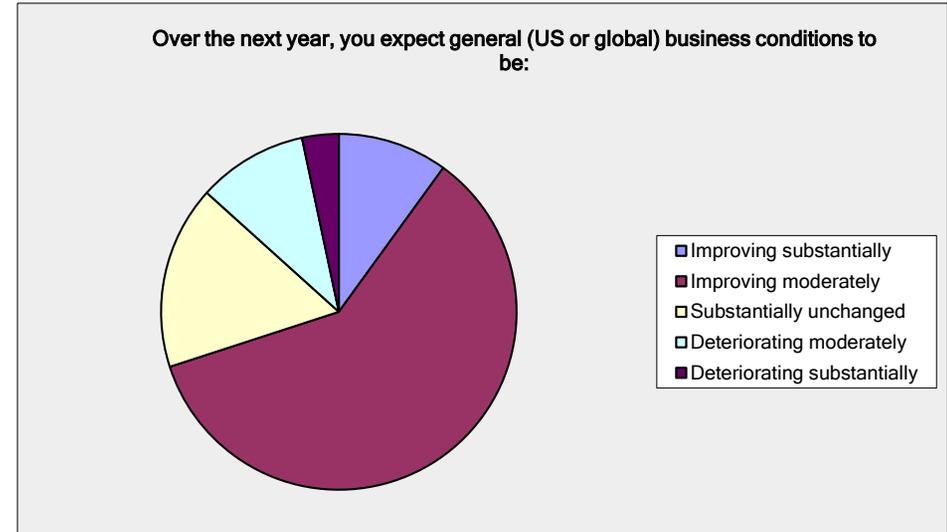
Answer Options	Response Percent	Response Count
Improving substantially	0.00%	0
Improving moderately	37.50%	12
Substantially unchanged	37.50%	12
Deteriorating moderately	18.75%	6
Deteriorating substantially	6.25%	2
Answered		32
Skipped		1



New Jersey Business Pulse September 2018

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

Answer Options	Response Percent	Response Count
Improving substantially	10.00%	3
Improving moderately	60.00%	18
Substantially unchanged	16.67%	5
Deteriorating moderately	10.00%	3
Deteriorating substantially	3.33%	1
Answered		30
Skipped		3

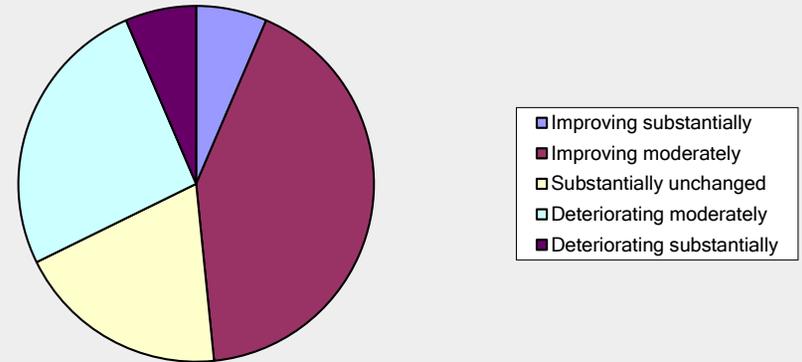


New Jersey Business Pulse September 2018

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

Answer Options	Response Percent	Response Count
Improving substantially	6.45%	2
Improving moderately	41.94%	13
Substantially unchanged	19.35%	6
Deteriorating moderately	25.81%	8
Deteriorating substantially	6.45%	2
Answered		31
Skipped		2

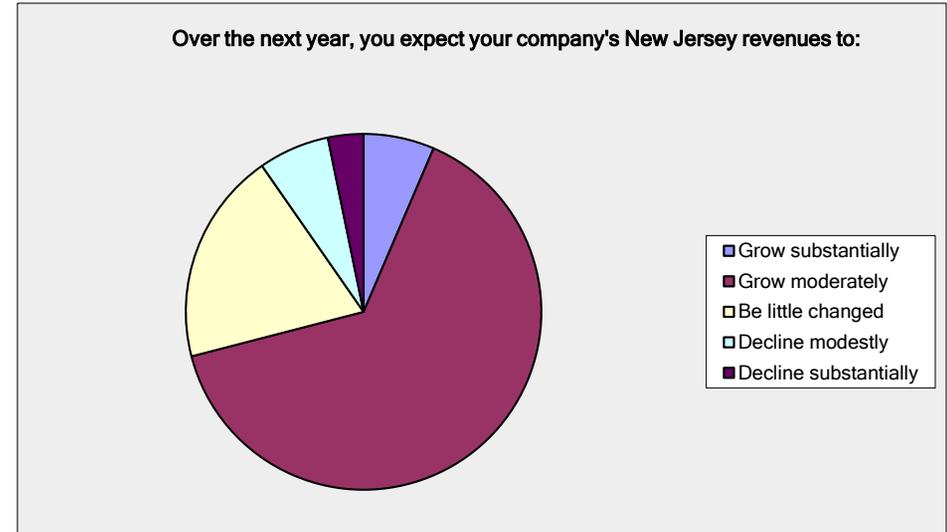
Over the next year, you expect New Jersey business conditions to be:



New Jersey Business Pulse September 2018

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

Answer Options	Response Percent	Response Count
Grow substantially	6.45%	2
Grow moderately	64.52%	20
Be little changed	19.35%	6
Decline modestly	6.45%	2
Decline substantially	3.23%	1
	Answered	31
	Skipped	2

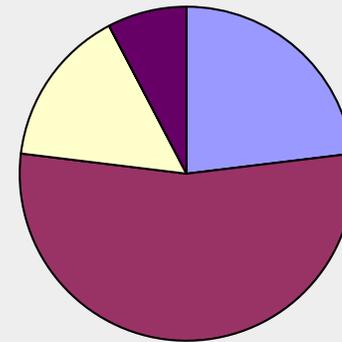


New Jersey Business Pulse September 2018

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	23.08%	3
Grow moderately	53.85%	7
Be little changed	15.38%	2
Decline modestly	0.00%	0
Decline substantially	7.69%	1
Answered		13
Skipped		20

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.)



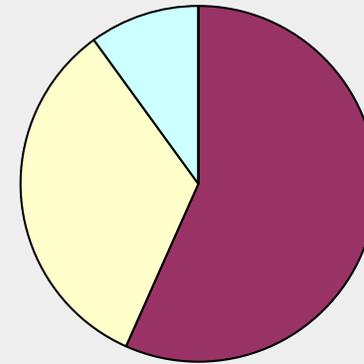
■ Grow substantially
■ Grow moderately
■ Be little changed
■ Decline modestly
■ Decline substantially

New Jersey Business Pulse September 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	0.00%	0
Expand employment moderately	56.67%	17
No significant changes in employment	33.33%	10
Cut employment moderately	10.00%	3
Cut employment substantially	0.00%	0
Answered		30
Skipped		3

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



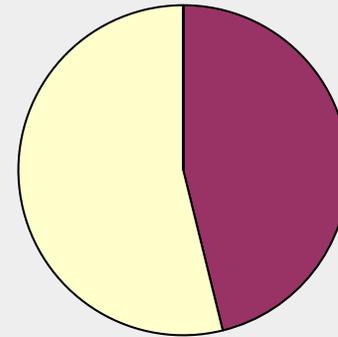
- Expand employment substantially
- Expand employment moderately
- No significant changes in employment
- Cut employment moderately
- Cut employment substantially

New Jersey Business Pulse September 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	0.00%	0
Expand employment moderately	46.15%	6
No significant changes in employment	53.85%	7
Cut employment moderately	0.00%	0
Cut employment substantially	0.00%	0
Answered		13
Skipped		20

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.)

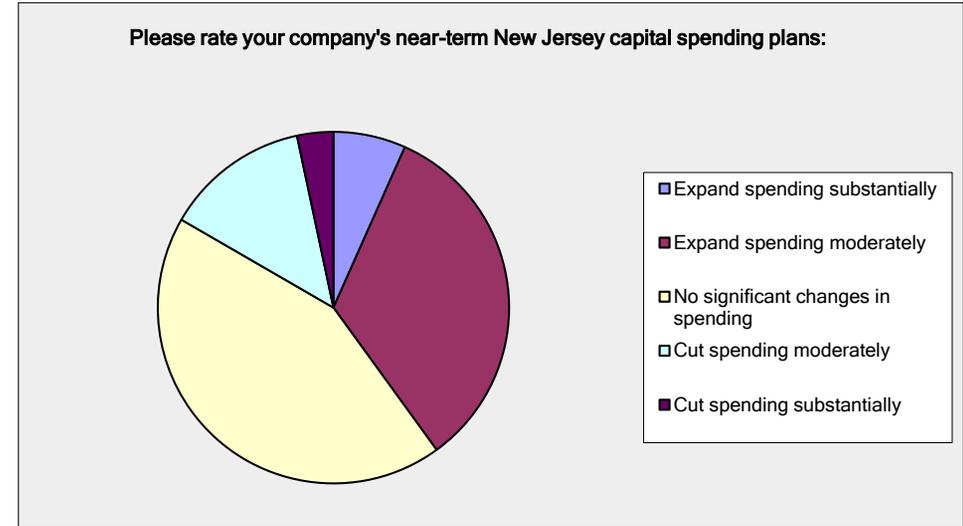


- Expand employment substantially
- Expand employment moderately
- No significant changes in employment
- Cut employment moderately
- Cut employment substantially

New Jersey Business Pulse September 2018

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

Answer Options	Response Percent	Response Count
Expand spending substantially	6.67%	2
Expand spending moderately	33.33%	10
No significant changes in spending	43.33%	13
Cut spending moderately	13.33%	4
Cut spending substantially	3.33%	1
	Answered	30
	Skipped	3

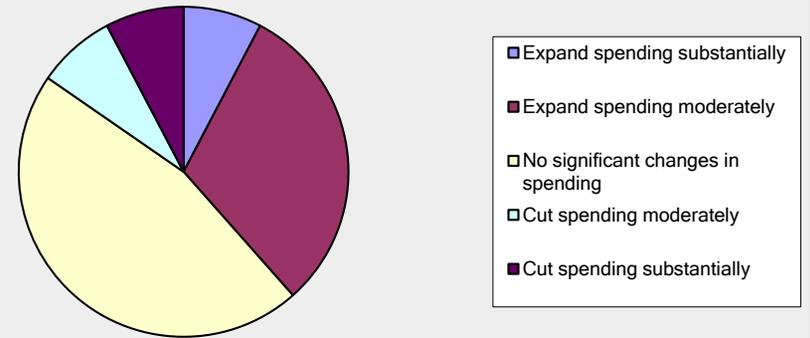


New Jersey Business Pulse September 2018

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	7.69%	1
Expand spending moderately	30.77%	4
No significant changes in spending	46.15%	6
Cut spending moderately	7.69%	1
Cut spending substantially	7.69%	1
	Answered	13
	Skipped	20

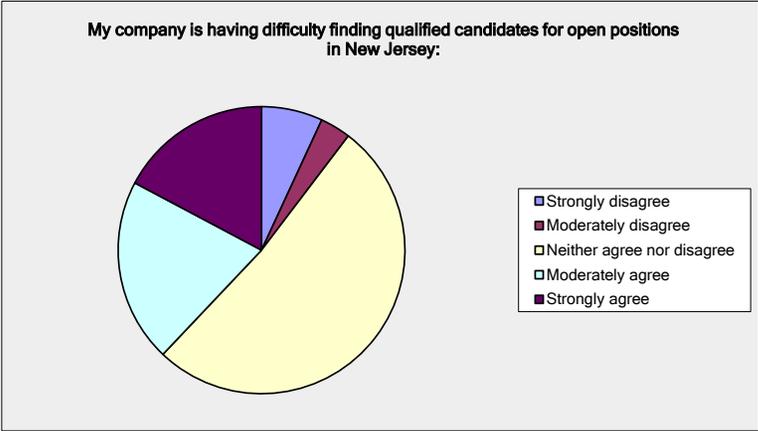
Please rate your company's near-term capital spending plans outside of New Jersey: (Please skip if your company only operates in New Jersey.)



New Jersey Business Pulse September 2018

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

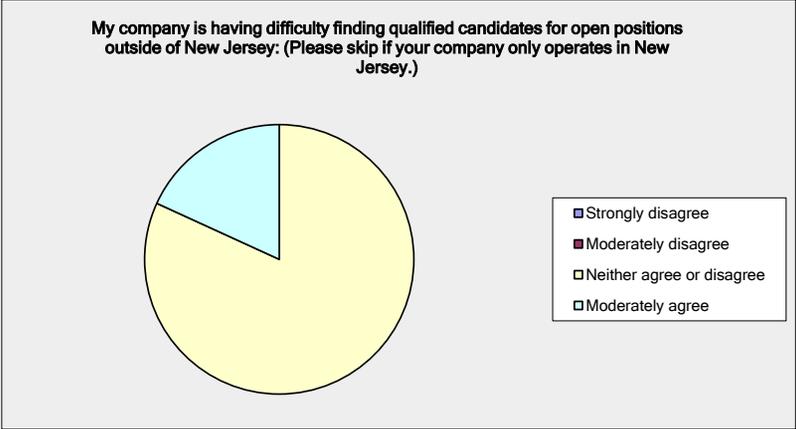
Answer Options	Response Percent	Response Count
Strongly disagree	6.90%	2
Moderately disagree	3.45%	1
Neither agree nor disagree	51.72%	15
Moderately agree	20.69%	6
Strongly agree	17.24%	5
Answered		29
Skipped		4



New Jersey Business Pulse September 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.)

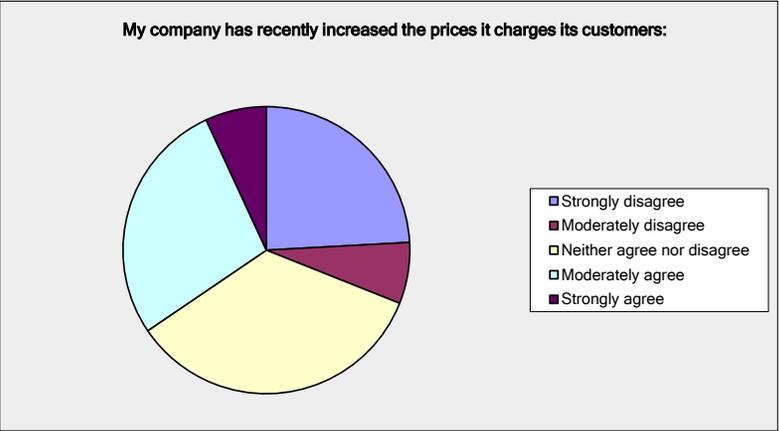
Answer Options	Response Percent	Response Count
Strongly disagree	0.00%	0
Moderately disagree	0.00%	0
Neither agree or disagree	69.23%	9
Moderately agree	15.38%	2
Strongly agree	15.38%	2
Answered		13
Skipped		20



New Jersey Business Pulse September 2018

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

Answer Options	Response Percent	Response Count
Strongly disagree	24.14%	7
Moderately disagree	6.90%	2
Neither agree nor disagree	34.48%	10
Moderately agree	27.59%	8
Strongly agree	6.90%	2
Answered		29
Skipped		4



New Jersey Business Pulse September 2018

My company has recently paid more for the products and services it uses:		
Answer Options	Response Percent	Response Count
Strongly disagree	3.70%	1
Moderately disagree	0.00%	0
Neither agree nor disagree	22.22%	6
Moderately agree	59.26%	16
Strongly agree	14.81%	4
	Answered	27
	Skipped	6

