

CATEGORY	ITEM	SCALE	OVERALL SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	11.6%	67.4%	20.9%				
		Improvement	10.8%	74.6%	14.6%				
		Importance	16.2%	36.2%	47.7%				
	Business Regulators	Attractive	10.1%	70.5%	19.4%				
		Improvement	7.8%	82.9%	9.3%				
		Importance	6.3%	50.0%	43.8%				
	Building Permitting	Attractive	27.1%	57.4%	15.5%				
		Improvement	28.1%	68.0%	3.9%				
		Importance	19.1%	45.0%	35.9%				
	Other Permitting Processes	Attractive	14.5%	74.2%	11.3%				
		Improvement	12.2%	82.9%	4.9%				
		Importance	19.7%	55.1%	25.2%				
	Responsive of regulators	Attractive	26.5%	55.3%	18.2%				
		Improvement	20.5%	68.9%	10.6%				
		Importance	9.0%	40.3%	50.7%				
	Assistance from regulators	Attractive	16.8%	62.6%	20.6%				
		Improvement	11.5%	80.0%	8.5%				
		Importance	5.3%	55.3%	39.4%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	1.7%	57.5%	40.8%			
			Improvement	0.8%	89.2%	10.0%			
			Importance	34.7%	46.0%	19.4%			
		Knowledgable Attorneys	Attractive	4.7%	46.5%	48.8%			
			Improvement	1.6%	89.9%	8.5%			
			Importance	12.2%	53.4%	34.4%			
Access to Legislators		Attractive	5.3%	36.8%	57.9%				
		Improvement	3.0%	82.0%	15.0%				
		Importance	9.6%	59.3%	31.1%				
Influence in legislature		Attractive	13.7%	55.0%	31.3%				
		Improvement	7.6%	82.4%	9.9%				
		Importance	13.4%	54.5%	32.1%				
Access to Gov. Leaders		Attractive	6.7%	39.6%	53.7%				
		Improvement	4.5%	77.6%	17.9%				
		Importance	8.8%	51.5%	39.7%				
Influence w/ Gov Leaders		Attractive	13.5%	52.6%	33.8%				
		Improvement	9.0%	78.9%	12.0%				
		Importance	9.6%	56.3%	34.1%				
Bus. Savvy of Gov Leaders		Attractive	13.4%	56.0%	30.6%				
		Improvement	14.2%	69.4%	16.4%				
		Importance	4.4%	45.9%	49.6%				

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	39.4%	47.0%	13.6%			
		Improvement	5.3%	60.6%	34.1%			
		Importance	6.1%	48.1%	45.8%			
	Corporate Income	Attractive	15.9%	66.7%	17.5%			
		Improvement	8.7%	80.2%	11.1%			
		Importance	4.8%	39.7%	55.6%			
	Gross Recpt	Attractive	28.5%	59.3%	12.2%			
		Improvement	7.4%	77.9%	14.8%			
		Importance	15.2%	44.8%	40.0%			
	R&D Tax Credit	Attractive	15.6%	81.7%	2.8%			
		Improvement	7.3%	86.2%	6.4%			
		Importance	30.7%	40.4%	28.9%			
	Other Tax Incentives	Attractive	23.3%	65.0%	11.7%			
		Improvement	10.8%	78.3%	10.8%			
		Importance	14.9%	38.0%	47.1%			

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	23.7%	37.0%	39.3%			
		Availability	19.1%	58.8%	21.4%			
		Quality	18.8%	66.4%	14.1%			
		Cost	29.4%	66.7%	3.2%			
	Rail Transport	Importance	39.3%	33.3%	27.4%			
		Availability	16.2%	60.8%	23.1%			
		Quality	14.1%	68.8%	17.2%			
		Cost	15.1%	81.7%	3.2%			
	Sea Transport	Importance	67.7%	21.1%	11.3%			
		Availability	5.3%	86.7%	8.0%			
		Quality	0.9%	91.1%	8.0%			
		Cost	7.3%	90.9%	1.8%			
	Trucking	Importance	25.6%	24.1%	50.4%			
		Availability	4.1%	77.2%	18.7%			
		Quality	7.3%	77.2%	15.4%			
		Cost	6.7%	91.7%	1.7%			
	Roads & Highways	Importance	2.2%	16.1%	81.8%			
		Availability	28.1%	49.6%	22.2%			
		Quality	36.3%	48.1%	15.6%			
		Cost	17.6%	80.2%	2.3%			
	Public Transport	Importance	31.6%	45.6%	22.8%			
		Availability	41.0%	53.7%	5.2%			
		Quality	35.1%	62.7%	2.2%			
		Cost	10.9%	86.0%	3.1%			
Information Technolog	Importance	3.7%	30.9%	65.4%				
	Availability	8.9%	79.3%	11.9%				
	Quality	6.7%	84.4%	8.9%				
	Cost	8.3%	88.7%	3.0%				
Electric Utilities	Importance	2.3%	30.1%	67.7%				
	Availability	3.8%	69.7%	26.5%				
	Quality	5.3%	72.5%	22.1%				
	Cost	28.1%	63.3%	8.6%				
Gas Utilities	Importance	14.6%	47.7%	37.7%				
	Availability	3.2%	79.2%	17.6%				
	Quality	1.6%	82.3%	16.1%				
	Cost	15.8%	76.7%	7.5%				
Water Utilities	Importance	7.6%	45.8%	46.6%				
	Availability	7.8%	74.4%	17.8%				
	Quality	10.2%	73.4%	16.4%				
	Cost	12.0%	82.4%	5.6%				

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	8.4%	47.3%	44.3%			
		Availability	12.5%	72.7%	14.8%			
		Quality	9.4%	78.1%	12.5%			
		Cost	25.6%	72.8%	1.6%			
	Primary Education	Importance	9.8%	34.6%	55.6%			
		Availability	10.0%	76.2%	13.8%			
		Quality	36.4%	55.3%	8.3%			
		Cost	20.2%	72.1%	7.8%			
	Secondary Education	Importance	6.8%	31.8%	61.4%			
		Availability	10.9%	74.4%	14.7%			
		Quality	38.2%	55.0%	6.9%			
		Cost	20.9%	73.6%	5.4%			
	Vocational Education	Importance	8.2%	36.6%	55.2%			
		Availability	12.3%	73.1%	14.6%			
		Quality	16.0%	73.3%	10.7%			
		Cost	8.6%	83.6%	7.8%			
	Tech/Community College	Importance	5.3%	34.8%	59.8%			
		Availability	6.2%	72.1%	21.7%			
		Quality	6.9%	79.4%	13.7%			
		Cost	3.9%	87.5%	8.6%			
	University	Importance	6.1%	25.8%	68.2%			
		Availability	3.1%	68.0%	28.9%			
		Quality	3.1%	63.8%	33.1%			
		Cost	14.2%	78.0%	7.9%			

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	10.9%	25.5%	39.4%	24.1%		
		Impact	32.6%	43.9%	23.5%			
	Customers	Importance	6.7%	14.8%	22.2%	56.3%		
		Impact	16.5%	29.3%	54.1%			
	Attract Employees	Importance	14.9%	25.4%	41.8%	17.9%		
		Impact	33.8%	46.6%	19.5%			
	Comp. as Tech Source	Importance	23.0%	31.1%	34.8%	11.1%		
		Impact	45.1%	42.9%	12.0%			
	Collaborators	Importance	29.6%	30.4%	28.1%	11.9%		
		Impact	49.6%	38.3%	12.0%			
	Networking Bus. Leaders	Importance	9.6%	20.0%	40.7%	29.6%		
		Impact	27.8%	51.9%	20.3%			

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	20.5%	7.7%	24.8%	47.0%		
		Availability	12.8%	51.3%	35.9%			
		Recruiting	12.3%	43.0%	44.7%			
	Experienced Mgr/Prof	Source	18.5%	8.5%	35.4%	37.7%		
		Availability	21.1%	47.7%	31.3%			
		Recruiting	12.0%	39.2%	48.8%			
	Univ. Graduate Technical	Source	15.5%	14.0%	52.7%	17.8%		
		Availability	20.3%	45.3%	34.4%			
		Recruiting	9.6%	41.6%	48.8%			
	Univ. Graduate Non-Tech	Source	22.8%	24.4%	44.1%	8.7%		
		Availability	16.5%	47.2%	36.2%			
		Recruiting	7.3%	53.2%	39.5%			
	Tech/Community College	Source	41.6%	29.6%	27.2%	1.6%		
		Availability	22.0%	47.2%	30.9%			
		Recruiting	5.0%	57.5%	37.5%			
	Trade Skills	Source	60.0%	22.7%	15.5%	1.8%		
		Availability	26.6%	52.3%	21.1%			
		Recruiting	2.8%	67.0%	30.3%			
High School Grad	Source	68.8%	13.6%	16.0%	1.6%			
	Availability	31.4%	41.3%	27.3%				
	Recruiting	2.5%	67.2%	30.3%				
Unskiles/Semi-Skilled	Source	75.6%	10.9%	12.6%	0.8%			
	Availability	27.4%	46.2%	26.5%				
	Recruiting	5.2%	64.3%	30.4%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	4.2%	66.1%	14.4%	11.9%	3.4%	0.0%
	Experienced Mgr/Prof	% Growth	3.8%	48.5%	21.5%	16.9%	8.5%	0.8%
	Univ. Graduate Technical	% Growth	2.4%	38.6%	29.9%	15.7%	10.2%	3.1%
	Univ. Graduate Non-Tech	% Growth	3.9%	56.7%	21.3%	12.6%	4.7%	0.8%
	Tech/Community College	% Growth	4.0%	50.0%	27.0%	15.1%	3.2%	0.8%
	Trade Skills	% Growth	8.0%	48.7%	26.5%	10.6%	4.4%	1.8%
	High School Grad	% Growth	10.3%	41.3%	24.6%	15.9%	6.3%	1.6%
	Unskiles/Semi-Skilled	% Growth	17.4%	43.8%	22.3%	11.6%	3.3%	1.7%

CATEGORY	ITEM	SCALE	OVERALL SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	8.1%	40.4%	51.5%			
		Impact	0.7%	3.0%	26.9%	56.7%	12.7%	
	Diversification	Likelihood	33.3%	34.8%	31.9%			
		Impact	0.8%	2.3%	43.8%	46.1%	7.0%	
	Strategioc Alliances	Likelihood	29.6%	44.4%	25.9%			
		Impact	0.8%	2.3%	65.6%	26.6%	4.7%	
	Joint Venture	Likelihood	40.4%	39.7%	19.9%			
		Impact	0.0%	3.9%	73.6%	18.6%	3.1%	
	Acquiring businesses	Likelihood	29.6%	42.2%	28.1%			
		Impact	0.8%	6.3%	57.0%	31.3%	4.7%	
	Consolidation	Likelihood	59.7%	30.6%	9.7%			
		Impact	2.4%	21.4%	67.5%	7.9%	0.8%	
	Diverstiture	Likelihood	78.2%	19.5%	2.3%			
		Impact	2.4%	13.8%	81.3%	1.6%	0.8%	
Mergers	Likelihood	56.3%	34.1%	9.6%				
	Impact	0.8%	18.3%	70.6%	8.7%	1.6%		
Being Aquired	Likelihood	60.2%	31.6%	8.3%				
	Impact	3.2%	13.7%	75.0%	7.3%	0.8%		
Other	Likelihood	0.0%	16.7%	83.3%				
	Impact	0.0%	33.3%	33.3%	0.0%	33.3%		
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	2.3%	9.8%	45.9%	30.8%	11.3%	
	Regulations/Regulators	Impact	3.0%	22.6%	40.6%	18.0%	15.8%	
	Taxation	Impact	5.3%	16.0%	36.6%	22.9%	19.1%	
	Bus-to-Bus Climate	Impact	1.5%	3.1%	53.4%	31.3%	10.7%	
	Transport Infrastruction	Impact	6.1%	9.1%	40.2%	34.1%	10.6%	
	Information Technology	Impact	1.5%	3.1%	41.5%	35.4%	18.5%	
	Education	Impact	2.3%	12.2%	35.1%	32.1%	18.3%	
	Labor Supply	Impact	8.5%	12.4%	24.8%	26.4%	27.9%	

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	14.3%	62.2%	23.5%				
		Improvement	13.1%	71.7%	15.2%				
		Importance	15.0%	32.0%	53.0%				
	Business Regulators	Attractive	9.1%	68.7%	22.2%				
		Improvement	6.1%	85.9%	8.1%				
		Importance	7.1%	46.9%	45.9%				
	Building Permitting	Attractive	29.6%	54.1%	16.3%				
		Improvement	29.9%	66.0%	4.1%				
		Importance	16.0%	43.0%	41.0%				
	Other Permitting Processes	Attractive	19.1%	69.1%	11.7%				
		Improvement	16.1%	78.5%	5.4%				
		Importance	16.5%	52.6%	30.9%				
	Responsive of regulators	Attractive	25.7%	53.5%	20.8%				
		Improvement	22.8%	66.3%	10.9%				
		Importance	6.8%	35.0%	58.3%				
	Assistance from regulators	Attractive	16.0%	61.0%	23.0%				
		Improvement	13.1%	76.8%	10.1%				
		Importance	3.0%	53.5%	43.6%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	47.2%	52.8%			
			Improvement	0.0%	88.8%	11.2%			
			Importance	39.8%	39.8%	20.4%			
		Knowledgable Attorneys	Attractive	3.1%	44.9%	52.0%			
			Improvement	1.0%	89.8%	9.2%			
			Importance	12.0%	54.0%	34.0%			
Access to Legislators		Attractive	2.9%	28.4%	68.6%				
		Improvement	2.9%	81.4%	15.7%				
		Importance	8.7%	53.8%	37.5%				
Influence in legislature		Attractive	11.0%	51.0%	38.0%				
		Improvement	7.0%	84.0%	9.0%				
		Importance	11.7%	50.5%	37.9%				
Access to Gov. Leaders		Attractive	3.9%	30.1%	66.0%				
		Improvement	2.9%	80.6%	16.5%				
		Importance	7.6%	45.7%	46.7%				
Influence w/ Gov Leaders		Attractive	10.8%	46.1%	43.1%				
		Improvement	8.8%	78.4%	12.7%				
		Importance	8.7%	51.0%	40.4%				
Bus. Savvy of Gov Leaders		Attractive	9.7%	58.3%	32.0%				
		Improvement	12.6%	75.7%	11.7%				
		Importance	2.9%	43.3%	53.8%				



CATEGORY	ITEM	SCALE	DELAWARE SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	40.6%	45.5%	13.9%			
		Improvement	3.0%	54.5%	42.6%			
		Importance	8.0%	43.0%	49.0%			
	Corporate Income	Attractive	10.5%	66.3%	23.2%			
		Improvement	5.3%	82.1%	12.6%			
		Importance	4.2%	38.9%	56.8%			
	Gross Recpt	Attractive	34.0%	53.2%	12.8%			
		Improvement	8.6%	72.0%	19.4%			
		Importance	11.5%	43.8%	44.8%			
	R&D Tax Credit	Attractive	8.9%	88.6%	2.5%			
		Improvement	3.8%	91.1%	5.1%			
		Importance	39.3%	35.7%	25.0%			
	Other Tax Incentives	Attractive	14.6%	69.7%	15.7%			
		Improvement	9.0%	79.8%	11.2%			
		Importance	14.4%	35.6%	50.0%			

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	30.8%	39.4%	29.8%			
		Availability	23.0%	65.0%	11.0%			
		Quality	20.4%	68.4%	10.2%			
		Cost	27.1%	69.8%	2.1%			
	Rail Transport	Importance	37.5%	33.7%	28.8%			
		Availability	19.2%	58.6%	22.2%			
		Quality	14.4%	70.1%	15.5%			
		Cost	13.7%	83.2%	3.2%			
	Sea Transport	Importance	70.6%	19.6%	9.8%			
		Availability	7.1%	88.1%	4.8%			
		Quality	1.2%	91.6%	7.2%			
		Cost	7.5%	91.3%	1.3%			
	Trucking	Importance	29.1%	20.4%	50.5%			
		Availability	4.3%	78.5%	17.2%			
		Quality	6.5%	78.5%	15.1%			
		Cost	5.6%	93.3%	1.1%			
	Roads & Highways	Importance	1.9%	14.2%	84.0%			
		Availability	29.5%	52.4%	18.1%			
		Quality	36.2%	52.4%	11.4%			
		Cost	16.8%	81.2%	2.0%			
	Public Transport	Importance	33.3%	41.0%	25.7%			
		Availability	40.8%	55.3%	3.9%			
		Quality	34.0%	64.1%	1.9%			
		Cost	9.2%	86.7%	4.1%			
Information Technolog	Importance	4.8%	33.3%	61.9%				
	Availability	8.7%	79.8%	11.5%				
	Quality	5.8%	84.6%	9.6%				
	Cost	9.8%	88.2%	2.0%				
Electric Utilities	Importance	2.9%	29.4%	67.6%				
	Availability	4.0%	69.3%	26.7%				
	Quality	4.0%	74.0%	22.0%				
	Cost	27.8%	61.9%	10.3%				
Gas Utilities	Importance	18.0%	46.0%	36.0%				
	Availability	4.2%	77.9%	17.9%				
	Quality	2.1%	80.9%	17.0%				
	Cost	17.8%	73.3%	8.9%				
Water Utilities	Importance	9.9%	43.6%	46.5%				
	Availability	10.1%	71.7%	18.2%				
	Quality	11.2%	73.5%	15.3%				
	Cost	13.7%	80.0%	6.3%				

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	9.9%	44.6%	45.5%				
		Availability	13.3%	71.4%	15.3%				
		Quality	9.2%	78.6%	12.2%				
		Cost	28.4%	69.5%	2.1%				
		Primary Education	Importance	9.7%	35.0%	55.3%			
			Availability	13.0%	72.0%	15.0%			
			Quality	41.2%	52.9%	5.9%			
			Cost	19.2%	71.7%	9.1%			
		Secondary Education	Importance	6.9%	30.4%	62.7%			
			Availability	13.1%	71.7%	15.2%			
			Quality	42.6%	52.5%	5.0%			
			Cost	20.2%	73.7%	6.1%			
		Vocational Education	Importance	7.7%	37.5%	54.8%			
			Availability	10.0%	74.0%	16.0%			
			Quality	15.8%	71.3%	12.9%			
			Cost	6.1%	84.7%	9.2%			
		Tech/Community College	Importance	4.9%	35.3%	59.8%			
			Availability	6.1%	72.7%	21.2%			
			Quality	5.9%	80.2%	13.9%			
			Cost	3.1%	87.8%	9.2%			
		University	Importance	5.9%	28.4%	65.7%			
			Availability	1.0%	69.4%	29.6%			
			Quality	3.0%	68.0%	29.0%			
			Cost	9.3%	80.4%	10.3%			

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	13.1%	25.2%	39.3%	22.4%		
		Impact	32.6%	43.9%	23.5%			
	Customers	Importance	6.7%	14.8%	22.2%	64.8%		
		Impact	16.5%	29.3%	54.1%			
	Attract Employees	Importance	14.9%	25.4%	41.8%	17.1%		
		Impact	33.8%	46.6%	19.5%			
	Comp. as Tech Source	Importance	23.0%	31.1%	34.8%	8.6%		
		Impact	45.1%	42.9%	12.0%			
	Collaborators	Importance	29.6%	30.4%	28.1%	12.4%		
		Impact	49.6%	38.3%	12.0%			
	Networking Bus. Leaders	Importance	9.6%	20.0%	40.7%	30.5%		
		Impact	27.8%	51.9%	20.3%			

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	20.5%	7.7%	24.8%	43.0%		
		Availability	12.8%	51.3%	35.9%			
		Recruiting	12.3%	43.0%	44.7%			
	Experienced Mgr/Prof	Source	18.5%	8.5%	35.4%	31.3%		
		Availability	21.1%	47.7%	31.3%			
		Recruiting	12.0%	39.2%	48.8%			
	Univ. Graduate Technical	Source	15.5%	14.0%	52.7%	15.3%		
		Availability	20.3%	45.3%	34.4%			
		Recruiting	9.6%	41.6%	48.8%			
	Univ. Graduate Non-Tech	Source	22.8%	24.4%	44.1%	7.3%		
		Availability	16.5%	47.2%	36.2%			
		Recruiting	7.3%	53.2%	39.5%			
	Tech/Community College	Source	41.6%	29.6%	27.2%	1.1%		
		Availability	22.0%	47.2%	30.9%			
		Recruiting	5.0%	57.5%	37.5%			
	Trade Skills	Source	60.0%	22.7%	15.5%	2.4%		
		Availability	26.6%	52.3%	21.1%			
		Recruiting	2.8%	67.0%	30.3%			
High School Grad	Source	68.8%	13.6%	16.0%	1.1%			
	Availability	31.4%	41.3%	27.3%				
	Recruiting	2.5%	67.2%	30.3%				
Unskiles/Semi-Skilled	Source	75.6%	10.9%	12.6%	1.1%			
	Availability	27.4%	46.2%	26.5%				
	Recruiting	5.2%	64.3%	30.4%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	4.2%	66.1%	14.4%	10.1%	3.4%	0.0%
	Experienced Mgr/Prof	% Growth	3.8%	48.5%	21.5%	11.0%	9.0%	1.0%
	Univ. Graduate Technical	% Growth	2.4%	38.6%	29.9%	13.4%	8.2%	3.1%
	Univ. Graduate Non-Tech	% Growth	3.9%	56.7%	21.3%	11.3%	5.2%	1.0%
	Tech/Community College	% Growth	4.0%	50.0%	27.0%	15.5%	3.1%	0.0%
	Trade Skills	% Growth	8.0%	48.7%	26.5%	10.5%	4.7%	1.2%
	High School Grad	% Growth	10.3%	41.3%	24.6%	15.3%	8.2%	1.0%
	Unskiles/Semi-Skilled	% Growth	17.4%	43.8%	22.3%	10.8%	3.2%	2.2%

CATEGORY	ITEM	SCALE	DELAWARE SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	8.1%	40.4%	51.5%			
		Impact	0.7%	3.0%	26.9%	57.7%	15.4%	
	Diversification	Likelihood	33.3%	34.8%	31.9%			
		Impact	0.8%	2.3%	43.8%	51.0%	6.1%	
	Strategioc Alliances	Likelihood	29.6%	44.4%	25.9%			
		Impact	0.8%	2.3%	65.6%	27.6%	5.1%	
	Joint Venture	Likelihood	40.4%	39.7%	19.9%			
		Impact	0.0%	3.9%	73.6%	19.2%	4.0%	
	Acquiring businesses	Likelihood	29.6%	42.2%	28.1%			
		Impact	0.8%	6.3%	57.0%	32.7%	5.1%	
	Consolidation	Likelihood	59.7%	30.6%	9.7%			
		Impact	2.4%	21.4%	67.5%	9.4%	1.0%	
	Diverstiture	Likelihood	78.2%	19.5%	2.3%			
		Impact	2.4%	13.8%	81.3%	2.2%	1.1%	
Mergers	Likelihood	56.3%	34.1%	9.6%				
	Impact	0.8%	18.3%	70.6%	9.4%	2.1%		
Being Aquired	Likelihood	60.2%	31.6%	8.3%				
	Impact	3.2%	13.7%	75.0%	8.5%	1.1%		
Other	Likelihood	0.0%	16.7%	83.3%				
	Impact	0.0%	33.3%	33.3%	0.0%	50.0%		
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	2.3%	9.8%	45.9%	36.3%	11.8%	
	Regulations/Regulators	Impact	3.0%	22.6%	40.6%	16.7%	17.6%	
	Taxation	Impact	5.3%	16.0%	36.6%	24.0%	19.0%	
	Bus-to-Bus Climate	Impact	1.5%	3.1%	53.4%	31.0%	12.0%	
	Transport Infrastruction	Impact	6.1%	9.1%	40.2%	27.7%	10.9%	
	Information Technology	Impact	1.5%	3.1%	41.5%	35.4%	16.2%	
	Education	Impact	2.3%	12.2%	35.1%	28.0%	18.0%	
	Labor Supply	Impact	8.5%	12.4%	24.8%	23.5%	26.5%	

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	3.2%	83.9%	12.9%				
		Improvement	3.2%	83.9%	12.9%				
		Importance	20.0%	50.0%	30.0%				
	Business Regulators	Attractive	13.3%	76.7%	10.0%				
		Improvement	13.3%	73.3%	13.3%				
		Importance	3.3%	60.0%	36.7%				
	Building Permitting	Attractive	19.4%	67.7%	12.9%				
		Improvement	22.6%	74.2%	3.2%				
		Importance	29.0%	51.6%	19.4%				
	Other Permitting Processes	Attractive	0.0%	90.0%	10.0%				
		Improvement	0.0%	96.7%	3.3%				
		Importance	30.0%	63.3%	6.7%				
	Responsive of regulators	Attractive	29.0%	61.3%	9.7%				
		Improvement	12.9%	77.4%	9.7%				
		Importance	16.1%	58.1%	25.8%				
	Assistance from regulators	Attractive	19.4%	67.7%	12.9%				
		Improvement	6.5%	90.3%	3.2%				
		Importance	12.9%	61.3%	25.8%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	6.5%	87.1%	6.5%			
			Improvement	3.2%	90.3%	6.5%			
			Importance	19.4%	64.5%	16.1%			
Knowledgable Attorneys		Attractive	9.7%	51.6%	38.7%				
		Improvement	3.2%	90.3%	6.5%				
		Importance	12.9%	51.6%	35.5%				
Access to Legislators		Attractive	12.9%	64.5%	22.6%				
		Improvement	3.2%	83.9%	12.9%				
		Importance	12.9%	77.4%	9.7%				
Influence in legislature		Attractive	22.6%	67.7%	9.7%				
		Improvement	9.7%	77.4%	12.9%				
		Importance	19.4%	67.7%	12.9%				
Access to Gov. Leaders		Attractive	16.1%	71.0%	12.9%				
		Improvement	9.7%	67.7%	22.6%				
		Importance	12.9%	71.0%	16.1%				
Influence w/ Gov Leaders		Attractive	22.6%	74.2%	3.2%				
		Improvement	9.7%	80.6%	9.7%				
		Importance	12.9%	74.2%	12.9%				
Bus. Savvy of Gov Leaders		Attractive	25.8%	48.4%	25.8%				
		Improvement	19.4%	48.4%	32.3%				
		Importance	9.7%	54.8%	35.5%				

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	35.5%	51.6%	12.9%			
		Improvement	12.9%	80.6%	6.5%			
		Importance	0.0%	64.5%	35.5%			
	Corporate Income	Attractive	32.3%	67.7%	0.0%			
		Improvement	19.4%	74.2%	6.5%			
		Importance	6.5%	41.9%	51.6%			
	Gross Recpt	Attractive	10.3%	79.3%	10.3%			
		Improvement	3.4%	96.6%	0.0%			
		Importance	27.6%	48.3%	24.1%			
	R&D Tax Credit	Attractive	33.3%	63.3%	3.3%			
		Improvement	16.7%	73.3%	10.0%			
		Importance	6.7%	53.3%	40.0%			
	Other Tax Incentives	Attractive	48.4%	51.6%	0.0%			
		Improvement	16.1%	74.2%	9.7%			
		Importance	16.1%	45.2%	38.7%			



CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	0.0%	29.0%	71.0%			
		Availability	6.5%	38.7%	54.8%			
		Quality	13.3%	60.0%	26.7%			
		Cost	36.7%	56.7%	6.7%			
	Rail Transport	Importance	45.2%	32.3%	22.6%			
		Availability	6.5%	67.7%	25.8%			
		Quality	12.9%	64.5%	22.6%			
		Cost	19.4%	77.4%	3.2%			
	Sea Transport	Importance	58.1%	25.8%	16.1%			
		Availability	0.0%	82.8%	17.2%			
		Quality	0.0%	89.7%	10.3%			
		Cost	6.7%	90.0%	3.3%			
	Trucking	Importance	13.3%	36.7%	50.0%			
		Availability	3.3%	73.3%	23.3%			
		Quality	10.0%	73.3%	16.7%			
		Cost	10.0%	86.7%	3.3%			
	Roads & Highways	Importance	3.2%	22.6%	74.2%			
		Availability	23.3%	40.0%	36.7%			
		Quality	36.7%	33.3%	30.0%			
		Cost	20.0%	76.7%	3.3%			
	Public Transport	Importance	25.8%	61.3%	12.9%			
		Availability	41.9%	48.4%	9.7%			
		Quality	38.7%	58.1%	3.2%			
		Cost	16.1%	83.9%	0.0%			
Information Technolog	Importance	0.0%	22.6%	77.4%				
	Availability	9.7%	77.4%	12.9%				
	Quality	9.7%	83.9%	6.5%				
	Cost	3.2%	90.3%	6.5%				
Electric Utilities	Importance	0.0%	32.3%	67.7%				
	Availability	3.2%	71.0%	25.8%				
	Quality	9.7%	67.7%	22.6%				
	Cost	29.0%	67.7%	3.2%				
Gas Utilities	Importance	3.3%	53.3%	43.3%				
	Availability	0.0%	83.3%	16.7%				
	Quality	0.0%	86.7%	13.3%				
	Cost	10.0%	86.7%	3.3%				
Water Utilities	Importance	0.0%	53.3%	46.7%				
	Availability	0.0%	83.3%	16.7%				
	Quality	6.7%	73.3%	20.0%				
	Cost	6.7%	90.0%	3.3%				

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	3.3%	56.7%	40.0%				
		Availability	10.0%	76.7%	13.3%				
		Quality	10.0%	76.7%	13.3%				
		Cost	16.7%	83.3%	0.0%				
		Primary Education	Importance	10.0%	33.3%	56.7%			
			Availability	0.0%	90.0%	10.0%			
			Quality	20.0%	63.3%	16.7%			
			Cost	23.3%	73.3%	3.3%			
		Secondary Education	Importance	6.7%	36.7%	56.7%			
			Availability	3.3%	83.3%	13.3%			
			Quality	23.3%	63.3%	13.3%			
			Cost	23.3%	73.3%	3.3%			
		Vocational Education	Importance	10.0%	33.3%	56.7%			
			Availability	20.0%	70.0%	10.0%			
			Quality	16.7%	80.0%	3.3%			
			Cost	16.7%	80.0%	3.3%			
		Tech/Community College	Importance	6.7%	33.3%	60.0%			
			Availability	6.7%	70.0%	23.3%			
			Quality	10.0%	76.7%	13.3%			
			Cost	6.7%	86.7%	6.7%			
		University	Importance	6.7%	16.7%	76.7%			
			Availability	10.0%	63.3%	26.7%			
			Quality	3.3%	50.0%	46.7%			
			Cost	30.0%	70.0%	0.0%			

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	3.3%	26.7%	40.0%	30.0%		
		Impact	27.6%	44.8%	27.6%			
	Customers	Importance	3.3%	26.7%	43.3%	26.7%		
		Impact	26.7%	46.7%	26.7%			
	Attract Employees	Importance	13.8%	17.2%	48.3%	20.7%		
		Impact	36.7%	43.3%	20.0%			
	Comp. as Tech Source	Importance	20.0%	13.3%	46.7%	20.0%		
		Impact	40.0%	40.0%	20.0%			
	Collaborators	Importance	16.7%	30.0%	43.3%	10.0%		
		Impact	40.0%	53.3%	6.7%			
	Networking Bus. Leaders	Importance	10.0%	33.3%	30.0%	26.7%		
		Impact	36.7%	56.7%	6.7%			

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	9.7%	3.2%	29.0%	58.1%		
		Availability	19.4%	45.2%	35.5%			
		Recruiting	9.7%	35.5%	54.8%			
	Experienced Mgr/Prof	Source	6.5%	0.0%	35.5%	58.1%		
		Availability	12.9%	58.1%	29.0%			
		Recruiting	12.9%	32.3%	54.8%			
	Univ. Graduate Technical	Source	12.9%	3.2%	58.1%	25.8%		
		Availability	29.0%	35.5%	35.5%			
		Recruiting	9.7%	32.3%	58.1%			
	Univ. Graduate Non-Tech	Source	22.6%	22.6%	41.9%	12.9%		
		Availability	16.1%	38.7%	45.2%			
		Recruiting	6.5%	54.8%	38.7%			
	Tech/Community College	Source	36.7%	30.0%	30.0%	3.3%		
		Availability	30.0%	36.7%	33.3%			
		Recruiting	3.3%	60.0%	36.7%			
	Trade Skills	Source	64.3%	21.4%	14.3%	0.0%		
		Availability	25.0%	32.1%	42.9%			
		Recruiting	3.6%	67.9%	28.6%			
High School Grad	Source	80.0%	6.7%	10.0%	3.3%			
	Availability	23.3%	36.7%	40.0%				
	Recruiting	3.3%	70.0%	26.7%				
Unskiles/Semi-Skilled	Source	82.8%	6.9%	10.3%	0.0%			
	Availability	14.3%	42.9%	42.9%				
	Recruiting	10.7%	57.1%	32.1%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	3.4%	48.3%	27.6%	17.2%	3.4%	0.0%
	Experienced Mgr/Prof	% Growth	6.7%	23.3%	26.7%	36.7%	6.7%	0.0%
	Univ. Graduate Technical	% Growth	0.0%	16.7%	40.0%	23.3%	16.7%	3.3%
	Univ. Graduate Non-Tech	% Growth	3.3%	53.3%	23.3%	16.7%	3.3%	0.0%
	Tech/Community College	% Growth	3.4%	34.5%	41.4%	13.8%	3.4%	3.4%
	Trade Skills	% Growth	18.5%	40.7%	22.2%	11.1%	3.7%	3.7%
	High School Grad	% Growth	14.3%	39.3%	25.0%	17.9%	0.0%	3.6%
	Unskiles/Semi-Skilled	% Growth	21.4%	46.4%	14.3%	14.3%	3.6%	0.0%

CATEGORY	ITEM	SCALE	OUT OF STATE SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	3.2%	38.7%	58.1%			
		Impact	3.3%	3.3%	36.7%	53.3%	3.3%	
		Diversification	Likelihood	29.0%	29.0%	41.9%		
			Impact	3.3%	3.3%	53.3%	30.0%	10.0%
		Strategioc Alliances	Likelihood	9.7%	54.8%	35.5%		
			Impact	0.0%	0.0%	73.3%	23.3%	3.3%
		Joint Venture	Likelihood	25.8%	45.2%	29.0%		
			Impact	0.0%	3.3%	76.7%	16.7%	0.0%
		Acquiring businesses	Likelihood	12.9%	51.6%	35.5%		
			Impact	0.0%	0.0%	70.0%	26.7%	3.3%
		Consolidation	Likelihood	64.5%	25.8%	9.7%		
			Impact	0.0%	30.0%	66.7%	3.3%	0.0%
		Diverstiture	Likelihood	71.0%	29.0%	0.0%		
			Impact	3.3%	10.0%	86.7%	0.0%	0.0%
		Mergers	Likelihood	54.8%	38.7%	6.5%		
			Impact	0.0%	16.7%	76.7%	6.7%	0.0%
		Being Aquired	Likelihood	64.5%	22.6%	12.9%		
			Impact	3.3%	10.0%	83.3%	3.3%	0.0%
		Other	Likelihood	0.0%	0.0%	100.0%		
			Impact	0.0%	0.0%	100.0%	0.0%	0.0%
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	3.2%	16.1%	58.1%	12.9%	9.7%	
	Regulations/Regulators	Impact	0.0%	19.4%	48.4%	22.6%	9.7%	
	Taxation	Impact	6.5%	19.4%	35.5%	19.4%	19.4%	
	Bus-to-Bus Climate	Impact	3.2%	3.2%	54.8%	32.3%	6.5%	
	Transport Infrastruction	Impact	3.2%	3.2%	29.0%	54.8%	9.7%	
	Information Technology	Impact	0.0%	3.2%	35.5%	35.5%	25.8%	
	Education	Impact	0.0%	3.2%	32.3%	45.2%	19.4%	
	Labor Supply	Impact	0.0%	6.5%	25.8%	35.5%	32.3%	

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere	Environmental Regulation	Attractive	15.9%	57.1%	27.0%				
		Improvement	14.1%	71.9%	14.1%				
		Importance	16.7%	30.3%	53.0%				
	Business Regulators	Attractive	11.9%	59.7%	28.4%				
		Improvement	9.0%	80.6%	10.4%				
		Importance	6.0%	49.3%	44.8%				
	Building Permitting	Attractive	32.3%	55.4%	12.3%				
		Improvement	33.8%	63.1%	3.1%				
		Importance	13.6%	45.5%	40.9%				
	Other Permitting Processes	Attractive	22.6%	66.1%	11.3%				
		Improvement	17.7%	77.4%	4.8%				
		Importance	14.3%	52.4%	33.3%				
	Responsive of regulators	Attractive	32.4%	47.1%	20.6%				
		Improvement	32.4%	60.3%	7.4%				
		Importance	5.8%	31.9%	62.3%				
	Assistance from regulators	Attractive	16.4%	62.7%	20.9%				
		Improvement	16.7%	75.8%	7.6%				
		Importance	4.4%	50.0%	45.6%				
	Government-Business Relations	Chancery/Judicial	Attractive	0.0%	43.5%	56.5%			
			Improvement	0.0%	90.3%	9.7%			
			Importance	41.3%	38.1%	20.6%			
Knowledgable Attorneys		Attractive	2.9%	41.2%	55.9%				
		Improvement	1.5%	92.6%	5.9%				
		Importance	8.8%	57.4%	33.8%				
Access to Legislators		Attractive	4.3%	27.5%	68.1%				
		Improvement	4.3%	81.2%	14.5%				
		Importance	8.7%	50.7%	40.6%				
Influence in legislature		Attractive	10.4%	53.7%	35.8%				
		Improvement	4.5%	86.6%	9.0%				
		Importance	13.2%	54.4%	32.4%				
Access to Gov. Leaders		Attractive	5.8%	30.4%	63.8%				
		Improvement	4.3%	79.7%	15.9%				
		Importance	7.2%	46.4%	46.4%				
Influence w/ Gov Leaders		Attractive	11.8%	47.1%	41.2%				
		Improvement	8.8%	79.4%	11.8%				
		Importance	10.3%	51.5%	38.2%				
Bus. Savvy of Gov Leaders		Attractive	5.8%	58.0%	36.2%				
		Improvement	10.1%	73.9%	15.9%				
		Importance	4.3%	43.5%	52.2%				

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	39.4%	47.0%	13.6%			
		Improvement	3.0%	53.0%	43.9%			
		Importance	6.2%	43.1%	50.8%			
	Corporate Income	Attractive	8.1%	69.4%	22.6%			
		Improvement	6.5%	80.6%	12.9%			
		Importance	1.6%	41.0%	57.4%			
	Gross Recpt	Attractive	30.6%	51.6%	17.7%			
		Improvement	9.8%	72.1%	18.0%			
		Importance	11.1%	41.3%	47.6%			
	R&D Tax Credit	Attractive	7.7%	90.4%	1.9%			
		Improvement	5.8%	92.3%	1.9%			
		Importance	40.0%	38.2%	21.8%			
	Other Tax Incentives	Attractive	16.7%	68.3%	15.0%			
		Improvement	10.0%	81.7%	8.3%			
		Importance	13.3%	33.3%	53.3%			

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	27.1%	40.0%	32.9%			
		Availability	22.9%	64.3%	11.4%			
		Quality	19.1%	69.1%	10.3%			
		Cost	25.4%	71.6%	1.5%			
	Rail Transport	Importance	34.3%	35.7%	30.0%			
		Availability	20.3%	58.0%	21.7%			
		Quality	11.9%	77.6%	10.4%			
		Cost	10.6%	86.4%	3.0%			
	Sea Transport	Importance	69.6%	20.3%	10.1%			
		Availability	5.2%	93.1%	1.7%			
		Quality	0.0%	94.7%	5.3%			
		Cost	3.6%	94.6%	1.8%			
	Trucking	Importance	27.5%	23.2%	49.3%			
		Availability	3.1%	81.3%	15.6%			
		Quality	3.1%	82.8%	14.1%			
		Cost	3.2%	96.8%	0.0%			
	Roads & Highways	Importance	1.4%	15.5%	83.1%			
		Availability	29.6%	53.5%	16.9%			
		Quality	40.8%	46.5%	12.7%			
		Cost	17.6%	79.4%	2.9%			
	Public Transport	Importance	31.4%	41.4%	27.1%			
		Availability	43.5%	53.6%	2.9%			
		Quality	40.6%	58.0%	1.4%			
		Cost	9.0%	89.6%	1.5%			
Information Technolog	Importance	5.7%	35.7%	58.6%				
	Availability	8.6%	81.4%	10.0%				
	Quality	5.7%	85.7%	8.6%				
	Cost	8.7%	88.4%	2.9%				
Electric Utilities	Importance	2.9%	33.8%	63.2%				
	Availability	3.0%	74.6%	22.4%				
	Quality	3.0%	81.8%	15.2%				
	Cost	24.6%	63.1%	12.3%				
Gas Utilities	Importance	14.9%	52.2%	32.8%				
	Availability	3.1%	80.0%	16.9%				
	Quality	1.6%	85.9%	12.5%				
	Cost	16.1%	75.8%	8.1%				
Water Utilities	Importance	10.3%	47.1%	42.6%				
	Availability	12.1%	74.2%	13.6%				
	Quality	13.8%	73.8%	12.3%				
	Cost	9.4%	84.4%	6.3%				



CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	10.3%	50.0%	39.7%			
		Availability	15.4%	69.2%	15.4%			
		Quality	10.8%	81.5%	7.7%			
		Cost	21.9%	75.0%	3.1%			
		Primary Education	Importance	10.0%	35.7%	54.3%		
			Availability	14.9%	68.7%	16.4%		
			Quality	42.0%	52.2%	5.8%		
			Cost	14.9%	73.1%	11.9%		
		Secondary Education	Importance	7.2%	30.4%	62.3%		
			Availability	13.6%	71.2%	15.2%		
			Quality	39.7%	54.4%	5.9%		
			Cost	16.4%	76.1%	7.5%		
		Vocational Education	Importance	10.1%	40.6%	49.3%		
			Availability	10.8%	72.3%	16.9%		
			Quality	13.6%	75.8%	10.6%		
			Cost	3.1%	83.1%	13.8%		
		Tech/Community College	Importance	7.2%	31.9%	60.9%		
			Availability	6.1%	74.2%	19.7%		
			Quality	5.9%	82.4%	11.8%		
			Cost	3.0%	83.6%	13.4%		
		University	Importance	5.8%	27.5%	66.7%		
			Availability	1.5%	69.7%	28.8%		
			Quality	4.4%	70.6%	25.0%		
			Cost	10.4%	76.1%	13.4%		

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	17.1%	21.4%	37.1%	24.3%		
		Impact	34.3%	41.8%	23.9%			
	Customers	Importance	7.4%	5.9%	19.1%	67.6%		
		Impact	9.0%	26.9%	64.2%			
	Attract Employees	Importance	22.1%	22.1%	38.2%	17.6%		
		Impact	34.3%	44.8%	20.9%			
	Comp. as Tech Source	Importance	26.5%	32.4%	30.9%	10.3%		
		Impact	44.8%	43.3%	11.9%			
	Collaborators	Importance	35.3%	26.5%	23.5%	14.7%		
		Impact	46.3%	38.8%	14.9%			
	Networking Bus. Leaders	Importance	11.8%	16.2%	42.6%	29.4%		
		Impact	22.4%	52.2%	25.4%			

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	17.9%	14.3%	30.4%	37.5%		
		Availability	12.5%	53.6%	33.9%			
		Recruiting	13.0%	46.3%	40.7%			
	Experienced Mgr/Prof	Source	18.5%	13.8%	40.0%	27.7%		
		Availability	25.0%	43.8%	31.3%			
		Recruiting	11.3%	41.9%	46.8%			
	Univ. Graduate Technical	Source	11.1%	23.8%	50.8%	14.3%		
		Availability	17.5%	49.2%	33.3%			
		Recruiting	8.2%	47.5%	44.3%			
	Univ. Graduate Non-Tech	Source	17.5%	28.6%	44.4%	9.5%		
		Availability	15.9%	54.0%	30.2%			
		Recruiting	6.6%	55.7%	37.7%			
	Tech/Community College	Source	41.3%	25.4%	31.7%	1.6%		
		Availability	16.1%	54.8%	29.0%			
		Recruiting	3.3%	61.7%	35.0%			
Trade Skills	Source	61.1%	18.5%	16.7%	3.7%			
	Availability	27.8%	55.6%	16.7%				
	Recruiting	1.8%	70.9%	27.3%				
High School Grad	Source	65.1%	15.9%	17.5%	1.6%			
	Availability	36.7%	40.0%	23.3%				
	Recruiting	1.7%	67.8%	30.5%				
Unskiles/Semi-Skilled	Source	70.5%	13.1%	16.4%	0.0%			
	Availability	36.1%	42.6%	21.3%				
	Recruiting	1.7%	70.0%	28.3%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	5.2%	70.7%	8.6%	10.3%	5.2%	0.0%
	Experienced Mgr/Prof	% Growth	3.1%	56.9%	21.5%	7.7%	10.8%	0.0%
	Univ. Graduate Technical	% Growth	4.8%	46.8%	24.2%	9.7%	11.3%	3.2%
	Univ. Graduate Non-Tech	% Growth	6.3%	57.8%	15.6%	14.1%	6.3%	0.0%
	Tech/Community College	% Growth	6.3%	57.1%	17.5%	17.5%	1.6%	0.0%
	Trade Skills	% Growth	3.7%	55.6%	29.6%	5.6%	3.7%	1.9%
	High School Grad	% Growth	6.3%	39.1%	28.1%	14.1%	10.9%	1.6%
	Unskiles/Semi-Skilled	% Growth	13.1%	39.3%	26.2%	14.8%	4.9%	1.6%

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	8.7%	37.7%	53.6%			
		Impact	0.0%	1.5%	20.6%	60.3%	17.6%	
	Diversification	Likelihood	26.5%	38.2%	35.3%			
		Impact	0.0%	0.0%	35.4%	55.4%	9.2%	
	Strategioci Alliances	Likelihood	29.9%	46.3%	23.9%			
		Impact	0.0%	4.6%	56.9%	30.8%	7.7%	
	Joint Venture	Likelihood	44.1%	39.7%	16.2%			
		Impact	0.0%	3.1%	67.7%	23.1%	6.2%	
	Acquiring businesses	Likelihood	29.4%	42.6%	27.9%			
		Impact	1.5%	7.7%	46.2%	36.9%	7.7%	
	Consolidation	Likelihood	55.2%	31.3%	13.4%			
		Impact	1.6%	18.8%	65.6%	12.5%	1.6%	
	Diverstiture	Likelihood	81.8%	15.2%	3.0%			
		Impact	1.6%	11.5%	82.0%	3.3%	1.6%	
	Mergers	Likelihood	52.9%	32.4%	14.7%			
		Impact	0.0%	15.9%	66.7%	14.3%	3.2%	
	Being Aquired	Likelihood	55.2%	38.8%	6.0%			
		Impact	1.6%	12.9%	72.6%	11.3%	1.6%	
	Other	Likelihood	0.0%	25.0%	75.0%			
		Impact	0.0%	50.0%	0.0%	0.0%	50.0%	
	Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	1.5%	7.6%	39.4%	37.9%	13.6%
		Regulations/Regulators	Impact	1.5%	25.4%	29.9%	22.4%	20.9%
		Taxation	Impact	3.1%	16.9%	35.4%	24.6%	20.0%
		Bus-to-Bus Climate	Impact	0.0%	3.1%	46.2%	36.9%	13.8%
Transport Infrastruction		Impact	7.6%	7.6%	36.4%	33.3%	15.2%	
Information Technology		Impact	0.0%	3.0%	45.5%	33.3%	18.2%	
Education		Impact	4.5%	16.7%	33.3%	30.3%	15.2%	
Labor Supply		Impact	10.9%	14.1%	21.9%	25.0%	28.1%	

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	7.1%	85.7%	7.1%				
		Improvement	21.4%	71.4%	7.1%				
		Importance	23.1%	30.8%	46.2%				
	Business Regulators	Attractive	0.0%	92.3%	7.7%				
		Improvement	0.0%	100.0%	0.0%				
		Importance	0.0%	58.3%	41.7%				
	Building Permitting	Attractive	15.4%	53.8%	30.8%				
		Improvement	23.1%	76.9%	0.0%				
		Importance	23.1%	38.5%	38.5%				
	Other Permitting Processes	Attractive	7.7%	76.9%	15.4%				
		Improvement	15.4%	76.9%	7.7%				
		Importance	23.1%	53.8%	23.1%				
	Responsive of regulators	Attractive	15.4%	53.8%	30.8%				
		Improvement	7.7%	84.6%	7.7%				
		Importance	7.7%	53.8%	38.5%				
	Assistance from regulators	Attractive	15.4%	46.2%	38.5%				
		Improvement	15.4%	76.9%	7.7%				
		Importance	0.0%	69.2%	30.8%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	54.5%	45.5%			
			Improvement	0.0%	72.7%	27.3%			
			Importance	36.4%	45.5%	18.2%			
Knowledgable Attorneys		Attractive	0.0%	58.3%	41.7%				
		Improvement	0.0%	75.0%	25.0%				
		Importance	8.3%	50.0%	41.7%				
Access to Legislators		Attractive	0.0%	35.7%	64.3%				
		Improvement	0.0%	85.7%	14.3%				
		Importance	0.0%	64.3%	35.7%				
Influence in legislature		Attractive	14.3%	42.9%	42.9%				
		Improvement	14.3%	64.3%	21.4%				
		Importance	0.0%	42.9%	57.1%				
Access to Gov. Leaders		Attractive	0.0%	28.6%	71.4%				
		Improvement	0.0%	85.7%	14.3%				
		Importance	7.1%	35.7%	57.1%				
Influence w/ Gov Leaders		Attractive	21.4%	35.7%	42.9%				
		Improvement	14.3%	71.4%	14.3%				
		Importance	0.0%	42.9%	57.1%				
Bus. Savvy of Gov Leaders		Attractive	15.4%	76.9%	7.7%				
		Improvement	15.4%	84.6%	0.0%				
		Importance	0.0%	30.8%	69.2%				

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	35.7%	50.0%	14.3%			
		Improvement	0.0%	50.0%	50.0%			
		Importance	7.1%	28.6%	64.3%			
	Corporate Income	Attractive	0.0%	69.2%	30.8%			
		Improvement	0.0%	76.9%	23.1%			
		Importance	7.7%	15.4%	76.9%			
	Gross Recpt	Attractive	50.0%	50.0%	0.0%			
		Improvement	16.7%	58.3%	25.0%			
		Importance	15.4%	38.5%	46.2%			
	R&D Tax Credit	Attractive	9.1%	90.9%	0.0%			
		Improvement	0.0%	90.9%	9.1%			
		Importance	25.0%	25.0%	50.0%			
	Other Tax Incentives	Attractive	9.1%	81.8%	9.1%			
		Improvement	9.1%	72.7%	18.2%			
		Importance	16.7%	41.7%	41.7%			

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	38.5%	53.8%	7.7%			
		Availability	23.1%	69.2%	7.7%			
		Quality	23.1%	69.2%	7.7%			
		Cost	33.3%	66.7%	0.0%			
	Rail Transport	Importance	46.2%	30.8%	23.1%			
		Availability	15.4%	69.2%	15.4%			
		Quality	23.1%	61.5%	15.4%			
		Cost	25.0%	75.0%	0.0%			
	Sea Transport	Importance	76.9%	15.4%	7.7%			
		Availability	27.3%	72.7%	0.0%			
		Quality	9.1%	81.8%	9.1%			
		Cost	30.0%	70.0%	0.0%			
	Trucking	Importance	23.1%	15.4%	61.5%			
		Availability	16.7%	75.0%	8.3%			
		Quality	25.0%	58.3%	16.7%			
		Cost	18.2%	81.8%	0.0%			
	Roads & Highways	Importance	7.7%	15.4%	76.9%			
		Availability	53.8%	38.5%	7.7%			
		Quality	30.8%	61.5%	7.7%			
		Cost	33.3%	66.7%	0.0%			
	Public Transport	Importance	30.8%	53.8%	15.4%			
		Availability	23.1%	61.5%	15.4%			
		Quality	15.4%	76.9%	7.7%			
		Cost	18.2%	81.8%	0.0%			
Information Technolog	Importance	0.0%	46.2%	53.8%				
	Availability	15.4%	61.5%	23.1%				
	Quality	15.4%	69.2%	15.4%				
	Cost	16.7%	83.3%	0.0%				
Electric Utilities	Importance	0.0%	35.7%	64.3%				
	Availability	7.1%	71.4%	21.4%				
	Quality	7.1%	64.3%	28.6%				
	Cost	25.0%	58.3%	16.7%				
Gas Utilities	Importance	0.0%	53.8%	46.2%				
	Availability	7.7%	84.6%	7.7%				
	Quality	7.7%	76.9%	15.4%				
	Cost	18.2%	63.6%	18.2%				
Water Utilities	Importance	0.0%	46.2%	53.8%				
	Availability	15.4%	76.9%	7.7%				
	Quality	15.4%	76.9%	7.7%				
	Cost	27.3%	63.6%	9.1%				

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	0.0%	38.5%	61.5%				
		Availability	15.4%	76.9%	7.7%				
		Quality	7.7%	84.6%	7.7%				
		Cost	45.5%	54.5%	0.0%				
		Primary Education	Importance	0.0%	38.5%	61.5%			
			Availability	0.0%	92.3%	7.7%			
			Quality	38.5%	53.8%	7.7%			
			Cost	33.3%	66.7%	0.0%			
		Secondary Education	Importance	0.0%	30.8%	69.2%			
			Availability	0.0%	84.6%	15.4%			
			Quality	53.8%	38.5%	7.7%			
			Cost	33.3%	66.7%	0.0%			
		Vocational Education	Importance	0.0%	30.8%	69.2%			
			Availability	7.7%	84.6%	7.7%			
			Quality	23.1%	69.2%	7.7%			
			Cost	16.7%	83.3%	0.0%			
		Tech/Community College	Importance	0.0%	23.1%	76.9%			
			Availability	7.7%	69.2%	23.1%			
			Quality	7.7%	84.6%	7.7%			
			Cost	0.0%	100.0%	0.0%			
		University	Importance	0.0%	30.8%	69.2%			
			Availability	0.0%	69.2%	30.8%			
			Quality	0.0%	61.5%	38.5%			
			Cost	8.3%	91.7%	0.0%			



CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	0.0%	42.9%	42.9%	14.3%		
		Impact	21.4%	64.3%	14.3%			
	Customers	Importance	7.1%	35.7%	7.1%	50.0%		
		Impact	35.7%	21.4%	42.9%			
	Attract Employees	Importance	0.0%	42.9%	28.6%	28.6%		
		Impact	35.7%	35.7%	28.6%			
	Comp. as Tech Source	Importance	7.1%	50.0%	28.6%	14.3%		
		Impact	42.9%	42.9%	14.3%			
	Collaborators	Importance	35.7%	28.6%	21.4%	14.3%		
		Impact	50.0%	28.6%	21.4%			
	Networking Bus. Leaders	Importance	0.0%	7.1%	64.3%	28.6%		
		Impact	28.6%	50.0%	21.4%			

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	54.5%	0.0%	0.0%	45.5%		
		Availability	10.0%	60.0%	30.0%			
		Recruiting	10.0%	50.0%	40.0%			
	Experienced Mgr/Prof	Source	35.7%	7.1%	21.4%	35.7%		
		Availability	33.3%	50.0%	16.7%			
		Recruiting	16.7%	33.3%	50.0%			
	Univ. Graduate Technical	Source	28.6%	14.3%	50.0%	7.1%		
		Availability	30.8%	46.2%	23.1%			
		Recruiting	15.4%	23.1%	61.5%			
	Univ. Graduate Non-Tech	Source	38.5%	23.1%	30.8%	7.7%		
		Availability	33.3%	33.3%	33.3%			
		Recruiting	16.7%	25.0%	58.3%			
	Tech/Community College	Source	69.2%	30.8%	0.0%	0.0%		
		Availability	33.3%	50.0%	16.7%			
		Recruiting	16.7%	33.3%	50.0%			
Trade Skills	Source	72.7%	18.2%	9.1%	0.0%			
	Availability	30.0%	70.0%	0.0%				
	Recruiting	10.0%	50.0%	40.0%				
High School Grad	Source	83.3%	8.3%	8.3%	0.0%			
	Availability	36.4%	63.6%	0.0%				
	Recruiting	9.1%	54.5%	36.4%				
Unskiles/Semi-Skilled	Source	90.9%	0.0%	0.0%	9.1%			
	Availability	30.0%	50.0%	20.0%				
	Recruiting	20.0%	50.0%	30.0%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	0.0%	66.7%	25.0%	8.3%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth	0.0%	50.0%	21.4%	14.3%	14.3%	0.0%
	Univ. Graduate Technical	% Growth	0.0%	28.6%	35.7%	28.6%	7.1%	0.0%
	Univ. Graduate Non-Tech	% Growth	0.0%	38.5%	46.2%	15.4%	0.0%	0.0%
	Tech/Community College	% Growth	0.0%	30.8%	30.8%	23.1%	15.4%	0.0%
	Trade Skills	% Growth	0.0%	33.3%	16.7%	33.3%	16.7%	0.0%
	High School Grad	% Growth	8.3%	50.0%	16.7%	16.7%	8.3%	0.0%
	Unskiles/Semi-Skilled	% Growth	33.3%	33.3%	25.0%	0.0%	0.0%	8.3%

CATEGORY	ITEM	SCALE	KENT COUNTY SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	15.4%	38.5%	46.2%			
		Impact	0.0%	7.7%	30.8%	38.5%	23.1%	
	Diversification	Likelihood	46.2%	46.2%	7.7%			
		Impact	0.0%	0.0%	58.3%	41.7%	0.0%	
	Strategioci Alliances	Likelihood	28.6%	42.9%	28.6%			
		Impact	7.7%	0.0%	69.2%	23.1%	0.0%	
	Joint Venture	Likelihood	28.6%	42.9%	28.6%			
		Impact	0.0%	0.0%	76.9%	23.1%	0.0%	
	Acquiring businesses	Likelihood	38.5%	53.8%	7.7%			
		Impact	0.0%	8.3%	66.7%	25.0%	0.0%	
	Consolidation	Likelihood	53.8%	38.5%	7.7%			
		Impact	9.1%	27.3%	63.6%	0.0%	0.0%	
	Diverstiture	Likelihood	61.5%	38.5%	0.0%			
		Impact	9.1%	27.3%	63.6%	0.0%	0.0%	
Mergers	Likelihood	38.5%	53.8%	7.7%				
	Impact	8.3%	33.3%	58.3%	0.0%	0.0%		
Being Aquired	Likelihood	69.2%	23.1%	7.7%				
	Impact	8.3%	16.7%	75.0%	0.0%	0.0%		
	Other	Likelihood						
		Impact						
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	7.1%	7.1%	21.4%	50.0%	14.3%	
	Regulations/Regulators	Impact	7.1%	35.7%	42.9%	7.1%	7.1%	
	Taxation	Impact	7.1%	7.1%	35.7%	28.6%	21.4%	
	Bus-to-Bus Climate	Impact	0.0%	7.1%	78.6%	7.1%	7.1%	
	Transport Infrastruction	Impact	0.0%	28.6%	35.7%	28.6%	7.1%	
	Information Technology	Impact	7.7%	0.0%	23.1%	61.5%	7.7%	
	Education	Impact	0.0%	14.3%	35.7%	21.4%	28.6%	
	Labor Supply	Impact	21.4%	7.1%	28.6%	21.4%	21.4%	

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE						
			1	2	3	4	5	6	
Regulatory Atmosphere	Environmental Regulation	Attractive	13.3%	73.3%	13.3%				
		Improvement	6.7%	66.7%	26.7%				
		Importance	6.7%	33.3%	60.0%				
	Business Regulators	Attractive	0.0%	92.3%	7.7%				
		Improvement	0.0%	92.3%	7.7%				
		Importance	15.4%	38.5%	46.2%				
	Building Permitting	Attractive	20.0%	60.0%	20.0%				
		Improvement	20.0%	73.3%	6.7%				
		Importance	20.0%	40.0%	40.0%				
	Other Permitting Processes	Attractive	7.1%	85.7%	7.1%				
		Improvement	14.3%	78.6%	7.1%				
		Importance	20.0%	46.7%	33.3%				
	Responsive of regulators	Attractive	6.7%	80.0%	13.3%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	6.7%	40.0%	53.3%				
	Assistance from regulators	Attractive	20.0%	66.7%	13.3%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	0.0%	60.0%	40.0%				
	Government-Business Relations	Chancery/Judicial	Attractive	0.0%	54.5%	45.5%			
			Improvement	0.0%	90.9%	9.1%			
			Importance	23.1%	53.8%	23.1%			
Knowledgable Attorneys		Attractive	7.7%	53.8%	38.5%				
		Improvement	0.0%	92.3%	7.7%				
		Importance	21.4%	50.0%	28.6%				
Access to Legislators		Attractive	0.0%	16.7%	83.3%				
		Improvement	0.0%	75.0%	25.0%				
		Importance	7.1%	64.3%	28.6%				
Influence in legislature		Attractive	8.3%	41.7%	50.0%				
		Improvement	8.3%	91.7%	0.0%				
		Importance	7.1%	50.0%	42.9%				
Access to Gov. Leaders		Attractive	0.0%	23.1%	76.9%				
		Improvement	0.0%	92.3%	7.7%				
		Importance	6.7%	53.3%	40.0%				
Influence w/ Gov Leaders		Attractive	0.0%	46.2%	53.8%				
		Improvement	7.7%	76.9%	15.4%				
		Importance	6.7%	46.7%	46.7%				
Bus. Savvy of Gov Leaders		Attractive	14.3%	50.0%	35.7%				
		Improvement	21.4%	78.6%	0.0%				
		Importance	0.0%	53.3%	46.7%				

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	42.9%	42.9%	14.3%			
		Improvement	0.0%	71.4%	28.6%			
		Importance	21.4%	50.0%	28.6%			
	Corporate Income	Attractive	7.7%	69.2%	23.1%			
		Improvement	0.0%	92.3%	7.7%			
		Importance	14.3%	50.0%	35.7%			
	Gross Recpt	Attractive	28.6%	64.3%	7.1%			
		Improvement	0.0%	85.7%	14.3%			
		Importance	7.1%	64.3%	28.6%			
	R&D Tax Credit	Attractive	16.7%	75.0%	8.3%			
		Improvement	0.0%	91.7%	8.3%			
		Importance	46.2%	38.5%	15.4%			
	Other Tax Incentives	Attractive	8.3%	66.7%	25.0%			
		Improvement	0.0%	91.7%	8.3%			
		Importance	16.7%	41.7%	41.7%			

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	33.3%	40.0%	26.7%			
		Availability	33.3%	58.3%	8.3%			
		Quality	25.0%	66.7%	8.3%			
		Cost	25.0%	66.7%	8.3%			
	Rail Transport	Importance	40.0%	33.3%	26.7%			
		Availability	25.0%	58.3%	16.7%			
		Quality	25.0%	50.0%	25.0%			
		Cost	16.7%	83.3%	0.0%			
	Sea Transport	Importance	60.0%	26.7%	13.3%			
		Availability	0.0%	72.7%	27.3%			
		Quality	0.0%	81.8%	18.2%			
		Cost	10.0%	90.0%	0.0%			
	Trucking	Importance	20.0%	13.3%	66.7%			
		Availability	0.0%	58.3%	41.7%			
		Quality	8.3%	66.7%	25.0%			
		Cost	8.3%	83.3%	8.3%			
	Roads & Highways	Importance	0.0%	6.7%	93.3%			
		Availability	14.3%	50.0%	35.7%			
		Quality	14.3%	71.4%	14.3%			
		Cost	7.1%	92.9%	0.0%			
	Public Transport	Importance	37.5%	31.3%	31.3%			
		Availability	46.7%	53.3%	0.0%			
		Quality	26.7%	73.3%	0.0%			
		Cost	7.1%	78.6%	14.3%			
Information Technology	Importance	6.3%	18.8%	75.0%				
	Availability	6.7%	80.0%	13.3%				
	Quality	0.0%	86.7%	13.3%				
	Cost	13.3%	86.7%	0.0%				
Electric Utilities	Importance	7.1%	0.0%	92.9%				
	Availability	7.1%	50.0%	42.9%				
	Quality	7.1%	50.0%	42.9%				
	Cost	57.1%	42.9%	0.0%				
Gas Utilities	Importance	35.7%	21.4%	42.9%				
	Availability	7.7%	61.5%	30.8%				
	Quality	0.0%	53.8%	46.2%				
	Cost	30.8%	61.5%	7.7%				
Water Utilities	Importance	21.4%	21.4%	57.1%				
	Availability	0.0%	57.1%	42.9%				
	Quality	0.0%	64.3%	35.7%				
	Cost	28.6%	64.3%	7.1%				

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	14.3%	14.3%	71.4%				
		Availability	7.1%	64.3%	28.6%				
		Quality	7.1%	50.0%	42.9%				
		Cost	50.0%	50.0%	0.0%				
		Primary Education	Importance	7.7%	38.5%	53.8%			
			Availability	15.4%	69.2%	15.4%			
			Quality	30.8%	61.5%	7.7%			
			Cost	38.5%	53.8%	7.7%			
		Secondary Education	Importance	7.7%	30.8%	61.5%			
			Availability	23.1%	61.5%	15.4%			
			Quality	38.5%	61.5%	0.0%			
			Cost	38.5%	53.8%	7.7%			
		Vocational Education	Importance	0.0%	26.7%	73.3%			
			Availability	6.7%	66.7%	26.7%			
			Quality	13.3%	53.3%	33.3%			
			Cost	14.3%	85.7%	0.0%			
		Tech/Community College	Importance	0.0%	50.0%	50.0%			
			Availability	7.1%	57.1%	35.7%			
			Quality	0.0%	64.3%	35.7%			
			Cost	7.7%	92.3%	0.0%			
	University	Importance	14.3%	28.6%	57.1%				
		Availability	0.0%	53.8%	46.2%				
		Quality	0.0%	46.2%	53.8%				
		Cost	8.3%	83.3%	8.3%				

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE					
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	6.3%	25.0%	43.8%	25.0%		
		Impact	37.5%	31.3%	31.3%			
	Customers	Importance	6.3%	6.3%	6.3%	81.3%		
		Impact	6.3%	6.3%	87.5%			
	Attract Employees	Importance	0.0%	37.5%	56.3%	6.3%		
		Impact	12.5%	81.3%	6.3%			
	Comp. as Tech Source	Importance	18.8%	50.0%	31.3%	0.0%		
		Impact	50.0%	50.0%	0.0%			
	Collaborators	Importance	25.0%	50.0%	18.8%	6.3%		
		Impact	75.0%	18.8%	6.3%			
	Networking Bus. Leaders	Importance	6.3%	25.0%	31.3%	37.5%		
		Impact	31.3%	43.8%	25.0%			



CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	14.3%	0.0%	21.4%	64.3%		
		Availability	7.1%	50.0%	42.9%			
		Recruiting	14.3%	42.9%	42.9%			
	Experienced Mgr/Prof	Source	13.3%	6.7%	40.0%	40.0%		
		Availability	13.3%	46.7%	40.0%			
		Recruiting	13.3%	40.0%	46.7%			
	Univ. Graduate Technical	Source	6.7%	0.0%	73.3%	20.0%		
		Availability	13.3%	40.0%	46.7%			
		Recruiting	13.3%	46.7%	40.0%			
	Univ. Graduate Non-Tech	Source	20.0%	20.0%	60.0%	0.0%		
		Availability	0.0%	53.3%	46.7%			
		Recruiting	6.7%	60.0%	33.3%			
	Tech/Community College	Source	26.7%	46.7%	26.7%	0.0%		
		Availability	13.3%	33.3%	53.3%			
		Recruiting	6.7%	60.0%	33.3%			
	Trade Skills	Source	35.7%	50.0%	14.3%	0.0%		
		Availability	21.4%	64.3%	14.3%			
		Recruiting	0.0%	71.4%	28.6%			
High School Grad	Source	56.3%	18.8%	25.0%	0.0%			
	Availability	18.8%	43.8%	37.5%				
	Recruiting	0.0%	75.0%	25.0%				
Unskiles/Semi-Skilled	Source	73.3%	20.0%	6.7%	0.0%			
	Availability	20.0%	60.0%	20.0%				
	Recruiting	0.0%	73.3%	26.7%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	0.0%	92.3%	0.0%	7.7%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth	0.0%	57.1%	21.4%	14.3%	0.0%	7.1%
	Univ. Graduate Technical	% Growth	0.0%	57.1%	35.7%	0.0%	0.0%	7.1%
	Univ. Graduate Non-Tech	% Growth	0.0%	71.4%	21.4%	0.0%	0.0%	7.1%
	Tech/Community College	% Growth	0.0%	64.3%	35.7%	0.0%	0.0%	0.0%
	Trade Skills	% Growth	7.1%	42.9%	42.9%	7.1%	0.0%	0.0%
	High School Grad	% Growth	6.7%	53.3%	26.7%	13.3%	0.0%	0.0%
	Unskiles/Semi-Skilled	% Growth	7.1%	64.3%	21.4%	7.1%	0.0%	0.0%

CATEGORY	ITEM	SCALE	SUSSEX COUNTY SAMPLE					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	12.5%	50.0%	37.5%			
		Impact	0.0%	6.3%	37.5%	50.0%	6.3%	
	Diversification	Likelihood	56.3%	25.0%	18.8%			
		Impact	0.0%	13.3%	53.3%	33.3%	0.0%	
	Strategioci Alliances	Likelihood	62.5%	25.0%	12.5%			
		Impact	0.0%	0.0%	100.0%	0.0%	0.0%	
	Joint Venture	Likelihood	56.3%	31.3%	12.5%			
		Impact	0.0%	6.7%	93.3%	0.0%	0.0%	
	Acquiring businesses	Likelihood	50.0%	18.8%	31.3%			
		Impact	0.0%	13.3%	73.3%	13.3%	0.0%	
	Consolidation	Likelihood	62.5%	37.5%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
	Diverstiture	Likelihood	87.5%	12.5%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
Mergers	Likelihood	87.5%	12.5%	0.0%				
	Impact	0.0%	20.0%	80.0%	0.0%	0.0%		
Being Aquired	Likelihood	60.0%	26.7%	13.3%				
	Impact	7.1%	21.4%	64.3%	7.1%	0.0%		
	Other	Likelihood						
		Impact						
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	0.0%	0.0%	66.7%	26.7%	6.7%	
	Regulations/Regulators	Impact	6.7%	13.3%	60.0%	6.7%	13.3%	
	Taxation	Impact	6.7%	6.7%	53.3%	20.0%	13.3%	
	Bus-to-Bus Climate	Impact	0.0%	0.0%	60.0%	26.7%	13.3%	
	Transport Infrastruction	Impact	6.7%	6.7%	73.3%	13.3%	0.0%	
	Information Technology	Impact	6.7%	6.7%	46.7%	26.7%	13.3%	
	Education	Impact	0.0%	13.3%	46.7%	26.7%	13.3%	
	Labor Supply	Impact	6.7%	20.0%	20.0%	26.7%	26.7%	

CATEGORY	ITEM	SCALE	Agricultural Products						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	0.0%	80.0%	20.0%				
		Improvement	0.0%	60.0%	40.0%				
		Importance	20.0%	0.0%	80.0%				
	Business Regulators	Attractive	0.0%	60.0%	40.0%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	20.0%	0.0%	80.0%				
	Building Permitting	Attractive	0.0%	60.0%	40.0%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	20.0%	60.0%	20.0%				
	Other Permitting Processes	Attractive	20.0%	60.0%	20.0%				
		Improvement	20.0%	60.0%	20.0%				
		Importance	40.0%	0.0%	60.0%				
	Responsive of regulators	Attractive	20.0%	60.0%	20.0%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	20.0%	20.0%	60.0%				
	Assistance from regulators	Attractive	20.0%	60.0%	20.0%				
		Improvement	0.0%	60.0%	40.0%				
		Importance	0.0%	40.0%	60.0%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	33.3%	66.7%			
			Improvement	0.0%	100.0%	0.0%			
			Importance	33.3%	33.3%	33.3%			
		Knowledgable Attorneys	Attractive	25.0%	25.0%	50.0%			
			Improvement	0.0%	75.0%	25.0%			
			Importance	25.0%	25.0%	50.0%			
Access to Legislators		Attractive	0.0%	40.0%	60.0%				
		Improvement	0.0%	80.0%	20.0%				
		Importance	0.0%	60.0%	40.0%				
Influence in legislature		Attractive	20.0%	40.0%	40.0%				
		Improvement	20.0%	80.0%	0.0%				
		Importance	20.0%	20.0%	60.0%				
Access to Gov. Leaders		Attractive	0.0%	0.0%	100.0%				
		Improvement	0.0%	100.0%	0.0%				
		Importance	0.0%	40.0%	60.0%				
Influence w/ Gov Leaders		Attractive	0.0%	60.0%	40.0%				
		Improvement	20.0%	80.0%	0.0%				
		Importance	20.0%	20.0%	60.0%				
Bus. Savvy of Gov Leaders		Attractive	0.0%	80.0%	20.0%				
		Improvement	20.0%	80.0%	0.0%				
		Importance	0.0%	40.0%	60.0%				

CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	40.0%	40.0%	20.0%			
		Improvement	0.0%	80.0%	20.0%			
		Importance	20.0%	20.0%	60.0%			
	Corporate Income	Attractive	0.0%	80.0%	20.0%			
		Improvement	0.0%	80.0%	20.0%			
		Importance	0.0%	20.0%	80.0%			
	Gross Recpt	Attractive	0.0%	80.0%	20.0%			
		Improvement	0.0%	80.0%	20.0%			
		Importance	0.0%	40.0%	60.0%			
	R&D Tax Credit	Attractive	0.0%	100.0%	0.0%			
		Improvement	0.0%	80.0%	20.0%			
		Importance	80.0%	0.0%	20.0%			
	Other Tax Incentives	Attractive	0.0%	75.0%	25.0%			
		Improvement	0.0%	75.0%	25.0%			
		Importance	50.0%	25.0%	25.0%			

CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	60.0%	20.0%	20.0%			
		Availability	20.0%	80.0%	0.0%			
		Quality	20.0%	80.0%	0.0%			
		Cost	20.0%	80.0%	0.0%			
	Rail Transport	Importance	20.0%	40.0%	40.0%			
		Availability	60.0%	40.0%	0.0%			
		Quality	40.0%	60.0%	0.0%			
		Cost	20.0%	80.0%	0.0%			
	Sea Transport	Importance	60.0%	20.0%	20.0%			
		Availability	20.0%	80.0%	0.0%			
		Quality	0.0%	100.0%	0.0%			
		Cost	25.0%	75.0%	0.0%			
	Trucking	Importance	0.0%	20.0%	80.0%			
		Availability	20.0%	60.0%	20.0%			
		Quality	40.0%	40.0%	20.0%			
		Cost	20.0%	80.0%	0.0%			
	Roads & Highways	Importance	0.0%	0.0%	100.0%			
		Availability	20.0%	60.0%	20.0%			
		Quality	0.0%	80.0%	20.0%			
		Cost	0.0%	100.0%	0.0%			
	Public Transport	Importance	80.0%	20.0%	0.0%			
		Availability	20.0%	60.0%	20.0%			
		Quality	20.0%	80.0%	0.0%			
		Cost	0.0%	100.0%	0.0%			
Information Technology	Importance	20.0%	40.0%	40.0%				
	Availability	0.0%	100.0%	0.0%				
	Quality	0.0%	100.0%	0.0%				
	Cost	0.0%	100.0%	0.0%				
Electric Utilities	Importance	0.0%	0.0%	100.0%				
	Availability	25.0%	50.0%	25.0%				
	Quality	33.3%	66.7%	0.0%				
	Cost	66.7%	33.3%	0.0%				
Gas Utilities	Importance	25.0%	50.0%	25.0%				
	Availability	25.0%	50.0%	25.0%				
	Quality	33.3%	66.7%	0.0%				
	Cost	33.3%	66.7%	0.0%				
Water Utilities	Importance	25.0%	25.0%	50.0%				
	Availability	50.0%	50.0%	0.0%				
	Quality	33.3%	66.7%	0.0%				
	Cost	33.3%	33.3%	33.3%				

CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	0.0%	25.0%	75.0%			
		Availability	75.0%	25.0%	0.0%			
		Quality	50.0%	50.0%	0.0%			
		Cost	75.0%	25.0%	0.0%			
		Primary Education	Importance	0.0%	25.0%	75.0%		
			Availability	0.0%	100.0%	0.0%		
			Quality	0.0%	100.0%	0.0%		
			Cost	0.0%	100.0%	0.0%		
		Secondary Education	Importance	0.0%	50.0%	50.0%		
			Availability	25.0%	75.0%	0.0%		
			Quality	25.0%	75.0%	0.0%		
			Cost	0.0%	100.0%	0.0%		
		Vocational Education	Importance	0.0%	50.0%	50.0%		
			Availability	0.0%	100.0%	0.0%		
			Quality	0.0%	75.0%	25.0%		
			Cost	0.0%	100.0%	0.0%		
		Tech/Community College	Importance	0.0%	75.0%	25.0%		
			Availability	0.0%	75.0%	25.0%		
			Quality	0.0%	75.0%	25.0%		
			Cost	0.0%	100.0%	0.0%		
		University	Importance	50.0%	25.0%	25.0%		
			Availability	0.0%	100.0%	0.0%		
			Quality	0.0%	100.0%	0.0%		
			Cost	33.3%	66.7%	0.0%		

CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	0.0%	0.0%	60.0%	40.0%		
		Impact	0.0%	40.0%	60.0%			
	Customers	Importance	0.0%	20.0%	40.0%	40.0%		
		Impact	20.0%	40.0%	40.0%			
	Attract Employees	Importance	20.0%	20.0%	40.0%	20.0%		
		Impact	40.0%	20.0%	40.0%			
	Comp. as Tech Source	Importance	60.0%	40.0%	0.0%	0.0%		
		Impact	100.0%	0.0%	0.0%			
	Collaborators	Importance	80.0%	20.0%	0.0%	0.0%		
		Impact	100.0%	0.0%	0.0%			
	Networking Bus. Leaders	Importance	40.0%	20.0%	40.0%	0.0%		
		Impact	60.0%	40.0%	0.0%			

CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	25.0%	25.0%	25.0%	25.0%		
		Availability	0.0%	100.0%	0.0%			
		Recruiting	0.0%	100.0%	0.0%			
	Experienced Mgr/Prof	Source	20.0%	40.0%	20.0%	20.0%		
		Availability	60.0%	40.0%	0.0%			
		Recruiting	0.0%	80.0%	20.0%			
	Univ. Graduate Technical	Source	40.0%	20.0%	40.0%	0.0%		
		Availability	0.0%	100.0%	0.0%			
		Recruiting	0.0%	80.0%	20.0%			
	Univ. Graduate Non-Tech	Source	60.0%	20.0%	20.0%	0.0%		
		Availability	0.0%	80.0%	20.0%			
		Recruiting	0.0%	80.0%	20.0%			
	Tech/Community College	Source	80.0%	20.0%	0.0%	0.0%		
		Availability	40.0%	40.0%	20.0%			
		Recruiting	0.0%	80.0%	20.0%			
Trade Skills	Source	50.0%	50.0%	0.0%	0.0%			
	Availability	25.0%	75.0%	0.0%				
	Recruiting	0.0%	75.0%	25.0%				
High School Grad	Source	80.0%	20.0%	0.0%	0.0%			
	Availability	40.0%	20.0%	40.0%				
	Recruiting	0.0%	80.0%	20.0%				
Unskiles/Semi-Skilled	Source	60.0%	20.0%	0.0%	20.0%			
	Availability	60.0%	0.0%	40.0%				
	Recruiting	20.0%	80.0%	0.0%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth	0.0%	60.0%	20.0%	0.0%	20.0%	0.0%
	Univ. Graduate Technical	% Growth	0.0%	60.0%	20.0%	0.0%	20.0%	0.0%
	Univ. Graduate Non-Tech	% Growth	0.0%	60.0%	20.0%	20.0%	0.0%	0.0%
	Tech/Community College	% Growth	0.0%	40.0%	40.0%	0.0%	20.0%	0.0%
	Trade Skills	% Growth	0.0%	20.0%	60.0%	0.0%	20.0%	0.0%
	High School Grad	% Growth	0.0%	20.0%	40.0%	20.0%	20.0%	0.0%
	Unskiles/Semi-Skilled	% Growth	0.0%	20.0%	40.0%	20.0%	0.0%	20.0%



CATEGORY	ITEM	SCALE	Agricultural Products					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	20.0%	60.0%	20.0%			
		Impact	0.0%	0.0%	40.0%	40.0%	20.0%	
	Diversification	Likelihood	60.0%	0.0%	40.0%			
		Impact	0.0%	0.0%	80.0%	20.0%	0.0%	
	Strategioci Alliances	Likelihood	40.0%	60.0%	0.0%			
		Impact	0.0%	0.0%	25.0%	75.0%	0.0%	
	Joint Venture	Likelihood	20.0%	80.0%	0.0%			
		Impact	0.0%	0.0%	60.0%	40.0%	0.0%	
	Acquiring businesses	Likelihood	40.0%	0.0%	60.0%			
		Impact	0.0%	0.0%	60.0%	40.0%	0.0%	
	Consolidation	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
	Diverstiture	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
	Mergers	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
	Being Aquired	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	0.0%	80.0%	20.0%	0.0%	
	Other	Likelihood						
		Impact						
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	0.0%	20.0%	40.0%	40.0%	0.0%	
	Regulations/Regulators	Impact	0.0%	40.0%	20.0%	40.0%	0.0%	
	Taxation	Impact	20.0%	0.0%	40.0%	40.0%	0.0%	
	Bus-to-Bus Climate	Impact	0.0%	0.0%	60.0%	40.0%	0.0%	
	Transport Infrastruction	Impact	0.0%	40.0%	20.0%	40.0%	0.0%	
	Information Technology	Impact	20.0%	0.0%	60.0%	20.0%	0.0%	
	Education	Impact	0.0%	0.0%	60.0%	20.0%	20.0%	
	Labor Supply	Impact	40.0%	0.0%	20.0%	20.0%	20.0%	

CATEGORY	ITEM	SCALE	Business Services						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	5.1%	69.2%	25.6%				
		Improvement	5.1%	84.6%	10.3%				
		Importance	7.7%	43.6%	48.7%				
	Business Regulators	Attractive	2.5%	80.0%	17.5%				
		Improvement	7.5%	85.0%	7.5%				
		Importance	5.0%	57.5%	37.5%				
	Building Permitting	Attractive	18.4%	65.8%	15.8%				
		Improvement	23.7%	76.3%	0.0%				
		Importance	20.5%	53.8%	25.6%				
	Other Permitting Processes	Attractive	8.1%	75.7%	16.2%				
		Improvement	8.1%	89.2%	2.7%				
		Importance	13.2%	65.8%	21.1%				
	Responsive of regulators	Attractive	28.2%	51.3%	20.5%				
		Improvement	33.3%	56.4%	10.3%				
		Importance	10.0%	45.0%	45.0%				
	Assistance from regulators	Attractive	17.9%	66.7%	15.4%				
		Improvement	10.5%	81.6%	7.9%				
		Importance	7.5%	55.0%	37.5%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	61.5%	38.5%			
			Improvement	0.0%	89.7%	10.3%			
			Importance	46.2%	41.0%	12.8%			
Knowledgable Attorneys		Attractive	5.0%	37.5%	57.5%				
		Improvement	0.0%	90.0%	10.0%				
		Importance	20.0%	42.5%	37.5%				
Access to Legislators		Attractive	7.5%	37.5%	55.0%				
		Improvement	10.0%	77.5%	12.5%				
		Importance	7.5%	62.5%	30.0%				
Influence in legislature		Attractive	15.0%	57.5%	27.5%				
		Improvement	10.0%	82.5%	7.5%				
		Importance	10.0%	57.5%	32.5%				
Access to Gov. Leaders		Attractive	9.8%	34.1%	56.1%				
		Improvement	7.3%	82.9%	9.8%				
		Importance	7.3%	51.2%	41.5%				
Influence w/ Gov Leaders		Attractive	14.6%	56.1%	29.3%				
		Improvement	9.8%	78.0%	12.2%				
		Importance	9.8%	53.7%	36.6%				
Bus. Savvy of Gov Leaders		Attractive	9.8%	56.1%	34.1%				
		Improvement	14.6%	70.7%	14.6%				
		Importance	7.3%	39.0%	53.7%				

CATEGORY	ITEM	SCALE	Business Services					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	35.0%	50.0%	15.0%			
		Improvement	5.0%	62.5%	32.5%			
		Importance	5.0%	50.0%	45.0%			
	Corporate Income	Attractive	10.0%	80.0%	10.0%			
		Improvement	7.5%	87.5%	5.0%			
		Importance	5.0%	47.5%	47.5%			
	Gross Recpt	Attractive	27.5%	55.0%	17.5%			
		Improvement	10.0%	75.0%	15.0%			
		Importance	12.5%	37.5%	50.0%			
	R&D Tax Credit	Attractive	16.7%	80.6%	2.8%			
		Improvement	5.6%	88.9%	5.6%			
		Importance	32.4%	40.5%	27.0%			
	Other Tax Incentives	Attractive	21.1%	71.1%	7.9%			
		Improvement	2.6%	86.8%	10.5%			
		Importance	18.4%	34.2%	47.4%			

CATEGORY	ITEM	SCALE	Business Services					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	21.4%	42.9%	35.7%			
		Availability	20.0%	50.0%	27.5%			
		Quality	21.1%	55.3%	21.1%			
		Cost	24.3%	67.6%	5.4%			
	Rail Transport	Importance	45.2%	33.3%	21.4%			
		Availability	10.0%	70.0%	20.0%			
		Quality	10.0%	70.0%	20.0%			
		Cost	13.2%	84.2%	2.6%			
	Sea Transport	Importance	81.0%	7.1%	11.9%			
		Availability	0.0%	86.1%	13.9%			
		Quality	0.0%	91.7%	8.3%			
		Cost	5.7%	91.4%	2.9%			
	Trucking	Importance	26.8%	29.3%	43.9%			
		Availability	7.7%	69.2%	23.1%			
		Quality	12.8%	69.2%	17.9%			
		Cost	5.4%	91.9%	2.7%			
	Roads & Highways	Importance	0.0%	14.3%	83.3%			
		Availability	19.5%	48.8%	29.3%			
		Quality	29.3%	53.7%	14.6%			
		Cost	15.0%	82.5%	0.0%			
	Public Transport	Importance	28.6%	59.5%	11.9%			
		Availability	35.0%	57.5%	7.5%			
		Quality	35.0%	62.5%	2.5%			
		Cost	15.4%	82.1%	2.6%			
Information Technolog	Importance	2.4%	31.0%	66.7%				
	Availability	4.9%	78.0%	17.1%				
	Quality	4.9%	78.0%	17.1%				
	Cost	5.0%	87.5%	7.5%				
Electric Utilities	Importance	2.5%	30.0%	67.5%				
	Availability	2.5%	72.5%	25.0%				
	Quality	5.0%	65.0%	30.0%				
	Cost	25.6%	59.0%	15.4%				
Gas Utilities	Importance	13.2%	52.6%	34.2%				
	Availability	2.7%	75.7%	21.6%				
	Quality	0.0%	73.0%	27.0%				
	Cost	16.7%	69.4%	13.9%				
Water Utilities	Importance	7.7%	48.7%	43.6%				
	Availability	2.6%	78.9%	18.4%				
	Quality	5.3%	78.9%	15.8%				
	Cost	8.1%	83.8%	8.1%				

CATEGORY	ITEM	SCALE	Business Services						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	10.3%	48.7%	41.0%				
		Availability	2.6%	76.3%	21.1%				
		Quality	2.6%	76.3%	21.1%				
		Cost	16.2%	78.4%	5.4%				
		Primary Education	Importance	15.0%	40.0%	45.0%			
			Availability	7.9%	78.9%	13.2%			
			Quality	30.8%	61.5%	7.7%			
			Cost	10.5%	81.6%	7.9%			
		Secondary Education	Importance	12.5%	32.5%	55.0%			
			Availability	7.9%	78.9%	13.2%			
			Quality	33.3%	61.5%	5.1%			
			Cost	13.2%	81.6%	5.3%			
		Vocational Education	Importance	17.1%	29.3%	53.7%			
			Availability	10.5%	76.3%	13.2%			
			Quality	10.3%	76.9%	12.8%			
			Cost	2.7%	91.9%	5.4%			
		Tech/Community College	Importance	9.8%	26.8%	63.4%			
			Availability	7.5%	62.5%	30.0%			
			Quality	4.9%	78.0%	17.1%			
			Cost	2.6%	84.6%	12.8%			
		University	Importance	7.3%	26.8%	65.9%			
			Availability	4.9%	68.3%	26.8%			
			Quality	2.4%	65.9%	31.7%			
			Cost	5.1%	76.9%	17.9%			

CATEGORY	ITEM	SCALE	Business Services					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	14.6%	36.6%	41.5%	7.3%		
		Impact	42.5%	50.0%	7.5%			
	Customers	Importance	7.3%	7.3%	31.7%	53.7%		
		Impact	12.2%	39.0%	48.8%			
	Attract Employees	Importance	19.5%	24.4%	39.0%	17.1%		
		Impact	39.0%	41.5%	19.5%			
	Comp. as Tech Source	Importance	26.8%	26.8%	34.1%	12.2%		
		Impact	48.8%	39.0%	12.2%			
	Collaborators	Importance	26.8%	36.6%	29.3%	7.3%		
		Impact	46.3%	43.9%	9.8%			
	Networking Bus. Leaders	Importance	7.3%	9.8%	53.7%	29.3%		
		Impact	26.8%	46.3%	26.8%			

CATEGORY	ITEM	SCALE	Business Services					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	18.9%	5.4%	32.4%	43.2%		
		Availability	13.5%	37.8%	48.6%			
		Recruiting	10.8%	43.2%	45.9%			
	Experienced Mgr/Prof	Source	12.2%	4.9%	48.8%	34.1%		
		Availability	12.5%	45.0%	42.5%			
		Recruiting	10.0%	37.5%	52.5%			
	Univ. Graduate Technical	Source	4.9%	14.6%	70.7%	9.8%		
		Availability	19.5%	34.1%	46.3%			
		Recruiting	9.8%	36.6%	53.7%			
	Univ. Graduate Non-Tech	Source	14.6%	26.8%	51.2%	7.3%		
		Availability	12.2%	46.3%	41.5%			
		Recruiting	7.3%	56.1%	36.6%			
	Tech/Community College	Source	30.0%	27.5%	40.0%	2.5%		
		Availability	17.5%	52.5%	30.0%			
		Recruiting	2.5%	70.0%	27.5%			
	Trade Skills	Source	54.1%	21.6%	21.6%	2.7%		
		Availability	18.9%	59.5%	21.6%			
		Recruiting	2.6%	81.6%	15.8%			
High School Grad	Source	53.8%	12.8%	28.2%	5.1%			
	Availability	23.1%	48.7%	28.2%				
	Recruiting	0.0%	82.1%	17.9%				
Unskiles/Semi-Skilled	Source	66.7%	15.4%	17.9%	0.0%			
	Availability	17.9%	48.7%	33.3%				
	Recruiting	5.1%	79.5%	15.4%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	0.0%	77.8%	13.9%	8.3%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth	0.0%	57.5%	27.5%	10.0%	5.0%	0.0%
	Univ. Graduate Technical	% Growth	2.6%	25.6%	38.5%	23.1%	10.3%	0.0%
	Univ. Graduate Non-Tech	% Growth	2.5%	50.0%	30.0%	15.0%	2.5%	0.0%
	Tech/Community College	% Growth	2.6%	39.5%	39.5%	18.4%	0.0%	0.0%
	Trade Skills	% Growth	8.1%	48.6%	27.0%	13.5%	2.7%	0.0%
	High School Grad	% Growth	5.1%	43.6%	25.6%	20.5%	5.1%	0.0%
	Unskiles/Semi-Skilled	% Growth	12.8%	53.8%	17.9%	12.8%	2.6%	0.0%

CATEGORY	ITEM	SCALE	Business Services						
			1	2	3	4	5	6	
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	7.1%	35.7%	57.1%				
		Impact	0.0%	0.0%	19.5%	73.2%	7.3%		
	Diversification	Likelihood	28.6%	33.3%	38.1%				
		Impact	0.0%	0.0%	48.8%	36.6%	14.6%		
	Strategioc Alliances	Likelihood	21.4%	52.4%	26.2%				
		Impact	0.0%	0.0%	70.7%	22.0%	7.3%		
	Joint Venture	Likelihood	50.0%	31.0%	19.0%				
		Impact	0.0%	2.5%	77.5%	17.5%	2.5%		
	Acquiring businesses	Likelihood	28.6%	45.2%	26.2%				
		Impact	0.0%	4.9%	51.2%	36.6%	7.3%		
	Consolidation	Likelihood	52.4%	35.7%	11.9%				
		Impact	0.0%	26.8%	68.3%	4.9%	0.0%		
	Diverstiture	Likelihood	81.0%	19.0%	0.0%				
		Impact	2.5%	12.5%	85.0%	0.0%	0.0%		
	Mergers	Likelihood	57.1%	35.7%	7.1%				
		Impact	0.0%	27.5%	62.5%	10.0%	0.0%		
	Being Aquired	Likelihood	57.1%	33.3%	7.1%				
		Impact	5.0%	15.0%	67.5%	10.0%	0.0%		
	Other	Likelihood	0.0%	0.0%	100.0%				
		Impact	0.0%	0.0%	50.0%	0.0%	50.0%		
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	2.5%	5.0%	40.0%	32.5%	20.0%		
	Regulations/Regulators	Impact	5.0%	12.5%	47.5%	15.0%	20.0%		
	Taxation	Impact	0.0%	12.5%	42.5%	20.0%	25.0%		
	Bus-to-Bus Climate	Impact	0.0%	0.0%	55.0%	27.5%	17.5%		
	Transport Infrastruction	Impact	5.0%	2.5%	37.5%	37.5%	17.5%		
	Information Technology	Impact	0.0%	2.5%	37.5%	37.5%	22.5%		
	Education	Impact	0.0%	7.5%	45.0%	32.5%	15.0%		
	Labor Supply	Impact	2.5%	10.0%	22.5%	35.0%	30.0%		



CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	16.7%	50.0%	33.3%			
		Improvement	23.1%	69.2%	7.7%			
		Importance	46.7%	13.3%	40.0%			
	Business Regulators	Attractive	0.0%	46.2%	53.8%			
		Improvement	0.0%	84.6%	15.4%			
		Importance	15.4%	38.5%	46.2%			
	Building Permitting	Attractive	42.9%	50.0%	7.1%			
		Improvement	50.0%	50.0%	0.0%			
		Importance	26.7%	20.0%	53.3%			
	Other Permitting Processes	Attractive	28.6%	64.3%	7.1%			
		Improvement	35.7%	64.3%	0.0%			
		Importance	33.3%	33.3%	33.3%			
	Responsive of regulators	Attractive	6.7%	60.0%	33.3%			
		Improvement	13.3%	86.7%	0.0%			
		Importance	6.3%	18.8%	75.0%			
Assistance from regulators	Attractive	21.4%	50.0%	28.6%				
	Improvement	14.3%	78.6%	7.1%				
	Importance	0.0%	33.3%	66.7%				
Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	50.0%	50.0%			
		Improvement	0.0%	92.9%	7.1%			
		Importance	46.7%	33.3%	20.0%			
	Knowledgable Attorneys	Attractive	0.0%	37.5%	62.5%			
		Improvement	0.0%	93.8%	6.3%			
		Importance	0.0%	68.8%	31.3%			
	Access to Legislators	Attractive	0.0%	0.0%	100.0%			
		Improvement	0.0%	87.5%	12.5%			
		Importance	12.5%	37.5%	50.0%			
	Influence in legislature	Attractive	0.0%	40.0%	60.0%			
		Improvement	0.0%	93.3%	6.7%			
		Importance	12.5%	50.0%	37.5%			
	Access to Gov. Leaders	Attractive	0.0%	6.3%	93.8%			
		Improvement	0.0%	81.3%	18.8%			
		Importance	6.3%	43.8%	50.0%			
Influence w/ Gov Leaders	Attractive	0.0%	31.3%	68.8%				
	Improvement	6.3%	81.3%	12.5%				
	Importance	0.0%	62.5%	37.5%				
Bus. Savvy of Gov Leaders	Attractive	6.3%	37.5%	56.3%				
	Improvement	12.5%	68.8%	18.8%				
	Importance	0.0%	31.3%	68.8%				

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	33.3%	60.0%	6.7%			
		Improvement	0.0%	60.0%	40.0%			
		Importance	6.7%	46.7%	46.7%			
	Corporate Income	Attractive	14.3%	35.7%	50.0%			
		Improvement	7.1%	78.6%	14.3%			
		Importance	7.1%	7.1%	85.7%			
	Gross Recpt	Attractive	25.0%	50.0%	25.0%			
		Improvement	0.0%	91.7%	8.3%			
		Importance	28.6%	21.4%	50.0%			
	R&D Tax Credit	Attractive	10.0%	80.0%	10.0%			
		Improvement	0.0%	100.0%	0.0%			
		Importance	53.8%	23.1%	23.1%			
	Other Tax Incentives	Attractive	0.0%	69.2%	30.8%			
		Improvement	0.0%	100.0%	0.0%			
		Importance	20.0%	33.3%	46.7%			

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	31.3%	37.5%	31.3%			
		Availability	18.8%	62.5%	18.8%			
		Quality	12.5%	68.8%	18.8%			
		Cost	25.0%	75.0%	0.0%			
	Rail Transport	Importance	25.0%	43.8%	31.3%			
		Availability	18.8%	31.3%	50.0%			
		Quality	6.3%	62.5%	31.3%			
		Cost	6.3%	93.8%	0.0%			
	Sea Transport	Importance	87.5%	6.3%	6.3%			
		Availability	20.0%	80.0%	0.0%			
		Quality	0.0%	100.0%	0.0%			
		Cost	0.0%	100.0%	0.0%			
	Trucking	Importance	62.5%	12.5%	25.0%			
		Availability	0.0%	90.9%	9.1%			
		Quality	0.0%	100.0%	0.0%			
		Cost	0.0%	100.0%	0.0%			
	Roads & Highways	Importance	0.0%	6.3%	93.8%			
		Availability	43.8%	37.5%	18.8%			
		Quality	43.8%	43.8%	12.5%			
		Cost	6.7%	86.7%	6.7%			
	Public Transport	Importance	25.0%	43.8%	31.3%			
		Availability	43.8%	56.3%	0.0%			
		Quality	43.8%	56.3%	0.0%			
		Cost	18.8%	81.3%	0.0%			
Information Technolog	Importance	0.0%	18.8%	81.3%				
	Availability	18.8%	62.5%	18.8%				
	Quality	6.3%	81.3%	12.5%				
	Cost	12.5%	87.5%	0.0%				
Electric Utilities	Importance	13.3%	33.3%	53.3%				
	Availability	7.1%	57.1%	35.7%				
	Quality	7.1%	57.1%	35.7%				
	Cost	21.4%	71.4%	7.1%				
Gas Utilities	Importance	33.3%	40.0%	26.7%				
	Availability	7.1%	71.4%	21.4%				
	Quality	7.1%	78.6%	14.3%				
	Cost	7.7%	84.6%	7.7%				
Water Utilities	Importance	20.0%	26.7%	53.3%				
	Availability	7.1%	71.4%	21.4%				
	Quality	14.3%	64.3%	21.4%				
	Cost	7.1%	85.7%	7.1%				

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	20.0%	40.0%	40.0%			
		Availability	7.1%	64.3%	28.6%			
		Quality	14.3%	71.4%	14.3%			
		Cost	21.4%	78.6%	0.0%			
		Primary Education	Importance	6.3%	12.5%	81.3%		
			Availability	6.3%	68.8%	25.0%		
			Quality	43.8%	50.0%	6.3%		
			Cost	37.5%	50.0%	12.5%		
		Secondary Education	Importance	0.0%	12.5%	87.5%		
			Availability	6.3%	68.8%	25.0%		
			Quality	43.8%	50.0%	6.3%		
			Cost	37.5%	56.3%	6.3%		
		Vocational Education	Importance	12.5%	37.5%	50.0%		
			Availability	6.3%	75.0%	18.8%		
			Quality	13.3%	73.3%	13.3%		
			Cost	6.7%	80.0%	13.3%		
		Tech/Community College	Importance	6.3%	12.5%	81.3%		
			Availability	6.3%	75.0%	18.8%		
			Quality	0.0%	86.7%	13.3%		
			Cost	0.0%	86.7%	13.3%		
		University	Importance	0.0%	12.5%	87.5%		
			Availability	6.3%	56.3%	37.5%		
			Quality	0.0%	68.8%	31.3%		
			Cost	12.5%	68.8%	18.8%		

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	31.3%	31.3%	25.0%	12.5%		
		Impact	57.1%	28.6%	14.3%			
	Customers	Importance	13.3%	13.3%	6.7%	66.7%		
		Impact	13.3%	13.3%	73.3%			
	Attract Employees	Importance	13.3%	13.3%	60.0%	13.3%		
		Impact	20.0%	66.7%	13.3%			
	Comp. as Tech Source	Importance	26.7%	33.3%	33.3%	6.7%		
		Impact	53.3%	33.3%	13.3%			
	Collaborators	Importance	46.7%	13.3%	20.0%	20.0%		
		Impact	60.0%	26.7%	13.3%			
	Networking Bus. Leaders	Importance	6.7%	6.7%	46.7%	40.0%		
		Impact	6.7%	80.0%	13.3%			

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	15.4%	23.1%	30.8%	30.8%		
		Availability	7.7%	69.2%	23.1%			
		Recruiting	16.7%	16.7%	66.7%			
	Experienced Mgr/Prof	Source	26.7%	33.3%	26.7%	13.3%		
		Availability	28.6%	42.9%	28.6%			
		Recruiting	15.4%	23.1%	61.5%			
	Univ. Graduate Technical	Source	20.0%	33.3%	46.7%	0.0%		
		Availability	26.7%	46.7%	26.7%			
		Recruiting	21.4%	14.3%	64.3%			
	Univ. Graduate Non-Tech	Source	26.7%	26.7%	40.0%	6.7%		
		Availability	26.7%	40.0%	33.3%			
		Recruiting	21.4%	28.6%	50.0%			
	Tech/Community College	Source	50.0%	28.6%	21.4%	0.0%		
		Availability	38.5%	23.1%	38.5%			
		Recruiting	16.7%	33.3%	50.0%			
Trade Skills	Source	75.0%	25.0%	0.0%	0.0%			
	Availability	12.5%	75.0%	12.5%				
	Recruiting	0.0%	55.6%	44.4%				
High School Grad	Source	73.3%	20.0%	6.7%	0.0%			
	Availability	38.5%	46.2%	15.4%				
	Recruiting	0.0%	66.7%	33.3%				
Unskiles/Semi-Skilled	Source	72.7%	27.3%	0.0%	0.0%			
	Availability	20.0%	70.0%	10.0%				
	Recruiting	0.0%	50.0%	50.0%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	6.7%	80.0%	0.0%	6.7%	6.7%	0.0%
	Experienced Mgr/Prof	% Growth	6.3%	43.8%	25.0%	12.5%	6.3%	6.3%
	Univ. Graduate Technical	% Growth	6.3%	62.5%	12.5%	12.5%	0.0%	6.3%
	Univ. Graduate Non-Tech	% Growth	12.5%	50.0%	25.0%	6.3%	0.0%	6.3%
	Tech/Community College	% Growth	12.5%	68.8%	18.8%	0.0%	0.0%	0.0%
	Trade Skills	% Growth	0.0%	83.3%	0.0%	16.7%	0.0%	0.0%
	High School Grad	% Growth	13.3%	46.7%	26.7%	13.3%	0.0%	0.0%
	Unskiles/Semi-Skilled	% Growth	20.0%	40.0%	40.0%	0.0%	0.0%	0.0%

CATEGORY	ITEM	SCALE	Finance						
			1	2	3	4	5	6	
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	6.3%	31.3%	62.5%				
		Impact	0.0%	0.0%	37.5%	43.8%	18.8%		
	Diversification	Likelihood	37.5%	31.3%	31.3%				
		Impact	0.0%	6.7%	40.0%	53.3%	0.0%		
	Strategioc Alliances	Likelihood	18.8%	56.3%	25.0%				
		Impact	0.0%	0.0%	62.5%	37.5%	0.0%		
	Joint Venture	Likelihood	43.8%	43.8%	12.5%				
		Impact	0.0%	0.0%	68.8%	31.3%	0.0%		
	Acquiring businesses	Likelihood	18.8%	56.3%	25.0%				
		Impact	0.0%	6.3%	56.3%	37.5%	0.0%		
	Consolidation	Likelihood	43.8%	37.5%	18.8%				
		Impact	0.0%	26.7%	53.3%	20.0%	0.0%		
	Diverstiture	Likelihood	68.8%	31.3%	0.0%				
		Impact	0.0%	21.4%	78.6%	0.0%	0.0%		
Mergers	Likelihood	43.8%	43.8%	12.5%					
	Impact	0.0%	21.4%	64.3%	14.3%	0.0%			
Being Aquired	Likelihood	56.3%	37.5%	6.3%					
	Impact	0.0%	20.0%	80.0%	0.0%	0.0%			
Other	Likelihood	0.0%	0.0%	100.0%					
	Impact	0.0%	100.0%	0.0%	0.0%	0.0%			
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	6.7%	6.7%	46.7%	26.7%	13.3%		
	Regulations/Regulators	Impact	6.3%	25.0%	31.3%	12.5%	25.0%		
	Taxation	Impact	6.3%	18.8%	18.8%	25.0%	31.3%		
	Bus-to-Bus Climate	Impact	0.0%	0.0%	31.3%	56.3%	12.5%		
	Transport Infrastruction	Impact	12.5%	12.5%	37.5%	25.0%	12.5%		
	Information Technology	Impact	6.3%	6.3%	31.3%	25.0%	31.3%		
	Education	Impact	6.3%	25.0%	25.0%	25.0%	18.8%		
	Labor Supply	Impact	20.0%	13.3%	13.3%	20.0%	33.3%		

CATEGORY	ITEM	SCALE	Manufacturing						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	13.0%	67.4%	19.6%				
		Improvement	15.2%	63.0%	21.7%				
		Importance	8.9%	37.8%	53.3%				
	Business Regulators	Attractive	15.6%	68.9%	15.6%				
		Improvement	11.1%	77.8%	11.1%				
		Importance	0.0%	55.6%	44.4%				
	Building Permitting	Attractive	27.7%	53.2%	19.1%				
		Improvement	29.8%	63.8%	6.4%				
		Importance	14.9%	48.9%	36.2%				
	Other Permitting Processes	Attractive	14.0%	74.4%	11.6%				
		Improvement	11.6%	79.1%	9.3%				
		Importance	15.9%	63.6%	20.5%				
	Responsive of regulators	Attractive	34.0%	48.9%	17.0%				
		Improvement	19.1%	68.1%	12.8%				
		Importance	6.4%	48.9%	44.7%				
	Assistance from regulators	Attractive	19.1%	57.4%	23.4%				
		Improvement	17.0%	74.5%	8.5%				
		Importance	6.4%	57.4%	36.2%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	4.8%	50.0%	45.2%			
			Improvement	2.4%	85.7%	11.9%			
			Importance	18.6%	55.8%	25.6%			
Knowledgable Attorneys		Attractive	4.4%	53.3%	42.2%				
		Improvement	2.2%	93.3%	4.4%				
		Importance	8.9%	55.6%	35.6%				
Access to Legislators		Attractive	8.9%	44.4%	46.7%				
		Improvement	0.0%	86.7%	13.3%				
		Importance	8.7%	73.9%	17.4%				
Influence in legislature		Attractive	18.2%	59.1%	22.7%				
		Improvement	6.8%	84.1%	9.1%				
		Importance	15.6%	71.1%	13.3%				
Access to Gov. Leaders		Attractive	8.9%	55.6%	35.6%				
		Improvement	4.4%	75.6%	20.0%				
		Importance	10.9%	63.0%	26.1%				
Influence w/ Gov Leaders		Attractive	22.7%	56.8%	20.5%				
		Improvement	6.8%	86.4%	6.8%				
		Importance	11.1%	66.7%	22.2%				
Bus. Savvy of Gov Leaders		Attractive	17.4%	54.3%	28.3%				
		Improvement	13.0%	60.9%	26.1%				
		Importance	4.3%	56.5%	39.1%				



CATEGORY	ITEM	SCALE	Manufacturing					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	47.8%	41.3%	10.9%			
		Improvement	2.2%	67.4%	30.4%			
		Importance	8.9%	55.6%	35.6%			
	Corporate Income	Attractive	20.9%	65.1%	14.0%			
		Improvement	11.6%	72.1%	16.3%			
		Importance	4.7%	46.5%	48.8%			
	Gross Recpt	Attractive	27.9%	62.8%	9.3%			
		Improvement	7.1%	76.2%	16.7%			
		Importance	9.3%	69.8%	20.9%			
	R&D Tax Credit	Attractive	18.4%	78.9%	2.6%			
		Improvement	10.5%	84.2%	5.3%			
		Importance	12.8%	53.8%	33.3%			
	Other Tax Incentives	Attractive	36.4%	54.5%	9.1%			
		Improvement	18.2%	72.7%	9.1%			
		Importance	2.3%	51.2%	46.5%			

CATEGORY	ITEM	SCALE	Manufacturing					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	17.4%	41.3%	41.3%			
		Availability	13.3%	64.4%	22.2%			
		Quality	15.6%	75.6%	8.9%			
		Cost	29.5%	68.2%	2.3%			
	Rail Transport	Importance	41.3%	28.3%	30.4%			
		Availability	15.9%	65.9%	18.2%			
		Quality	20.9%	69.8%	9.3%			
		Cost	23.3%	74.4%	2.3%			
	Sea Transport	Importance	46.7%	37.8%	15.6%			
		Availability	7.1%	83.3%	9.5%			
		Quality	2.4%	85.4%	12.2%			
		Cost	12.2%	87.8%	0.0%			
	Trucking	Importance	4.4%	17.8%	77.8%			
		Availability	2.3%	72.7%	25.0%			
		Quality	4.5%	72.7%	22.7%			
		Cost	11.6%	86.0%	2.3%			
	Roads & Highways	Importance	6.4%	17.0%	76.6%			
		Availability	28.3%	50.0%	21.7%			
		Quality	39.1%	41.3%	19.6%			
		Cost	20.5%	77.3%	2.3%			
	Public Transport	Importance	39.1%	41.3%	19.6%			
		Availability	45.7%	54.3%	0.0%			
		Quality	32.6%	67.4%	0.0%			
		Cost	9.3%	88.4%	2.3%			
Information Technolog	Importance	4.4%	42.2%	53.3%				
	Availability	13.3%	84.4%	2.2%				
	Quality	11.1%	86.7%	2.2%				
	Cost	4.5%	93.2%	2.3%				
Electric Utilities	Importance	0.0%	26.1%	73.9%				
	Availability	2.2%	71.7%	26.1%				
	Quality	4.3%	80.4%	15.2%				
	Cost	31.8%	61.4%	6.8%				
Gas Utilities	Importance	6.5%	45.7%	47.8%				
	Availability	2.2%	80.4%	17.4%				
	Quality	0.0%	84.8%	15.2%				
	Cost	18.2%	77.3%	4.5%				
Water Utilities	Importance	4.3%	52.2%	43.5%				
	Availability	8.7%	78.3%	13.0%				
	Quality	10.9%	71.7%	17.4%				
	Cost	13.6%	84.1%	2.3%				

CATEGORY	ITEM	SCALE	Manufacturing							
			1	2	3	4	5	6		
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	4.3%	52.2%	43.5%					
		Availability	17.8%	75.6%	6.7%					
		Quality	8.9%	84.4%	6.7%					
		Cost	25.6%	74.4%	0.0%					
		Primary Education	Importance	6.4%	44.7%	48.9%				
			Availability	13.0%	76.1%	10.9%				
			Quality	38.3%	51.1%	10.6%				
			Cost	28.9%	64.4%	6.7%				
		Secondary Education	Importance	6.5%	39.1%	54.3%				
			Availability	11.1%	75.6%	13.3%				
			Quality	39.1%	52.2%	8.7%				
			Cost	28.9%	66.7%	4.4%				
		Vocational Education	Importance	2.2%	43.5%	54.3%				
			Availability	15.6%	68.9%	15.6%				
			Quality	21.7%	69.6%	8.7%				
			Cost	15.6%	75.6%	8.9%				
		Tech/Community College	Importance	2.2%	47.8%	50.0%				
			Availability	2.2%	80.0%	17.8%				
			Quality	6.5%	78.3%	15.2%				
			Cost	4.4%	88.9%	6.7%				
		University	Importance	4.3%	32.6%	63.0%				
			Availability	2.3%	68.2%	29.5%				
			Quality	4.4%	53.3%	42.2%				
			Cost	20.5%	77.3%	2.3%				

CATEGORY	ITEM	SCALE	Manufacturing					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	4.3%	17.0%	40.4%	38.3%		
		Impact	17.4%	54.3%	28.3%			
	Customers	Importance	4.3%	21.7%	23.9%	50.0%		
		Impact	20.0%	33.3%	46.7%			
	Attract Employees	Importance	10.9%	32.6%	39.1%	17.4%		
		Impact	33.3%	48.9%	17.8%			
	Comp. as Tech Source	Importance	13.0%	34.8%	41.3%	10.9%		
		Impact	37.8%	51.1%	11.1%			
	Collaborators	Importance	30.4%	30.4%	30.4%	8.7%		
		Impact	53.3%	40.0%	6.7%			
	Networking Bus. Leaders	Importance	8.7%	39.1%	32.6%	19.6%		
		Impact	35.6%	55.6%	8.9%			

CATEGORY	ITEM	SCALE	Manufacturing					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	12.2%	4.9%	19.5%	63.4%		
		Availability	14.6%	53.7%	31.7%			
		Recruiting	17.1%	48.8%	34.1%			
	Experienced Mgr/Prof	Source	9.3%	2.3%	30.2%	58.1%		
		Availability	14.0%	60.5%	25.6%			
		Recruiting	20.9%	37.2%	41.9%			
	Univ. Graduate Technical	Source	11.6%	2.3%	51.2%	34.9%		
		Availability	16.3%	46.5%	37.2%			
		Recruiting	9.3%	51.2%	39.5%			
	Univ. Graduate Non-Tech	Source	18.6%	20.9%	44.2%	16.3%		
		Availability	11.6%	44.2%	44.2%			
		Recruiting	7.0%	58.1%	34.9%			
	Tech/Community College	Source	39.5%	32.6%	25.6%	2.3%		
		Availability	18.6%	41.9%	39.5%			
		Recruiting	4.7%	58.1%	37.2%			
	Trade Skills	Source	61.4%	22.7%	13.6%	2.3%		
		Availability	38.6%	36.4%	25.0%			
		Recruiting	4.5%	63.6%	31.8%			
	High School Grad	Source	77.8%	11.1%	11.1%	0.0%		
		Availability	37.2%	32.6%	30.2%			
		Recruiting	6.8%	59.1%	34.1%			
Unskiles/Semi-Skilled	Source	84.1%	9.1%	6.8%	0.0%			
	Availability	32.6%	39.5%	27.9%				
	Recruiting	7.0%	55.8%	37.2%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	5.0%	57.5%	17.5%	15.0%	5.0%	0.0%
	Experienced Mgr/Prof	% Growth	7.0%	48.8%	16.3%	18.6%	9.3%	0.0%
	Univ. Graduate Technical	% Growth	2.3%	41.9%	27.9%	14.0%	9.3%	4.7%
	Univ. Graduate Non-Tech	% Growth	2.3%	76.7%	9.3%	9.3%	2.3%	0.0%
	Tech/Community College	% Growth	4.7%	55.8%	14.0%	18.6%	7.0%	0.0%
	Trade Skills	% Growth	11.1%	42.2%	26.7%	8.9%	6.7%	4.4%
	High School Grad	% Growth	14.0%	41.9%	20.9%	11.6%	9.3%	2.3%
	Unskiles/Semi-Skilled	% Growth	27.3%	38.6%	15.9%	11.4%	4.5%	2.3%

CATEGORY	ITEM	SCALE	Manufacturing						
			1	2	3	4	5	6	
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	6.4%	48.9%	44.7%				
		Impact	2.2%	2.2%	30.4%	58.7%	6.5%		
	Diversification	Likelihood	32.6%	37.0%	30.4%				
		Impact	2.3%	2.3%	39.5%	53.5%	2.3%		
	Strategioci Alliances	Likelihood	40.0%	35.6%	24.4%				
		Impact	0.0%	0.0%	78.6%	16.7%	4.8%		
	Joint Venture	Likelihood	41.3%	34.8%	23.9%				
		Impact	0.0%	0.0%	81.4%	14.0%	4.7%		
	Acquiring businesses	Likelihood	34.8%	37.0%	28.3%				
		Impact	0.0%	0.0%	71.4%	26.2%	2.4%		
	Consolidation	Likelihood	71.1%	22.2%	6.7%				
		Impact	0.0%	12.5%	80.0%	5.0%	2.5%		
	Diverstiture	Likelihood	79.5%	18.2%	2.3%				
		Impact	0.0%	7.5%	87.5%	2.5%	2.5%		
	Mergers	Likelihood	63.0%	26.1%	10.9%				
		Impact	0.0%	7.1%	81.0%	7.1%	4.8%		
	Being Aquired	Likelihood	61.4%	29.5%	9.1%				
		Impact	2.5%	7.5%	80.0%	7.5%	2.5%		
	Other	Likelihood	0.0%	0.0%	100.0%				
		Impact	0.0%	0.0%	50.0%	0.0%	50.0%		
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	2.2%	8.9%	46.7%	35.6%	6.7%		
	Regulations/Regulators	Impact	0.0%	28.9%	33.3%	22.2%	15.6%		
	Taxation	Impact	4.5%	15.9%	34.1%	27.3%	18.2%		
	Bus-to-Bus Climate	Impact	2.3%	6.8%	61.4%	22.7%	6.8%		
	Transport Infrastruction	Impact	2.3%	6.8%	47.7%	40.9%	2.3%		
	Information Technology	Impact	0.0%	4.5%	47.7%	38.6%	9.1%		
	Education	Impact	0.0%	15.9%	29.5%	31.8%	22.7%		
	Labor Supply	Impact	2.3%	15.9%	29.5%	22.7%	29.5%		

CATEGORY	ITEM	SCALE	Other Services						
			1	2	3	4	5	6	
Regulatory Atmosphere  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Environmental Regulation	Attractive	17.4%	82.6%	0.0%				
		Improvement	13.0%	82.6%	4.3%				
		Importance	27.3%	40.9%	31.8%				
	Business Regulators	Attractive	18.2%	77.3%	4.5%				
		Improvement	9.1%	86.4%	4.5%				
		Importance	9.5%	57.1%	33.3%				
	Building Permitting	Attractive	27.3%	68.2%	4.5%				
		Improvement	27.3%	72.7%	0.0%				
		Importance	19.0%	38.1%	42.9%				
	Other Permitting Processes	Attractive	9.1%	90.9%	0.0%				
		Improvement	4.5%	95.5%	0.0%				
		Importance	23.8%	47.6%	28.6%				
	Responsive of regulators	Attractive	26.1%	65.2%	8.7%				
		Improvement	17.4%	78.3%	4.3%				
		Importance	9.1%	36.4%	54.5%				
	Assistance from regulators	Attractive	8.7%	78.3%	13.0%				
		Improvement	4.3%	95.7%	0.0%				
		Importance	4.5%	68.2%	27.3%				
	Government-Business Relations  Attractive 1=Poor 2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important	Chancery/Judicial	Attractive	0.0%	68.4%	31.6%			
			Improvement	0.0%	89.5%	10.5%			
			Importance	25.0%	50.0%	25.0%			
Knowledgable Attorneys		Attractive	4.8%	61.9%	33.3%				
		Improvement	4.8%	81.0%	14.3%				
		Importance	4.5%	68.2%	27.3%				
Access to Legislators		Attractive	0.0%	45.5%	54.5%				
		Improvement	0.0%	77.3%	22.7%				
		Importance	8.7%	43.5%	47.8%				
Influence in legislature		Attractive	9.1%	54.5%	36.4%				
		Improvement	4.5%	72.7%	22.7%				
		Importance	8.7%	30.4%	60.9%				
Access to Gov. Leaders		Attractive	4.5%	50.0%	45.5%				
		Improvement	4.5%	72.7%	22.7%				
		Importance	8.7%	34.8%	56.5%				
Influence w/ Gov Leaders		Attractive	9.1%	50.0%	40.9%				
		Improvement	13.6%	63.6%	22.7%				
		Importance	8.7%	34.8%	56.5%				
Bus. Savvy of Gov Leaders		Attractive	14.3%	76.2%	9.5%				
		Improvement	19.0%	81.0%	0.0%				
		Importance	4.5%	45.5%	50.0%				

CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	33.3%	47.6%	19.0%			
		Improvement	19.0%	42.9%	38.1%			
		Importance	0.0%	33.3%	66.7%			
	Corporate Income	Attractive	5.3%	78.9%	15.8%			
		Improvement	5.3%	84.2%	10.5%			
		Importance	5.3%	42.1%	52.6%			
	Gross Recpt	Attractive	31.6%	68.4%	0.0%			
		Improvement	10.5%	84.2%	5.3%			
		Importance	26.3%	31.6%	42.1%			
	R&D Tax Credit	Attractive	16.7%	83.3%	0.0%			
		Improvement	11.1%	83.3%	5.6%			
		Importance	33.3%	33.3%	33.3%			
	Other Tax Incentives	Attractive	23.5%	70.6%	5.9%			
		Improvement	17.6%	70.6%	11.8%			
		Importance	29.4%	23.5%	47.1%			



CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Infrastructure  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Air Transport	Importance	22.7%	27.3%	50.0%			
		Availability	31.8%	54.5%	13.6%			
		Quality	23.8%	66.7%	9.5%			
		Cost	42.9%	52.4%	4.8%			
	Rail Transport	Importance	31.8%	36.4%	31.8%			
		Availability	18.2%	63.6%	18.2%			
		Quality	9.5%	81.0%	9.5%			
		Cost	4.8%	90.5%	4.8%			
	Sea Transport	Importance	68.2%	27.3%	4.5%			
		Availability	0.0%	100.0%	0.0%			
		Quality	0.0%	94.1%	5.9%			
		Cost	0.0%	94.1%	5.9%			
	Trucking	Importance	31.8%	40.9%	27.3%			
		Availability	0.0%	95.0%	5.0%			
		Quality	0.0%	95.0%	5.0%			
		Cost	0.0%	100.0%	0.0%			
	Roads & Highways	Importance	0.0%	31.8%	68.2%			
		Availability	36.4%	50.0%	13.6%			
		Quality	40.9%	45.5%	13.6%			
		Cost	31.8%	63.6%	4.5%			
	Public Transport	Importance	8.7%	43.5%	47.8%			
		Availability	43.5%	43.5%	13.0%			
		Quality	39.1%	52.2%	8.7%			
		Cost	4.3%	91.3%	4.3%			
Information Technolog	Importance	4.2%	20.8%	75.0%				
	Availability	4.2%	75.0%	20.8%				
	Quality	4.2%	87.5%	8.3%				
	Cost	20.8%	79.2%	0.0%				
Electric Utilities	Importance	0.0%	41.7%	58.3%				
	Availability	4.2%	75.0%	20.8%				
	Quality	4.2%	79.2%	16.7%				
	Cost	29.2%	62.5%	8.3%				
Gas Utilities	Importance	13.0%	52.2%	34.8%				
	Availability	0.0%	90.5%	9.5%				
	Quality	0.0%	90.5%	9.5%				
	Cost	14.3%	76.2%	9.5%				
Water Utilities	Importance	8.7%	43.5%	47.8%				
	Availability	9.1%	68.2%	22.7%				
	Quality	13.6%	72.7%	13.6%				
	Cost	18.2%	77.3%	4.5%				

CATEGORY	ITEM	SCALE	Other Services						
			1	2	3	4	5	6	
Infrastructure continued  Importance 1=Not important 2=Somewhat Important 3=Very Important  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied  Cost 1=High 2=Comparable w/others 3=Low	Waste Services	Importance	8.7%	39.1%	52.2%				
		Availability	13.6%	68.2%	18.2%				
		Quality	13.6%	72.7%	13.6%				
		Cost	36.4%	63.6%	0.0%				
		Primary Education	Importance	9.5%	23.8%	66.7%			
			Availability	10.0%	75.0%	15.0%			
			Quality	40.0%	50.0%	10.0%			
			Cost	15.0%	75.0%	10.0%			
		Secondary Education	Importance	4.8%	23.8%	71.4%			
			Availability	15.0%	70.0%	15.0%			
			Quality	40.0%	50.0%	10.0%			
			Cost	15.0%	75.0%	10.0%			
		Vocational Education	Importance	4.5%	31.8%	63.6%			
			Availability	14.3%	66.7%	19.0%			
			Quality	14.3%	76.2%	9.5%			
			Cost	9.5%	81.0%	9.5%			
		Tech/Community College	Importance	4.8%	23.8%	71.4%			
			Availability	20.0%	55.0%	25.0%			
			Quality	19.0%	71.4%	9.5%			
			Cost	9.5%	81.0%	9.5%			
		University	Importance	4.8%	19.0%	76.2%			
			Availability	5.0%	60.0%	35.0%			
			Quality	9.5%	61.9%	28.6%			
			Cost	19.0%	81.0%	0.0%			

CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Business-to-Business Climate  Importance 1=Not important 2=Low importance 3=Moderate importance 3=Highly important  Impact on Location Decisions 1=None 2=Some impact 3=High impact	Suppliers	Importance	4.3%	21.7%	43.5%	30.4%		
		Impact	30.4%	26.1%	43.5%			
	Customers	Importance	4.3%	8.7%	4.3%	82.6%		
		Impact	13.0%	4.3%	82.6%			
	Attract Employees	Importance	13.6%	22.7%	36.4%	27.3%		
		Impact	26.1%	47.8%	26.1%			
	Comp. as Tech Source	Importance	17.4%	34.8%	30.4%	17.4%		
		Impact	30.4%	52.2%	17.4%			
	Collaborators	Importance	8.7%	30.4%	34.8%	26.1%		
		Impact	21.7%	47.8%	30.4%			
	Networking Bus. Leaders	Importance	8.7%	8.7%	26.1%	56.5%		
		Impact	17.4%	34.8%	47.8%			

CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Labor Supply  Source 1=Local 2=State 3=Region 4=National/Global  Availability of Qualified Labor 1=Dissatisfied 2=Neutral 3=Satisfied  Recruiting 1=Location obstructs 2=Location is neutral 3=Location Helps	Post Graduate	Source	31.6%	5.3%	31.6%	31.6%		
		Availability	22.2%	44.4%	33.3%			
		Recruiting	5.9%	35.3%	58.8%			
	Experienced Mgr/Prof	Source	30.4%	4.3%	39.1%	26.1%		
		Availability	40.9%	31.8%	27.3%			
		Recruiting	4.8%	38.1%	57.1%			
	Univ. Graduate Technical	Source	19.0%	23.8%	47.6%	9.5%		
		Availability	40.0%	40.0%	20.0%			
		Recruiting	10.5%	36.8%	52.6%			
	Univ. Graduate Non-Tech	Source	25.0%	35.0%	40.0%	0.0%		
		Availability	26.3%	57.9%	15.8%			
		Recruiting	0.0%	50.0%	50.0%			
	Tech/Community College	Source	52.4%	28.6%	19.0%	0.0%		
		Availability	15.0%	65.0%	20.0%			
		Recruiting	5.3%	47.4%	47.4%			
Trade Skills	Source	60.0%	20.0%	20.0%	0.0%			
	Availability	14.3%	64.3%	21.4%				
	Recruiting	0.0%	53.8%	46.2%				
High School Grad	Source	72.2%	11.1%	16.7%	0.0%			
	Availability	22.2%	50.0%	27.8%				
	Recruiting	0.0%	58.8%	41.2%				
Unskiles/Semi-Skilled	Source	77.8%	0.0%	22.2%	0.0%			
	Availability	33.3%	50.0%	16.7%				
	Recruiting	0.0%	64.7%	35.3%				
Growth Trends  1= >3% decline 2= Stable 3= 3-5% growth 4= 5-10% growth 5= 10-20% growth 6= >20% growth	Post Graduate	% Growth	5.6%	44.4%	22.2%	22.2%	5.6%	0.0%
	Experienced Mgr/Prof	% Growth	0.0%	23.8%	28.6%	33.3%	14.3%	0.0%
	Univ. Graduate Technical	% Growth	0.0%	31.6%	36.8%	0.0%	21.1%	10.5%
	Univ. Graduate Non-Tech	% Growth	5.3%	26.3%	31.6%	21.1%	15.8%	0.0%
	Tech/Community College	% Growth	0.0%	42.1%	36.8%	15.8%	0.0%	5.3%
	Trade Skills	% Growth	0.0%	53.3%	33.3%	13.3%	0.0%	0.0%
	High School Grad	% Growth	0.0%	38.9%	33.3%	16.7%	5.6%	5.6%
	Unskiles/Semi-Skilled	% Growth	5.6%	38.9%	33.3%	16.7%	5.6%	0.0%

CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Business Trends  Likelihood 1= Unlikely 2= Somewhat likely 3= highly likely  Impact on Employment 1= Substantial decline 2= Decline 3= No change 4= Increase 5= Substantial increase	Expansion/Growth	Likelihood	14.3%	28.6%	57.1%			
		Impact	0.0%	14.3%	23.8%	28.6%	33.3%	
	Diversification	Likelihood	28.6%	47.6%	23.8%			
		Impact	0.0%	5.0%	35.0%	50.0%	10.0%	
	Strategioci Alliances	Likelihood	22.7%	40.9%	36.4%			
		Impact	4.8%	14.3%	47.6%	28.6%	4.8%	
	Joint Venture	Likelihood	13.6%	59.1%	27.3%			
		Impact	0.0%	14.3%	57.1%	19.0%	4.8%	
	Acquiring businesses	Likelihood	19.0%	52.4%	28.6%			
		Impact	5.0%	25.0%	40.0%	20.0%	10.0%	
	Consolidation	Likelihood	42.9%	47.6%	9.5%			
		Impact	9.5%	33.3%	42.9%	14.3%	0.0%	
	Diverstiture	Likelihood	71.4%	23.8%	4.8%			
		Impact	10.5%	21.1%	63.2%	5.3%	0.0%	
Mergers	Likelihood	42.9%	42.9%	14.3%				
	Impact	5.0%	20.0%	65.0%	10.0%	0.0%		
Being Aquired	Likelihood	57.1%	28.6%	14.3%				
	Impact	5.3%	21.1%	68.4%	5.3%	0.0%		
Other	Likelihood	0.0%	100.0%	0.0%				
	Impact	0.0%	100.0%	0.0%	0.0%	0.0%		
Local Characteristics Impact on Business Decisions  1= Strong negative impact 2= Negative impact 3= No impact 4= Positive impact 5= Strong positive impact	Gov.-Business Relations	Impact	0.0%	13.0%	47.8%	30.4%	8.7%	
	Regulations/Regulators	Impact	0.0%	30.4%	43.5%	21.7%	4.3%	
	Taxation	Impact	9.1%	18.2%	50.0%	18.2%	4.5%	
	Bus-to-Bus Climate	Impact	0.0%	4.5%	45.5%	36.4%	13.6%	
	Transport Infrastruction	Impact	8.7%	13.0%	26.1%	34.8%	17.4%	
	Information Technology	Impact	0.0%	4.5%	36.4%	36.4%	22.7%	
	Education	Impact	8.7%	13.0%	30.4%	39.1%	8.7%	
	Labor Supply	Impact	18.2%	13.6%	22.7%	27.3%	18.2%	