CATEGORY	ITEM	SCALE		0	VERALL	SAMI	PLE		
			1	2	3	4		5	6
Regulatory Atmosphere	Environmental Regulation	Attractive	11.6%	67.4%	20.9%				
		Improvement	10.8%	74.6%	14.6%				
Attractive		Importance	16.2%		47.7%				
1=Poor			10.270	00.270	47.770				
2=Comparable w/others	Business Regulators	Attractive	10.1%	70.5%	19.4%				
3=Good	Dusiness regulators	Improvement							
Improvement			7.8%		9.3%				
1=Declined		Importance	6.3%	50.0%	43.8%				
2=Stable	D 7111 D 7111		o= 40/	40/	4 = = = 0 /				
3=Improved	Building Permitting	Attractive		57.4%	15.5%				
		Improvement	28.1%		3.9%				
Importance		Importance	19.1%	45.0%	35.9%				
1=Not Important									
2=Somewhat Important 3=Very Important	Other Permitting Processes	Attractive	14.5%	74.2%	11.3%				
3=very important		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%		10.6%				
		Importance	9.0%	40.3%	50.7%				
		Importance	9.0 /0	40.376	30.7 /6				
	Assistance from regulators	Attractive	40.00/	00.00/	00.00/				
	Assistance from regulators		16.8%		20.6%				
		Improvement	11.5%		8.5%				
		Importance	5.3%	55.3%	39.4%				
Government-Business Relations	Chancery/Judicial	Attractive		57.5%	40.8%				
		Improvement	0.8%	89.2%	10.0%				
		Importance	34.7%	46.0%	19.4%				
Attractive		1							
1=Poor	Knowledgable Attorneys	Attractive	4.7%	46.5%	48.8%				
2=Comparable w/others		Improvement	1.6%	89.9%	8.5%				
3=Good		Importance		53.4%					
Improvement		·	12.270	00.170	0 11 170				
1=Declined	Access to Legislators	Attractive	5 30/	36.8%	57 0%				
2=Stable	7 toocoo to Logislatoro	Improvement							
3=Improved				82.0%					
·		Importance	9.6%	59.3%	31.1%				
Importance			40 -01		0.4.007				
1=Not Important	Influence in legislature	Attractive	13.7%		31.3%				
2=Somewhat Important		Improvement	7.6%		9.9%				
3=Very Important		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		51.5%					
		i i	0.070	0.1070	0011 70				
	Influence w/ Gov Leaders	Attractive	13.5%	52.6%	33.8%				
			9.0%						
		IIIIIDIOVemeni		10.370	14.070				
		Improvement							
		Improvement	9.6%						
		Importance	9.6%	56.3%	34.1%				
	Bus. Savvy of Gov Leaders	Importance Attractive	9.6% 13.4%	56.3% 56.0%	34.1%				
	Bus. Savvy of Gov Leaders	Importance Attractive Improvement	9.6% 13.4% 14.2%	56.3% 56.0% 69.4%	34.1% 30.6% 16.4%				
	Bus. Savvy of Gov Leaders	Importance Attractive	9.6% 13.4%	56.3% 56.0% 69.4%	34.1% 30.6% 16.4%				

CATEGORY	ITEM	SCALE		0	VERALL	. SAMP	LE	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	39.4%	47.0%	13.6%		•	-
		Improvement	5.3%	60.6%	34.1%			
Attractive		Importance	6.1%	48.1%	45.8%			
1=Poor								
2=Comparable w/others	Corporate Income	Attractive	15.9%	66.7%	17.5%			
3=Good		Improvement	8.7%	80.2%	11.1%			
Improvement		Importance	4.8%	39.7%	55.6%			
1=Declined								
2=Stable	Gross Recpt	Attractive	28.5%	59.3%	12.2%			
3=Improved		Improvement	7.4%	77.9%	14.8%			
Importance		Importance	15.2%	44.8%	40.0%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	15.6%	81.7%	2.8%			
3=Very Important		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%		47.1%			
		- '		221070				

CATEGORY	ITEM	SCALE			VERALL		LE		
			1	2	3	4		5	6
Infrastructure	Air Transport	Importance		37.0%	39.3%				
		Availability	19.1%	58.8%	21.4%				
Importance		Quality	18.8%		14.1%				
1=Not important		Cost	29.4%	66.7%	3.2%				
2=Somewhat Important									
3=Very Important	Rail Transport	Importance	39.3%	33.3%	27.4%				
Availabilty		Availability	16.2%	60.8%	23.1%				
1=Dissatisfied		Quality	14.1%	68.8%	17.2%				
2=Satisfied		Cost	15.1%	81.7%	3.2%				
3=Very satisfied									
Quality	Sea Transport	Importance	67.7%	21.1%	11.3%				
1=Dissatisfied		Availability	5.3%	86.7%	8.0%				
2=Satisfied		Quality	0.9%	91.1%	8.0%				
3=Very satisfied		Cost	7.3%	90.9%	1.8%				
Cost									
1=High	Trucking	Importance		24.1%	50.4%				
2=Comparable w/others		Availability	4.1%		18.7%				
3=Low		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%		22.2%				
		Quality	36.3%	48.1%	15.6%				
		Cost	17.6%	80.2%	2.3%				
	Public Transport	Importance		45.6%					
		Availability	41.0%		5.2%				
		Quality	35.1%		2.2%				
		Cost	10.9%	86.0%	3.1%				
	Information Technolog			30.9%	65.4%				
		Availability	8.9%	79.3%	11.9%				
		Quality	6.7%		8.9%				
		Cost	8.3%	88.7%	3.0%				
	Electric Utilities	Importance		30.1%					
		Availability	3.8%						
		Quality		72.5%					
		Cost	28.1%	63.3%	8.6%				
	Gas Utilities	Importance		47.7%					
		Availability		79.2%	17.6%				
		Quality		82.3%	16.1%				
		Cost	15.8%	76.7%	7.5%				
	Water Utilities	Importance		45.8%	46.6%				
		Availability		74.4%	17.8%				
	1	Quality		73.4%	16.4%				
		~~~,	10.2/0	7 3.7 70	10.70				
		Cost		82.4%	5.6%				

Importance		
Importance	5	6
Importance		
1=Not important 2=Somewhat Important 3=Very Important  Primary Eduction  Importance  9.8% 34.6% 55.6%  Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality  Quality 1=Dissatisfied  Quality 1=Dissatisfied  October 12.5%  25.6% 72.8% 1.6%  Availability 10.0% 76.2% 13.8%  Quality 36.4% 55.3% 8.3%  Cost 20.2% 72.1% 7.8%  Importance 6.8% 31.8% 61.4%  Availability 10.9% 74.4% 14.7%		
2=Somewhat Important       25.6%       72.8%       1.6%         3=Very Important       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%         Quality       Secondary Education       Importance       6.8%       31.8%       61.4%         Availability       10.9%       74.4%       14.7%		
3=Very Important       Primary Eduction       Importance       9.8%       34.6%       55.6%         Availability       10.0%       76.2%       13.8%         Availability       10.0%       76.2%       13.8%         Quality       36.4%       55.3%       8.3%         Cost       20.2%       72.1%       7.8%             Quality       Secondary Education       Importance       6.8%       31.8%       61.4%         1=Dissatisfied       Availability       10.9%       74.4%       14.7%		
Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied  Quality 1=Dissatisfied  Quality 1=Dissatisfied  Secondary 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%  Importance 6.8% 31.8% 61.4%  Availability 10.9% 74.4% 14.7%		
1=Dissatisfied       Quality       36.4%       55.3%       8.3%         2=Satisfied       Cost       20.2%       72.1%       7.8%         Quality       Secondary Education       Importance       6.8%       31.8%       61.4%         1=Dissatisfied       Availability       10.9%       74.4%       14.7%		
2=Satisfied 3=Very satisfied Cost 20.2% 72.1% 7.8%  Quality Secondary Education Importance 6.8% 31.8% 61.4% 4.7% Availability 10.9% 74.4% 14.7%		
3=Very satisfied Cost 20.2% 72.1% 7.8%  Quality Secondary Education Importance 6.8% 31.8% 61.4%  1=Dissatisfied Availability 10.9% 74.4% 14.7%		
Quality  1=Dissatisfied  2 Out of field  Secondary Education Importance 6.8% 31.8% 61.4%  Availability 10.9% 74.4% 14.7%		
1=Dissatisfied Availability 10.9% 74.4% 14.7%		
2. Catalian 10.370 14.170		
2-Satisfied		
I IQUAIIIV 38 2% 55 11% h 9%		
3=Very satisfied Cost 20.9% 73.6% 5.4%		
Cost		
1=High Vocational Eduacation Importance 8.2% 36.6% 55.2%		
2=Comparable w/others Availability 12.3% 73.1% 14.6%		
3=Low 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%		
5.670 5.1670		
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		0	VERALL	. SAMPL	E.	
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	10.9%	25.5%	39.4%	24.1%		-
		Impact	32.6%	43.9%	23.5%			
Importance								
1=Not important	Customers	Importance	6.7%	14.8%	22.2%	56.3%		
2=Low importance 3=Moderate		Impact	16.5%	29.3%	54.1%			
importance								
3=Highly important	Attract Employees	Importance	14.9%	25.4%	41.8%	17.9%		
a riigiiiy iiiipartaiit		Impact	33.8%	46.6%	19.5%			
Impact on Location								
Decisions	Comp. as Tech Source	Importance	23.0%	31.1%	34.8%	11.1%		
1=None 2=Some impact		Impact	45.1%	42.9%	12.0%			
3=High impact								
o ingli impaci	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%		
	3 3 11 134515	Impact	,	51.9%		20.070		

CATEGORY	ITEM	SCALE		0	VERALL	. SAMPL	<u> </u>	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	20.5%	7.7%	24.8%	47.0%		
		Availability	12.8%	51.3%	35.9%			
Source		Recruiting	12.3%	43.0%	44.7%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	18.5%	8.5%	35.4%	37.7%		
3=Region 4=National/Global		Availability	21.1%	47.7%	31.3%			
4=INatio(Idi/Global		Recruiting	12.0%	39.2%	48.8%			
Availability of Qualified		7						
Labor	Univ. Graduate Technical	Source	15.5%	14.0%	52.7%	17.8%		
1=Dissatisfied		Availability	20.3%	45.3%	34.4%			
2=Neutral 3=Satisfied		Recruiting		41.6%				
ว=วิสแรก <del>ยิน</del>		1						
Recruiting	Univ. Graduate Non-Tech	Source	22.8%	24.4%	44.1%	8.7%		
1=Location obstructs		Availability		47.2%				
2=Location is neutral		Recruiting		53.2%				
3=Location Helps		1						
	Tech/Community College	Source	41.6%	29.6%	27.2%	1.6%		
		Availability		47.2%		- / 0		
		Recruiting		57.5%				
		1 *	2.0,0	2.70,0	2.70,0			
	Trade Skills	Source	60.0%	22.7%	15.5%	1.8%		
		Availability		52.3%		,0		
		Recruiting		67.0%				
		1 *	,0	5.1070	22.070			
	High School Grad	Source	68.8%	13.6%	16.0%	1.6%		
	_	Availability		41.3%		,0		
		Recruiting		67.2%				
		<b>1</b>	,0	J /0	22.070			
	Unskiles/Semi-Skilled	Source	75.6%	10.9%	12.6%	0.8%		
		Availability	27.4%			2.070		
		Recruiting		64.3%				
	+	1	5.270	0 70	55.170			
Growth Trends	Post Graduate	% Growth	4 2%	66.1%	14.4%	11.9%	3.4%	0.0%
	Experienced Mgr/Prof	% Growth				16.9%		0.8%
1= >3% decline	Univ. Graduate Technical	% Growth		38.6%		15.7%	10.2%	3.1%
2= Stable	Univ. Graduate Non-Tech	% Growth	3.9%		21.3%	12.6%	4.7%	0.8%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	4.0%		27.0%	15.1%	3.2%	0.8%
5= 10-20% growth	Trade Skills	% Growth	8.0%			10.6%	4.4%	1.8%
6= >20% growth	High School Grad	% Growth	10.3%		24.6%	15.9%	6.3%	1.6%
	Unskiles/Semi-Skilled	% Growth	17.4%		22.3%	11.6%	3.3%	1.7%
		+	17.7/0	10.0/0	U/0	11.0/0	0.070	1.7 /0
		1						

CATEGORY	ITEM	SCALE		0	VERALL	SAMPL	E	
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	8.1%	40.4%	51.5%			
		Impact	0.7%	3.0%	26.9%	56.7%	12.7%	
Likelihood		1						
1= Unlikely	Diversification	Likelihood	33.3%	34.8%	31.9%			
2= Somewhat likely 3= highly likely		Impact	0.8%	2.3%	43.8%	46.1%	7.0%	
3= flightly likely								
Impact on Employment	Strategioc Alliances	Likelihood	29.6%	44.4%	25.9%			
1= Substantial decliine		Impact	0.8%	2.3%	65.6%	26.6%	4.7%	
2= Decline								
3= No change 4= Increase	Joint Venture	Likelihood	40.4%	39.7%	19.9%			
5= Substantial increase		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%	
		1						
Local Characteristics Impact on	GovBusiness Relations	Impact	2.3%	9.8%	45.9%	30.8%	11.3%	
Business Decisions	Regulations/Regulators	Impact	3.0%	22.6%	40.6%	18.0%	15.8%	
4. 01	Taxation	Impact	5.3%	16.0%	36.6%	22.9%	19.1%	
1= Strong negative impact 2= Negative impact	Bus-to-Bus Climate	Impact	1.5%	3.1%	53.4%	31.3%	10.7%	
3= No impact	Transport Infrastruction	Impact	6.1%	9.1%	40.2%	34.1%	10.6%	
4= Positive impact	Information Technology	Impact	1.5%	3.1%		35.4%	18.5%	
5= Strong positive impact	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		DF	LAWARE	SAN	/IPLF	E 5 6		
0.11200111		00,122	1	2	3	4				6
Regulatory Atmosphere	Environmental Regulation	Attractive	14.3%	62.2%	23.5%	•				
		Improvement	13.1%	71.7%	15.2%					
Attractive		Importance	15.0%		53.0%					
1=Poor		1								
2=Comparable w/others	Business Regulators	Attractive	9.1%	68.7%	22.2%					
3=Good		Improvement	6.1%		8.1%					
Improvement		Importance	7.1%							
1=Declined		1	7.170	10.070	10.070					
2=Stable	Building Permitting	Attractive	29.6%	54.1%	16.3%					
3=Improved		Improvement	29.9%		4.1%					
Importance		Importance	16.0%							
1=Not Important		Importance	10.076	43.076	41.076					
2=Somewhat Important	Other Permitting Processes	Attractive	10 10/	69.1%	11 70/					
3=Very Important	Other Fermitting Processes	Improvement			11.7%					
				78.5%	5.4%					
		Importance	16.5%	52.6%	30.9%					
	Responsive of regulators	Attractive	25.7%	53.5%	20.8%					
	Tresponsive of regulators	Improvement	22.8%							
		Importance			10.9%					
		importance	6.8%	35.0%	58.3%					
	Assistance from regulators	Attractive	16.0%	61.00/	23.0%					
	Assistance from regulators	Improvement								
		Importance	13.1%	76.8%	10.1%					
		importance	3.0%	53.5%	43.6%					
Government-Business Relations	Chancery/Judicial	Attractive	0.0%	<i>1</i> 7 2%	52.8%					
		Improvement	0.0%		11.2%					
		Importance	39.8%		20.4%					
Attractive		Importance	39.076	33.076	20.470					
1=Poor	Knowledgable Attorneys	Attractive	2 10/	44.9%	52.0%					
2=Comparable w/others	Triowicugable Attorneys	Improvement	1.0%		9.2%					
3=Good		Importance		54.0%						
I and the second second		importance	12.0%	34.0%	34.0%					
Improvement 1=Declined	Access to Legislators	Attractive	2 00/	28.4%	69 60/					
2=Stable	Access to Legislators	Improvement		81.4%						
3=Improved		Importance								
		importance	0.7%	53.8%	37.5%					
Importance 1=Not Important	Influence in legislature	Attractive	11.0%	51.0%	38.0%					
2=Somewhat Important	I i i i i i i i i i i i i i i i i i i i	Improvement	7.0%		9.0%					
3=Very Important		Importance	11.7%							
, ,		Importance	11.770	30.5%	37.9%					
	Access to Gov. Leaders	Attractive	3 0%	30.1%	66.0%					
	7.00000 10 007. 2000010	Improvement	2.9%		16.5%					
		Importance	7.6%							
		Importance	7.076	45.7 /0	40.7 /0					
	Influence w/ Gov Leaders	Attractive	10.8%	46.1%	43.1%					
		Improvement	8.8%							
		Importance		51.0%						
			0.1 /0	31.070	<del>-10.4</del> /0					
	Bus. Savvy of Gov Leaders	Attractive	9 7%	58.3%	32 0%					
	20000	Improvement	12.6%							
		Importance		43.3%						
			0/ ت. ــ	<del>-</del> 0.0/0	JJ.J /0					
	<u>l</u>	J								

CATEGORY	ITEM	SCALE		DE	LAWAR	E SAMF	PLE	•
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	40.6%	45.5%	13.9%			
		Improvement	3.0%	54.5%	42.6%			
Attractive 1=Poor		Importance	8.0%	43.0%	49.0%			
2=Comparable w/others	Corporate Income	Attractive	10.5%	66.3%	23.2%			
3=Good		Improvement	5.3%	82.1%	12.6%			
Improvement 1=Declined		Importance	4.2%	38.9%	56.8%			
2=Stable	Gross Recpt	Attractive	34.0%	53.2%	12.8%			
3=Improved		Improvement	8.6%	72.0%	19.4%			
Importance 1=Not Important		Importance	11.5%	43.8%	44.8%			
2=Somewhat Important	R&D Tax Credit	Attractive	8.9%	88.6%	2.5%			
3=Very Important		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			LAWARE	SAN	ЛРL		
			1	2	3	4		5	6
nfrastructure	Air Transport	Importance	30.8%	39.4%	29.8%				
		Availability	23.0%	65.0%	11.0%				
Importance		Quality	20.4%	68.4%	10.2%				
1=Not important		Cost	27.1%	69.8%	2.1%				
2=Somewhat Important		1							
3=Very Important	Rail Transport	Importance	37.5%	33.7%	28.8%				
Availabiltu	·	Availability	19.2%		22.2%				
Availabilty 1=Dissatisfied		Quality	14.4%		15.5%				
2=Satisfied		Cost		83.2%	3.2%				
3=Very satisfied		0001	13.7 /0	03.270	J.Z /0				
•	Sea Transport	Importance	70.6%	19.6%	9.8%				
Quality	Sea Hansport	Availability							
1=Dissatisfied		•	7.1%		4.8%				
2=Satisfied		Quality		91.6%	7.2%				
3=Very satisfied		Cost	7.5%	91.3%	1.3%				
Cost	T	ļ			<b>-</b>				
1=High	Trucking	Importance		20.4%					
2=Comparable w/others		Availability		78.5%	17.2%				
3=Low		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%				
		1							
	Public Transport	Importance	33.3%	41.0%	25.7%				
	'	Availability	40.8%		3.9%				
		Quality	34.0%		1.9%				
		Cost		86.7%	4.1%				
		0031	3.2 /0	00.7 /0	4.170				
	Information Tools also	Importance	4 00/	22.20/	64.00/				
	Information Technolog			33.3%					
		Availability		79.8%	11.5%				
		Quality		84.6%	9.6%				
		Cost	9.8%	88.2%	2.0%				
	Electric Utilities	Importance		29.4%					
		Availability		69.3%					
		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%				
		1							
	Water Utilities	Importance	9.9%	43.6%	46.5%				
		Availability	10.1%		18.2%				
	1	ا ما							
		Quality	11.2%	/3.5%	15.3%				
		Cost	11.2% 13.7%	73.5% 80.0%	15.3% 6.3%				

CATEGORY	ITEM	SCALE		DE	LAWARI	E SAMF	PLE	
			1	2	3	4	5	6
nfrastructure continued	Waste Services	Importance	9.9%	44.6%	45.5%		_	
		Availability	13.3%	71.4%	15.3%			
Importance		Quality	9.2%	78.6%	12.2%			
1=Not important 2=Somewhat Important		Cost	28.4%	69.5%	2.1%			
3=Very Important		1						
- · · · · · · · · · · · · · · · · · · ·	Primary Eduction	Importance	9.7%	35.0%	55.3%			
Availabilty		Availability	13.0%	72.0%	15.0%			
1=Dissatisfied		Quality	41.2%	52.9%	5.9%			
2=Satisfied 3=Very satisfied		Cost	19.2%	71.7%	9.1%			
5- very satisfied		1						
Quality	Secondary Education	Importance	6.9%	30.4%	62.7%			
1=Dissatisfied		Availability	13.1%	71.7%	15.2%			
2=Satisfied		Quality	42.6%	52.5%	5.0%			
3=Very satisfied		Cost	20.2%	73.7%	6.1%			
Cost		1						
1=High	Vocational Eduacation	Importance	7.7%	37.5%	54.8%			
2=Comparable w/others		Availability	10.0%	74.0%	16.0%			
3=Low		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		72.7%				
		Quality	5.9%					
		Cost		87.8%	9.2%			
	University	Importance	5 00/	28.4%	65 70/			
	Offivoroity	Availability	1.0%					
		Quality		68.0%				
		Cost						
			9.3%	80.4%	10.3%			
		J						

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%						
Importance											
1=Not important	Customers	Importance	6.7%	14.8%	22.2%	64.8%					
2=Low importance		Impact	16.5%	29.3%	54.1%						
3=Moderate											
importance 3=Highly important	Attract Employees	Importance	14.9%	25.4%	41.8%	17.1%					
3–i ligiliy liliportant		Impact	33.8%	46.6%	19.5%						
Impact on Location											
Decisions	Comp. as Tech Source	Importance	23.0%	31.1%	34.8%	8.6%					
1=None		Impact	45.1%	42.9%	12.0%						
2=Some impact 3=High impact											
3=i ligii lilipadi	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%			00.070					
		1									

CATEGORY	ITEM	SCALE		DE	LAWAR	E SAMPL	_E	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	20.5%	7.7%	24.8%	43.0%		-
		Availability	12.8%	51.3%	35.9%			
Source		Recruiting	12.3%	43.0%	44.7%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	18.5%	8.5%	35.4%	31.3%		
3=Region 4=National/Global		Availability	21.1%	47.7%	31.3%			
4=National/Global		Recruiting	12.0%	39.2%	48.8%			
Availability of Qualified		7						
Labor	Univ. Graduate Technical	Source	15.5%	14.0%	52.7%	15.3%		
1=Dissatisfied		Availability	20.3%	45.3%	34.4%			
2=Neutral		Recruiting		41.6%				
3=Satisfied		1						
Recruiting	Univ. Graduate Non-Tech	Source	22.8%	24.4%	44.1%	7.3%		
1=Location obstructs		Availability		47.2%				
2=Location is neutral		Recruiting		53.2%				
3=Location Helps		<b>1</b>	70	30.270	30.070			
	Tech/Community College	Source	41.6%	29.6%	27.2%	1.1%		
		Availability		47.2%		/5		
		Recruiting		57.5%				
		1	0.070	31.070	37.070			
	Trade Skills	Source	60.0%	22.7%	15.5%	2.4%		
		Availability		52.3%		∠. → /0		
		Recruiting		67.0%				
		<b>†</b>	2.070	01.070	50.570			
	High School Grad	Source	68.8%	13.6%	16.0%	1.1%		
	3	Availability		41.3%		1.170		
		Recruiting		67.2%				
		-	2.5 /0	01.2/0	JU.J /0			
	Unskiles/Semi-Skilled	Source	75.6%	10.9%	12.6%	1.1%		
	S.Iomioo, Comi Omioo	Availability	27.4%			1.1/0		
		Recruiting		64.3%				
	+	- Tree dilling	J.Z 70	04.5%	30.470			
Growth Trends	Post Graduate	% Growth	1 20/	66.1%	1/1 /10/-	10 1%	3.4%	0.0%
Ciowai Honds	Experienced Mgr/Prof	% Growth						
1= >3% decline	Univ. Graduate Technical	% Growth				11.0%		1.0%
2= Stable	Univ. Graduate Non-Tech	% Growth		38.6%	29.9%		8.2% 5.2%	3.1%
3= 3-5% growth	Tech/Community College	% Growth	3.9%			11.3%	5.2%	1.0%
4= 5-10% growth 5= 10-20% growth	Trade Skills	% Growth	4.0%		27.0%	15.5%	3.1%	0.0%
6= >20% growth		_	8.0%			10.5%	4.7%	1.2%
- · · · · · · · · · · · · · · · · · · ·	High School Grad	% Growth	10.3%		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			<u>LAW</u> ARI	E SAMPI	LE_	
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	8.1%	40.4%	51.5%			
		Impact	0.7%	3.0%	26.9%	57.7%	15.4%	
Likelihood		]						
1= Unlikely	Diversification	Likelihood	33.3%	34.8%	31.9%			
2= Somewhat likely 3= highly likely		Impact	0.8%	2.3%	43.8%	51.0%	6.1%	
g, intoly		]						
Impact on Employment	Strategioc Alliances	Likelihood	29.6%	44.4%	25.9%			
1= Substantial decliine		Impact	0.8%	2.3%	65.6%	27.6%	5.1%	
2= Decline 3= No change		]						
4= Increase	Joint Venture	Likelihood	40.4%	39.7%	19.9%			
5= Substantial increase		Impact	0.0%	3.9%	73.6%	19.2%	4.0%	
		<b>.</b>						
	Acquiring businesses	Likelihood	29.6%	42.2%	28.1%			
		Impact	0.8%	6.3%	57.0%	32.7%	5.1%	
		4			_			
	Consolidation	Likelihood	59.7%	30.6%	9.7%	_	_	
		Impact	2.4%	21.4%	67.5%	9.4%	1.0%	
	B: .::	<b>.</b>						
	Diverstiture	Likelihood	78.2%	19.5%	2.3%	<u>.</u> -:		
		Impact	2.4%	13.8%	81.3%	2.2%	1.1%	
	Morgora	ا المالةا	<b>50.0</b> 00	04.451	0.001			
	Mergers	Likelihood	56.3%	34.1%	9.6%	0.451	0 :::	
		Impact	0.8%	18.3%	70.6%	9.4%	2.1%	
	Roing Aguirod	Likolihaar	00.007	04.007	0.007			
	Being Aquired	Likelihood	60.2%	31.6%	8.3%	0.50/	4.407	
		Impact	3.2%	13.7%	75.0%	8.5%	1.1%	
	Other	Likelihood	0.007	16 70/	02.20/			
	Oute		0.0%	16.7%	83.3%	0.00/	E0 00/	
		Impact	0.0%	33.3%	33.3%	0.0%	50.0%	
Local Characteristics Impact on	GovBusiness Relations	Impact	2.3%	9.8%	45.9%	36.3%	11.8%	
Business Decisions	Regulations/Regulators	Impact	2.3% 3.0%	9.8%	45.9% 40.6%	36.3% 16.7%	17.6%	
	Taxation	Impact	5.3%	22.6% 16.0%	36.6%	24.0%	17.6%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	5.3% 1.5%	3.1%	53.4%	31.0%	19.0%	
2= Negative impact	Transport Infrastruction	Impact	6.1%	3.1% 9.1%	40.2%	27.7%	12.0%	
3= No impact	Information Technology	Impact	1.5%	9.1% 3.1%		35.4%	16.2%	
4= Positive impact	Education	Impact	2.3%	12.2%	35.1%	28.0%	18.0%	
5= Strong positive impact	Labor Supply	Impact	2.5% 8.5%		24.8%		26.5%	
	1-220. Oabbij	Jpast	0.5 /0	12.4/0	27.0/0	20.0/0	20.5/0	

University of Delaware

CATEGORY	ITEM	SCALE		OUT	OF STA	TE SA	AMPI	LE_		
			1	2	3	4		5	(	3
Regulatory Atmosphere	Environmental Regulation	Attractive	3.2%	83.9%	12.9%					
A.,		Improvement	3.2%		12.9%					
Attractive		Importance	20.0%	50.0%	30.0%					
1=Poor 2=Comparable w/others										
3=Good	Business Regulators	Attractive	13.3%	76.7%	10.0%					
		Improvement	13.3%	73.3%	13.3%					
Improvement		Importance	3.3%	60.0%	36.7%					
1=Declined										
2=Stable 3=Improved	Building Permitting	Attractive	19.4%	67.7%	12.9%					
o-mprovou		Improvement	22.6%	74.2%	3.2%					
Importance		Importance	29.0%	51.6%	19.4%					
1=Not Important										
2=Somewhat Important	Other Permitting Processes	Attractive	0.0%	90.0%	10.0%					
3=Very Important		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%		9.7%					
		Importance		58.1%						
		1	, .							
	Assistance from regulators	Attractive	19.4%	67.7%	12.9%					
		Improvement	6.5%		3.2%					
		Importance		61.3%						
		· .	0 /0	51.570	_5.570					
Government-Business Relations	Chancery/Judicial	Attractive	6.5%	87.1%	6.5%					
	,	Improvement	3.2%		6.5%					
		Importance	19.4%		16.1%					
Attractive		· .	, 0	2	, 3					
1=Poor	Knowledgable Attorneys	Attractive	9.7%	51.6%	38.7%					
2=Comparable w/others		Improvement	3.2%		6.5%					
3=Good		Importance	12.9%							
Improvement		' '	0 / 0	01.070	00.070					
1=Declined	Access to Legislators	Attractive	12.9%	64.5%	22.6%					
2=Stable		Improvement		83.9%						
3=Improved		Importance		77.4%	9.7%					
l			12.0/0	<del> /</del> /0	J.1 /0					
Importance 1=Not Important	Influence in legislature	Attractive	22.6%	67.7%	9.7%					
2=Somewhat Important		Improvement		77.4%						
3=Very Important		Importance		67.7%						
			13.77	01.1 /0	12.3/0					
	Access to Gov. Leaders	Attractive	16 1%	71.0%	12.9%					
		Improvement	9.7%		22.6%					
		Importance		71.0%						
		portario	14.3/0	1 1.U /0	10.1/0					
	Influence w/ Gov Leaders	Attractive	22.6%	74.2%	3.2%					
		Improvement	9.7%		3.2% 9.7%					
		Importance	12.9%							
		iportario	12.970	74.2%	12.9%					
	Bus. Savvy of Gov Leaders	Attractive	25 00/	40 40/	25 00/					
	Dus. Savvy of GOV Leaders		25.8%		25.8%					
		Improvement	19.4%		32.3%					
		Importance	9.7%	54.8%	აⴢ.5%					

CATEGORY	ITEM	SCALE		OUT	OF STA	TE SAN	/IPLE	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	35.5%	51.6%	12.9%		-	
		Improvement	12.9%	80.6%	6.5%			
Attractive		Importance	0.0%	64.5%	35.5%			
1=Poor								
2=Comparable w/others 3=Good	Corporate Income	Attractive	32.3%	67.7%	0.0%			
3=G00d		Improvement	19.4%	74.2%	6.5%			
Improvement		Importance	6.5%	41.9%	51.6%			
1=Declined								
2=Stable	Gross Recpt	Attractive	10.3%	79.3%	10.3%			
3=Improved		Improvement	3.4%	96.6%	0.0%			
Importance		Importance	27.6%	48.3%	24.1%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	33.3%	63.3%	3.3%			
3=Very Important		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%		9.7%			
		Importance		45.2%				

CATEGORY	ITEM	SCALE		OUT	OF STA	TE S	٩МР	LE		
			1	2	3	4		5		6
Infrastructure	Air Transport	Importance		29.0%	71.0%				1	
		Availability	6.5%							
Importance		Quality	13.3%		26.7%					
1=Not important		Cost		56.7%	6.7%					
2=Somewhat Important			00.7 70	00.770	0.770					
3=Very Important	Rail Transport	Importance	<b>45 20</b> /	32.3%	22 60/					
	itali Italisport	Availability								
Availabilty			6.5%							
1=Dissatisfied 2=Satisfied		Quality	12.9%							
3=Very satisfied		Cost	19.4%	77.4%	3.2%					
3= very satisfied										
Quality	Sea Transport	Importance		25.8%	16.1%					
1=Dissatisfied		Availability	0.0%		17.2%					
2=Satisfied		Quality	0.0%	89.7%	10.3%					
3=Very satisfied		Cost	6.7%	90.0%	3.3%					
Cost										
1=High	Trucking	Importance	13.3%	36.7%	50.0%					
2=Comparable w/others		Availability	3.3%	73.3%	23.3%					
3=Low		Quality	10.0%	73.3%	16.7%					
		Cost	10.0%	86.7%	3.3%					
		1								
	Roads & Highways	Importance	3 2%	22.6%	74 2%					
	,	Availability	23.3%							
		Quality	36.7%							
		Cost	20.0%		3.3%					
		0001	20.076	10.1 /0	3.3 /0					
	Public Transport	Importance	25 00/	64 20/	12 00/					
	Fublic Transport			61.3%	12.9%					
		Availability	41.9%		9.7%					
		Quality	38.7%		3.2%					
		Cost	16.1%	83.9%	0.0%					
	Information Technolog				77.4%					
		Availability		77.4%	12.9%					
		Quality		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		67.7%	3.2%					
		1								
	Gas Utilities	Importance	3.3%	53.3%	43.3%					
		Availability	0.0%		16.7%					
		Quality	0.0%		13.3%					
		Cost	10.0%		3.3%					
		1	10.070	00.1 /0	J.J /0					
	Water Utilities	Importance	O 00/	53.3%	46.7%					
		Availability		83.3%	16.7%					
		Quality								
		Cost		73.3%						
		-00si	6.7%	90.0%	3.3%					
		J								

CATEGORY	ITEM	SCALE			OF STA	TE SAN		
			1	2	3	4	5	6
Infrastructure continued	Waste Services	Importance	3.3%	56.7%	40.0%			
		Availability	10.0%	76.7%	13.3%			
Importance		Quality	10.0%	76.7%	13.3%			
1=Not important 2=Somewhat Important		Cost	16.7%	83.3%	0.0%			
3=Very Important								
	Primary Eduction	Importance	10.0%	33.3%	56.7%			
Availabilty		Availability	0.0%	90.0%	10.0%			
1=Dissatisfied 2=Satisfied		Quality	20.0%	63.3%	16.7%			
3=Very satisfied		Cost	23.3%	73.3%	3.3%			
0=very satisfied		1						
Quality	Secondary Education	Importance	6.7%	36.7%	56.7%			
1=Dissatisfied		Availability	3.3%	83.3%	13.3%			
2=Satisfied 3=Very satisfied		Quality	23.3%	63.3%	13.3%			
3=very satisfied		Cost	23.3%	73.3%	3.3%			
Cost								
1=High	Vocational Eduacation	Importance	10.0%	33.3%	56.7%			
2=Comparable w/others		Availability	20.0%	70.0%	10.0%			
3=Low		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 STA	TE SAM	IPLE	
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	3.3%	26.7%	40.0%	30.0%		
		Impact	27.6%	44.8%	27.6%			
Importance								
1=Not important	Customers	Importance	3.3%	26.7%	43.3%	26.7%		
2=Low importance		Impact	26.7%	46.7%	26.7%			
3=Moderate								
importance 3=Highly important	Attract Employees	Importance	13.8%	17.2%	48.3%	20.7%		
3–i ligiliy liliportant		Impact	36.7%	43.3%	20.0%			
Impact on Location		1						
Decisions	Comp. as Tech Source	Importance	20.0%	13.3%	46.7%	20.0%		
1=None		Impact	40.0%	40.0%	20.0%			
2=Some impact 3=High impact		1						
3–i ligii lilipact	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%		
	0	Impact	36.7%			20.1 70		

CATEGORY	ITEM	SCALE		OUT	OF STA	TE SAM	IPLE	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	9.7%	3.2%	29.0%	58.1%	•	
		Availability	19.4%	45.2%	35.5%			
Source		Recruiting	9.7%	35.5%	54.8%			
1=Local		1						
2=State	Experienced Mgr/Prof	Source	6.5%	0.0%	35.5%	58.1%		
3=Region 4=National/Global		Availability	12.9%	58.1%	29.0%			
4=National/Global		Recruiting	12.9%	32.3%	54.8%			
Availability of Qualified		1						
Labor	Univ. Graduate Technical	Source	12.9%	3.2%	58.1%	25.8%		
1=Dissatisfied		Availability	29.0%	35.5%	35.5%			
2=Neutral 3=Satisfied		Recruiting	9.7%	32.3%	58.1%			
3=Satisfied		1						
Recruiting	Univ. Graduate Non-Tech	Source	22.6%	22.6%	41.9%	12.9%		
1=Location obstructs		Availability	16.1%	38.7%	45.2%			
2=Location is neutral		Recruiting		54.8%				
3=Location Helps		1						
	Tech/Community College	Source	36.7%	30.0%	30.0%	3.3%		
		Availability		36.7%				
		Recruiting		60.0%				
		1	010,0					
	Trade Skills	Source	64.3%	21.4%	14.3%	0.0%		
		Availability		32.1%		010,0		
		Recruiting		67.9%				
		†	0.070	011070	20.070			
	High School Grad	Source	80.0%	6.7%	10.0%	3.3%		
		Availability	23.3%		40.0%	0.070		
		Recruiting	3.3%		26.7%			
		1	0.070	. 0.0,0	_0,0			
	Unskiles/Semi-Skilled	Source	82.8%	6.9%	10.3%	0.0%		
		Availability	14.3%		42.9%	0.070		
		Recruiting		57.1%				
		1	10.770	07.170	02.170			
Growth Trends	Post Graduate	% Growth	3 4%	48.3%	27.6%	17.2%	3.4%	0.0%
	Experienced Mgr/Prof	% Growth		23.3%			6.7%	0.0%
1= >3% decline	Univ. Graduate Technical	% Growth		16.7%			16.7%	3.3%
2= Stable	Univ. Graduate Non-Tech	% Growth	3.3%		23.3%	16.7%	3.3%	0.0%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	3.4%			13.8%	3.4%	3.4%
5= 10-20% growth	Trade Skills	% Growth	18.5%			11.1%	3.7%	3.7%
6= >20% growth	High School Grad	% Growth	14.3%	39.3%	25.0%	17.9%	0.0%	3.6%
	Unskiles/Semi-Skilled	% Growth	21.4%		14.3%	14.3%	3.6%	0.0%
	S.Iotalos/ Soffii Otalioa		∠1. <del>4</del> /0	70.4 /0	17.5/0	17.5/0	3.070	0.0 /0
	1							

CATEGORY	ITEM	SCALE		OUT	OF STA	TE SAM	PLE	
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	3.2%	38.7%	58.1%			
		Impact	3.3%	3.3%	36.7%	53.3%	3.3%	
Likelihood		]						
1= Unlikely 2= Somewhat likely	Diversification	Likelihood	29.0%	29.0%				
3= highly likely		Impact	3.3%	3.3%	53.3%	30.0%	10.0%	
· ···· <del>g</del> ····, ···· <del>··</del> ··,		_						
Impact on Employment	Strategioc Alliances	Likelihood	9.7%	54.8%				
1= Substantial decliine		Impact	0.0%	0.0%	73.3%	23.3%	3.3%	
2= Decline 3= No change		1						
4= Increase	Joint Venture	Likelihood	25.8%	45.2%				
5= Substantial increase		Impact	0.0%	3.3%	76.7%	16.7%	0.0%	
		<b>.</b>						
	Acquiring businesses	Likelihood	12.9%	51.6%				
		Impact	0.0%	0.0%	70.0%	26.7%	3.3%	
		4						
	Consolidation	Likelihood	64.5%	25.8%	9.7%			
		Impact	0.0%	30.0%	66.7%	3.3%	0.0%	
	Diversatitions	-	74.00/	00.007	0.00/			
	Diverstiture	Likelihood	71.0%	29.0%	0.0%	0.007	0.007	
		Impact	3.3%	10.0%	86.7%	0.0%	0.0%	
	Mergers	Likelihood	E4 00/	20 70/	G E0/			
	INICIGOIS	Impact	54.8% 0.0%	38.7% 16.7%	6.5% 76.7%	6.7%	0.0%	
		- Impact	0.0%	10.1%	10.1%	0.1%	0.0%	
	Being Aquired	Likelihood	64.5%	22.6%	12.9%			
	Doing Aquilou	Impact	3.3%		12.9% 83.3%	3.3%	0.0%	
	-	- mpaot	3.3%	10.0%	03.3%	5.5%	0.0%	
	Other	Likelihood	0.0%	O 00/	100.0%			
		Impact	0.0%		100.0%	0.0%	0.0%	
		-	0.0 /0	0.0 /0	100.0/0	0.0 /0	0.0/0	
Local Characteristics Impact on	GovBusiness Relations	Impact	3.2%	16.1%	58.1%	12.9%	9.7%	
Business Decisions	Regulations/Regulators	Impact	0.0%	19.4%		22.6%	9.7%	
	Taxation	Impact	6.5%	19.4%		19.4%	19.4%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	3.2%	3.2%		32.3%	6.5%	
2= Negative impact	Transport Infrastruction	Impact	3.2%	3.2%		54.8%	9.7%	
3= No impact	Information Technology	Impact	0.0%	3.2%		35.5%	25.8%	
4= Positive impact 5= Strong positive impact	Education	Impact	0.0%	3.2%		45.2%	19.4%	
5- Chang positive impact	Labor Supply	Impact	0.0%		25.8%	35.5%	32.3%	
		<b>」</b> '	5.570	2.0,0	_5.576	00.070	0070	

CATEGORY	ITEM	SCALE	[]	NEWCAS	STLE CO	UNT	′SA		
			1	2	3	4	$\perp$	5	6
Regulatory Atmosphere	Environmental Regulation	Attractive		57.1%		_	_	_	_
Attrooti: co	-	Improvement		71.9%	14.1%				
Attractive 1=Poor		Importance	16.7%	30.3%	53.0%				
2=Comparable w/others		[			_				
3=Good	Business Regulators	Attractive	11.9%						
	]	Improvement	9.0%						
Improvement		Importance	6.0%	49.3%	44.8%				
1=Declined 2=Stable	D. 11. 5	<b>.</b>							
3=Improved	Building Permitting	Attractive			12.3%				
	]	Improvement	33.8%		3.1%				
Importance 1=Not Important	ļ	Importance	13.6%	45.5%	40.9%				
1=Not Important 2=Somewhat Important	Othor Pormitting Day	Attrocti: :-	00.007	60.407	44.007				
3=Very Important	Other Permitting Processes		22.6%		11.3%				
		Improvement	17.7%		4.8%				
	<del>                                     </del>	Importance	14.3%	52.4%	33.3%				
	Responsive of regulators	Attractive	32 4%	47.1%	20.6%				
	,	Improvement	32.4%		7.4%				
	]	Importance							
		1	J.J /0	51.070	JJ/0				
	Assistance from regulators	Attractive	16.4%	62.7%	20.9%				
	~	Improvement		75.8%	7.6%				
		Importance	4.4%						
		1	/0		2.070				
Government-Business Relations	Chancery/Judicial	Attractive	0.0%	43.5%	56.5%				
	]	Improvement	0.0%		9.7%				
	<u></u>	Importance	41.3%						
Attractive		]							
1=Poor	Knowledgable Attorneys	Attractive	2.9%		55.9%				
2=Comparable w/others 3=Good	]	Improvement	1.5%		5.9%				
0-000u		Importance	8.8%	57.4%	33.8%				
Improvement			_						
1=Declined	Access to Legislators	Attractive		27.5%					
2=Stable 3=Improved		Improvement		81.2%					
U-mprovou	ļ	Importance	8.7%	50.7%	40.6%				
Importance	Influence to text to	A + +	40 1=:	F0 ===	05.001				
1=Not Important	Influence in legislature	Attractive		53.7%					
2=Somewhat Important 3=Very Important		Improvement	4.5%		9.0%				
0-very important	ļ	Importance	13.2%	54.4%	32.4%				
	Access to Gov. Leaders	Attractive	E 00/	20 407	62 00/				
				30.4%					
		Improvement Importance		79.7% 46.4%	15.9% 46.4%				
	<del>                                     </del>	ппропапсе	7.2%	46.4%	<del>4</del> 0.4%				
	Influence w/ Gov Leaders	Attractive	11.8%	47.1%	41.2%				
		Improvement	8.8%		11.8%				
	]	Importance	10.3%						
		1	10.0/0	J 1.J /0	JJ.4 /0				
	Bus. Savvy of Gov Leaders	Attractive	5.8%	58.0%	36.2%				
	-	Improvement		73.9%					
		Importance		43.5%					
		1	٠.٠	•					
	<u> </u>	1							

CATEGORY	ITEM	SCALE	ı	NEWCA:	STLE CO	YTNUC	SAMPLE	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	39.4%	47.0%	13.6%			
		Improvement	3.0%	53.0%	43.9%			
Attractive		Importance	6.2%	43.1%	50.8%			
1=Poor								
2=Comparable w/others 3=Good	Corporate Income	Attractive	8.1%	69.4%	22.6%			
3=G000		Improvement	6.5%	80.6%	12.9%			
Improvement		Importance	1.6%	41.0%	57.4%			
1=Declined								
2=Stable	Gross Recpt	Attractive	30.6%	51.6%	17.7%			
3=Improved		Improvement	9.8%	72.1%	18.0%			
Importance		Importance	11.1%	41.3%	47.6%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	7.7%	90.4%	1.9%			
3=Very Important		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%					
		╡ ·	. 5.070	22.070	22.070			

CATEGORY	ITEM	SCALE			STLE CO		Y SA		
			1	2	3	4		5	6
Infrastructure	Air Transport	Importance	27.1%		32.9%				
		Availability	22.9%		11.4%				
Importance		Quality	19.1%		10.3%				
1=Not important		Cost	25.4%	71.6%	1.5%				
2=Somewhat Important									
3=Very Important	Rail Transport	Importance	34.3%	35.7%	30.0%				
Availabilty		Availability	20.3%	58.0%	21.7%				
1=Dissatisfied		Quality	11.9%	77.6%	10.4%				
2=Satisfied		Cost	10.6%	86.4%	3.0%				
3=Very satisfied									
Quality	Sea Transport	Importance	69.6%	20.3%	10.1%				
1=Dissatisfied		Availability	5.2%	93.1%	1.7%				
2=Satisfied		Quality	0.0%	94.7%	5.3%				
3=Very satisfied		Cost	3.6%	94.6%	1.8%				
Cost									
1=High	Trucking	Importance	27.5%	23.2%	49.3%				
2=Comparable w/others		Availability	3.1%	81.3%	15.6%				
3=Low		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		74.6%					
		Quality		81.8%					
		Cost		63.1%					
	Gas Utilities	Importance	14.9%	52.2%	32.8%				
		Availability		80.0%	16.9%				
		Quality		85.9%	12.5%				
		Cost		75.8%	8.1%				
		1							
	Water Utilities	Importance	10.3%	47.1%	42.6%				
		Availability		74.2%	13.6%				
	i e	ا ما							
		Quality	13.8%	73.8%	12.3%				
		Quality Cost	13.8% 9.4%	73.8% 84.4%	12.3% 6.3%				

CATEGORY	ITEM	SCALE	NEWCASTLE COUNTY SAMPLE						
			1	2	3	4	5	6	
Infrastructure continued	Waste Services	Importance	10.3%	50.0%	39.7%				
		Availability	15.4%	69.2%	15.4%				
Importance		Quality	10.8%	81.5%	7.7%				
1=Not important 2=Somewhat Important		Cost	21.9%	75.0%	3.1%				
3=Very Important									
	Primary Eduction	Importance	10.0%	35.7%	54.3%				
Availabilty		Availability	14.9%	68.7%	16.4%				
1=Dissatisfied		Quality	42.0%	52.2%	5.8%				
2=Satisfied 3=Very satisfied		Cost	14.9%	73.1%	11.9%				
3=very satisfied		7							
Quality	Secondary Education	Importance	7.2%	30.4%	62.3%				
1=Dissatisfied		Availability	13.6%	71.2%	15.2%				
2=Satisfied		Quality	39.7%	54.4%	5.9%				
3=Very satisfied		Cost	16.4%	76.1%	7.5%				
Cost		1							
1=High	Vocational Eduacation	Importance	10.1%	40.6%	49.3%				
2=Comparable w/others		Availability	10.8%	72.3%	16.9%				
3=Low		Quality	13.6%	75.8%	10.6%				
		Cost	3.1%	83.1%	13.8%				
		1							
	Tech/Community College	Importance	7.2%	31.9%	60.9%				
		Availability	6.1%	74.2%	19.7%				
		Quality		82.4%					
		Cost		83.6%					
		1							
	University	Importance	5.8%	27.5%	66.7%				
		Availability		69.7%					
		Quality	4.4%		25.0%				
		Cost		76.1%					
		1	, 0	21170	2				

CATEGORY	ITEM	SCALE		NEWCA	STLE CO	YTNUC	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%			
Importance								
1=Not important	Customers	Importance	7.4%	5.9%	19.1%	67.6%		
2=Low importance 3=Moderate		Impact	9.0%	26.9%	64.2%			
importance								
3=Highly important	Attract Employees	Importance	22.1%	22.1%	38.2%	17.6%		
a riigiiiy iiiipartaiit		Impact	34.3%	44.8%	20.9%			
Impact on Location								
Decisions	Comp. as Tech Source	Importance	26.5%	32.4%	30.9%	10.3%		
1=None 2=Some impact		Impact	44.8%	43.3%	11.9%			
3=High impact								
3   1	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%		25.4%	_==:.,0		

CATEGORY	ITEM	SCALE		NEWCA:	STLE CO	DUNTY S	SAMPLE	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	17.9%	14.3%	30.4%	37.5%		
		Availability		53.6%				
Source		Recruiting	13.0%	46.3%	40.7%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	18.5%	13.8%	40.0%	27.7%		
3=Region 4=National/Global		Availability	25.0%	43.8%	31.3%			
4=National/Global		Recruiting	11.3%	41.9%	46.8%			
Availability of Qualified		7						
Labor	Univ. Graduate Technical	Source	11.1%	23.8%	50.8%	14.3%		
1=Dissatisfied		Availability	17.5%	49.2%	33.3%			
2=Neutral 3=Satisfied		Recruiting		47.5%				
J=Salisileu		1						
Recruiting	Univ. Graduate Non-Tech	Source	17.5%	28.6%	44.4%	9.5%		
1=Location obstructs		Availability	15.9%		30.2%			
2=Location is neutral		Recruiting	6.6%	55.7%				
3=Location Helps		1						
	Tech/Community College	Source	41.3%	25.4%	31.7%	1.6%		
		Availability		54.8%				
		Recruiting		61.7%				
		†	2.0,0	2 , 0				
	Trade Skills	Source	61.1%	18.5%	16.7%	3.7%		
		Availability		55.6%		J., 70		
		Recruiting		70.9%				
		1	1.070	1 0.0 /0	21.070			
	High School Grad	Source	65 1%	15.9%	17 5%	1.6%		
		Availability	36.7%		23.3%	1.070		
		Recruiting		67.8%				
		1	1.7 /0	01.070	00.070			
	Unskiles/Semi-Skilled	Source	70.5%	13.1%	16.4%	0.0%		
	Thomas of Common	Availability	36.1%		21.3%	0.070		
		Recruiting		70.0%				
		- 1001011119	1.1 /0	1 0.0 /0	20.0/0			
Growth Trends	Post Graduate	% Growth	5 2%	70.7%	8.6%	10.3%	5.2%	0.0%
5.5.741 1101140	Experienced Mgr/Prof	% Growth					10.8%	0.0%
1= >3% decline	Univ. Graduate Technical	% Growth		46.8%		9.7%	11.3%	3.2%
2= Stable	Univ. Graduate Non-Tech	% Growth	6.3%		15.6%	14.1%	6.3%	0.0%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	6.3%	57.1%	17.5%	17.5%	1.6%	0.0%
4= 5-10% growth	Trade Skills	% Growth	3.7%			5.6%	3.7%	1.9%
6= >20% growth	High School Grad	% Growth						
-	Unskiles/Semi-Skilled	% Growth	6.3%		28.1%	14.1%	10.9%	1.6%
	OHSKIIES/SEITII-SKIIIEU	J/o Glowill	13.1%	<i>ა</i> ყ. <i>ა</i> %	26.2%	14.8%	4.9%	1.6%
	ĺ							

CATEGORY	ITEM	SCALE								
			1	2	3	4	5	6		
Business Trends	Expansion/Growth	Likelihood	8.7%	37.7%	53.6%	•	•			
		Impact	0.0%	1.5%	20.6%	60.3%	17.6%			
Likelihood		]								
1= Unlikely	Diversification	Likelihood	26.5%	38.2%	35.3%					
2= Somewhat likely 3= highly likely		Impact	0.0%	0.0%	35.4%	55.4%	9.2%			
g,,		]								
Impact on Employment	Strategioc Alliances	Likelihood	29.9%	46.3%	23.9%					
1= Substantial decliine		Impact	0.0%	4.6%	56.9%	30.8%	7.7%			
2= Decline 3= No change		_								
4= Increase	Joint Venture	Likelihood	44.1%	39.7%	16.2%					
5= Substantial increase		Impact	0.0%	3.1%	67.7%	23.1%	6.2%			
		1								
	Acquiring businesses	Likelihood	29.4%	42.6%	27.9%					
		Impact	1.5%	7.7%	46.2%	36.9%	7.7%			
		<u> </u>		_						
	Consolidation	Likelihood	55.2%	31.3%	13.4%					
		Impact	1.6%	18.8%	65.6%	12.5%	1.6%			
		<u> </u>								
	Diverstiture	Likelihood	81.8%	15.2%	3.0%					
		Impact	1.6%	11.5%	82.0%	3.3%	1.6%			
		<b>.</b>								
	Mergers	Likelihood	52.9%	32.4%	14.7%		<u>.</u> -			
		Impact	0.0%	15.9%	66.7%	14.3%	3.2%			
	Doing Assistant	1 31/4 194 - 1	FF 55:	00.55	0.55					
	Being Aquired	Likelihood	55.2%	38.8%	6.0%	44.007	4.007			
		Impact	1.6%	12.9%	72.6%	11.3%	1.6%			
	Othor	Likolihaar	0.007	05.007	7E 00/					
	Other	Likelihood	0.0%	25.0%	75.0%	0.007	E0 00'			
		Impact	0.0%	50.0%	0.0%	0.0%	50.0%			
Local Characteristics Impact on	GovBusiness Relations	Impact	1.5%	7.6%	39.4%	37.9%	12 60/			
Business Decisions	Regulations/Regulators	Impact	1.5% 1.5%	7.6% 25.4%	39.4% 29.9%	37.9% 22.4%	13.6% 20.9%			
	Taxation	Impact	3.1%	25.4% 16.9%	29.9% 35.4%	24.6%	20.9%			
1= Strong negative impact	Bus-to-Bus Climate	Impact	3.1% 0.0%	3.1%	35.4% 46.2%		20.0% 13.8%			
2= Negative impact	Transport Infrastruction	Impact	0.0% 7.6%	3.1% 7.6%	46.2% 36.4%	36.9% 33.3%	13.8%			
3= No impact	Information Technology	Impact	7.6% 0.0%	7.6% 3.0%		33.3%	15.2% 18.2%			
4= Positive impact	Education	Impact	0.0% 4.5%	3.0% 16.7%	45.5% 33.3%	30.3%	15.2%			
5= Strong positive impact	Labor Supply	Impact	4.5% 10.9%		33.3% 21.9%		15.2% 28.1%			
	Labor Suppry	Jiiipaci	10.9%	14.1%	∠1.9%	25.0%	∠0.1%			

CATEGORY	ITEM	SCALE		KEN	T COUN	TY S/	٩MPI	E	 
			1	2	3	4		5	6
Regulatory Atmosphere	Environmental Regulation	Attractive	7.1%	85.7%	7.1%				
		Improvement	21.4%	71.4%	7.1%				
Attractive		Importance	23.1%	30.8%	46.2%				
1=Poor 2=Comparable w/others		1							
3=Good	Business Regulators	Attractive	0.0%	92.3%	7.7%				
0-0000		Improvement	0.0%	100.0%	0.0%				
Improvement		Importance	0.0%	58.3%	41.7%				
1=Declined									
2=Stable	Building Permitting	Attractive	15.4%	53.8%	30.8%				
3=Improved		Improvement	23.1%		0.0%				
Importance		Importance		38.5%	38.5%				
1=Not Important		'	20.170	00.070	00.070				
2=Somewhat Important	Other Permitting Processes	Attractive	7.7%	76.9%	15.4%				
3=Very Important	Canon r chimaing r recesses	Improvement	15.4%		7.7%				
		Importance	23.1%		23.1%				
		Importance	23.170	33.0%	23.1%				
	Responsive of regulators	Attractive	15 40/	E2 00/	20.00/				
	Responsive of regulators		15.4%		30.8%				
		Improvement		84.6%	7.7%				
		Importance	7.7%	53.8%	38.5%				
	A								
	Assistance from regulators	Attractive		46.2%	38.5%				
		Improvement	15.4%		7.7%				
		Importance	0.0%	69.2%	30.8%				
Government-Business Relations	Chancery/Judicial	Attractive		54.5%					
		Improvement		72.7%					
		Importance	36.4%	45.5%	18.2%				
Attractive									
1=Poor	Knowledgable Attorneys	Attractive	0.0%	58.3%	41.7%				
2=Comparable w/others 3=Good		Improvement	0.0%	75.0%	25.0%				
3=G00d		Importance	8.3%	50.0%	41.7%				
Improvement									
1=Declined	Access to Legislators	Attractive	0.0%	35.7%	64.3%				
2=Stable		Improvement	0.0%	85.7%	14.3%				
3=Improved		Importance	0.0%	64.3%	35.7%				
Importance									
1=Not Important	Influence in legislature	Attractive	14.3%	42.9%	42.9%				
2=Somewhat Important		Improvement	14.3%		21.4%				
3=Very Important		Importance		42.9%					
		<b>'</b>	0.070	.2.070	011170				
	Access to Gov. Leaders	Attractive	0.0%	28.6%	71 4%				
		Improvement	0.0%						
		Importance	7.1%		57.1%				
			1.170	JJ.1 /0	07.170				
	Influence w/ Gov Leaders	Attractive	21 /10/-	35.7%	42.9%				
		Improvement	14.3%						
		Importance	0.0%		57.1%				
		iiiiportaiilo <del>c</del>	0.0%	42.9%	57.1%				
	Bus. Savvy of Gov Leaders	Attractive	15 40/	76.00/	7 70/				
	Dus. Savvy of Gov Leaders			76.9%	7.7%				
		Improvement	15.4%		0.0%				
		Importance	0.0%	30.8%	69.2%				
Í		1							

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%					
Attractive		Importance	7.1%	28.6%	64.3%					
1=Poor										
2=Comparable w/others 3=Good	Corporate Income	Attractive	0.0%	69.2%	30.8%					
3=G00d		Improvement	0.0%	76.9%	23.1%					
Improvement		Importance	7.7%	15.4%	76.9%					
1=Declined										
2=Stable	Gross Recpt	Attractive	50.0%	50.0%	0.0%					
3=Improved		Improvement	16.7%	58.3%	25.0%					
Importance		Importance	15.4%	38.5%	46.2%					
1=Not Important										
2=Somewhat Important	R&D Tax Credit	Attractive	9.1%	90.9%	0.0%					
3=Very Important		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%					
		<b>-</b>	, 0	, 0	, 0					

Infrastructure	5	6
Availability   23.1%   69.2%   7.7%		
Importance		
1=Not important         2=Somewhat Important           3=Very Important         Rail Transport         Importance         46.2%         30.8%         23.1%           Availability         1=Dissatisfied         Quality         23.1%         61.5%         15.4%           2=Satisfied         Cost         25.0%         75.0%         0.0%           Quality         1=Dissatisfied         Sea Transport         Importance         76.9%         15.4%         7.7%           Availability         27.3%         72.7%         0.0%         20.0%         20.0%         70.0%         0.0%           Cost         3=Very satisfied         Quality         9.1%         81.8%         9.1%           Cost         1=High         Cost         30.0%         70.0%         0.0%           Cost         1=Comparable w/others         Importance         23.1%         15.4%         61.5%           Availability         16.7%         75.0%         8.3%		
1=Not important       2=Somewhat Important         3=Very Important       Rail Transport       Importance       46.2% 30.8% 23.1%         Availability       1=Dissatisfied       2=Satisfied       23.1% 61.5% 15.4%         Quality       23.1% 61.5% 15.4%       0.0%         Quality       23.1% 61.5% 15.4%       0.0%         Cost       25.0% 75.0% 0.0%       0.0%         Quality       1=Dissatisfied       2=Satisfied       2-Satisfied       27.3% 72.7% 0.0%         2=Satisfied       Quality       9.1% 81.8% 9.1%       0.0%         Cost       1=High       Cost       30.0% 70.0% 0.0%         1=High       Trucking       Importance       23.1% 15.4% 61.5%         Availability       16.7% 75.0% 8.3%		
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%		
Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied 2=Satisfied 2=Satisfied 3=Very satisfied  2=Comparable w/others  Trucking  Importance 40.2% 30.6% 23.1% 45.4% 40.2% 15.4% 40.2% 15.4% 40.2% 15.4% 40.2% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 23.1% 15.4% 40.2% 30.6% 30.6% 23.1% 15.4% 40.2% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 30.6% 3		
Availability 1=Dissatisfied 2=Satisfied 3=Very satisfied  Quality 1=Dissatisfied 3=Very satisfied  Quality 1=Dissatisfied 2=Satisfied 2=Satisfied 3=Very satisfied 2=Satisfied 3=Very satisfied 2=Satisfied 3=Very satisfied  Trucking  Availability 15.4% 69.2% 15.4% Cost 15.4% 75.0% 0.0%  75.0% 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%  Importance 23.1% 15.4% 61.5% Availability 16.7% 75.0% 8.3%		
Cost		
2=Satisfied 3=Very satisfied       Cost       25.0%       75.0%       0.0%         Quality 1=Dissatisfied 2=Satisfied 3=Very satisfied       Importance Availability Quality       76.9%       15.4%       7.7%         Quality 3=Very satisfied       Quality Quality       9.1%       81.8%       9.1%         Cost 1=High 2=Comparable w/others       Trucking       Importance Availability       23.1%       15.4%       61.5%		
3=Very satisfied       Importance       76.9%       15.4%       7.7%         Quality       1=Dissatisfied       2=Satisfied       27.3%       72.7%       0.0%         Quality       9.1%       81.8%       9.1%         Cost       30.0%       70.0%       0.0%         Legs and the product of th		
Availability   27.3%   72.7%   0.0%		
Availability   27.3%   72.7%   0.0%		
2=Satisfied       Quality       9.1% 81.8% 9.1%         3=Very satisfied       Cost 30.0% 70.0% 0.0%         Trucking       Importance 23.1% 15.4% 61.5%         4 Vailability       16.7% 75.0% 8.3%		
3=Very satisfied		
Cost 1=High 2=Comparable w/others Trucking Importance 23.1% 15.4% 61.5% Availability 16.7% 75.0% 8.3%		
1=High 2=Comparable w/others Trucking Importance 23.1% 15.4% 61.5% Availability 16.7% 75.0% 8.3%		
2=Comparable w/others  Availability 16.7% 75.0% 8.3%		
2 comparation mountain		
3=Low Quality 25.0% 58.3% 16.7%		
Cost 18.2% 81.8% 0.0%		
10.2 / 01.0 / 0.0 / 0		
Roads & Highways Importance 7.7% 15.4% 76.9%		
. 50.070 5.1070 1.1170		
Cost 33.3% 66.7% 0.0%		
Dublic Transport		
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		KEN	T COUN	ΓY SAMPLE						
			1	2	3	4	5	6				
Infrastructure continued	Waste Services	Importance	0.0%	38.5%	61.5%		-					
		Availability	15.4%	76.9%	7.7%							
Importance		Quality	7.7%	84.6%	7.7%							
1=Not important 2=Somewhat Important		Cost	45.5%	54.5%	0.0%							
3=Very Important		1										
, , ,	Primary Eduction	Importance	0.0%	38.5%	61.5%							
Availabilty		Availability	0.0%	92.3%	7.7%							
1=Dissatisfied		Quality	38.5%	53.8%	7.7%							
2=Satisfied 3=Very satisfied		Cost	33.3%	66.7%	0.0%							
3-very satisfied		1										
Quality	Secondary Education	Importance	0.0%	30.8%	69.2%							
1=Dissatisfied		Availability	0.0%	84.6%	15.4%							
2=Satisfied		Quality	53.8%	38.5%	7.7%							
3=Very satisfied		Cost	33.3%	66.7%	0.0%							
Cost		1										
1=High	Vocational Eduacation	Importance	0.0%	30.8%	69.2%							
2=Comparable w/others		Availability	7.7%	84.6%	7.7%							
3=Low		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%	60.2%							
	J.II. Oloity	Availability	0.0%		30.8%							
		Quality	0.0%		38.5%							
		Cost		91.7%	0.0%							
		-	0.5%	IJ1.1 ⁻⁷ 0	0.076							

CATEGORY	ITEM	SCALE		KEN	T COUN	ITY SAM	5 6 % % % %							
			1	2	3	4	5	6						
Business-to-Business Climate	Suppliers	Importance	0.0%	42.9%	42.9%	14.3%								
		Impact	21.4%	64.3%	14.3%									
Importance														
1=Not important	Customers	Importance	7.1%	35.7%	7.1%	50.0%								
2=Low importance		Impact	35.7%	21.4%	42.9%									
3=Moderate		_												
importance 3=Highly important	Attract Employees	Importance	0.0%	42.9%	28.6%	28.6%								
3–i lighty important		Impact	35.7%	35.7%	28.6%									
Impact on Location		1												
Decisions	Comp. as Tech Source	Importance	7.1%	50.0%	28.6%	14.3%								
1=None		Impact	42.9%	42.9%	14.3%									
2=Some impact 3=High impact		7												
5–i ligii lilipact	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%								
	0	Impact	28.6%	, .	21.4%	20.070								

CATEGORY	ITEM	SCALE	<u></u>	KEN	T COUN	TY SAM	PLE	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	54.5%	0.0%	0.0%	45.5%		
		Availability	10.0%	60.0%	30.0%			
Source		Recruiting	10.0%	50.0%	40.0%			
1=Local		]						
2=State	Experienced Mgr/Prof	Source	35.7%	7.1%	21.4%	35.7%		
3=Region 4=National/Global		Availability	33.3%	50.0%	16.7%			
4-National/Global		Recruiting	16.7%	33.3%	50.0%			
Availability of Qualified								
Labor	Univ. Graduate Technical	Source	28.6%	14.3%	50.0%	7.1%		
1=Dissatisfied		Availability	30.8%	46.2%	23.1%			
2=Neutral 3=Satisfied		Recruiting	15.4%	23.1%	61.5%			
Recruiting	Univ. Graduate Non-Tech	Source	39 50/	23.1%	3U 60/	7.7%		
1=Location obstructs	Siliv. Graduate Non-Tech	Availability	33.3%			1.170		
2=Location is neutral		Recruiting		25.0%				
3=Location Helps		Trectuling	10.7%	23.0%	30.3%			
	Tech/Community College	Source	69.2%	30.8%	0.0%	0.0%		
		Availability	33.3%		16.7%	2.270		
		Recruiting		33.3%				
		1		/ -				
	Trade Skills	Source	72.7%	18.2%	9.1%	0.0%		
		Availability		70.0%	0.0%			
		Recruiting		50.0%				
		]						
	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%		
	C. Iolaido, Collii Olailou	Availability	30.0%			J. I /0		
		Recruiting	20.0%					
			ZU.U /0	JU.U /0	30.0 /0			
Growth Trends	Post Graduate	% Growth	0.0%	66.7%	25.0%	8.3%	0.0%	0.0%
1- > 20/ dooling	Experienced Mgr/Prof	% Growth	0.0%	50.0%	21.4%	14.3%	14.3%	0.0%
1= >3% decline 2= Stable	Univ. Graduate Technical	% Growth	0.0%	28.6%	35.7%	28.6%	7.1%	0.0%
3= 3-5% growth	Univ. Graduate Non-Tech	% Growth	0.0%		46.2%	15.4%	0.0%	0.0%
4= 5-10% growth	Tech/Community College	% Growth	0.0%	30.8%	30.8%	23.1%	15.4%	0.0%
5= 10-20% growth	Trade Skills	% Growth	0.0%	33.3%	16.7%	33.3%	16.7%	0.0%
6= >20% growth	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%
		7						

CATEGORY	ITEM	SCALE		KEN	T COUN	TY SAM	PLE	
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	15.4%	38.5%	46.2%			_
		Impact	0.0%	7.7%	30.8%	38.5%	23.1%	
Likelihood								
1= Unlikely 2= Somewhat likely	Diversification	Likelihood	46.2%	46.2%	7.7%			
3= highly likely		Impact	0.0%	0.0%	58.3%	41.7%	0.0%	
- <del>J ,,</del>		1						
Impact on Employment	Strategioc Alliances	Likelihood	28.6%	42.9%	28.6%			
1= Substantial decliine 2= Decline		Impact	7.7%	0.0%	69.2%	23.1%	0.0%	
2= Decline 3= No change		<u> </u>	_		_			
4= Increase	Joint Venture	Likelihood	28.6%	42.9%	28.6%		_	
5= Substantial increase		Impact	0.0%	0.0%	76.9%	23.1%	0.0%	
	A consistence to the	1.009	00 =1:	F0 65:	<b>-</b>			
	Acquiring businesses	Likelihood	38.5%	53.8%	7.7%	05.55	0.00	
		Impact	0.0%	8.3%	66.7%	25.0%	0.0%	
	Connolidation	Likalihaad	E0.00/	00.504	7 701			
	Consolidation	Likelihood	53.8%	38.5%	7.7%	0.001	0.001	
		Impact	9.1%	27.3%	63.6%	0.0%	0.0%	
	Diverstiture	Likelihood	61.5%	38.5%	0.0%			
	Sivoroliture	Impact	9.1%	38.5% 27.3%	63.6%	0.0%	0.0%	
	-	Impaot	J. 1 %	21.3%	03.0%	0.0%	0.0%	
	Mergers	Likelihood	38.5%	53.8%	7.7%			
	3. 3.	Impact	8.3%	33.3%	58.3%	0.0%	0.0%	
		1 '	J.J /0	JJ.J /0	55.576	J.U /0	0.070	
	Being Aquired	Likelihood	69.2%	23.1%	7.7%			
	] -	Impact	8.3%	16.7%	75.0%	0.0%	0.0%	
		† .	3.070	5 70	2.370	5.570	2.370	
	Other	Likelihood						
		Impact						
		1						
Local Characteristics Impact on	GovBusiness Relations	Impact	7.1%	7.1%	21.4%	50.0%	14.3%	
Business Decisions	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%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	0.0%	7.1%	78.6%	7.1%	7.1%	
2= Negative impact 3= No impact	Transport Infrastruction	Impact	0.0%	28.6%	35.7%	28.6%	7.1%	
4= Positive impact	Information Technology	Impact	7.7%	0.0%	23.1%	61.5%	7.7%	
5= Strong positive impact	Education	Impact	0.0%	14.3%	35.7%	21.4%	28.6%	
o- otiong positive impact								

University of Delaware

CATEGORY	ITEM	SCALE		SUSS	EX COU	NTY	SAN	1PLE			$\neg$
			1	2	3	4		5		6	┨
Regulatory Atmosphere	Environmental Regulation	Attractive	13.3%	73.3%	13.3%				-		
		Improvement	6.7%	66.7%	26.7%						
Attractive		Importance	6.7%	33.3%	60.0%						
1=Poor 2=Comparable w/others											
3=Good	Business Regulators	Attractive	0.0%	92.3%	7.7%						
0-0000		Improvement	0.0%	92.3%	7.7%						
Improvement		Importance	15.4%	38.5%	46.2%						
1=Declined		1									
2=Stable	Building Permitting	Attractive	20.0%	60.0%	20.0%						
3=Improved		Improvement	20.0%	73.3%	6.7%						
Importance		Importance	20.0%		40.0%						
1=Not Important		1									
2=Somewhat Important	Other Permitting Processes	Attractive	7.1%	85.7%	7.1%						
3=Very Important		Improvement	14.3%	78.6%	7.1%						
		Importance	20.0%		33.3%						
			20.070	40.770	00.070						
	Responsive of regulators	Attractive	6.7%	80.0%	13.3%						
	l teoperiore or regulatore	Improvement	0.0%								
		Importance	6.7%								
		Importance	0.7 /0	40.0 /6	33.37						
	Assistance from regulators	Attractive	20.0%	66.7%	13.3%						
	Assistance from regulators	Improvement									
		Importance	0.0%								
		importance	0.0%	60.0%	40.0%						
Government-Business Relations	Changery/Judicial	Attractive	0.00/	E 4 E 0 /	45 50/						
Government-Business Relations	Chancery/Judicial			54.5%	45.5%						
		Improvement	0.0%		9.1%						
A.,		Importance	23.1%	53.8%	23.1%						
Attractive 1=Poor	Karada da abila Attawa	A 44 45	<b>7.7</b> 0/	<b>50.0</b> 0/	00 50/						
2=Comparable w/others	Knowledgable Attorneys	Attractive	7.7%		38.5%						
3=Good		Improvement	0.0%		7.7%						
		Importance	21.4%	50.0%	28.6%						
Improvement											
1=Declined	Access to Legislators	Attractive	0.0%		83.3%						
2=Stable 3=Improved		Improvement	0.070	75.0%	_0.070						
3-improved		Importance	7.1%	64.3%	28.6%						
Importance											
1=Not Important	Influence in legislature	Attractive		41.7%							
2=Somewhat Important		Improvement	8.3%	91.7%	0.0%						
3=Very Important		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%								
		1									
	Bus. Savvy of Gov Leaders	Attractive	14.3%	50.0%	35.7%						
		Improvement	21.4%		0.0%						
		Importance	0.0%		46.7%						
		<b>'</b>	2.070	55.570	. 5.1. 70						
	1	J									

CATEGORY	ITEM	SCALE		SUSS	EX COU	NTY SA	MPLE	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	42.9%	42.9%	14.3%		-	-
		Improvement	0.0%	71.4%	28.6%			
Attractive 1=Poor		Importance	21.4%	50.0%	28.6%			
2=Comparable w/others	Corporate Income	Attractive	7.7%	69.2%	23.1%			
3=Good		Improvement	0.0%	92.3%	7.7%			
Improvement 1=Declined		Importance	14.3%	50.0%	35.7%			
2=Stable	Gross Recpt	Attractive	28.6%	64.3%	7.1%			
3=Improved		Improvement	0.0%	85.7%	14.3%			
Importance 1=Not Important		Importance	7.1%	64.3%	28.6%			
2=Somewhat Important	R&D Tax Credit	Attractive	16.7%	75.0%	8.3%			
3=Very Important		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			EX COU	NTY :	<u>SAM</u>		
			1	2	3	4		5	6
Infrastructure	Air Transport	Importance	33.3%	40.0%	26.7%				-
		Availability	33.3%	58.3%	8.3%				
Importance		Quality	25.0%		8.3%				
1=Not important		Cost	25.0%		8.3%				
2=Somewhat Important			20.070	00.1 70	0.070				
3=Very Important	Rail Transport	Importance	40.0%	33.3%	26.7%				
	itali Halisport	Availability	25.0%		16.7%				
Availabilty		-							
1=Dissatisfied 2=Satisfied		Quality	25.0%		25.0%				
2=Satisfied 3=Very satisfied		Cost	16.7%	83.3%	0.0%				
3=very satisfied									
Quality	Sea Transport	Importance	60.0%	26.7%	13.3%				
1=Dissatisfied		Availability	0.0%	72.7%	27.3%				
2=Satisfied		Quality	0.0%	81.8%	18.2%				
3=Very satisfied		Cost	10.0%	90.0%	0.0%				
0 1		1							
Cost	Trucking	Importance	20.0%	13.3%	66.7%				
1=High 2=Comparable w/others		Availability	0.0%		41.7%				
3=Low		Quality	8.3%		25.0%				
0-20W		Cost		83.3%	8.3%				
		Cost	0.3%	03.3%	0.3%				
	Doodo 9 Highwaya	lmnortonoo	0.00/	0.70/	00.00/				
	Roads & Highways	Importance	0.0%	6.7%					
		Availability	14.3%						
		Quality		71.4%					
		Cost	7.1%	92.9%	0.0%				
	Public Transport	Importance		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%				
		1							
	Information Technolog	Importance	6.3%	18.8%	75.0%				
		Availability	6.7%		13.3%				
		Quality	0.0%		13.3%				
		Cost		86.7%					
		0001	13.570	00.7 70	0.070				
	Electric Utilities	Importance	7 40/	0.00/	02.00/				
	LIECUIC OUIIUES	Importance	7.1%		92.9%				
		Availability	7.1%						
		Quality	7.1%		42.9%				
		Cost	57.1%	42.9%	0.0%				
	Gas Utilities	Importance		21.4%					
		Availability	7.7%	61.5%	30.8%				
		Quality	0.0%	53.8%	46.2%				
		Cost		61.5%	7.7%				
		1							
	Water Utilities	Importance	21.4%	21.4%	57.1%				
		Availability	0.0%						
		Quality	0.0%						
		Cost							
		0031	∠8.6%	64.3%	7.1%				

CATEGORY	ITEM	SCALE			EX COU	NTY SA		
			1	2	3	4	5	6
Infrastructure continued	Waste Services	Importance	14.3%	14.3%	71.4%			
		Availability	7.1%	64.3%	28.6%			
Importance		Quality	7.1%	50.0%	42.9%			
1=Not important 2=Somewhat Important		Cost	50.0%	50.0%	0.0%			
3=Very Important								
	Primary Eduction	Importance	7.7%	38.5%	53.8%			
Availabilty		Availability	15.4%	69.2%	15.4%			
1=Dissatisfied		Quality	30.8%	61.5%	7.7%			
2=Satisfied 3=Very satisfied		Cost	38.5%	53.8%	7.7%			
0=very dationed		1						
Quality	Secondary Education	Importance	7.7%	30.8%	61.5%			
1=Dissatisfied		Availability	23.1%	61.5%	15.4%			
2=Satisfied 3=Very satisfied		Quality	38.5%	61.5%	0.0%			
3=very satisfied		Cost	38.5%	53.8%	7.7%			
Cost								
1=High	Vocational Eduacation	Importance	0.0%	26.7%	73.3%			
2=Comparable w/others		Availability	6.7%	66.7%	26.7%			
3=Low		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%				
		Cost	8.3%	83.3%	8.3%			

CATEGORY	ITEM	SCALE		SUSS	EX COU	NTY SA	MPLE	
			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%			
Importance								
1=Not important	Customers	Importance	6.3%	6.3%	6.3%	81.3%		
2=Low importance 3=Moderate		Impact	6.3%	6.3%	87.5%			
importance	Attract Employees	Importance	0.0%	37.5%	56.3%	6.3%		
3=Highly important	1 1,711	Impact		81.3%	6.3%	0.070		
Impact on Location		1						
Decisions	Comp. as Tech Source	Importance	18.8%	50.0%	31.3%	0.0%		
1=None 2=Some impact		Impact	50.0%	50.0%	0.0%			
3=High impact	Collaboratora	Importance	05.00/	F0 00/	40.00/	0.00/		
	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	<u></u>	SUSS	EX COU	NTY SAI	MPLE	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	14.3%	0.0%	21.4%	64.3%		
		Availability	7.1%	50.0%	42.9%			
Source		Recruiting	14.3%	42.9%	42.9%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	13.3%	6.7%	40.0%	40.0%		
3=Region 4=National/Global		Availability	13.3%	46.7%	40.0%			
4=MalioHal/Global		Recruiting	13.3%	40.0%	46.7%			
Availability of Qualified		1						
Labor	Univ. Graduate Technical	Source	6.7%	0.0%	73.3%	20.0%		
1=Dissatisfied		Availability	13.3%	40.0%	46.7%			
2=Neutral 3=Satisfied		Recruiting	13.3%		40.0%			
ว=งิสแจแ <del>ย</del> น		1						
Recruiting	Univ. Graduate Non-Tech	Source	20.0%	20.0%	60.0%	0.0%		
1=Location obstructs		Availability	0.0%		46.7%			
2=Location is neutral		Recruiting		60.0%				
3=Location Helps		1						
	Tech/Community College	Source	26.7%	46.7%	26.7%	0.0%		
		Availability		33.3%				
		Recruiting		60.0%				
		1	2 /0	32.270	32.270			
	Trade Skills	Source	35.7%	50.0%	14.3%	0.0%		
		Availability		64.3%		2.073		
		Recruiting		71.4%				
		†	3.070	70	_0.070			
	High School Grad	Source	56.3%	18.8%	25.0%	0.0%		
		Availability	18.8%		37.5%	0.070		
		Recruiting		75.0%				
		1	3.070	. 0.0 /0	_0.070			
	Unskiles/Semi-Skilled	Source	73 3%	20.0%	6.7%	0.0%		
		Availability	20.0%			0.070		
		Recruiting		73.3%				
		1	0.070	. 0.0 /0	20.770			
Growth Trends	Post Graduate	% Growth	0.0%	92.3%	0.0%	7.7%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth				14.3%		7.1%
1= >3% decline	Univ. Graduate Technical	% Growth		57.1%		0.0%	0.0%	7.1%
2= Stable	Univ. Graduate Non-Tech	% Growth	0.0%		21.4%	0.0%	0.0%	7.1%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	0.0%		35.7%	0.0%	0.0%	0.0%
5= 10-20% growth	Trade Skills	% Growth	7.1%		42.9%	7.1%	0.0%	0.0%
6= >20% growth	High School Grad	% Growth		53.3%		13.3%	0.0%	0.0%
	Unskiles/Semi-Skilled	% Growth		64.3%		7.1%	0.0%	0.0%
	Chorico, Comi Orino	-,0 0.0000	1.1/0	04.3 /0	Z1.4/0	1.1/0	0.0 /0	0.0 /0

CATEGORY	ITEM	SCALE		SUSS	EX COU	NTY SA	MPLE	
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	12.5%	50.0%	37.5%		•	
		Impact	0.0%	6.3%	37.5%	50.0%	6.3%	
Likelihood								
1= Unlikely	Diversification	Likelihood	56.3%	25.0%	18.8%			
2= Somewhat likely 3= highly likely		Impact	0.0%	13.3%	53.3%	33.3%	0.0%	
o- mgm, mon								
Impact on Employment	Strategioc Alliances	Likelihood	62.5%	25.0%	12.5%			
1= Substantial decliine		Impact	0.0%	0.0%	100.0%	0.0%	0.0%	
2= Decline 3= No change		_]						
4= Increase	Joint Venture	Likelihood	56.3%	31.3%	12.5%			
5= Substantial increase		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%	
		1						
	Consolidation	Likelihood	62.5%	37.5%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
		4			_			
	Diverstiture	Likelihood	87.5%	12.5%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
		<u> </u>						
	Mergers	Likelihood	87.5%	12.5%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
	Daine Aguine i	1 31.235 3	00.00	00 =0:	40.000			
	Being Aquired	Likelihood	60.0%	26.7%	13.3%	7.464	0.001	
		Impact	7.1%	21.4%	64.3%	7.1%	0.0%	
	Othor	Likolibaad						
	Other	Likelihood						
		Impact						
Local Characteristics Impact on	GovBusiness Relations	Impact	0.00/	0.0%	66.7%	26.7%	6.7%	
Business Decisions	Regulations/Regulators	Impact	0.0% 6.7%	13.3%	60.0%	6.7%	13.3%	
	Taxation	Impact	6.7%	6.7%	53.3%	20.0%	13.3%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	0.0%					
2= Negative impact	Transport Infrastruction	Impact	6.7%	0.0% 6.7%	60.0% 73.3%	26.7% 13.3%	13.3% 0.0%	
3= No impact	Information Technology	Impact	6.7%	6.7%		26.7%	13.3%	
4= Positive impact	Education	Impact	0.0%	13.3%	46.7%			
5= Strong positive impact	Labor Supply	Impact				26.7%	13.3%	
	Labor Suppry	Jiiiipact	6.7%	20.0%	20.0%	20.7%	26.7%	

CATEGORY	ITEM	SCALE			gricultura	l Prod	ucts			
			1	2	3	4		5	6	;
Regulatory Atmosphere	Environmental Regulation	Attractive	0.0%	80.0%	20.0%					
		Improvement	0.0%	60.0%	40.0%					
Attractive		Importance	20.0%	0.0%	80.0%					
1=Poor 2=Comparable w/others										
3=Good	Business Regulators	Attractive	0.0%	60.0%	40.0%					
		Improvement	0.0%	80.0%	20.0%					
Improvement		Importance	20.0%	0.0%	80.0%					
1=Declined		1								
2=Stable 3=Improved	Building Permitting	Attractive	0.0%	60.0%	40.0%					
3=Improved		Improvement	0.0%	80.0%	20.0%					
Importance		Importance	20.0%	60.0%	20.0%					
1=Not Important										
2=Somewhat Important	Other Permitting Processes	Attractive	20.0%	60.0%	20.0%					
3=Very Important		Improvement	20.0%	60.0%	20.0%					
		Importance	40.0%							
		1								
	Responsive of regulators	Attractive	20.0%	60.0%	20.0%					
		Improvement	0.0%							
		Importance	20.0%							
			20.070	20.070	00.070					
	Assistance from regulators	Attractive	20.0%	60.0%	20.0%					
	/ toolotanoo nom rogalatoro	Improvement	0.0%							
		Importance	0.0%							
		Importance	0.0 /6	40.076	00.076					
Government-Business Relations	Chancery/Judicial	Attractive	0.00/	33.3%	66.7%					
Covernment Edomess (Clausins	Onanoci y/oddiolai	Improvement		100.0%	0.0%					
		Importance								
Attractive		importance	33.3%	33.3%	33.3%					
1=Poor	Knowledgable Attorneys	Attractive	2F 00/	2F 00/	EO 00/					
2=Comparable w/others	Knowledgable Attorneys		25.0%		50.0%					
3=Good		Improvement	0.0%							
		Importance	25.0%	25.0%	50.0%					
Improvement	Access to Logislators	A +++:	0.00/	40.00/	00.00/					
1=Declined 2=Stable	Access to Legislators	Attractive	0.0%							
3=Improved		Improvement	, .	80.0%						
		Importance	0.0%	60.0%	40.0%					
Importance		ļ.,,	22 22/	40.007	10.00/					
1=Not Important	Influence in legislature	Attractive	20.0%							
2=Somewhat Important 3=Very Important		Improvement	20.0%		0.0%					
3=very important		Importance	20.0%	20.0%	60.0%					
	Access to Gov. Leaders	Attractive	0.0%		100.0%					
		Improvement		100.0%	0.0%					
		Importance	0.0%	40.0%	60.0%					
	Influence w/ Gov Leaders	Attractive	0.0%		40.0%					
		Improvement	20.0%		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		Αç	gricultura	l Produ	cts	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	40.0%	40.0%	20.0%			
		Improvement	0.0%	80.0%	20.0%			
Attractive		Importance	20.0%	20.0%	60.0%			
1=Poor								
2=Comparable w/others	Corporate Income	Attractive	0.0%	80.0%	20.0%			
3=Good		Improvement	0.0%	80.0%	20.0%			
Improvement		Importance	0.0%	20.0%	80.0%			
1=Declined								
2=Stable	Gross Recpt	Attractive	0.0%	80.0%	20.0%			
3=Improved		Improvement	0.0%	80.0%	20.0%			
Importance		Importance	0.0%	40.0%	60.0%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	0.0%	100.0%	0.0%			
3=Very Important		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%			
		$\dashv$	22.070	_0.070	_5.070			
			30.070	20.070	20.070			

CATEGORY	ITEM	SCALE			gricultura		ucts		
			1	2	3	4		5	6
Infrastructure	Air Transport	Importance		20.0%					
		Availability	20.0%		0.0%				
Importance		Quality	20.0%		0.0%				
1=Not important		Cost	20.0%	80.0%	0.0%				
2=Somewhat Important									
3=Very Important	Rail Transport	Importance	20.0%	40.0%	40.0%				
Availabilty		Availability	60.0%	40.0%	0.0%				
1=Dissatisfied		Quality	40.0%	60.0%	0.0%				
2=Satisfied		Cost	20.0%	80.0%	0.0%				
3=Very satisfied									
Quality	Sea Transport	Importance	60.0%	20.0%	20.0%				
1=Dissatisfied		Availability	20.0%	80.0%	0.0%				
2=Satisfied		Quality	0.0%	100.0%	0.0%				
3=Very satisfied		Cost	25.0%	75.0%	0.0%				
Cost									
1=High	Trucking	Importance	0.0%	20.0%	80.0%				
2=Comparable w/others		Availability	20.0%	60.0%	20.0%				
3=Low		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 Technolog	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%		25.0%				
		Quality	33.3%		0.0%				
		Cost	66.7%						
		1							
	Gas Utilities	Importance	25.0%	50.0%	25.0%				
		Availability	25.0%						
		Quality	33.3%		0.0%				
		Cost	33.3%		0.0%				
		1	22.070	5570	2.073				
	Water Utilities	Importance	25.0%	25.0%	50.0%				
		Availability	50.0%		0.0%				
		Quality	33.3%		0.0%				
		Cost	33.3%						
		1	JJ.J /0	JJ.J /0	JJ.J/0				
ļ									

5.0% 0.0% 5.0%	2 25.0% 25.0% 50.0% 25.0%	3 75.0% 0.0% 0.0%	4	5	6
5.0% 0.0% 5.0%	25.0% 50.0%	0.0% 0.0%			
0.0% 5.0%	50.0%	0.0%			
5.0%					
	25.0%				
0.0%		0.0%			
0.0%					
	25.0%	75.0%			
0.0%	100.0%	0.0%			
0.0%	100.0%	0.0%			
0.0%	100.0%	0.0%			
0.0%	50.0%	50.0%			
5.0%	75.0%	0.0%			
5.0%	75.0%	0.0%			
0.0%	100.0%	0.0%			
0.0%	50.0%	50.0%			
0.0%	100.0%	0.0%			
0.0%	75.0%	25.0%			
0.0%	100.0%	0.0%			
Λ <b>Λ</b> 0/	75 Nº/	25.0%			
0.0 /6	100.076	0.076			
0.0%	25.0%	25.0%			
0.0%	100.0%	0.0%			
0.0%	100 00/	0.00/			
	100.0%	0.0%			
3.3%	66.7%	0.0%			
	5.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0%	0.0% 100.0% 0.0% 75.0% 0.0% 100.0% 0.0% 75.0% 0.0% 75.0% 0.0% 75.0% 0.0% 100.0% 0.0% 25.0% 0.0% 100.0%	5.0%       75.0%       0.0%         0.0%       100.0%       0.0%         0.0%       50.0%       50.0%         0.0%       100.0%       0.0%         0.0%       75.0%       25.0%         0.0%       75.0%       25.0%         0.0%       75.0%       25.0%         0.0%       75.0%       25.0%         0.0%       100.0%       0.0%         0.0%       25.0%       0.0%         0.0%       25.0%       25.0%         0.0%       25.0%       25.0%         0.0%       25.0%       25.0%	5.0% 75.0% 0.0% 0.0% 0.0% 100.0% 50.0% 50.0% 0.0% 0.0% 0.0% 0.0% 100.0% 0.0% 0.0	5.0% 75.0% 0.0% 0.0% 100.0% 0.0% 0.0% 50.0% 50.0% 0.0% 100.0% 0.0% 0.0% 75.0% 25.0% 0.0% 75.0% 25.0% 0.0% 75.0% 25.0% 0.0% 75.0% 25.0% 0.0% 75.0% 25.0% 0.0% 75.0% 25.0% 0.0% 100.0% 0.0%

CATEGORY	ITEM	SCALE		Αį	gricultura	l Produc	ts	
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	0.0%	0.0%	60.0%	40.0%		-
		Impact	0.0%	40.0%	60.0%			
Importance								
1=Not important	Customers	Importance	0.0%	20.0%	40.0%	40.0%		
2=Low importance		Impact	20.0%	40.0%	40.0%			
3=Moderate								
importance 3=Highly important	Attract Employees	Importance	20.0%	20.0%	40.0%	20.0%		
3–i lighty important		Impact	40.0%	20.0%	40.0%			
Impact on Location								
Decisions	Comp. as Tech Source	Importance	60.0%	40.0%	0.0%	0.0%		
1=None		Impact	100.0%	0.0%	0.0%			
2=Some impact 3=High impact		1						
5–i ligii lilipact	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%	0.070		
		1						

CATEGORY	ITEM	SCALE		Aç	gricultura	l Produc	ts	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	25.0%	25.0%	25.0%	25.0%	U	_
		Availability	0.0%	100.0%	0.0%			
Source		Recruiting	0.0%	100.0%	0.0%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	20.0%	40.0%	20.0%	20.0%		
3=Region 4=National/Global		Availability	60.0%	40.0%	0.0%			
4=National/Global		Recruiting	0.0%	80.0%	20.0%			
Availability of Qualified		]						
Labor	Univ. Graduate Technical	Source	40.0%	20.0%	40.0%	0.0%		
1=Dissatisfied		Availability	0.0%	100.0%	0.0%			
2=Neutral 3=Satisfied		Recruiting	0.0%	80.0%	20.0%			
J-Galisticu		1						
Recruiting	Univ. Graduate Non-Tech	Source	60.0%	20.0%	20.0%	0.0%		
1=Location obstructs		Availability	0.0%	80.0%	20.0%			
2=Location is neutral		Recruiting	0.0%	80.0%	20.0%			
3=Location Helps		1						
	Tech/Community College	Source	80.0%	20.0%	0.0%	0.0%		
		Availability		40.0%				
		Recruiting		80.0%				
		1						
	Trade Skills	Source	50.0%	50.0%	0.0%	0.0%		
		Availability		75.0%	0.0%			
		Recruiting		75.0%				
		1		- 1-	- / -			
	High School Grad	Source	80.0%	20.0%	0.0%	0.0%		
		Availability		20.0%				
		Recruiting		80.0%				
		1	3. <b>3</b>	- , 3	- 1-			
	Unskiles/Semi-Skilled	Source	60.0%	20.0%	0.0%	20.0%		
		Availability	60.0%			- , -		
		Recruiting		80.0%	0.0%			
		1	, 3		- / 0			
Growth Trends	Post Graduate	% Growth	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%
	Experienced Mgr/Prof	% Growth		60.0%			20.0%	0.0%
1= >3% decline	Univ. Graduate Technical	% Growth		60.0%			20.0%	0.0%
2= Stable 3= 3-5% growth	Univ. Graduate Non-Tech	% Growth	0.0%		20.0%	20.0%	0.0%	0.0%
4= 5-10% growth	Tech/Community College	% Growth	0.0%		40.0%	0.0%	20.0%	0.0%
5= 10-20% growth	Trade Skills	% Growth	0.0%		60.0%	0.0%	20.0%	0.0%
6= >20% growth	High School Grad	% Growth	0.0%		40.0%	20.0%	20.0%	0.0%
	Unskiles/Semi-Skilled	% Growth	0.0%			20.0%	0.0%	20.0%
		1	3.070	_0.070	. 5.5 70	_0.070	0.070	_0.070
1	i	1						

CATEGORY	ITEM	SCALE						
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	20.0%	60.0%	20.0%	•	<u>-</u>	
		Impact	0.0%	0.0%	40.0%	40.0%	20.0%	
Likelihood								
1= Unlikely	Diversification	Likelihood	60.0%	0.0%	40.0%			
2= Somewhat likely 3= highly likely		Impact	0.0%	0.0%	80.0%	20.0%	0.0%	
- inginy intoly		]						
Impact on Employment	Strategioc Alliances	Likelihood	40.0%	60.0%	0.0%			
1= Substantial decliine		Impact	0.0%	0.0%	25.0%	75.0%	0.0%	
2= Decline 3= No change		_						
4= Increase	Joint Venture	Likelihood	20.0%	80.0%	0.0%			
5= Substantial increase		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%	
		1						
	Diverstiture	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
		1						
	Mergers	Likelihood	80.0%	20.0%	0.0%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
		<u> </u>						
	Being Aquired	Likelihood	80.0%	20.0%	0.0%		_	
		Impact	0.0%	0.0%	80.0%	20.0%	0.0%	
		<u> </u>						
	Other	Likelihood						
		Impact						
Land Character's the state of	Con Duration D. L. C.		2 22:	00.051	40.00:	40.00	0.00:	
Local Characteristics Impact on Business Decisions	GovBusiness Relations	Impact	0.0%	20.0%		40.0%	0.0%	
Daomood DooloiUHa	Regulations/Regulators	Impact	0.0%	40.0%	20.0%	40.0%	0.0%	
1= Strong negative impact	Taxation	Impact	20.0%	0.0%	40.0%	40.0%	0.0%	
2= Negative impact	Bus-to-Bus Climate	Impact	0.0%	0.0%	60.0%	40.0%	0.0%	
3= No impact	Transport Infrastruction	Impact	0.0%	40.0%	20.0%	40.0%	0.0%	
4= Positive impact	Information Technology	Impact	20.0%	0.0%		20.0%	0.0%	
5= Strong positive impact	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		В	Business	Servi	ces			
			1	2	3	4		5		6
Regulatory Atmosphere	Environmental Regulation	Attractive	5.1%	69.2%	25.6%		<u> </u>		<u> </u>	
		Improvement	5.1%		10.3%					
Attractive		Importance	7.7%		48.7%					
1=Poor										
2=Comparable w/others 3=Good	Business Regulators	Attractive	2.5%	80.0%	17.5%					
3=G00d		Improvement	7.5%		7.5%					
Improvement		Importance		57.5%						
1=Declined		'	0.070	07.070	01.070					
2=Stable	Building Permitting	Attractive	18.4%	65.8%	15.8%					
3=Improved		Improvement	23.7%		0.0%					
Importance		Importance		53.8%						
1=Not Important		Importance	20.576	JJ.0 /0	23.070					
2=Somewhat Important	Other Permitting Processes	Attractive	0 10/	7E 70/	16 20/					
3=Very Important	Other Fermitting Processes			75.7%	16.2%					
		Improvement	8.1%		2.7%					
		Importance	13.2%	65.8%	21.1%					
	Responsive of regulators	Attractive	28 20/	51.3%	20 5%					
	Trespondive of regulators	Improvement	33.3%		10.3%					
		Importance	10.0%							
		importance	10.0%	43.0%	45.0%					
	Assistance from regulators	Attractive	17.9%	66.7%	15.4%					
	Assistance from regulators	Improvement								
		Importance	10.5%		7.9%					
		importance	7.5%	55.0%	37.5%					
Government-Business Relations	Chancery/Judicial	Attractive	0.0%	61.5%	38 5%					
Government Business (tolations	orianoory/oddioidi	Improvement	0.0%		10.3%					
		Importance	46.2%							
Attractive		Importance	40.2 /0	41.076	12.0/0					
1=Poor	Knowledgable Attorneys	Attractive	E 00/	27 50/	E7 E0/					
2=Comparable w/others	Knowledgable Attorneys	Improvement	5.0%		57.5%					
3=Good			0.0%							
		Importance	20.0%	42.5%	37.5%					
Improvement	Access to Logiclators	Attro ativo	7.50/	07.50/	FF 00/					
1=Declined 2=Stable	Access to Legislators	Attractive		37.5%						
3=Improved		Improvement								
		Importance	7.5%	62.5%	30.0%					
Importance	lufluon on in la sialatura	A 44 4 :	45.00/	<b>57 5</b> 0/	07.50/					
1=Not Important	Influence in legislature	Attractive		57.5%	27.5%					
2=Somewhat Important 3=Very Important		Improvement .	10.0%		7.5%					
3=very important		Importance	10.0%	57.5%	32.5%					
	Access to Gov. Leaders	Attro ativo	0.00/	04.40/	EC 40/					
	Access to Gov. Leaders	Attractive		34.1%						
		Improvement	7.3%		9.8%					
		Importance	7.3%	51.2%	41.5%					
	Influence w/ Gov Leaders	Attractive	1/160/	EG 10/	20, 20/					
	muchoc w/ Ouv Leaders	Improvement	14.6%							
		Importance	9.8%							
		ппропапсе	9.8%	53.7%	36.6%					
	Bus. Savvy of Gov Leaders	Attractive	0.90/	56.1%	3/1 10/					
	Dus. Gavvy of Gov Leaders	Improvement								
		Importance	14.6%							
		ппропапсе	1.3%	39.0%	ეკ./%					

CATEGORY	ITEM	SCALE		Е	Business	Service	s	
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	35.0%	50.0%	15.0%			-
		Improvement	5.0%	62.5%	32.5%			
Attractive		Importance	5.0%	50.0%	45.0%			
1=Poor								
2=Comparable w/others	Corporate Income	Attractive	10.0%	80.0%	10.0%			
3=Good		Improvement	7.5%	87.5%	5.0%			
Improvement		Importance	5.0%	47.5%	47.5%			
1=Declined								
2=Stable	Gross Recpt	Attractive	27.5%	55.0%	17.5%			
3=Improved		Improvement	10.0%	75.0%	15.0%			
Importance		Importance	12.5%	37.5%	50.0%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	16.7%	80.6%	2.8%			
3=Very Important		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%		47.4%			
		┨	101170	3 1.12 /0				

CATEGORY	ITEM	SCALE		В	Susiness	Servi	ces		
			1	2	3	4		5	6
Infrastructure	Air Transport	Importance	21.4%	42.9%	35.7%				
		Availability	20.0%	50.0%	27.5%				
Importance		Quality		55.3%					
1=Not important		Cost		67.6%	5.4%				
2=Somewhat Important			24.070	07.070	0.470				
3=Very Important	Rail Transport	Importance	45 20/	33.3%	21 /0/				
	Tansport	Availability							
Availabilty			10.0%						
1=Dissatisfied 2=Satisfied		Quality	10.0%						
3=Very satisfied		Cost	13.2%	84.2%	2.6%				
3- very satisfied									
Quality	Sea Transport	Importance	81.0%	7.1%	11.9%				
1=Dissatisfied		Availability	0.0%	86.1%	13.9%				
2=Satisfied		Quality	0.0%	91.7%	8.3%				
3=Very satisfied		Cost	5.7%	91.4%	2.9%				
Coot									
Cost 1=High	Trucking	Importance	26.8%	29.3%	43.9%				
2=Comparable w/others		Availability	7.7%	69.2%	23.1%				
3=Low		Quality		69.2%					
		Cost		91.9%	2.7%				
			0.470	31.370	2.7 70				
	Roads & Highways	Importance	0.00/	14.3%	02 20/				
	Ttoads & Flighways	Availability							
		-	19.5%						
		Quality	29.3%		14.6%				
		Cost	15.0%	82.5%	0.0%				
	Dublic Transport		00.00/	<b>50 5</b> 0/	44.00/				
	Public Transport	Importance		59.5%	11.9%				
		Availability	35.0%		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%				
		1							
	Electric Utilities	Importance	2.5%	30.0%	67.5%				
		Availability		72.5%					
		Quality		65.0%					
		Cost		59.0%					
		0001	23.076	33.076	13.470				
	Gas Utilities	Importance	12 20/	EO 60/	24 20/				
	Cas Clindes	Importance			34.2%				
		Availability	2.7%						
		Quality	0.0%						
		Cost	16.7%	69.4%	13.9%				
	1								
		1 -			40 00/				
	Water Utilities	Importance		48.7%	43.6%				
	Water Utilities	Importance Availability		48.7% 78.9%	43.6% 18.4%				
	Water Utilities	-	2.6%						
	Water Utilities	Availability	2.6% 5.3%	78.9%	18.4%				

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

CATEGORY	ITEM	SCALE		E	Business	Services	;	
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	14.6%	36.6%	41.5%	7.3%		
		Impact	42.5%	50.0%	7.5%			
Importance								
1=Not important	Customers	Importance	7.3%	7.3%	31.7%	53.7%		
2=Low importance 3=Moderate		Impact	12.2%	39.0%	48.8%			
importance	Attract Employees	Importance	19.5%	24 49/	39.0%	17.1%		
3=Highly important	Attract Employees					17.170		
		Impact	39.0%	41.5%	19.5%			
Impact on Location Decisions	O	-	00.00/	00.00/	0.4.407	40.007		
1=None	Comp. as Tech Source	Importance	26.8%		34.1%	12.2%		
2=Some impact		Impact	48.8%	39.0%	12.2%			
3=High impact	Collaborators	Importance	26.8%	36 6%	29.3%	7.3%		
		Impact	46.3%			7.070		
		1						
	Networking Bus. Leaders	Importance	7.3%	9.8%	53.7%	29.3%		
		Impact	26.8%	46.3%	26.8%			

CATEGORY	ITEM	SCALE		E	Business	Services	3	
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	18.9%	5.4%	32.4%	43.2%	-	
		Availability	13.5%	37.8%	48.6%			
Source		Recruiting	10.8%	43.2%	45.9%			
1=Local		1						
2=State	Experienced Mgr/Prof	Source	12.2%	4.9%	48.8%	34.1%		
3=Region		Availability	12.5%	45.0%	42.5%			
4=National/Global		Recruiting	10.0%	37.5%	52.5%			
Availability of Qualified		1						
Labor	Univ. Graduate Technical	Source	4.9%	14.6%	70.7%	9.8%		
1=Dissatisfied		Availability	19.5%	34.1%	46.3%			
2=Neutral		Recruiting		36.6%				
3=Satisfied		1						
Recruiting	Univ. Graduate Non-Tech	Source	14.6%	26.8%	51.2%	7.3%		
1=Location obstructs		Availability		46.3%				
2=Location is neutral		Recruiting		56.1%				
3=Location Helps		1		001170	00.070			
	Tech/Community College	Source	30.0%	27.5%	40.0%	2.5%		
		Availability		52.5%		,		
		Recruiting		70.0%				
		-	2.070	70.070	21.070			
	Trade Skills	Source	54 1%	21.6%	21.6%	2.7%		
		Availability		59.5%		2.770		
		Recruiting		81.6%				
		1	2.070	01.070	10.070			
	High School Grad	Source	53.8%	12.8%	28 2%	5.1%		
	3	Availability	23.1%		28.2%	0.170		
		Recruiting		82.1%				
		-	0.070	02.170	17.570			
	Unskiles/Semi-Skilled	Source	66 7%	15.4%	17 9%	0.0%		
		Availability	17.9%		33.3%	0.070		
		Recruiting		79.5%				
		- rtoorailing	J. 1 /0	13.570	13.470			
Growth Trends	Post Graduate	% Growth	በ በ%	77.8%	13 0%	8.3%	0.0%	0.0%
C.C.I Hondo	Experienced Mgr/Prof	% Growth		57.5%			5.0%	0.0%
1= >3% decline	Univ. Graduate Technical	% Growth		25.6%			10.3%	0.0%
2= Stable	Univ. Graduate Non-Tech	% Growth	2.5%		30.0%	15.0%	2.5%	0.0%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	2.6%		39.5%	18.4%	0.0%	0.0%
4= 5-10% growth	Trade Skills	% Growth	8.1%		27.0%	13.5%	2.7%	0.0%
6= >20% growth	High School Grad	% Growth				20.5%		
-	Unskiles/Semi-Skilled	% Growth	5.1%		25.6%		5.1%	0.0%
	OHSKIIES/SEITII-SKIIIEU	70 GIOWIII	12.8%	53.8%	17.9%	12.8%	2.6%	0.0%
		]						

CATEGORY	ITEM	SCALE		E	Business	Services	<u></u>	
_			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	7.1%	35.7%	57.1%		•	
		Impact	0.0%	0.0%	19.5%	73.2%	7.3%	
Likelihood								
1= Unlikely 2= Somewhat likely	Diversification	Likelihood	28.6%	33.3%	38.1%			
3= highly likely		Impact	0.0%	0.0%	48.8%	36.6%	14.6%	
g,,								
Impact on Employment	Strategioc Alliances	Likelihood	21.4%	52.4%	26.2%			
1= Substantial decliine 2= Decline		Impact	0.0%	0.0%	70.7%	22.0%	7.3%	
3= No change		_						
4= Increase	Joint Venture	Likelihood	50.0%	31.0%	19.0%			
5= Substantial increase		Impact	0.0%	2.5%	77.5%	17.5%	2.5%	
		<u>                                     </u>	00.555	4=:				
	Acquiring businesses	Likelihood	28.6%	45.2%	26.2%			
		Impact	0.0%	4.9%	51.2%	36.6%	7.3%	
	Consolidation	Liberal	<b>50</b> 40/	05.70/	44.00/			
	Consolidation	Likelihood	52.4%	35.7%	11.9%	4.00/	0.00/	
		Impact	0.0%	26.8%	68.3%	4.9%	0.0%	
	Diverstiture	Likelihood	81.0%	19.0%	0.0%			
	Diversulare	Impact	2.5%	12.5%	85.0%	0.0%	0.0%	
		Impaor	2.5 /0	12.5/0	05.0%	0.076	0.0 /6	
	Mergers	Likelihood	57.1%	35.7%	7.1%			
		Impact	0.0%	27.5%	62.5%	10.0%	0.0%	
		1 '	0.070	27.070	02.070	10.070	0.070	
	Being Aquired	Likelihood	57.1%	33.3%	7.1%			
		Impact	5.0%	15.0%	67.5%	10.0%	0.0%	
		1		- 1 1				
	Other	Likelihood	0.0%	0.0%	100.0%			
		Impact	0.0%		50.0%	0.0%	50.0%	
		1						
Local Characteristics Impact on	GovBusiness Relations	Impact	2.5%	5.0%	40.0%	32.5%	20.0%	
Business Decisions	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%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	0.0%	0.0%	55.0%	27.5%	17.5%	
2= Negative impact 3= No impact	Transport Infrastruction	Impact	5.0%	2.5%	37.5%	37.5%	17.5%	
4= Positive impact	Information Technology	Impact	0.0%	2.5%	37.5%	37.5%	22.5%	
5= Strong positive impact	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			Finar	nce			
			1	2	3	4	5	6	
Regulatory Atmosphere	Environmental Regulation	Attractive	16.7%		33.3%				
		Improvement	23.1%	69.2%	7.7%				
Attractive		Importance	46.7%	13.3%	40.0%				
1=Poor									
2=Comparable w/others 3=Good	Business Regulators	Attractive	0.0%	46.2%	53.8%				
0-3000		Improvement	0.0%	84.6%	15.4%				
Improvement		Importance	15.4%	38.5%	46.2%				
1=Declined		1							
2=Stable	Building Permitting	Attractive	42.9%	50.0%	7.1%				
3=Improved		Improvement	50.0%		0.0%				
Importance		Importance		20.0%					
1=Not Important		1	20.1 70	20.070	00.070				
2=Somewhat Important	Other Permitting Processes	Attractive	28.6%	64.3%	7.1%				
3=Very Important	l and the same of	Improvement		64.3%	0.0%				
		Importance		33.3%	33.3%				
		Importance	33.3 /0	33.370	33.370				
	Responsive of regulators	Attractive	6.7%	60.0%	33.3%				
	Tresponsive of regulators	Improvement							
			13.3%		0.0%				
		Importance	6.3%	18.8%	75.0%				
	Assistance from regulators	Attractive	04 40/	<b>50.00</b> /	00.00/				
	Assistance from regulators		21.4%		28.6%				
		Improvement	14.3%		7.1%				
		Importance	0.0%	33.3%	66.7%				
	(1.11.1								
Government-Business Relations	Chancery/Judicial	Attractive	0.0%		50.0%				
		Improvement	0.0%		7.1%				
		Importance	46.7%	33.3%	20.0%				
Attractive									
1=Poor 2=Comparable w/others	Knowledgable Attorneys	Attractive		37.5%					
3=Good		Improvement	0.0%		6.3%				
0-000		Importance	0.0%	68.8%	31.3%				
Improvement									
1=Declined	Access to Legislators	Attractive	0.0%	0.0%	100.0%				
2=Stable		Improvement	0.0%	87.5%	12.5%				
3=Improved		Importance	12.5%	37.5%	50.0%				
Importance									
1=Not Important	Influence in legislature	Attractive	0.0%	40.0%	60.0%				
2=Somewhat Important		Improvement	0.0%	93.3%	6.7%				
3=Very Important		Importance	12.5%	50.0%	37.5%				
		1							
	Access to Gov. Leaders	Attractive	0.0%	6.3%	93.8%				
		Improvement	0.0%		18.8%				
		Importance	6.3%						
		1	2.070	.0.070	55.070				
	Influence w/ Gov Leaders	Attractive	0.0%	31.3%	68.8%				
		Improvement		81.3%					
		Importance		62.5%					
			0.0 /0	UZ.J /0	31.370				
	Bus. Savvy of Gov Leaders	Attractive	6 20/	37.5%	56.3%				
	Dus. Guvvy of Gov Loaders	Improvement							
		Importance	12.5%						
		importance	0.0%	31.3%	00.0%				
	]	j							

CATEGORY	ITEM	SCALE			Fina	nce		
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	33.3%	60.0%	6.7%			
		Improvement	0.0%	60.0%	40.0%			
Attractive		Importance	6.7%	46.7%	46.7%			
1=Poor								
2=Comparable w/others	Corporate Income	Attractive	14.3%	35.7%	50.0%			
3=Good		Improvement	7.1%	78.6%	14.3%			
Improvement		Importance	7.1%	7.1%	85.7%			
1=Declined								
2=Stable	Gross Recpt	Attractive	25.0%	50.0%	25.0%			
3=Improved		Improvement	0.0%	91.7%	8.3%			
Importance		Importance	28.6%	21.4%	50.0%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	10.0%	80.0%	10.0%			
3=Very Important		Improvement	0.0%	100.0%	0.0%			
		Importance		23.1%	23.1%			
		-						
	Other Tax Incentives	Attractive	0.0%	69.2%	30.8%			
		Improvement		100.0%	0.0%			
		Importance		33.3%				
		┨	_0.070	30.070	.0 70			

CATEGORY	ITEM	SCALE			Fina			
			1	2	3	4	5	6
Infrastructure	Air Transport	Importance	31.3%	37.5%	31.3%			
		Availability	18.8%	62.5%	18.8%			
Importance		Quality	12.5%	68.8%	18.8%			
1=Not important		Cost	25.0%	75.0%	0.0%			
2=Somewhat Important								
3=Very Important	Rail Transport	Importance	25.0%	43.8%	31.3%			
Availabilty		Availability	18.8%	31.3%	50.0%			
1=Dissatisfied		Quality	6.3%	62.5%	31.3%			
2=Satisfied		Cost	6.3%	93.8%	0.0%			
3=Very satisfied								
Overlite :	Sea Transport	Importance	87.5%	6.3%	6.3%			
Quality 1=Dissatisfied		Availability		80.0%	0.0%			
2=Satisfied		Quality		100.0%	0.0%			
3=Very satisfied		Cost		100.0%	0.0%			
•			0.070	1001070	0.070			
Cost	Trucking	Importance	62.5%	12.5%	25.0%			
1=High		Availability		90.9%	9.1%			
2=Comparable w/others 3=Low		Quality		100.0%	0.0%			
3-L0W		Cost		100.0%	0.0%			
		Cost	0.0%	100.0%	0.0%			
	Roads & Highways	Importance	0.0%	6.3%	93.8%			
	rtoads & riigriways	Availability						
		-	43.8%		18.8%			
		Quality	43.8%		12.5%			
		Cost	6.7%	86.7%	6.7%			
	Dublic Toronous		05.00/	40.00/	04.00/			
	Public Transport	Importance		43.8%	31.3%			
		Availability	43.8%		0.0%			
		Quality	43.8%		0.0%			
		Cost	18.8%	81.3%	0.0%			
	Information Technolog		0.0%		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		71.4%				
		Quality		78.6%	14.3%			
		Cost		84.6%	7.7%			
			1.1 /0	U-T.U /0	1.1 /0			
	Water Utilities	Importance	20 0%	26.7%	53.3%			
		Availability		71.4%				
		,						
		Quality Cost	14.3%					

CATEGORY	ITEM	SCALE			Fina	nce		
			1	2	3	4	5	6
Infrastructure continued	Waste Services	Importance	20.0%	40.0%	40.0%			
		Availability	7.1%	64.3%	28.6%			
Importance		Quality	14.3%	71.4%	14.3%			
1=Not important 2=Somewhat Important		Cost	21.4%	78.6%	0.0%			
3=Very Important								
o very imperium	Primary Eduction	Importance	6.3%	12.5%	81.3%			
Availabilty		Availability	6.3%	68.8%	25.0%			
1=Dissatisfied		Quality	43.8%	50.0%	6.3%			
2=Satisfied 3=Very satisfied		Cost	37.5%	50.0%	12.5%			
3-very satisfied								
Quality	Secondary Education	Importance	0.0%	12.5%	87.5%			
1=Dissatisfied		Availability	6.3%	68.8%	25.0%			
2=Satisfied		Quality	43.8%	50.0%	6.3%			
3=Very satisfied		Cost	37.5%	56.3%	6.3%			
Cost								
1=High	Vocational Eduacation	Importance	12.5%	37.5%	50.0%			
2=Comparable w/others		Availability	6.3%	75.0%	18.8%			
3=Low		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%			
		1						

CATEGORY	ITEM	SCALE	Finance						
			1	2	3	4	5	6	
Business-to-Business Climate	Suppliers	Importance	31.3%	31.3%	25.0%	12.5%			
		Impact	57.1%	28.6%	14.3%				
Importance									
1=Not important	Customers	Importance	13.3%	13.3%	6.7%	66.7%			
2=Low importance 3=Moderate		Impact	13.3%	13.3%	73.3%				
importance		1							
3=Highly important	Attract Employees	Importance	13.3%	13.3%	60.0%	13.3%			
o riigiiiy iiiiportaiit		Impact	20.0%	66.7%	13.3%				
Impact on Location									
Decisions	Comp. as Tech Source	Importance	26.7%	33.3%	33.3%	6.7%			
1=None 2=Some impact		Impact	53.3%	33.3%	13.3%				
3=High impact									
o ingrimpasi	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%			
	3 11 111111	Impact	6.7%			10.070			

CATEGORY	ITEM	SCALE	Finance					
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	15.4%	23.1%		30.8%		
		Availability	7.7%	69.2%	23.1%			
Source		Recruiting	16.7%					
1=Local		1						
2=State	Experienced Mgr/Prof	Source	26.7%	33.3%	26.7%	13.3%		
3=Region 4=National/Global		Availability	28.6%	42.9%	28.6%			
+-inalional/Giodal		Recruiting	15.4%	23.1%	61.5%			
Availability of Qualified		]						
Labor	Univ. Graduate Technical	Source	20.0%	33.3%	46.7%	0.0%		
1=Dissatisfied		Availability	26.7%	46.7%	26.7%			
2=Neutral 3=Satisfied		Recruiting	21.4%	14.3%	64.3%			
5 -Gallottoa		_						
Recruiting	Univ. Graduate Non-Tech	Source	26.7%	26.7%		6.7%		
1=Location obstructs		Availability	26.7%		33.3%			
2=Location is neutral 3=Location Helps		Recruiting	21.4%	28.6%	50.0%			
0-Location Helps		1						
	Tech/Community College	Source		28.6%		0.0%		
		Availability		23.1%				
		Recruiting	16.7%	33.3%	50.0%			
	Trade Skills	Source	75.0%	25.0%	0.0%	0.0%		
		Availability		75.0%		0.070		
		Recruiting		55.6%				
		1	2.070					
	High School Grad	Source	73.3%	20.0%	6.7%	0.0%		
		Availability		46.2%				
		Recruiting		66.7%				
	Unskiles/Semi-Skilled	Source	70 70/	27.3%	0.0%	0.0%		
	OHOMICO/OGITII-OMIIIEU	Availability		70.0%	10.0%	0.0%		
		Recruiting		70.0% 50.0%				
		- Corumny	0.0%	JU.U%	JU.U%			
Growth Trends	Post Graduate	% Growth	6.7%	80.0%	0.0%	6.7%	6.7%	0.0%
4 00/ 1 "	Experienced Mgr/Prof	% Growth				12.5%		6.3%
1= >3% decline	Univ. Graduate Technical	% Growth			12.5%		0.0%	6.3%
2= Stable 3= 3-5% growth	Univ. Graduate Non-Tech	% Growth	12.5%		25.0%	6.3%	0.0%	6.3%
4= 5-10% growth	Tech/Community College	% Growth	12.5%		18.8%	0.0%	0.0%	0.0%
5= 10-20% growth	Trade Skills	% Growth	0.0%		0.0%	16.7%	0.0%	0.0%
6= >20% growth	High School Grad	% Growth	13.3%		26.7%	13.3%	0.0%	0.0%
	Unskiles/Semi-Skilled	% Growth	20.0%		40.0%	0.0%	0.0%	0.0%
		7						

CATEGORY	ITEM	SCALE			Fina	ınce		
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	6.3%	31.3%	62.5%		•	
		Impact	0.0%	0.0%	37.5%	43.8%	18.8%	
Likelihood								
1= Unlikely	Diversification	Likelihood	37.5%	31.3%	31.3%			
2= Somewhat likely 3= highly likely		Impact	0.0%	6.7%	40.0%	53.3%	0.0%	
C= riigiliy linciy								
Impact on Employment	Strategioc Alliances	Likelihood	18.8%	56.3%	25.0%			
1= Substantial decliine		Impact	0.0%	0.0%	62.5%	37.5%	0.0%	
2= Decline 3= No change								
4= Increase	Joint Venture	Likelihood	43.8%	43.8%	12.5%			
5= Substantial increase		Impact	0.0%	0.0%	68.8%	31.3%	0.0%	
	Acquiring businesses	Likelihood	18.8%		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%		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%		6.3%			
		Impact	0.0%	20.0%	80.0%	0.0%	0.0%	
		<u> </u>						
	Other	Likelihood	0.0%		100.0%			
		Impact	0.0%	100.0%	0.0%	0.0%	0.0%	
Land Chamataristics Income	Care Business Balada		0.701	0.707	40.701	00.701	40.007	
Local Characteristics Impact on Business Decisions	GovBusiness Relations	Impact	6.7%			26.7%	13.3%	
Dusiliess Decisions	Regulations/Regulators	Impact	6.3%			12.5%	25.0%	
1_ Strong possible impost	Taxation	Impact	6.3%	18.8%	18.8%	25.0%	31.3%	
1= Strong negative impact 2= Negative impact	Bus-to-Bus Climate	Impact	0.0%		31.3%	56.3%	12.5%	
3= No impact	Transport Infrastruction	Impact	12.5%		37.5%	25.0%	12.5%	
4= Positive impact	Information Technology	Impact	6.3%			25.0%	31.3%	
5= Strong positive impact	Education	Impact	6.3%		25.0%	25.0%	18.8%	
	Labor Supply	Impact	20.0%	13.3%	13.3%	20.0%	33.3%	

1	CATEGORY	ITEM	SCALE			Manufa	cturing		
Attractive 1-Poor 2-Comparable wiothers 3-Good Improvement 1-Declined 2-Stable 3-Improved Importance 1-Not Importance 1-Not Importance 1-Not Important 3-Very Important    Assistance from regulators   Attractive 1-Poor 2-Comparable wiothers 3-Good				_ 1	2			5	6
Attractive   Importance   Susiness Regulators   Attractive   Inportance   Inporta	Regulatory Atmosphere	Environmental Regulation	Attractive	13.0%	67.4%	19.6%			
Attractive			Improvement	15.2%	63.0%	21.7%			
2-Comparable wiothers 3-Good Improvement 1-Declined 2-Stable 3-Improved Importance 1-Not Important 2-Somewhat Important 3-Very Important Not Importance 1-Not Importance 1-Not Important 3-Very Important 3-Very Important Not Importance 1-Not Importance 1-Poor 2-Comparable wiothers 3-Good 1-Poor 1-Poor 1-Poor 1-Poor 1-Poor 1-Declined 1-Not Importance 1-Not I			Importance	8.9%	37.8%	53.3%			
Improvement   Importance   Im			1						
Improvement   11.1%   77.8%   11.1%   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0   11.0	•	Business Regulators	Attractive	15.6%	68.9%	15.6%			
Table clined   Suit of the permitting   Suit			Improvement	11.1%	77.8%	11.1%			
2-Stable 3-improved Importance 1-Not Important 2-Somewhat Important 3-Very Important  Assistance from regulators  Astractive Importance  17.0% 74.5% 18.9% 17.0%  19.1% 74.5% 18.9% 17.0%  19.1% 57.4% 36.2%  Assistance from regulators  Assistance from regulators  Assistance from regulators  Assistance from regulators  Astractive Importance  18.9% 50.0% 45.2%  19.1% 63.8% 22.9%  19.1% 63.8% 63.8% 63.8%  19.1% 63.9% 63.8%  19.1% 63.9% 63.8%  19.1% 63.9% 63.8%  19.1% 63.9% 63.8%  19.1% 63.9% 63.8%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  19.1% 63.9%  1	Improvement		Importance	0.0%	55.6%	44.4%			
Importance			1						
Importance   Importance   1=Not Important   2=Somewhat Important   2=Somewhat Important   2=Somewhat Important   2=Somewhat Important   2=Somewhat Important   2=Somewhat Important   11.6%   79.1%   9.3%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   63.6%   20.5%   17.0%   19.1%   19.1%   63.6%   20.5%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%   19.1%		Building Permitting	Attractive	27.7%	53.2%	19.1%			
1=Not Important   2=Somewhat important   3=Very Important   3=Very Important   Coher Permitting Processes   Attractive Improvement Inportance Importance	3=improved		Improvement	29.8%	63.8%	6.4%			
1=Not Important   2=Somewhat Important   2=Somewhat Important   3=Very Important	Importance		Importance	14.9%	48.9%	36.2%			
Improvement   Improvement   Influence in legislature   Importance   Improvement   Influence in legislature   Importance									
Improvement   11.6%   79.1%   9.3%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   63.6%   20.5%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%   15.9%		Other Permitting Processes	Attractive	14.0%	74.4%	11.6%			
Importance	3=Very Important		Improvement						
Responsive of regulators   Attractive   Improvement   19.1%   68.1%   12.8%   17.0%   48.9%   44.7%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.7%   48.9%   44.2%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%   48.9%   44.9%			Importance						
Improvement   19.1%   68.1%   12.8%   44.7%   48.9%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%			,						
Improvement   19.1%   68.1%   12.8%   44.7%   48.9%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%   44.7%		Responsive of regulators	Attractive	34.0%	48.9%	17.0%			
Importance   6.4%   48.9%   44.7%			Improvement						
Assistance from regulators   19,1%   57,4%   23,4%   17,0%   74,5%   8,5%   17,0%   57,4%   36,2%   17,0%   57,4%   36,2%   17,0%   57,4%   36,2%   17,0%   57,4%   36,2%   17,0%   57,4%   36,2%   17,0%   57,4%   36,2%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17,0%   17									
Improvement   17.0%   74.5%   8.5%   17.0%   36.2%				0.470	40.070	77.770			
Improvement   17.0%   74.5%   8.5%   17.0%   36.2%		Assistance from regulators	Attractive	10 1%	57 4%	23.4%			
Importance   6.4%   57.4%   36.2%		/ toolotanoo nom rogalatoro							
Attractive									
Improvement   2.4%   85.7%   11.9%   Importance   18.6%   55.8%   25.6%			Importance	0.4 /0	57.470	30.2 /0			
Improvement   2.4%   85.7%   11.9%   Importance   18.6%   55.8%   25.6%	Government-Rusiness Relations	Chancery/Judicial	Attractive	/ 00/	50 O9/	45 OO/			
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  Influence w/ Gov Leaders  Influence w/ Gov Leaders  Importance  Influence w/ Gov Leaders  Importance  Importance  Influence in Iegislature  Importance  Influence w/ Gov Leaders  Importance  1=Not Important  Access to Gov. Leaders  Influence w/ Gov Leaders  Influence w/ Gov Leaders  Importance  1=Not Importance  18.6% 55.8% 25.6%  4.4% 53.3% 42.2%  12.2% 93.3% 4.4%  46.7%  1mportance  8.9% 55.6% 35.6%  1mportance  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1% 22.7%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1%  18.2% 59.1	Covernment Edomess (Clausins	Onanoci y/oddiolai							
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 Influence w/ Gov Leaders  Influence w/ Gov Leaders  Influence w/ Gov Leaders  Importance I=Poor Importance I=Poor Importance Importance I=Not Important Importance Influence in legislature Importance Importan									
Attractive   4.4%   53.3%   42.2%   1	Attractive		Importance	10.0 /	55.676	25.076			
2=Comparable w/others 3=Good  Improvement 1=Declined 2=Stable 3=Improved Importance 1=Not Important 2=Somewhat Important 3=Very Important  Access to Gov. Leaders  Influence w/ Gov Leaders  Influence in legislature  Attractive Importance 1		Knowledgable Attorneys	Attractive	1 10/	E2 20/	42 20/			
Improvement   1=Declined   2=Stable   3=Improved   Importance   1=Not Important   2=Somewhat Important   3=Very Important   3=Very Important   Imfluence w/ Gov Leaders   Importance		Knowledgable Attorneys							
Improvement   1=Declined   2=Stable   3=Improved   Importance   1=Not Important   2=Somewhat Important   3=Very Important   3=Very Importance   Influence in legislature   Attractive   18.2%   59.1%   22.7%   13.3%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4%   14.4									
Access to Legislators			importance	0.9%	55.6%	35.0%			
2=Stable 3=Improved  Importance 1=Not Important 2=Somewhat Important 3=Very Important  Influence in legislature  Influence in legislature  Influence in legislature  Influence in legislature  Attractive Improvement Importance 18.2% 59.1% 22.7% Improvement Importance 18.6% 84.1% 9.1% Importance 15.6% 71.1% 13.3%  Access to Gov. Leaders Improvement Improv	•	Access to Logislators	Attractive	0.00/	44 40/	40.70/			
Importance		Access to Legislators							
Importance			I .	0.070	00				
1=Not Important   2=Somewhat Important   3=Very I			ппропапсе	8.7%	73.9%	17.4%			
2=Somewhat Important 3=Very Important  Improvement Importance Impo		Influence in logiclature	Attractive	40.00/	EO 40/	20.70/			
Importance   15.6%   71.1%   13.3%	•	iniliuerice in legislature							
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%	-								
Improvement   4.4%   75.6%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%	o=very imperium		ітропапсе	15.6%	71.1%	13.3%			
Improvement   4.4%   75.6%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%   20.0%		Access to Court and are	Attro others	0.007	FF 00/	05.00/			
Importance   10.9%   63.0%   26.1%		Access to Gov. Leaders							
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%									
Improvement   6.8%   86.4%   6.8%   Importance   11.1%   66.7%   22.2%			importance	10.9%	63.0%	26.1%			
Improvement   6.8%   86.4%   6.8%   Importance   11.1%   66.7%   22.2%		Influence w/ Osystemics	Attro =1!:	00 =01	E0.001	00.507			
Importance		iniluence w/ Gov Leaders							
Bus. Savvy of Gov Leaders Attractive 17.4% 54.3% 28.3% Improvement 13.0% 60.9% 26.1%									
Improvement 13.0% 60.9% 26.1%			Importance	11.1%	66.7%	22.2%			
Improvement 13.0% 60.9% 26.1%									
		Bus. Savvy of Gov Leaders							
Importance 4.3% 56.5% 39.1%			I .						
			Importance	4.3%	56.5%	39.1%			

Personal Income		4		Manufacturing						
Personal Income		1	2	3	4	5	6			
	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%						
	Gross Recpt  R&D Tax Credit	Importance  Corporate Income  Attractive Improvement Importance  Cross Recpt  Attractive Improvement Importance  R&D Tax Credit  Attractive Improvement Importance  Other Tax Incentives  Attractive Importance	Importance   8.9%	Importance   8.9%   55.6%	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%     Oross Recpt   Attractive   27.9%   62.8%   9.3%     Improvement   7.1%   76.2%   16.7%     Importance   9.3%   69.8%   20.9%     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   8.9%   55.6%   35.6%	Importance   8.9%   55.6%   35.6%			

CATEGORY	ITEM	SCALE			Manufa	cturing		
			1	2	3	4	5	6
Infrastructure	Air Transport	Importance	17.4%	41.3%	41.3%			
		Availability	13.3%		22.2%			
Importance		Quality	15.6%		8.9%			
1=Not important		Cost	29.5%		2.3%			
2=Somewhat Important			20.070	00.270	2.070			
3=Very Important	Rail Transport	Importance	41.3%	28.3%	30.4%			
	rtan rranoport	Availability	15.9%		18.2%			
Availabilty		Quality						
1=Dissatisfied 2=Satisfied			20.9%		9.3%			
3=Very satisfied		Cost	23.3%	74.4%	2.3%			
0= very satisfied								
Quality	Sea Transport	Importance		37.8%	15.6%			
1=Dissatisfied		Availability	7.1%		9.5%			
2=Satisfied		Quality	2.4%	85.4%	12.2%			
3=Very satisfied		Cost	12.2%	87.8%	0.0%			
Coot								
Cost 1=High	Trucking	Importance	4.4%	17.8%	77.8%			
2=Comparable w/others		Availability	2.3%	72.7%	25.0%			
3=Low		Quality	4.5%		22.7%			
		Cost		86.0%	2.3%			
			11.070	00.070	2.070			
	Roads & Highways	Importance	6.4%	17.0%	76.6%			
	rtoddo d r ligilwayo	Availability	28.3%					
		-						
		Quality		41.3%				
		Cost	20.5%	77.3%	2.3%			
		<b>.</b> .						
	Public Transport	Importance		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%		2.2%			
		Quality	11.1%		2.2%			
		Cost		93.2%	2.3%			
		0001	4.570	33.270	2.570			
	Electric Utilities	Importance	0.00/	26 10/	72 00/			
	Lieunic Omines	-		26.1%				
		Availability	2.2%					
		Quality	4.3%		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		77.3%	4.5%			
	Water Utilities	Importance	4 3%	52.2%	43.5%			
		Availability	8.7%		13.0%			
		Quality	10.9%		17.4%			
		Cost						
		CUSI	13.6%	84.1%	2.3%			

nfrastructure continued Waste Servi		T . T	Manufacturing						
nfrastructure continued Waste Servi		1	2	3	4	5	6		
	ces Importance	4.3%	52.2%	43.5%					
	Availability	17.8%	75.6%	6.7%					
Importance	Quality	8.9%	84.4%	6.7%					
1=Not important 2=Somewhat Important	Cost	25.6%	74.4%	0.0%					
3=Very Important									
Primary Edu	ction Importance	6.4%	44.7%	48.9%					
Availabilty	Availability	13.0%	76.1%	10.9%					
1=Dissatisfied	Quality	38.3%	51.1%	10.6%					
2=Satisfied 3=Very satisfied	Cost	28.9%	64.4%	6.7%					
5- very satisfied									
Quality Secondary E	ducation Importance	6.5%	39.1%	54.3%					
1=Dissatisfied	Availability	11.1%	75.6%	13.3%					
2=Satisfied	Quality	39.1%	52.2%	8.7%					
3=Very satisfied	Cost	28.9%	66.7%	4.4%					
Cost									
1=High Vocational E	duacation Importance	2.2%	43.5%	54.3%					
2=Comparable w/others	Availability	15.6%	68.9%	15.6%					
3=Low	Quality	21.7%	69.6%	8.7%					
	Cost	15.6%	75.6%	8.9%					
Took/Comm	unity Callaga Impartance	0.00/	47.00/	<b>50.00</b> /					
Tech/Commi	unity College Importance Availability		47.8%	50.0%					
	Quality	2.2%		17.8%					
	,	6.5%							
	Cost	4.4%	88.9%	6.7%					
University	Importance	4.3%	32.6%	63.0%					
	Availability	2.3%							
	Quality	4.4%							
	Cost		77.3%	2.3%					

CATEGORY	ITEM	SCALE			Manufa	cturing		
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	4.3%	17.0%	40.4%	38.3%		
		Impact	17.4%	54.3%	28.3%			
Importance								
1=Not important	Customers	Importance	4.3%	21.7%	23.9%	50.0%		
2=Low importance		Impact	20.0%	33.3%	46.7%			
3=Moderate								
importance 3=Highly important	Attract Employees	Importance	10.9%	32.6%	39.1%	17.4%		
5=r lightly important		Impact	33.3%	48.9%	17.8%			
Impact on Location								
Decisions	Comp. as Tech Source	Importance	13.0%	34.8%	41.3%	10.9%		
1=None		Impact	37.8%	51.1%	11.1%			
2=Some impact 3=High impact		1						
3–i ligii lilipact	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%		
	July 200. Education	Impact	/	55.6%	8.9%	15.070		

CATEGORY	ITEM	SCALE Manufacturing						
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	12.2%	4.9%	19.5%	63.4%	•	
		Availability	14.6%	53.7%	31.7%			
Source		Recruiting	17.1%	48.8%	34.1%			
1=Local		1						
2=State	Experienced Mgr/Prof	Source	9.3%	2.3%	30.2%	58.1%		
3=Region 4=National/Global		Availability	14.0%	60.5%	25.6%			
4=INalio(Ial/Global		Recruiting	20.9%	37.2%	41.9%			
Availability of Qualified		1						
Labor	Univ. Graduate Technical	Source	11.6%	2.3%	51.2%	34.9%		
1=Dissatisfied		Availability	16.3%	46.5%	37.2%			
2=Neutral 3=Satisfied		Recruiting	9.3%	51.2%	39.5%			
J-Galisileu		1						
Recruiting	Univ. Graduate Non-Tech	Source	18.6%	20.9%	44.2%	16.3%		
1=Location obstructs		Availability	11.6%	44.2%	44.2%			
2=Location is neutral		Recruiting	7.0%	58.1%	34.9%			
3=Location Helps		1						
	Tech/Community College	Source	39.5%	32.6%	25.6%	2.3%		
		Availability		41.9%				
		Recruiting		58.1%				
		1						
	Trade Skills	Source	61.4%	22.7%	13.6%	2.3%		
		Availability		36.4%				
		Recruiting		63.6%				
		1						
	High School Grad	Source	77.8%	11.1%	11.1%	0.0%		
		Availability		32.6%				
		Recruiting	6.8%		34.1%			
		1						
	Unskiles/Semi-Skilled	Source	84.1%	9.1%	6.8%	0.0%		
		Availability	32.6%		27.9%	2.0,3		
		Recruiting		55.8%				
		1 Ť	,0					
Growth Trends	Post Graduate	% Growth	5.0%	57.5%	17.5%	15.0%	5.0%	0.0%
	Experienced Mgr/Prof	% Growth				18.6%		0.0%
1= >3% decline	Univ. Graduate Technical	% Growth		41.9%		14.0%	9.3%	4.7%
2= Stable 3= 3-5% growth	Univ. Graduate Non-Tech	% Growth	2.3%		9.3%	9.3%	2.3%	0.0%
4= 5-10% growth	Tech/Community College	% Growth	4.7%		14.0%	18.6%	7.0%	0.0%
5= 10-20% growth	Trade Skills	% Growth	11.1%			8.9%	6.7%	4.4%
6= >20% growth	High School Grad	% Growth	14.0%			11.6%	9.3%	2.3%
	Unskiles/Semi-Skilled	% Growth	27.3%		15.9%	11.4%	4.5%	2.3%
		1		33.070	10.070	70		070

CATEGORY	ITEM	SCALE		Manufacturing					
			1	2	3	4	5	6	
Business Trends	Expansion/Growth	Likelihood	6.4%	48.9%	44.7%				
		Impact	2.2%	2.2%	30.4%	58.7%	6.5%		
Likelihood		]							
1= Unlikely	Diversification	Likelihood	32.6%	37.0%	30.4%				
2= Somewhat likely 3= highly likely		Impact	2.3%	2.3%	39.5%	53.5%	2.3%		
g, intoly		_							
Impact on Employment	Strategioc Alliances	Likelihood	40.0%	35.6%	24.4%				
1= Substantial decliine		Impact	0.0%	0.0%	78.6%	16.7%	4.8%		
2= Decline 3= No change		]							
4= Increase	Joint Venture	Likelihood	41.3%	34.8%					
5= Substantial increase		Impact	0.0%	0.0%	81.4%	14.0%	4.7%		
		<u> </u>		_	_				
	Acquiring businesses	Likelihood	34.8%	37.0%	28.3%				
		Impact	0.0%	0.0%	71.4%	26.2%	2.4%		
	O a mara l'alla d'an	4	<b>7</b> 4 407	00.001	0 =0/				
	Consolidation	Likelihood	71.1%	22.2%	6.7%	<b>5.0</b> 01	0.501		
		Impact	0.0%	12.5%	80.0%	5.0%	2.5%		
	Diverstiture	Likelihood	70 50/	10.00/	0.00/				
	ווערוסוועוופ	Impact	79.5%	18.2%	2.3%	0.50/	0.50/		
		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%		
		-	0.0 %	1.170	01.0%	1.1/0	<b>⊣.</b> ∪ /0		
	Being Aquired	Likelihood	61.4%	29.5%	9.1%				
	] ,	Impact	2.5%	7.5%		7.5%	2.5%		
		† '	2.0 /0	0 /0	55.070	7.070	2.070		
	Other	Likelihood	0.0%	0.0%	100.0%				
		Impact	0.0%		50.0%	0.0%	50.0%		
		1 .	3.370	3.370	55.570	2.570	55.570		
Local Characteristics Impact on	GovBusiness Relations	Impact	2.2%	8.9%	46.7%	35.6%	6.7%		
Business Decisions	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%		
1= Strong negative impact	Bus-to-Bus Climate	Impact	2.3%	6.8%	61.4%	22.7%	6.8%		
2= Negative impact	Transport Infrastruction	Impact	2.3%	6.8%	47.7%	40.9%	2.3%		
3= No impact 4= Positive impact	Information Technology	Impact	0.0%	4.5%		38.6%	9.1%		
5= Strong positive impact	Education	Impact	0.0%	15.9%	29.5%	31.8%	22.7%		
5,	Labor Supply	Impact	2.3%		29.5%		29.5%		

CATEGORY	ITEM	SCALE			Other S	ervice	s			
			1	2	3	4		5	6	3
Regulatory Atmosphere	Environmental Regulation	Attractive	17.4%		0.0%					
		Improvement	13.0%		4.3%					
Attractive		Importance	27.3%	40.9%	31.8%					
1=Poor										
2=Comparable w/others 3=Good	Business Regulators	Attractive	18.2%	77.3%	4.5%					
0-3000		Improvement	9.1%	86.4%	4.5%					
Improvement		Importance	9.5%	57.1%	33.3%					
1=Declined										
2=Stable 3=Improved	Building Permitting	Attractive	27.3%	68.2%	4.5%					
3=Improved		Improvement	27.3%	72.7%	0.0%					
Importance		Importance	19.0%	38.1%	42.9%					
1=Not Important		1								
2=Somewhat Important	Other Permitting Processes	Attractive	9.1%	90.9%	0.0%					
3=Very Important		Improvement		95.5%	0.0%					
		Importance		47.6%						
		1 '	20.070	111070	20.070					
	Responsive of regulators	Attractive	26 1%	65.2%	8.7%					
	l and a second of the second o	Improvement		78.3%	4.3%					
		Importance	9.1%		54.5%					
		mportarioo	3.170	30.470	J4.J /0					
	Assistance from regulators	Attractive	Q <b>7</b> 0/	78.3%	13.0%					
	7 toolotarioe from regulatoro	Improvement	4.3%		0.0%					
		Importance	4.5%							
		importance	4.5%	00.2%	27.3%					
Government-Business Relations	Chancery/ Judicial	Attractive	0.00/	60 40/	24 60/					
Government-business (Velations	Chancery/Judicial	Improvement		68.4%						
			0.0%		10.5%					
Attanation		Importance	25.0%	50.0%	25.0%					
Attractive 1=Poor	Kanada da abla Attawa	A 44 45	4.00/	04.00/	00.00/					
2=Comparable w/others	Knowledgable Attorneys	Attractive		61.9%						
3=Good		Improvement		81.0%						
		Importance	4.5%	68.2%	27.3%					
Improvement			0.00/	4	- 4 - 0 /					
1=Declined 2=Stable	Access to Legislators	Attractive		45.5%						
3=Improved		Improvement		77.3%						
		Importance	8.7%	43.5%	47.8%					
Importance										
1=Not Important	Influence in legislature	Attractive		54.5%						
2=Somewhat Important		Improvement		72.7%						
3=Very Important		Importance	8.7%	30.4%	60.9%					
	Access to Gov. Leaders	Attractive	4.5%	50.0%	45.5%					
		Improvement	4.5%							
		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		81.0%	0.0%					
		Importance		45.5%						
		1								
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CATEGORY	ITEM	SCALE			Other S	ervices		•
			1	2	3	4	5	6
Taxation	Personal Income	Attractive	33.3%	47.6%	19.0%			
		Improvement	19.0%	42.9%	38.1%			
Attractive		Importance	0.0%	33.3%	66.7%			
1=Poor								
2=Comparable w/others	Corporate Income	Attractive	5.3%	78.9%	15.8%			
3=Good		Improvement	5.3%	84.2%	10.5%			
Improvement		Importance	5.3%	42.1%	52.6%			
1=Declined								
2=Stable	Gross Recpt	Attractive	31.6%	68.4%	0.0%			
3=Improved		Improvement	10.5%	84.2%	5.3%			
Importance		Importance	26.3%	31.6%	42.1%			
1=Not Important								
2=Somewhat Important	R&D Tax Credit	Attractive	16.7%	83.3%	0.0%			
3=Very Important		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%		47.1%			
		•	_0	_0.070				

CATEGORY	ITEM	SCALE			Other Se	ervice	s			
			1	2	3	4		5		6
Infrastructure	Air Transport	Importance	22.7%	27.3%	50.0%		•		•	
		Availability	31.8%	54.5%	13.6%					
Importance		Quality	23.8%	66.7%	9.5%					
1=Not important		Cost	42.9%	52.4%	4.8%					
2=Somewhat Important		1								
3=Very Important	Rail Transport	Importance	31.8%	36.4%	31.8%					
Availabilty		Availability		63.6%	18.2%					
1=Dissatisfied		Quality	9.5%		9.5%					
2=Satisfied		Cost		90.5%	4.8%					
3=Very satisfied		1								
Over186	Sea Transport	Importance	68.2%	27.3%	4.5%					
Quality 1=Dissatisfied	·	Availability		100.0%	0.0%					
2=Satisfied		Quality		94.1%	5.9%					
3=Very satisfied		Cost		94.1%	5.9%					
		1	3.070	J /0	3.070					
Cost	Trucking	Importance	31.8%	40.9%	27.3%					
1=High 2=Comparable w/others	3	Availability		95.0%	5.0%					
3=Low		Quality		95.0%	5.0%					
3-23W		Cost		100.0%	0.0%					
			0.070	100.070	0.070					
	Roads & Highways	Importance	0.0%	31.8%	68 2%					
		Availability	36.4%							
		Quality	40.9%		13.6%					
		Cost		63.6%	4.5%					
		0001	31.070	03.0 /	4.5 /0					
	Public Transport	Importance	Q 70/	43.5%	47.8%					
	T abile Transport	Availability	43.5%		13.0%					
		Quality	39.1%		8.7%					
		Cost			4.3%					
		Cost	4.3%	91.3%	4.5%					
	Information Technolog	Importance	4 20/	20.00/	7F 00/					
	information rechnolog	Availability			75.0%					
		Quality		75.0%						
		,		87.5%	8.3%					
		Cost	20.8%	79.2%	0.0%					
	Floatria I Hilitiaa	lmnortonoo	0.00/	44 70/	E0.00/					
	Electric Utilities	Importance		41.7%						
		Availability		75.0%						
		Quality		79.2%						
		Cost	29.2%	62.5%	8.3%					
	Coo Hallai		40.007	E0 001	04.004					
	Gas Utilities	Importance		52.2%	34.8%					
		Availability	0.0%		9.5%					
		Quality	0.0%		9.5%					
		Cost	14.3%	76.2%	9.5%					
	Water Utilities	Importance		43.5%						
		Availability	9.1%		22.7%					
		Quality	13.6%							
		Cost	18.2%	77.3%	4.5%					
		-								

CATEGORY	ITEM	SCALE			Other S	ervices		
			1	2	3	4	5	6
Infrastructure continued	Waste Services	Importance	8.7%	39.1%	52.2%			-
		Availability	13.6%	68.2%	18.2%			
Importance		Quality	13.6%	72.7%	13.6%			
1=Not important 2=Somewhat Important		Cost	36.4%	63.6%	0.0%			
3=Very Important		1						
o very imperium	Primary Eduction	Importance	9.5%	23.8%	66.7%			
Availabilty		Availability	10.0%	75.0%	15.0%			
1=Dissatisfied		Quality	40.0%	50.0%	10.0%			
2=Satisfied		Cost	15.0%	75.0%	10.0%			
3=Very satisfied		1						
Quality	Secondary Education	Importance	4.8%	23.8%	71.4%			
1=Dissatisfied		Availability	15.0%		15.0%			
2=Satisfied		Quality	40.0%	50.0%	10.0%			
3=Very satisfied		Cost		75.0%				
Cost		1						
1=High	Vocational Eduacation	Importance	4.5%	31.8%	63.6%			
2=Comparable w/others		Availability		66.7%	19.0%			
3=Low		Quality	14.3%		9.5%			
		Cost		81.0%	9.5%			
		1						
	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	4.00/	40.00/	70.00/			
	Offiversity		4.8%		76.2%			
		Availability Quality	5.0%					
		1 1		61.9%				
		Cost	19.0%	81.0%	0.0%			
		_						

CATEGORY	ITEM	SCALE		•				
			1	2	3	4	5	6
Business-to-Business Climate	Suppliers	Importance	4.3%	21.7%	43.5%	30.4%		
		Impact	30.4%	26.1%	43.5%			
Importance								
1=Not important	Customers	Importance	4.3%	8.7%	4.3%	82.6%		
2=Low importance		Impact	13.0%	4.3%	82.6%			
3=Moderate								
importance 3=Highly important	Attract Employees	Importance	13.6%	22.7%	36.4%	27.3%		
3=i lighiy important		Impact	26.1%	47.8%	26.1%			
Impact on Location								
Decisions	Comp. as Tech Source	Importance	17.4%	34.8%	30.4%	17.4%		
1=None		Impact	30.4%	52.2%	17.4%			
2=Some impact 3=High impact								
3–i ligii lilipact	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%		
	3	Impact		34.8%		00.070		
		7						

CATEGORY	ITEM	SCALE	<u></u>		Other S			
			1	2	3	4	5	6
Labor Supply	Post Graduate	Source	31.6%	5.3%	31.6%	31.6%	<u>_</u>	_
		Availability	22.2%	44.4%	33.3%			
Source		Recruiting	5.9%	35.3%	58.8%			
1=Local		7						
2=State	Experienced Mgr/Prof	Source	30.4%	4.3%	39.1%	26.1%		
3=Region 4=National/Global		Availability	40.9%		27.3%			
+-inalionai/Giodal		Recruiting	4.8%	38.1%	57.1%			
Availability of Qualified		]						
Labor	Univ. Graduate Technical	Source	19.0%	23.8%	47.6%	9.5%		
1=Dissatisfied		Availability	40.0%	40.0%	20.0%			
2=Neutral 3=Satisfied		Recruiting	10.5%	36.8%	52.6%			
ว=งิสแจเเซน		1						
Recruiting	Univ. Graduate Non-Tech	Source	25.0%	35.0%	40.0%	0.0%		
1=Location obstructs		Availability	26.3%		15.8%			
2=Location is neutral		Recruiting	0.0%	50.0%				
3=Location Helps		1						
	Tech/Community College	Source	52.4%	28.6%	19.0%	0.0%		
		Availability		65.0%				
		Recruiting		47.4%				
		1	,	, 0	, 0			
	Trade Skills	Source	60.0%	20.0%	20.0%	0.0%		
		Availability		64.3%		2.0,0		
		Recruiting		53.8%				
		1	2.0,0					
	High School Grad	Source	72.2%	11.1%	16.7%	0.0%		
	_	Availability		50.0%		2.0,0		
		Recruiting	0.0%		41.2%			
		† Š	2.070	22.070				
	Unskiles/Semi-Skilled	Source	77.8%	0.0%	22.2%	0.0%		
		Availability	33.3%			0.070		
		Recruiting		64.7%				
		┪ ँ	0.070	3 70	30.070			
Growth Trends	Post Graduate	% Growth	5.6%	44.4%	22.2%	22.2%	5.6%	0.0%
	Experienced Mgr/Prof	% Growth				33.3%		
1= >3% decline	Univ. Graduate Technical	% Growth		31.6%			21.1%	10.5%
2= Stable 3= 3-5% growth	Univ. Graduate Non-Tech	% Growth	5.3%		31.6%	21.1%	15.8%	0.0%
3= 3-5% growth 4= 5-10% growth	Tech/Community College	% Growth	0.0%		36.8%	15.8%	0.0%	5.3%
5= 10-20% growth	Trade Skills	% Growth	0.0%		33.3%	13.3%	0.0%	0.0%
6= >20% growth	High School Grad	% Growth	0.0%		33.3%	16.7%	5.6%	5.6%
	Unskiles/Semi-Skilled	% Growth	5.6%		33.3%	16.7%	5.6%	0.0%
1		1	0.070	00.070	00.070	10.1 /0	0.070	0.070
	1	1						

CATEGORY	ITEM	SCALE	Other Services					
			1	2	3	4	5	6
Business Trends	Expansion/Growth	Likelihood	14.3%	28.6%	57.1%	•		
		Impact	0.0%	14.3%	23.8%	28.6%	33.3%	
Likelihood		]						
1= Unlikely 2= Somewhat likely	Diversification	Likelihood	28.6%	47.6%	23.8%			
3= highly likely		Impact	0.0%	5.0%	35.0%	50.0%	10.0%	
· ···· <del>g</del> ····, ···· <del>··</del> ··,		_						
Impact on Employment	Strategioc Alliances	Likelihood	22.7%	40.9%	36.4%			
1= Substantial decliine		Impact	4.8%	14.3%	47.6%	28.6%	4.8%	
2= Decline 3= No change		1						
4= Increase	Joint Venture	Likelihood	13.6%					
5= Substantial increase		Impact	0.0%	14.3%	57.1%	19.0%	4.8%	
		<u> </u>			_			
	Acquiring businesses	Likelihood	19.0%	52.4%	28.6%			
		Impact	5.0%	25.0%	40.0%	20.0%	10.0%	
	One of the	<b>.</b>	40.55	<b>,-</b>	A			
	Consolidation	Likelihood	42.9%	47.6%	9.5%	4 4		
		Impact	9.5%	33.3%	42.9%	14.3%	0.0%	
	Diverstiture	Likelihood	74 407	00.007	4.007			
	บเงคเรแเนเค		71.4%		4.8%	F 00'	0.007	
		Impact	10.5%	21.1%	63.2%	5.3%	0.0%	
	Mergers	Likelihood	42.9%	42.9%	14.3%			
		Impact	42.9% 5.0%	42.9% 20.0%	14.3% 65.0%	10.0%	0.0%	
	-		5.0%	∠∪.∪%	UU.U%	10.0%	0.0%	
	Being Aquired	Likelihood	57.1%	28.6%	14.3%			
		Impact		21.1%		5.3%	0.0%	
			J.J /0	<b>-</b> 1.1/0	JU. <del>T</del> /0	J.J /0	0.070	
	Other	Likelihood	0.0%	100.0%	0.0%			
		Impact		100.0%	0.0%	0.0%	0.0%	
		† '	0.070	. 55.0 /0	0.070	0.070	0.070	
Local Characteristics Impact on	GovBusiness Relations	Impact	0.0%	13.0%	47.8%	30.4%	8.7%	
Business Decisions	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%	
1= Strong negative impact	Bus-to-Bus Climate	Impact	0.0%	4.5%	45.5%	36.4%	13.6%	
2= Negative impact	Transport Infrastruction	Impact	8.7%	13.0%	26.1%	34.8%	17.4%	
3= No impact 4= Positive impact	Information Technology	Impact	0.0%	4.5%			22.7%	
5= Strong positive impact	Education	Impact	8.7%	13.0%	30.4%	39.1%	8.7%	
31 - 2 z <b>pao</b> .	Labor Supply	Impact	18.2%		22.7%		18.2%	
	•	-						