						645 New York	CLO 3								
Which of the following industry cates	ories be	st describ			s your firm	is engaged in?							1		
	1			Region	T _			1	Г		1	T		uster Gro	T
	Total	Albany	Buffalo	Rochester									High	Middle	Low
Engineering and Construction	15%	20%	13%	13%	12%								15%	13%	16%
Food and Beverage	3%	2%	5%	4%	2%								3%	4%	3%
Financial	8%	10%	9%	4%	7%								10%	9%	5%
Manufacturing	18%	12%	21%	20%	20%								21%	17%	15%
Retail	13%	13%	11%	16%	11%								13%	12%	13%
Service	29%	31%	25%	31%	32%								27%	29%	33%
Wholesale and Distribution	13%	12%	16%	10%	15%								11%	15%	15%
Other	0%	0%	1%	0%	0%								0%	0%	0%
As you think about the current busin or considerably worse?	ess or ec	onomic c	onditions	in New York	as compare	ed to six months	ago, would	you say the	y are considerably	y better,	a little be	etter, about the	same,	a little w	orse,
				Region					Industry				Cl	uster Gro	up
	T-4-1	Allham	Dffala	Da ah a atau	C	Engineering &	Food &	Financial	D.C. and C. and	Datail	Camilaa	Wholesale &	11:-6	80:441.	
Constitutible batter	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Considerably better	2%	1%	1%	3%	3%	4%	5%	0%	2%	1%	0%	5%	5%	0%	0%
A little better	27%	24%	24%	35%	25%	28%	14%	26%	34%	23%	31%	15%	63%	12%	1%
About the same	38%	36%	42%	33%	40%	36%	38%	54%	36%	43%	33%	39%	31%	59%	15%
A little worse	26%	32%	27%	22%	20%	25%	29%	20%	22%	22%	28%	31%	1%	27%	57%
Considerably worse	8%	8%	7%	7%	12%	6%	14%	0%	6%	10%	9%	10%	0%	2%	27%
Looking forward from today through	next vea	r. that is.	the entire	e 2011 vear.	how would	vou describe voi	ır expectatio	ons for the	l economy in New '	York?					<u> </u>
	7	1		Region		,			Industry				CI	uster Gro	qu
				I		Engineering &	Food &		,			Wholesale &			T .
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Considerably better	2%	2%	2%	1%	2%	4%	0%	2%	1%	1%	3%	0%	5%	0%	0%
A little better	33%	25%	29%	43%	37%	29%	38%	37%	34%	35%	32%	32%	75%	18%	0%
About the same	32%	42%	32%	28%	26%	38%	24%	35%	33%	37%	27%	33%	20%	59%	10%
A little worse	24%	21%	28%	22%	26%	20%	33%	20%	25%	17%	28%	25%	0%	22%	60%
Considerably worse	9%	10%	9%	7%	9%	8%	5%	6%	7%	10%	11%	9%	0%	2%	31%
		<u> </u>	<u> </u>								<u> </u>				
Now thinking specifically about your	industry,	ustry, how would you describe the current business or economic conditions in New York as compared with six months ago?								CI	atau Cua				
				Region		English and a R	F10		Industry		1	M/I I I . 0	u	uster Gro	up
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Considerably better	3%	3%	2%	3%	3%	1%	0%	2%	3%	2%	4%	1%	8%	0%	0%
A little better	25%	19%	25%	31%	28%	22%	24%	30%	35%	21%	24%	20%	64%	8%	0%
About the same	36%	40%	37%	31%	32%	38%	33%	48%	30%	43%	32%	37%	28%	61%	9%
A little worse	28%	28%	32%	26%	26%	29%	29%	20%	25%	26%	28%	34%	0%	29%	63%
Considerably worse	8%	11%	5%	9%	11%	9%	14%	0%	6%	7%	11%	8%	0%	2%	29%
,															<del>                                     </del>

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And looking forward from today through the next year, how would you describe your expectations for your industry in New York?

			F	Region					Industry				CI	uster Gro	up
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Considerably better	4%	2%	4%	5%	7%	4%	0%	4%	5%	7%	4%	2%	13%	0%	0%
A little better	30%	29%	26%	38%	31%	31%	24%	39%	34%	32%	27%	26%	70%	14%	1%
About the same	34%	37%	38%	27%	32%	34%	57%	39%	29%	36%	30%	41%	17%	66%	11%
A little worse	21%	18%	26%	22%	21%	21%	14%	11%	24%	17%	24%	24%	0%	18%	55%
Considerably worse	9%	15%	7%	7%	9%	11%	5%	7%	7%	7%	14%	6%	0%	2%	33%
Now thinking specifically about yo	our firm, wh	at are voi	ur expecta	 ations for rev	enue throu	gh the year 2011	? Do you be	lieve vour r	evenue will?				<u> </u>		
Trow trimking specifically about ye		T TO		Region	Tenue tinou	gir the year 2011	Do you be	incre your i	Industry				CI	uster Gro	un
						Engineering &	Food &		linaustry			Wholesale &		<u> </u>	
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Grow substantially	3%	2%	2%	6%	2%	2%	5%	0%	4%	2%	2%	6%	6%	2%	1%
Grow moderately	42%	35%	44%	43%	46%	29%	38%	65%	53%	43%	40%	32%	73%	32%	15%
Stay about the same	31%	36%	34%	29%	24%	38%	24%	22%	28%	33%	30%	39%	19%	47%	26%
Decrease moderately	20%	21%	17%	19%	26%	27%	33%	13%	13%	21%	22%	21%	3%	19%	46%
Decrease substantially	3%	5%	3%	2%	2%	3%	0%	0%	3%	0%	7%	2%	0%	0%	12%
,										•					
Again as you consider your firm a							enue from y	our existing	customers, abou	t the sar	ne revenu	ie from your ex	isting c	ustomers	as
,			custome	rs than you o			enue from y	our existing		t the sar	me revenu	ue from your ex	1		
Again as you consider your firm a			custome			9.		our existing	customers, abou	t the sar	ne revenu		1	ustomers uster Gro	
Again as you consider your firm a	ue from you	r existing	custome F	rs than you o	currently do	Engineering &	Food &		Industry			Wholesale &	CI	uster Gro	up
Again as you consider your firm an you currently realize or less reven	rue from you	r existing Albany	custome F Buffalo	rs than you o Region Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Industry  Manufacturing	Retail	Service	Wholesale & Distribution	CI High	uster Gro	up Low
Again as you consider your firm an you currently realize or less reven  Additional revenue	Total	Albany 20%	Buffalo 25%	rs than you o Region Rochester 29%	Syracuse 23%	Engineering & Construction	Food & Beverage	Financial 26%	Industry  Manufacturing 38%	Retail 25%	Service 21%	Wholesale & Distribution 23%	CI High 46%	wster Gro Middle 15%	up Low 9%
Again as you consider your firm an you currently realize or less reven	Total 24% 49%	Albany 20% 47%	Buffalo 25% 52%	Region  Rochester 29% 43%	Syracuse 23% 49%	Engineering & Construction 15% 47%	Food & Beverage 14% 57%	Financial 26% 52%	Manufacturing 38% 49%	Retail 25% 46%	<b>Service</b> 21% 47%	Wholesale & Distribution 23% 51%	CI High 46% 49%	Middle 15% 59%	up Low 9% 32%
Again as you consider your firm an you currently realize or less reven  Additional revenue	Total	Albany 20%	Buffalo 25%	rs than you o Region Rochester 29%	Syracuse 23%	Engineering & Construction	Food & Beverage	Financial 26%	Industry  Manufacturing 38%	Retail 25%	Service 21%	Wholesale & Distribution 23%	CI High 46%	wster Gro Middle 15%	up Low 9% 32%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue	Total 24% 49% 27%	Albany 20% 47% 33%	Buffalo 25% 52% 23%	Region  Rochester  29%  43%  28%	Syracuse 23% 49% 28%	Engineering & Construction 15% 47% 38%	Food & Beverage 14% 57% 29%	Financial 26% 52% 22%	Manufacturing 38% 49% 13%	Retail 25% 46% 30%	Service 21% 47% 32%	Wholesale & Distribution 23% 51% 26%	High 46% 49% 5%	Middle 15% 59% 26%	up  Low  9%  32%  59%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm,	Total 24% 49% 27%  please think	Albany 20% 47% 33%	Buffalo 25% 52% 23% about prof	Region  Rochester  29%  43%  28%  Fitability. Bet	Syracuse 23% 49% 28%	Engineering & Construction 15% 47% 38%	Food & Beverage 14% 57% 29%	Financial 26% 52% 22%	Manufacturing 38% 49% 13%	Retail 25% 46% 30%	Service 21% 47% 32%	Wholesale & Distribution 23% 51% 26%	High 46% 49% 5%	Middle 15% 59% 26%	up  Low  9%  32%  59%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue	Total 24% 49% 27%  please think	Albany 20% 47% 33%	Buffalo 25% 52% 23% about profestantially?	Region  Rochester  29%  43%  28%  fitability. Bet	Syracuse 23% 49% 28%	Engineering & Construction 15% 47% 38%	Food & Beverage 14% 57% 29%	Financial 26% 52% 22%	Industry  Manufacturing 38% 49% 13%  do you expect yo	Retail 25% 46% 30%	Service 21% 47% 32%	Wholesale & Distribution 23% 51% 26%	High 46% 49% 5%	Middle 15% 59% 26% oderately	Low 9% 32% 59%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm,	Total 24% 49% 27%  please think	Albany 20% 47% 33%	Buffalo 25% 52% 23% about profestantially?	Region  Rochester  29%  43%  28%  Fitability. Bet	Syracuse 23% 49% 28%	Engineering & Construction  15% 47% 38%  y and the end of	Food & Beverage 14% 57% 29% the calendar	Financial 26% 52% 22%	Manufacturing 38% 49% 13%	Retail 25% 46% 30%	Service 21% 47% 32%	Wholesale & Distribution 23% 51% 26% substantially, g	High 46% 49% 5%	Middle 15% 59% 26%	Low 9% 32% 59%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm,	Total 24% 49% 27%  please think ately or decr	Albany 20% 47% 33% 4 quickly a ease subs	Buffalo 25% 52% 23% about profestantially?	Region  Rochester  29%  43%  28%  Fitability. Bet	Syracuse 23% 49% 28% ween toda	Engineering & Construction  15%  47%  38%  y and the end of	Food & Beverage 14% 57% 29% the calendar	Financial 26% 52% 22% r year 2011	Industry  Manufacturing 38% 49% 13% do you expect yo Industry	Retail 25% 46% 30% ur profit	Service 21% 47% 32% s to grow	Wholesale & Distribution 23% 51% 26% substantially, g	CI High 46% 49% 5%	Middle 15% 59% 26% oderately	Low 9% 32% 59% , stay
Again as you consider your firm anyou currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm, about the same, decrease modera	Total 24% 49% 27%  please think ately or decr	Albany Albany 20% 47% 33% a quickly a ease subs	Buffalo 25% 52% 23% about protestantially?	Region  Rochester  29%  43%  28%  Fitability. Bet  Region  Rochester	Syracuse 23% 49% 28% ween toda	Engineering & Construction 15% 47% 38%  y and the end of  Engineering & Construction	Food & Beverage 14% 57% 29% the calendar Food & Beverage	Financial 26% 52% 22% r year 2011	Industry  Manufacturing 38% 49% 13%  do you expect yo  Industry  Manufacturing	Retail 25% 46% 30% ur profit	Service 21% 47% 32% s to grow	Wholesale & Distribution 23% 51% 26% substantially, g	High 46% 49% 5% grow mc	Middle 15% 59% 26% oderately, uster Gro	Low 9% 32% 59% , stay
Again as you consider your firm anyou currently realize or less reven  Additional revenue About the same revenue Less revenue  Continuing to focus on your firm, about the same, decrease modera	Total 24% 49% 27%  please think ately or decr	Albany 20% 47% 33% quickly a ease subs Albany 3%	Buffalo 25% 52% 23% about profestantially? Buffalo 1%	Region  Rochester 29% 43% 28%  Fitability. Bet Region  Rochester 3%	Syracuse 23% 49% 28%  ween toda  Syracuse 2%	Engineering & Construction 15% 47% 38%  y and the end of  Engineering & Construction 1%	Food & Beverage 14% 57% 29%  the calendar  Food & Beverage 0%	Financial 26% 52% 22% r year 2011 Financial 2%	Industry  Manufacturing 38% 49% 13%  do you expect yo  Industry  Manufacturing 3%	Retail 25% 46% 30% ur profit Retail	Service 21% 47% 32% s to grow Service 1%	Wholesale & Distribution 23% 51% 26% substantially, g	CI High 46% 49% 5%  crow me	Middle 15% 59% 26%  oderately uster Gro Middle 2%	Low 9% 32% 59% , stay up
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm, about the same, decrease modera  Grow substantially  Grow moderately	Total 24% 49% 27% please think ately or decr	Albany 20% 47% 33% quickly a ease subs Albany 3% 21%	Buffalo 25% 52% 23%  about prob stantially?  Buffalo 1% 34%	Region  Rochester 29% 43% 28%  Fitability. Bet Region  Rochester 3% 34%	Syracuse 23% 49% 28%  ween toda  Syracuse 2% 30%	Engineering & Construction  15% 47% 38%  y and the end of  Engineering & Construction  1% 22%	Food & Beverage 14% 57% 29%  the calendar  Food & Beverage 0% 19%	Financial 26% 52% 22% Financial 2% 44%	Industry  Manufacturing 38% 49% 13%  do you expect yo  Industry  Manufacturing 3% 41%	Retail 25% 46% 30% ur profit Retail 1% 30%	Service 21% 47% 32% s to grow Service 1% 25%	Wholesale & Distribution 23% 51% 26% Substantially, go Wholesale & Distribution 3% 28%	CI High 46% 49% 5% CI High 46% 49% 5%	Middle 15% 59% 26%  oderately uster Gro  Middle 2% 21%	Low 9% 32% 59% Low 0% 11%
Again as you consider your firm an you currently realize or less reven  Additional revenue About the same revenue Less revenue  Continuing to focus on your firm, about the same, decrease moderately  Grow substantially  Grow moderately  Stay about the same	Total 24% 49% 27% please think ately or decr	Albany 20% 47% 33% quickly a ease subs Albany 3% 21% 38%	Buffalo 25% 52% 23% bout profitantially? Buffalo 1% 34% 35%	Region  Rochester 29% 43% 28%  Fitability. Bet Region  Rochester 3% 34% 38%	Syracuse 23% 49% 28%  ween toda  Syracuse 2% 30% 37%	Engineering & Construction  15% 47% 38%  y and the end of  Engineering & Construction  1% 22% 38%	Food & Beverage  14% 57% 29%  the calendar  Food & Beverage 0% 19% 43%	Financial 26% 22% 22% Financial 2% 44% 37%	Industry  Manufacturing 38% 49% 13%  do you expect yo  Industry  Manufacturing 3% 41% 34%	Retail 25% 46% 30%   Retail 1% 30% 37%	Service 21% 47% 32% s to grow Service 1% 25% 37%	Wholesale & Distribution 23% 51% 26% Substantially, go Wholesale & Distribution 3% 28% 40%	CI High 46% 49% 5% CI High 4% 54% 33%	wster Growniadle 15% 59% 26% 26%  oderately, wster Growniadle 2% 21% 49%	Low 9% 32% 59% , stay up Low 0% 11% 24%
Again as you consider your firm an you currently realize or less reven  Additional revenue  About the same revenue  Less revenue  Continuing to focus on your firm, about the same, decrease modera  Grow substantially  Grow moderately	Total 24% 49% 27% please think ately or decr	Albany 20% 47% 33% quickly a ease subs Albany 3% 21%	Buffalo 25% 52% 23%  about prob stantially?  Buffalo 1% 34%	Region  Rochester 29% 43% 28%  Fitability. Bet Region  Rochester 3% 34%	Syracuse 23% 49% 28%  ween toda  Syracuse 2% 30%	Engineering & Construction  15% 47% 38%  y and the end of  Engineering & Construction  1% 22%	Food & Beverage 14% 57% 29%  the calendar  Food & Beverage 0% 19%	Financial 26% 52% 22% Financial 2% 44%	Industry  Manufacturing 38% 49% 13%  do you expect yo  Industry  Manufacturing 3% 41%	Retail 25% 46% 30% ur profit Retail 1% 30%	Service 21% 47% 32% s to grow Service 1% 25%	Wholesale & Distribution 23% 51% 26% Substantially, go Wholesale & Distribution 3% 28%	CI High 46% 49% 5% CI High 46% 49% 5%	Middle 15% 59% 26%  oderately uster Gro  Middle 2% 21%	Low 9% 32% 59%

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			F	Region					Industry				Cl	uster Gro	up		
						Engineering &	Food &					Wholesale &					
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low		
Market/Demand growth	42%	41%	44%	40%	40%	37%	24%	48%	39%	46%	44%	40%	61%	37%	23%		
Cost reduction	37%	41%	37%	32%	38%	48%	52%	33%	34%	36%	34%	36%	19%	41%	55%		
Price increase	8%	6%	8%	10%	8%	6%	19%	4%	8%	9%	7%	14%	8%	9%	7%		
New technology	8%	8%	5%	13%	11%	3%	5%	9%	17%	5%	8%	7%	9%	8%	8%		
Other	4%	5%	4%	3%	3%	4%	0%	6%	1%	5%	6%	1%	3%	4%	4%		
No response	1%	1%	2%	1%	0%	1%	0%	0%	1%	0%	2%	2%	0%	1%	3%		
Please indicate which of the following	are maj	or areas	of concen	tration for y	our firm no	w and through 20	011.										
			F	Region		Industry								Cluster Group			
						Engineering &	Food &					Wholesale &					
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lov		
Expansion of existing markets	58%	50%	62%	55%	67%	61%	33%	59%	66%	48%	53%	68%	68%	56%	479		
Growth in existing products	52%	49%	53%	49%	55%	33%	48%	59%	66%	51%	45%	66%	64%	47%	429		
Entry into new markets	35%	31%	35%	31%	45%	33%	33%	43%	42%	25%	36%	31%	35%	33%	379		
Internal restructuring	30%	34%	28%	31%	29%	39%	24%	22%	26%	32%	33%	26%	21%	33%	39%		
Technology innovation	28%	28%	23%	28%	36%	18%	19%	37%	36%	19%	35%	20%	34%	25%	25%		
New product lines	27%	26%	29%	25%	29%	8%	48%	20%	37%	32%	24%	34%	30%	25%	279		
Acquisition of new businesses	16%	15%	16%	14%	17%	6%	19%	31%	17%	14%	15%	16%	16%	16%	15%		
Construction of new locations	9%	12%	9%	10%	4%	13%	14%	7%	6%	11%	10%	6%	9%	11%	7%		
Other	3%	5%	2%	4%	3%	4%	0%	2%	3%	5%	4%	2%	3%	4%	3%		
No response	0%	1%	1%	1%	0%	0%	0%	0%	0%	2%	1%	0%	0%	1%	1%		
Please indicate which of the following	is the N	1AIN area	of conce	ntration for	your compa	ny now and thro	ugh 2011.						1				
			F	Region	•		1	T	Industry		T	T	Cl	uster Gro	up		
						Engineering &	Food &		_			Wholesale &					
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lov		
Expansion of existing markets	32%	33%	30%	31%	32%	37%	14%	22%	26%	33%	33%	39%	38%	33%	219		
Growth in existing products	23%	20%	26%	20%	26%	15%	24%	35%	32%	23%	17%	28%	29%	24%	15%		
Entry into new markets	13%	13%	13%	14%	11%	20%	19%	15%	12%	7%	12%	9%	10%	10%	209		
Internal restructuring	12%	10%	13%	12%	13%	18%	14%	6%	7%	10%	13%	14%	6%	11%	209		
New product lines	6%	6%	7%	4%	7%	1%	19%	2%	9%	6%	7%	2%	4%	7%	5%		
Technology innovation	6%	7%	5%	9%	4%	0%	5%	9%	7%	5%	9%	5%	6%	5%	8%		
Acquisition of new businesses	4%	4%	3%	6%	7%	3%	0%	9%	5%	6%	4%	3%	5%	4%	4%		
Construction of new locations	1%	1%	2%	2%	0%	2%	5%	0%	1%	1%	2%	0%	0%	2%	2%		
Other	2%	5%	2%	1%	1%	4%	0%	2%	2%	5%	3%	0%	1%	4%	2%		
No response	1%	1%	1%	1%	0%	0%	0%	0%	0%	2%	1%	0%	0%	1%	1%		

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Do you intend to invest between today through 2011 in any fixed assets for your firm designed to meet growing demand, reduce costs or enhance productivity?															
			F	Region					Industry				Cluster Group		
		Engineering & Food & Wholesale										Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Yes	51%	49%	49%	57%	47%	47%	38%	52%	66%	46%	46%	51%	62%	51%	36%
No	37%	37%	40%	34%	40%	41%	52%	37%	24%	42%	43%	32%	26%	37%	52%
Not sure	12%	14%	11%	8%	13%	12%	10%	11%	9%	12%	11%	17%	12%	12%	11%
		2/0 14/0 11/0 8/0 13/0 12/0 10/0 11/0 3/0 12/0 11/0 1//0 12/0 12/0 1													

			F	Region		Industry								Cluster Group			
						Engineering &	Food &					Wholesale &					
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low		
Internally generated funds	60%	58%	69%	57%	53%	49%	50%	96%	51%	68%	56%	66%	58%	60%	64%		
Borrow from a financial institution	28%	29%	24%	36%	21%	44%	50%	0%	34%	30%	24%	25%	31%	28%	25%		
Private equity	7%	5%	3%	5%	18%	4%	0%	0%	6%	0%	15%	5%	6%	6%	10%		
Not sure	5%	8%	4%	1%	9%	2%	0%	4%	9%	3%	6%	5%	5%	7%	2%		

Now thinking about the people that work for your firm, do you intend to substantially increase, moderately increase, remain about the same or decrease your workforce between today and the end of 2011?

			R	egion					Industry				Clu	uster Gro	up
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Substantially increase	0%	0%	1%	0%	1%	0%	0%	0%	1%	0%	1%	0%	1%	0%	0%
Moderately increase	27%	27%	27%	27%	24%	27%	14%	33%	38%	17%	27%	17%	47%	21%	8%
Remain about the same	61%	59%	60%	66%	63%	58%	67%	61%	53%	72%	59%	70%	48%	70%	66%
Decrease	12%	14%	13%	7%	12%	15%	19%	6%	9%	11%	13%	13%	4%	10%	26%
											·				

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			F	Region					Industry				CI	uster Gro	up
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Lov
Health care costs	79%	82%	78%	79%	75%	81%	95%	65%	81%	74%	78%	85%	75%	80%	83%
Taxation	70%	73%	73%	62%	69%	76%	81%	72%	66%	80%	62%	70%	64%	67%	82%
Governmental regulation	67%	66%	69%	66%	66%	68%	76%	83%	66%	70%	62%	64%	54%	69%	829
Adverse economic conditions	62%	60%	63%	58%	69%	61%	62%	63%	59%	69%	60%	61%	56%	64%	66%
Energy costs	40%	38%	39%	40%	42%	38%	52%	9%	49%	47%	38%	45%	35%	40%	48%
Rising supplier costs	35%	38%	35%	32%	35%	39%	57%	4%	48%	32%	32%	38%	33%	35%	39%
Cash flow	33%	33%	30%	35%	36%	35%	43%	13%	30%	37%	36%	33%	29%	35%	34%
Existing U.S. competition	25%	22%	28%	27%	24%	21%	48%	33%	34%	21%	18%	29%	31%	27%	15%
Risk management	20%	17%	27%	18%	17%	26%	33%	28%	11%	21%	20%	14%	20%	20%	19%
Human resources	18%	17%	18%	20%	17%	12%	33%	20%	12%	21%	22%	15%	15%	22%	16%
Ability to obtain suitable financing	14%	14%	15%	13%	14%	13%	24%	9%	14%	16%	13%	15%	11%	15%	15%
Foreign competition	12%	8%	15%	14%	11%	1%	19%	2%	34%	9%	5%	18%	15%	11%	10%
Global political instability	8%	7%	11%	11%	3%	6%	10%	13%	5%	12%	6%	11%	5%	10%	10%
Availability of equity financing	7%	6%	7%	7%	8%	5%	5%	4%	8%	4%	9%	7%	5%	7%	10%
Other	2%	3%	3%	2%	2%	2%	0%	2%	4%	1%	2%	3%	2%	3%	3%
	1			Region											٣٢_
						Engineering &	Food &		Industry			Wholesale &	Ci	uster Gro	
	Total	Albany	Buffalo	Rochester	Syracuse	Engineering & Construction	Food & Beverage	Financial	Manufacturing	Retail	Service	Wholesale & Distribution	High	Middle	Low
Adverse economic conditions	Total	Albany 30%	Buffalo 27%		Syracuse 32%	0		Financial 26%	,	Retail 40%	Service 25%				
Adverse economic conditions Governmental regulation	_			Rochester	1	Construction	Beverage		Manufacturing			Distribution	High	Middle	24%
	28%	30%	27%	Rochester 25%	32%	Construction 37%	Beverage 14%	26%	Manufacturing 27%	40%	25%	Distribution 22%	High 29%	Middle 31%	24%
Governmental regulation	28% 18%	30% 15%	27% 22%	Rochester 25% 17%	32% 18%	Construction 37% 20%	14% 24%	26% 35%	Manufacturing 27% 10%	40% 19%	25% 21%	Distribution 22% 9%	High 29% 15%	Middle 31% 14%	24% 29% 16% 14%
Governmental regulation Taxation	28% 18% 16%	30% 15% 14%	27% 22% 18%	Rochester 25% 17% 15%	32% 18% 19%	20% 13%	Beverage 14% 24% 24%	26% 35% 20%	Manufacturing 27% 10% 20%	40% 19% 14%	25% 21% 14%	22% 9% 20%	High 29% 15% 15%	Middle 31% 14% 18%	24% 29% 16%
Governmental regulation Taxation Health care costs	28% 18% 16% 12%	30% 15% 14% 13%	27% 22% 18% 11%	Rochester 25% 17% 15% 19%	32% 18% 19% 7%	Construction 37% 20% 13% 8%	14% 24% 24% 10%	26% 35% 20% 6%	Manufacturing 27% 10% 20% 9%	40% 19% 14% 11%	25% 21% 14% 17%	Distribution 22% 9% 20% 18%	High 29% 15% 15% 10%	Middle 31% 14% 18% 13%	24% 29% 16% 14%
Governmental regulation Taxation Health care costs Cash flow	28% 18% 16% 12% 7%	30% 15% 14% 13% 10%	27% 22% 18% 11% 5%	Rochester 25% 17% 15% 19% 7%	32% 18% 19% 7% 8%	Construction 37% 20% 13% 8% 4%	14% 24% 24% 10% 5%	26% 35% 20% 6% 0%	Manufacturing 27% 10% 20% 9% 10%	40% 19% 14% 11% 7%	25% 21% 14% 17% 7%	Distribution 22% 9% 20% 18% 11%	High 29% 15% 15% 10% 8%	Middle 31% 14% 18% 13% 7%	24% 29% 16% 14% 7% 3%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition	28% 18% 16% 12% 7% 6%	30% 15% 14% 13% 10% 6%	27% 22% 18% 11% 5% 6%	Rochester 25% 17% 15% 19% 7% 7%	32% 18% 19% 7% 8% 4%	Construction 37% 20% 13% 8% 4% 7%	Beverage 14% 24% 24% 10% 5% 5%	26% 35% 20% 6% 0% 9%	Manufacturing  27%  10%  20%  9%  10%  9%	40% 19% 14% 11% 7% 4%	25% 21% 14% 17% 7% 4%	Distribution 22% 9% 20% 18% 11% 3%	High 29% 15% 15% 10% 8%	Middle 31% 14% 18% 13% 7% 5%	24% 29% 16% 14% 7%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition	28% 18% 16% 12% 7% 6% 2%	30% 15% 14% 13% 10% 6% 2%	27% 22% 18% 11% 5% 6% 3%	Rochester 25% 17% 15% 19% 7% 7% 1%	32% 18% 19% 7% 8% 4% 2%	Construction 37% 20% 13% 8% 4% 7% 0%	Beverage 14% 24% 24% 10% 5% 5% 0%	26% 35% 20% 6% 0% 9%	Manufacturing 27% 10% 20% 9% 10% 9% 9% 9%	40% 19% 14% 11% 7% 4% 0%	25% 21% 14% 17% 7% 4% 1%	Distribution 22% 9% 20% 18% 11% 3% 1%	High 29% 15% 15% 10% 8% 8% 2%	Middle 31% 14% 18% 13% 5% 2%	24% 29% 16% 14% 7% 3% 2%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition Energy costs	28% 18% 16% 12% 7% 6% 2% 2%	30% 15% 14% 13% 10% 6% 2% 4%	27% 22% 18% 11% 5% 6% 3% 1%	Rochester 25% 17% 15% 19% 7% 18 11%	32% 18% 19% 7% 8% 4% 2% 2%	Construction 37% 20% 13% 8% 4% 7% 0% 2%	Beverage 14% 24% 10% 5% 5% 0% 14%	26% 35% 20% 6% 0% 9% 0%	Manufacturing 27% 10% 20% 9% 10% 9% 9% 9% 2%	40% 19% 14% 11% 7% 4% 0% 1%	25% 21% 14% 17% 7% 4% 1% 2%	Distribution 22% 9% 20% 18% 11% 3% 11% 2%	High 29% 15% 15% 10% 8% 8% 2% 2%	Middle 31% 14% 18% 13% 5% 2% 3%	24% 29% 16% 14% 7% 3% 2% 1%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition Energy costs Rising supplier costs	28% 18% 16% 12% 7% 6% 2% 2% 2%	30% 15% 14% 13% 10% 6% 2% 4% 2%	27% 22% 18% 11% 5% 6% 3% 11% 2%	Rochester 25% 17% 15% 19% 7% 18 11% 2%	32% 18% 19% 7% 8% 4% 2% 2% 3%	Construction  37%  20%  13%  8%  4%  7%  0%  2%  2%	Beverage 14% 24% 10% 5% 0% 14% 5%	26% 35% 20% 6% 0% 9% 0% 0%	Manufacturing 27% 10% 20% 9% 10% 9% 20% 9% 20% 9% 20% 9% 20%	40% 19% 14% 11% 7% 4% 0% 1% 2%	25% 21% 14% 17% 7% 4% 1% 2% 2%	Distribution  22%  9%  20%  18%  11%  3%  1%  2%  6%	High 29% 15% 15% 10% 8% 2% 2% 4%	Middle 31% 14% 18% 13% 5% 2% 3% 2%	24% 29% 16% 14% 7% 3% 2% 1%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition Energy costs Rising supplier costs Ability to obtain suitable financing	28% 18% 16% 12% 7% 6% 2% 2% 2%	30% 15% 14% 13% 10% 6% 2% 4% 2%	27% 22% 18% 11% 5% 6% 3% 1% 2% 3%	Rochester  25%  17%  15%  19%  7%  1%  1%  1%  2%  1%	32% 18% 19% 7% 8% 4% 2% 2% 3% 1%	Construction  37% 20% 13% 8% 4% 7% 0% 2% 2% 1%	Beverage 14% 24% 10% 5% 5% 0% 14% 5% 0%	26% 35% 20% 6% 0% 9% 0% 0% 0%	Manufacturing 27% 10% 20% 9% 10% 9% 20% 2% 2%	40% 19% 14% 11% 7% 4% 0% 1% 2%	25% 21% 14% 17% 7% 4% 1% 2% 2% 1%	Distribution 22% 9% 20% 18% 11% 3% 1% 2% 6% 5%	High 29% 15% 15% 10% 8% 2% 2% 4%	Middle 31% 14% 18% 13% 7% 5% 2% 3% 2% 1%	24% 29% 16% 14% 7% 3% 2% 1% 1% 1% 0%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition Energy costs Rising supplier costs Ability to obtain suitable financing Risk management	28% 18% 16% 12% 7% 6% 2% 2% 2% 2%	30% 15% 14% 13% 10% 6% 2% 4% 2% 2% 1%	27% 22% 18% 11% 5% 6% 3% 1% 2% 3% 2%	Rochester  25%  17%  15%  19%  7%  1%  1%  1%	32% 18% 19% 7% 8% 4% 2% 2% 3% 1%	Construction  37% 20% 13% 8% 4% 7% 0% 22% 2% 11%	Beverage 14% 24% 10% 5% 5% 0% 14% 5% 0% 0%	26% 35% 20% 6% 0% 9% 0% 0% 0% 0% 2%	Manufacturing  27%  10%  20%  9%  10%  9%  22%  2%  2%  1%	40% 19% 14% 11% 7% 4% 0% 1% 2% 1%	25% 21% 14% 17% 7% 4% 1% 2% 2% 1% 1%	Distribution  22%  9%  20%  18%  11%  3%  1%  2%  6%  5%  0%	High 29% 15% 15% 10% 8% 8% 2% 2% 4% 2%	Middle 31% 14% 18% 13% 7% 5% 2% 3% 2% 1% 0%	249 299 169 149 7% 3% 2% 1% 1% 0% 1%
Governmental regulation Taxation Health care costs Cash flow Existing U.S. competition Foreign competition Energy costs Rising supplier costs Ability to obtain suitable financing Risk management Global political instability	28% 18% 16% 12% 7% 6% 2% 2% 2% 1% 1%	30% 15% 14% 13% 10% 6% 2% 4% 2% 2% 1%	27% 22% 18% 11% 5% 6% 3% 11% 2% 3% 2% 1%	Rochester  25%  17%  15%  19%  7%  1%  1%  1%  1%	32% 18% 19% 7% 8% 4% 2% 2% 3% 1% 0%	Construction  37% 20% 13% 8% 4% 7% 0% 2% 2% 1% 1%	Beverage 14% 24% 10% 5% 5% 0% 14% 5% 0% 0%	26% 35% 20% 6% 0% 9% 0% 0% 0% 2% 2%	Manufacturing 27% 10% 20% 9% 10% 9% 20% 2% 2% 2% 1% 0%	40% 19% 14% 11% 7% 4% 0% 1% 2% 1% 1%	25% 21% 14% 17% 7% 4% 1% 2% 2% 1% 1%	Distribution 22% 9% 20% 18% 11% 3% 1% 2% 6% 5% 0% 1%	High 29% 15% 15% 10% 8% 8% 2% 2% 4% 2% 2% 0%	Middle 31% 14% 18% 13% 7% 5% 2% 3% 2% 1% 0% 1%	24% 29% 16% 14% 7% 3% 2% 1% 1%

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# First Niagara/Siena College Research Institute 2010

645 New York CEO's

Thinking specifically about New York a			•		•		•	overall wou	ıld you say the go	vernmer	nt of the S	tate of New Yo	rk is do	ing an	
excellent, good, fair or poor job of cre	ating a b	ousiness (		which comp Region	anies like y	ours will succeed	?		Industry				CI	uster Gro	up
						Engineering &	Food &		,			Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Excellent	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Good	2%	3%	1%	3%	2%	1%	0%	4%	3%	1%	4%	0%	5%	1%	1%
Fair	10%	9%	10%	11%	13%	6%	0%	21%	12%	16%	10%	6%	16%	12%	2%
Poor	86%	85%	88%	83%	84%	89%	100%	72%	85%	80%	85%	93%	77%	86%	97%
Don't know	2%	3%	2%	2%	0%	3%	0%	4%	1%	3%	1%	1%	3%	2%	1%
Of the following, what would you like	to see t	he next G	iovernor a	 and Legislatu	l ire of New \	ork focus on?									
			F	Region				Cluster Gro							
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Spending Cuts	82%	74%	89%	85%	81%	81%	100%	89%	88%	81%	75%	85%	80%	84%	83%
Property Tax Reform	65%	57%	63%	74%	69%	62%	76%	58%	67%	68%	61%	71%	60%	68%	66%
Income Tax Reform	61%	61%	63%	58%	61%	59%	71%	62%	59%	66%	59%	62%	59%	65%	59%
Business Development Incentives	48%	49%	45%	38%	59%	44%	43%	49%	45%	47%	48%	53%	52%	46%	44%
Ethics Reform	39%	41%	35%	38%	40%	41%	43%	43%	36%	37%	39%	36%	34%	40%	43%
Infrastructure Development	28%	35%	26%	27%	24%	44%	24%	28%	24%	24%	26%	28%	30%	30%	25%
Increasing State revenues through consumer oriented taxes	6%	6%	6%	8%	5%	4%	29%	4%	4%	1%	8%	6%	6%	5%	7%
Other	17%	16%	18%	14%	21%	11%	24%	17%	24%	14%	18%	15%	16%	18%	18%
Other	1770	1070	1070	1470	21/0	1170	2470	1770	2470	1470	10/0	1370	1070	1070	10/0
Of those, which SINGLE area would yo	u most	like to se	e the Gov	ernor and Le	gislature fo	cus on?	1	I			I		l.	1	
				Region					Industry				Cl	uster Gro	up
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Spending Cuts	45%	39%	57%	39%	40%	42%	43%	53%	58%	52%	34%	47%	45%	44%	47%
Property Tax Reform	16%	14%	8%	27%	19%	15%	24%	9%	12%	13%	17%	22%	15%	15%	17%
Business Development Incentives	12%	14%	13%	7%	15%	16%	5%	9%	6%	13%	17%	8%	13%	11%	12%
Income Tax Reform	9%	10%	8%	8%	12%	7%	10%	11%	8%	10%	10%	8%	11%	10%	5%
Ethics Reform	6%	7%	4%	7%	7%	3%	5%	4%	4%	6%	7%	8%	5%	7%	5%
Infrastructure Development	5%	8%	3%	5%	3%	13%	0%	0%	4%	3%	4%	5%	5%	5%	4%
Increasing State revenues through		40/	40/	40/	40/	40/	F0/	201	001	00/	20/	22/	40/		40/
consumer oriented taxes	1%	1%	1%	1%	1%	1%	5%	2%	0%	0%	2%	0%	1%	1%	1%
Other	7%	8%	8%	7%	3%	3%	10%	11%	8%	4%	10%	2%	5%	7%	8%

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			R	Region					Industry				CI	uster Gro	up
				СБОП		Engineering &	Food &		austry			Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Very confident	0%	0%	0%	0%	1%	0%	0%	0%	0%	0%	1%	0%	0%	0%	0%
Somewhat confident	7%	7%	5%	9%	7%	5%	5%	6%	4%	15%	8%	5%	15%	3%	1%
Not very confident	39%	44%	32%	37%	47%	42%	38%	43%	41%	34%	41%	35%	51%	40%	23%
Not at all confident	54%	49%	64%	54%	45%	53%	57%	51%	56%	51%	51%	60%	33%	56%	76%
And thinking about the efforts of the folike yours will succeed?	ederal g	overnme	nt, overal	l would you	say the fed	leral government	is doing an	excellent, g	ood, fair or poor j	ob of cr	eating a b	usiness climate	in whic	ch compa	nies
			F	Region			Industry						Cl	uster Gro	up
						Engineering &	Food &					Wholesale &			
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Excellent	0%	0%	0%	1%	0%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Good	5%	5%	4%	5%	9%	5%	0%	4%	3%	4%	9%	2%	11%	1%	3%
Fair	23%	22%	21%	27%	21%	20%	19%	23%	19%	27%	28%	16%	27%	25%	14%
Poor	71%	71%	74%	67%	69%	74%	81%	74%	77%	68%	61%	79%	61%	72%	81%
Don't know	1%	2%	2%	1%	0%	1%	0%	0%	1%	1%	1%	2%	1%	1%	1%
How confident are you in the ability of	the fed	eral gove	rnment to	o improve th	e business	climate for busin	esses like vo	ours here in	New York over th	e next v	/ear? Are	vou:			<u> </u>
,				Region		Industry						•	Cl	uster Gro	up
						Engineering &	Food &					Wholesale &	1		
	Total	Albany	Buffalo	Rochester	Syracuse	Construction	Beverage	Financial	Manufacturing	Retail	Service	Distribution	High	Middle	Low
Very confident	1%	1%	0%	2%	1%	1%	0%	0%	0%	1%	1%	0%	1%	0%	1%
Somewhat confident	11%	10%	10%	13%	12%	11%	10%	9%	7%	11%	13%	12%	18%	7%	7%
Not very confident	44%	49%	41%	45%	45%	53%	38%	49%	45%	37%	47%	36%	53%	47%	30%

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