			R	legion				C	uster Grou	лb
					South					
	Total	Fairfield	Central CT	New Haven	Central MA			High	Middle	Low
Engineering and Construction	13%	5%	18%	9%	18%			15%	13%	12%
Food and Beverage	2%	0%	1%	4%	1%			2%	1%	2%
Financial	9%	15%	11%	3%	9%			11%	8%	8%
Manufacturing	26%	15%	26%	33%	25%			23%	27%	27%
Retail	13%	15%	15%	12%	11%			11%	13%	14%
Service	26%	35%	24%	21%	28%			30%	24%	25%
Wholesale and Distribution	11%	14%	5%	17%	8%			8%	14%	10%
Other	0%	0%	0%	0%	0%			0%	0%	0%
										1

As you think about the current business or economic conditions in your state as compared to six months ago, would you say they are considerably better, a little better, about the same, a little worse, or considerably worse?

			R	legion				Industr	у			Cl	uster Gro	up
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Considerably better	2%	2%	3%	2%	2%	8%	1%	2%	2%	3%	0%	8%	0%	0%
A little better	23%	31%	25%	19%	20%	19%	19%	15%	35%	24%	18%	64%	6%	1%
About the same	36%	32%	36%	32%	42%	38%	36%	43%	31%	39%	38%	27%	64%	9%
A little worse	29%	29%	23%	37%	27%	21%	32%	28%	25%	30%	41%	1%	29%	60%
Considerably worse	9%	6%	13%	9%	9%	15%	12%	11%	7%	3%	3%	0%	1%	29%

Looking forward from today through next year, that is, the entire 2013 year, how would you describe your expectations for the economy in your state?

		R	Region				Industr	y			Cl	uster Gro	up
				South	Engineering &					Wholesale &			
Total	Fairfield	<b>Central CT</b>	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
3%	5%	3%	2%	2%	10%	2%	2%	3%	0%	0%	10%	0%	0%
32%	26%	36%	30%	31%	27%	26%	35%	36%	42%	28%	73%	21%	1%
34%	28%	35%	34%	38%	33%	37%	28%	33%	27%	46%	17%	61%	19%
21%	26%	16%	26%	18%	19%	28%	24%	13%	24%	23%	1%	16%	50%
10%	15%	9%	7%	11%	10%	7%	11%	16%	6%	3%	0%	3%	30%
·								·	·				
	3% 32% 34% 21%	3%     5%       32%     26%       34%     28%       21%     26%	Total         Fairfield         Central CT           3%         5%         3%           32%         26%         36%           34%         28%         35%           21%         26%         16%	3%         5%         3%         2%           32%         26%         36%         30%           34%         28%         35%         34%           21%         26%         16%         26%	Total         Fairfield         Central CT         New Haven         South Central MA           3%         5%         3%         2%         2%           32%         26%         36%         30%         31%           34%         28%         35%         34%         38%           21%         26%         16%         26%         18%	Total         Fairfield         Central CT         New Haven         South Central MA         Engineering & Construction           3%         5%         3%         2%         2%         10%           32%         26%         36%         30%         31%         27%           34%         28%         35%         34%         38%         33%           21%         26%         16%         26%         18%         19%	Total         Fairfield         Central CT         New Haven         South Central MA         Engineering & Construction         Manufacturing           3%         5%         3%         2%         2%         10%         2%           32%         26%         36%         30%         31%         27%         26%           34%         28%         35%         34%         38%         33%         37%           21%         26%         16%         26%         18%         19%         28%	Total         Fairfield         Central CT         New Haven         South Central MA         Engineering & Construction         Manufacturing         Retail           3%         5%         3%         2%         2%         10%         2%         2%           32%         26%         36%         30%         31%         27%         26%         35%           34%         28%         35%         34%         38%         33%         37%         28%           21%         26%         16%         26%         18%         19%         28%         24%	Total         Fairfield         Central CT         New Haven         South Central MA         Engineering & Construction         Manufacturing         Retail         Service           3%         5%         3%         2%         2%         10%         2%         2%         3%           32%         26%         36%         30%         31%         27%         26%         35%         36%           34%         28%         35%         34%         38%         33%         37%         28%         33%           21%         26%         16%         26%         18%         19%         28%         24%         13%	Total         Fairfield         Central CT         New Haven         Central MA         Construction         Manufacturing         Retail         Service         Financial           3%         5%         3%         2%         2%         10%         2%         2%         3%         0%           32%         26%         36%         30%         31%         27%         26%         35%         36%         42%           34%         28%         35%         34%         38%         33%         37%         28%         33%         27%           21%         26%         16%         26%         18%         19%         28%         24%         13%         24%	Total         Fairfield         Central CT         New Haven         Central MA         Construction         Manufacturing         Retail         Service         Financial         Distribution           3%         5%         3%         2%         2%         10%         2%         2%         3%         0%         0%           32%         26%         36%         30%         31%         27%         26%         35%         36%         42%         28%           34%         28%         35%         34%         38%         33%         37%         28%         33%         27%         46%           21%         26%         16%         26%         18%         19%         28%         24%         13%         24%         23%	Total         Fairfield         Central CT         New Haven         Central MA         Construction         Manufacturing         Retail         Service         Financial         Distribution         High           3%         5%         3%         2%         2%         10%         2%         2%         3%         0%         0%         10%           32%         26%         36%         30%         31%         27%         26%         35%         36%         42%         28%         73%           34%         28%         35%         34%         38%         33%         37%         28%         33%         27%         46%         17%           21%         26%         16%         26%         18%         19%         28%         24%         13%         24%         23%         1%	Total         Fairfield         Central CT         New Haven         Central MA         Construction         Manufacturing         Retail         Service         Financial         Wholesale & Distribution         High         Middle           3%         5%         3%         2%         2%         10%         2%         2%         3%         0%         0%         0%         10%         0%           32%         26%         36%         30%         31%         27%         26%         35%         36%         42%         28%         73%         21%           34%         28%         35%         34%         38%         33%         37%         28%         33%         27%         46%         17%         61%           21%         26%         16%         26%         18%         19%         28%         24%         13%         24%         23%         1%         16%

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South

Engineering &

Now thinking specifically about your industry, how would you describe the current business or economic conditions in your state as compared with six months ago?

Region

A little better 2 About the same 3 A little worse 2 Considerably worse 1  And looking forward from today through the 2  Considerably better 2 A little better 2 About the same 3 A little worse 2	otal         Fairfie           1%         5%           9%         23%           3%         25%           4%         32%	d Central CT 5% 34%	2% 19% 33% 36% 9% lescribe your e Region New Haven 3%	1% 22% 39% 30% 8% expectations for	10% 19% 38% 21% 13% or your industry i	•	0% 26% 24% 39% 11%	3% 26% 40% 21% 9%	0% 36% 27% 30% 6%	0% 13% 31% 49% 8%	7% 70% 23% 0% 0%	0% 5% 63% 32% 0%	0% 0% 9% 57% 34%
About the same 2 A little worse 2 Considerably worse 1  And looking forward from today through the 2 Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	5% 28% 9% 34% 0% 12% e next year, house total Fairfie 1% 5% 9% 23% 3% 25% 4% 32%	35% 19% 11% w would you c  F  d Central CT 5% 34%	33% 36% 9% lescribe your & Region	39% 30% 8% expectations for	38% 21% 13% or your industry i	36% 29% 11% n your state?	24% 39% 11%	40% 21% 9%	27% 30%	31% 49%	23% 0%	63% 32%	9% 57%
A little worse 2 Considerably worse 1  And looking forward from today through the 2  Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	9% 34% 0% 12% e next year, ho otal Fairfie 1% 5% 9% 23% 3% 25% 4% 32%	19% 11% w would you c I d Central CT 5% 34%	36% 9% lescribe your & Region New Haven	30% 8% expectations for	21% 13% or your industry i	29% 11% n your state?	39% 11%	21% 9%	30%	49%	0%	32%	57%
Considerably worse 1 And looking forward from today through the Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	0% 12% e next year, ho  otal Fairfie 1% 5% 19% 23% 13% 25% 14% 32%	u would you control CT 5% 34%	9% lescribe your of Region New Haven	8% expectations for South	13% or your industry i	11% n your state?	11%	9%				1	
And looking forward from today through the Considerably better A little better About the same A little worse Considerably worse  2	e next year, ho otal Fairfie 1% 5% 19% 23% 13% 25% 14% 32%	w would you c  F  d Central CT  5%  34%	lescribe your e Region New Haven	expectations fo	or your industry i	n your state?			6%	8%	0%	0%	34%
Considerably better A little better About the same A little worse Considerably worse  2	otal         Fairfie           1%         5%           9%         23%           3%         25%           4%         32%	d Central CT 5% 34%	Region New Haven	South		•	Industr						
Considerably better A little better About the same A little worse Considerably worse  2	otal         Fairfie           1%         5%           9%         23%           3%         25%           4%         32%	d Central CT 5% 34%	Region New Haven	South		•	Industr					-	
Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	1%     5%       9%     23%       3%     25%       4%     32%	5% 34%	New Haven		Engineering &	T	Industr						
Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	1%     5%       9%     23%       3%     25%       4%     32%	5% 34%	1		Engineering &		maasti	у			Cl	luster Grοι	цр
Considerably better 2 A little better 2 About the same 3 A little worse 2 Considerably worse 1	1%     5%       9%     23%       3%     25%       4%     32%	5% 34%	1	Central MA						Wholesale &			
A little better 2 About the same 3 A little worse 2 Considerably worse 1	9% 23% 3% 25% 4% 32%	34%	3%		Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
bout the same 3 little worse 2 onsiderably worse 1	3% 25% 4% 32%			2%	13%	1%	2%	6%	0%	0%	12%	0%	0%
A little worse 2 Considerably worse 1	4% 32%		27%	29%	19%	31%	28%	25%	39%	38%	73%	15%	0%
Considerably worse 1		33%	33%	38%	40%	30%	28%	35%	27%	33%	15%	64%	10%
,		18%	29%	22%	17%	27%	30%	23%	27%	23%	0%	21%	56%
Now thinking specifically about your compa	0% 15%	10%	7%	9%	13%	12%	11%	11%	6%	5%	0%	0%	34%
low thinking specifically about your compa													
tow tilliking specifically about your compa	ny, what are y	our expectatio	ns for revenue	through the y	ear 2013? Do yo	u believe your rev	enue w	ill?					
		F	Region				Industr	у			CI	luster Grou	пр
				South	Engineering &					Wholesale &			
	otal Fairfie	d Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Grow substantially 6	6%	11%	3%	3%	8%	5%	7%	4%	3%	8%	13%	2%	2%
Grow moderately 3	5% 37%	41%	30%	29%	21%	39%	39%	35%	42%	31%	65%	30%	8%
itay about the same 3	9% 32%	34%	46%	42%	44%	34%	28%	41%	33%	51%	22%	51%	41%
Decrease moderately 1	8% 20%	13%	17%	24%	23%	18%	22%	17%	21%	10%	0%	16%	41%
Decrease substantially 3	5%	1%	3%	2%	4%	3%	4%	3%	0%	0%	0%	0%	9%
Refused (	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Again as you consider your company and you	_				ional revenue fro	m your existing co	ıstomei	s, about t	the same re	venue from you	r existing	g custome	rs as
ou currently realize or less revenue from yo	our existing cu			lo?						Т			
		F	Region	T -		T	Industr	у			Cl	luster Grou	ıр
				South	Engineering &		_			Wholesale &			_
	otal Fairfie		New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
	0% 23%	26%	17%	16%	17%	19%	20%	18%	27%	28%	47%	10%	5%
	6% 48%	59%	61%	52%	58%	56%	57%	62%	36%	54%	50%	70%	43%
	4% 29%	15%	22%	32%	25%	24%	24%	20%	36%	18%	3%	20%	52%
Refused (	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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Industry

**Cluster Group** 

Wholesale &

# First Niagara Bank/Siena College Research Institute 2012

#### 361 Southwestern New England CEO's

Continuing to focus on your company, please think quickly about profitability. Between today and the end of the calendar year 2013 do you expect your profits to grow substantially, grow moderately, stay about the same, decrease moderately or decrease substantially?

			R	Region				Industr	У			Cl	uster Grou	up
					South	Engineering &					Wholesale &			1
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Grow substantially	5%	5%	11%	2%	2%	6%	4%	7%	4%	6%	3%	10%	3%	1%
Grow moderately	28%	35%	30%	24%	24%	23%	31%	26%	35%	30%	15%	59%	21%	4%
Stay about the same	36%	29%	41%	33%	38%	35%	31%	30%	41%	27%	54%	28%	49%	26%
Decrease moderately	26%	25%	16%	32%	31%	33%	28%	28%	16%	27%	26%	3%	26%	52%
Decrease substantially	5%	6%	2%	8%	5%	2%	6%	9%	4%	9%	3%	0%	1%	17%
Refused	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Businesses and the executives that direct them strive to enhance profitability in many ways. Through which of the following strategies do you plan to MOST enhance your firm's profitability over the next year?

			R	Region				Industr	у			CI	uster Groเ	up
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Market/Demand growth	36%	38%	56%	28%	23%	46%	30%	35%	33%	48%	33%	60%	31%	16%
Cost reduction	31%	37%	20%	36%	31%	31%	37%	33%	34%	18%	23%	12%	32%	50%
Price increase	12%	8%	6%	12%	21%	8%	12%	7%	11%	9%	26%	10%	16%	9%
New technology	9%	3%	10%	7%	13%	2%	13%	7%	11%	12%	3%	10%	8%	8%
Other	12%	14%	8%	15%	12%	13%	7%	20%	13%	12%	15%	9%	13%	16%
Refused	0%	0%	0%	1%	0%	0%	1%	0%	0%	0%	0%	0%	1%	0%
														i

Please indicate which of the following are major areas of concentration for your firm now and through 2013. Please check all that apply.

			F	Region				Industr	у			CI	uster Gro	ир
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Expansion of existing markets	62%	72%	64%	57%	58%	54%	68%	57%	58%	67%	72%	69%	59%	58%
Growth in existing products	52%	48%	59%	56%	44%	50%	59%	59%	40%	61%	54%	66%	51%	38%
Entry into new markets	39%	38%	36%	42%	38%	27%	57%	30%	37%	27%	33%	39%	43%	34%
New product lines	29%	37%	24%	33%	25%	17%	44%	35%	24%	12%	28%	25%	29%	33%
Technology innovation	28%	28%	36%	20%	29%	17%	38%	20%	27%	45%	15%	36%	29%	17%
Internal restructuring	27%	29%	19%	31%	29%	17%	27%	39%	36%	9%	15%	18%	30%	32%
Acquisition of new businesses	13%	17%	14%	11%	13%	10%	11%	9%	20%	24%	5%	16%	11%	13%
Construction of new locations	6%	2%	8%	5%	8%	17%	6%	4%	4%	0%	3%	3%	7%	8%
Other	6%	6%	6%	6%	6%	4%	5%	11%	7%	3%	3%	3%	7%	8%
Refused	1%	0%	2%	2%	1%	2%	1%	0%	2%	0%	3%	0%	1%	3%

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Please indicate which of the following is t	the MAIN	I area of co	ncentration	for your comp	any now and	through 2013.								
			R	Region				Industr	у			CI	uster Gro	ир
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Expansion of existing markets	36%	40%	40%	33%	33%	38%	37%	28%	31%	48%	46%	41%	34%	34%
Growth in existing products	22%	20%	25%	24%	17%	23%	17%	28%	22%	21%	21%	32%	18%	15%
Entry into new markets	12%	14%	13%	9%	15%	15%	16%	9%	11%	12%	13%	9%	16%	11%
Internal restructuring	7%	6%	2%	7%	13%	6%	5%	9%	12%	0%	8%	3%	11%	8%
New product lines	6%	6%	7%	8%	5%	2%	9%	9%	7%	0%	5%	4%	5%	10%
Acquisition of new businesses	4%	6%	3%	5%	3%	4%	3%	2%	6%	9%	3%	5%	3%	6%
Technology innovation	4%	3%	6%	2%	6%	0%	9%	4%	2%	9%	0%	3%	4%	5%
Construction of new locations	1%	0%	0%	2%	2%	4%	1%	2%	0%	0%	0%	0%	2%	1%
Other	4%	3%	2%	7%	5%	6%	2%	7%	7%	0%	3%	3%	5%	6%
Refused	2%	2%	2%	2%	1%	2%	1%	2%	2%	0%	3%	0%	1%	4%
Do you intend to invest between today th	hrough 20	012 in any	fixed assets f	for your firm d	lesigned to m	eet growing dema	and, reduce costs	or enha	nce prodi	uctivity?				
			R	Region				Industr	у			CI	uster Gro	ир
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Yes	45%	45%	57%	37%	43%	50%	56%	39%	41%	42%	28%	59%	46%	28%
No	45%	46%	34%	53%	46%	38%	37%	50%	49%	45%	59%	35%	41%	60%
Not sure	10%	9%	9%	10%	11%	13%	6%	11%	9%	12%	13%	6%	12%	11%
(If plan to invest in fixed assets) What is t	the main	way you e	kpect to final	nce those asse	ets?									
			R	Region				Industr	у			Cl	uster Grou	ир
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Internally generated funds	62%	76%	72%	46%	59%	54%	47%	78%	63%	86%	91%	68%	59%	57%
Borrow from a financial institution	26%	10%	22%	32%	30%	29%	42%	11%	23%	0%	9%	22%	27%	30%
Private equity	4%	7%	0%	8%	2%	4%	4%	0%	8%	0%	0%	4%	3%	3%
Not sure	9%	7%	6%	14%	9%	13%	8%	11%	8%	14%	0%	6%	11%	10%
Now thinking about the people that work	k for your	company,	do you inter	nd to substant	ially increase,	moderately incre	ease, remain abou	it the sa	me or de	crease you	r workforce bety	ween tod	ay and the	end of
2013?														
			R	Region				Industr	у			Cl	uster Grou	ир
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Substantially increase	2%	0%	5%	2%	2%	4%	2%	0%	2%	9%	0%	8%	0%	0%
Substantially increase		240/	33%	15%	19%	25%	31%	20%	21%	12%	21%	36%	24%	9%
Moderately increase	23%	31%	33/0	1370										
	23% 61%	55%	52%	68%	65%	65%	52%	72%	60%	61%	74%	54%	69%	58%
Moderately increase							52% 13%	72% 9%	60% 17%	61% 18%	74% 5%	54% 3%	69% 6%	58% 32%

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			F	Region				Industr	v			C	luster Grou	qu
					South	Engineering &			ĺ		Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Health care costs	77%	63%	82%	79%	81%	73%	87%	89%	72%	67%	62%	68%	76%	89%
Adverse economic conditions	70%	74%	67%	69%	70%	60%	68%	72%	68%	70%	79%	63%	71%	74%
Taxation	64%	58%	69%	58%	72%	65%	65%	80%	59%	67%	54%	46%	69%	77%
Governmental regulation	62%	54%	61%	64%	70%	56%	64%	72%	58%	85%	46%	50%	64%	74%
Energy costs	48%	42%	43%	53%	52%	60%	61%	63%	38%	6%	41%	37%	50%	57%
Rising supplier costs	47%	37%	41%	60%	43%	48%	57%	50%	39%	12%	54%	43%	49%	47%
Cash flow	36%	29%	32%	43%	39%	38%	38%	41%	37%	15%	41%	32%	38%	39%
Existing U.S. competition	30%	35%	25%	27%	34%	25%	28%	37%	28%	33%	44%	40%	24%	29%
Global political instability	28%	37%	32%	27%	22%	29%	27%	37%	25%	30%	26%	25%	26%	33%
Risk management	20%	17%	16%	27%	20%	21%	16%	17%	23%	27%	15%	17%	22%	21%
Foreign competition	19%	23%	10%	20%	24%	19%	37%	15%	7%	6%	23%	20%	18%	20%
Human resources	19%	18%	20%	17%	17%	21%	15%	11%	25%	24%	13%	19%	19%	17%
Ability to obtain suitable financing	18%	22%	13%	21%	18%	19%	17%	26%	18%	9%	10%	13%	16%	25%
Availability of equity financing	13%	15%	8%	15%	14%	17%	9%	24%	12%	9%	8%	6%	13%	20%
Other	5%	8%	6%	3%	6%	4%	3%	7%	7%	3%	8%	3%	4%	8%
Refused	0%	0%	0%	0%	1%	0%	0%	0%	1%	0%	0%	0%	1%	0%
Which of the challenges you selected a	are you MO	ST concern		Region				Industr	v			C	luster Gro	un
Which of the challenges you selected a	are you MO	ST concern		Region	South	Engineering &		Industr	у		Wholesale &		uster Gro	ир
Which of the challenges you selected a	re you MO	ST concern Fairfield		Region New Haven	South Central MA	Engineering & Construction	Manufacturing	Industr Retail	y Service	Financial	Wholesale & Distribution	Cl	uster Gro	up Low
Which of the challenges you selected a	Total 24%		F			0	Manufacturing 18%			Financial 18%				
Adverse economic conditions	Total	Fairfield	Central CT	New Haven	Central MA	Construction		Retail	Service		Distribution	High	Middle	Low
Adverse economic conditions Governmental regulation	Total 24%	Fairfield 28%	Central CT	New Haven	Central MA 20%	Construction 21%	18%	Retail 24%	Service 27%	18%	Distribution 36%	High 24%	Middle 26%	Low 21%
Adverse economic conditions Governmental regulation Taxation	Total 24% 17%	Fairfield 28% 12%	Central CT 20% 22%	New Haven 27% 17%	20% 18%	Construction 21% 21%	18% 14%	Retail 24% 17%	Service 27% 19%	18% 36%	Distribution 36% 3%	High 24% 11%	Middle 26% 18%	Low 21% 24%
Adverse economic conditions Governmental regulation Taxation Health care costs	Total 24% 17% 12%	Fairfield 28% 12% 17%	Central CT 20% 22% 13%	New Haven 27% 17% 7%	20% 18% 12%	21% 21% 21% 13%	18% 14% 10%	Retail 24% 17% 17%	Service 27% 19% 7%	18% 36% 18%	36% 3% 13%	High 24% 11% 6%	Middle 26% 18% 11%	Low 21% 24% 19%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition	Total 24% 17% 12% 12%	Fairfield 28% 12% 17% 14%	Central CT 20% 22% 13% 10%	New Haven 27% 17% 7% 13%	20% 18% 12% 12%	21% 21% 21% 13% 8%	18% 14% 10% 15%	Retail 24% 17% 17% 11%	Service 27% 19% 7% 15%	18% 36% 18% 0%	36% 3% 13% 13%	High 24% 11% 6% 14%	Middle 26% 18% 11% 11%	Low 21% 24% 19% 10%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow	Total 24% 17% 12% 12% 6%	Fairfield  28%  12%  17%  14%  9%  2%  2%	Central CT 20% 22% 13% 10% 8% 5% 2%	New Haven 27% 17% 7% 13% 2%	Central MA  20%  18%  12%  12%  8%	21% 21% 21% 13% 8% 2%	18% 14% 10% 15% 7%	Retail 24% 17% 17% 11% 9%	Service 27% 19% 7% 15% 4%	18% 36% 18% 0% 9%	36% 3% 13% 13% 10%	High 24% 11% 6% 14% 10%	Middle 26% 18% 11% 11% 6%	Low 21% 24% 19% 10% 4%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition	Total 24% 17% 12% 12% 6% 6%	Fairfield 28% 12% 17% 14% 9% 2%	Central CT 20% 22% 13% 10% 8% 5%	New Haven 27% 17% 7% 13% 2% 10%	Central MA 20% 18% 12% 12% 8% 7%	Construction 21% 21% 13% 8% 2% 6%	18% 14% 10% 15% 7%	Retail 24% 17% 17% 11% 9% 7%	Service 27% 19% 7% 15% 4% 4%	18% 36% 18% 0% 9% 6%	Distribution 36% 3% 13% 13% 10% 8%	High 24% 11% 6% 14% 10% 7%	Middle 26% 18% 11% 11% 6% 6%	Low 21% 24% 19% 10% 4% 5%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs	Total 24% 17% 12% 12% 6% 6% 4% 4% 3%	Fairfield 28% 12% 17% 14% 9% 2% 6% 5%	Central CT 20% 22% 13% 10% 8% 5% 2%	New Haven 27% 17% 7% 13% 2% 10% 6%	Central MA 20% 18% 12% 12% 8% 7% 4%	Construction 21% 21% 13% 8% 2% 6% 2%	18% 14% 10% 15% 7% 7% 12% 5%	Retail 24% 17% 17% 11% 9% 7% 0%	Service 27% 19% 7% 15% 4% 4% 1%	18% 36% 18% 0% 9% 6% 0%	Distribution 36% 3% 13% 13% 10% 8% 3%	High 24% 11% 6% 14% 10% 7% 5%	Middle 26% 18% 11% 11% 6% 6% 4%	21% 24% 19% 10% 4% 5% 2%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs Global political instability	Total 24% 17% 12% 12% 6% 6% 4%	Fairfield  28%  12%  17%  14%  9%  2%  6%	20% 22% 13% 10% 8% 5% 2% 5%	New Haven 27% 17% 7% 13% 2% 10% 6% 3%	Central MA 20% 18% 12% 12% 8% 7% 4% 4%	Construction 21% 21% 13% 8% 2% 6% 2% 4%	18% 14% 10% 15% 7% 7% 12% 5%	Retail 24% 17% 17% 11% 9% 7% 0% 7%	Service 27% 19% 7% 15% 4% 4% 1% 5%	18% 36% 18% 0% 9% 6% 0%	Distribution 36% 3% 13% 13% 10% 8% 3% 3%	High 24% 11% 6% 14% 10% 7% 5%	Middle 26% 18% 11% 11% 6% 6% 4% 3%	Low 21% 24% 19% 10% 4% 5% 2% 4%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs Global political instability Rising supplier costs	Total 24% 17% 12% 12% 6% 6% 4% 4% 3% 3% 1%	Fairfield  28%  12%  17%  14%  9%  2%  6%  5%  2%  0%	Entral CT 20% 22% 13% 10% 8% 5% 2% 5% 3% 0% 2%	New Haven 27% 17% 7% 13% 2% 10% 6% 3% 2% 6% 2%	Central MA 20% 18% 12% 12% 8% 7% 4% 4% 2% 4% 1%	Construction 21% 21% 13% 8% 2% 6% 2% 4% 0% 10% 2%	18% 14% 10% 15% 7% 7% 12% 5% 5% 3% 1%	Retail 24% 17% 17% 11% 9% 7% 0% 7% 0% 2% 0%	Service 27% 19% 7% 15% 4% 4% 1% 5% 4%	18% 36% 18% 0% 9% 6% 0% 0% 0%	Distribution 36% 3% 13% 13% 10% 8% 3% 3% 5% 0%	High 24% 11% 6% 14% 10% 7% 5% 7% 3% 3% 3%	Middle 26% 18% 11% 11% 6% 6% 4% 3% 2%	Low 21% 24% 19% 10% 4% 5% 2% 4% 3%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs Global political instability Rising supplier costs Risk management	Total 24% 17% 12% 6% 6% 4% 4% 3% 3% 1%	Fairfield 28% 12% 17% 14% 9% 2% 6% 5% 2% 0% 2%	Entral CT 20% 22% 13% 10% 8% 5% 2% 5% 3% 0% 2% 2%	New Haven 27% 17% 7% 13% 2% 10% 6% 3% 2% 6% 2% 0%	Central MA 20% 18% 12% 12% 8% 7% 4% 4% 2% 4% 1% 0%	Construction 21% 21% 13% 8% 2% 6% 2% 4% 0% 10% 2% 2%	18% 14% 10% 15% 7% 7% 12% 5% 5% 3% 1% 0%	Retail 24% 17% 17% 11% 9% 7% 0% 2% 0% 0%	Service 27% 19% 7% 15% 4% 4% 1% 5% 4% 1% 3% 1%	18% 36% 18% 0% 9% 6% 0% 0% 0% 0% 3%	Distribution 36% 3% 13% 13% 10% 8% 3% 3% 5% 0%	High 24% 11% 6% 14% 10% 7% 5% 7% 3% 3% 3% 1%	Middle 26% 18% 11% 11% 6% 6% 4% 3% 2% 5% 1%	Low 21% 24% 19% 10% 4% 5% 2% 4% 3% 1% 1%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs Global political instability Rising supplier costs Risk management Human resources	Total 24% 17% 12% 6% 6% 4% 4% 3% 3% 1% 1%	Fairfield  28%  12%  17%  14%  9%  2%  6%  5%  2%  0%	FCentral CT 20% 22% 13% 10% 8% 5% 2% 5% 3% 0% 2% 2% 2%	New Haven 27% 17% 7% 13% 2% 10% 6% 3% 2% 6% 2% 0% 1%	Central MA 20% 18% 12% 12% 8% 7% 4% 4% 2% 4% 1% 0%	Construction 21% 21% 13% 8% 2% 6% 2% 4% 0% 10% 2% 2% 2%	18% 14% 10% 15% 7% 7% 12% 5% 5% 3% 1% 0%	Retail 24% 17% 17% 11% 9% 7% 0% 7% 0% 2% 0% 0% 2%	Service 27% 19% 7% 15% 4% 4% 1% 5% 4% 1% 3% 1%	18% 36% 18% 0% 9% 6% 0% 0% 0% 0% 0% 0% 0%	Distribution 36% 3% 13% 13% 10% 8% 3% 3% 5% 0% 0%	High 24% 11% 6% 14% 10% 7% 5% 7% 3% 3% 1% 1%	Middle 26% 18% 11% 11% 6% 6% 4% 3% 2% 5% 1% 1%	Low 21% 24% 19% 10% 4% 5% 2% 4% 3% 1% 1% 0%
<u> </u>	Total 24% 17% 12% 12% 6% 6% 4% 4% 1% 11%	Fairfield  28%  12%  17%  14%  9%  2%  6%  5%  2%  0%  0%	FCentral CT 20% 22% 13% 10% 8% 5% 2% 5% 3% 0% 2% 2% 2% 2% 2%	New Haven 27% 17% 7% 13% 2% 10% 6% 3% 2% 6% 2% 0% 1% 1%	Central MA 20% 18% 12% 12% 8% 7% 4% 4% 2% 4% 1% 0% 0% 2%	Construction 21% 21% 13% 8% 2% 6% 2% 4% 0% 10% 2% 2% 2% 4%	18% 14% 10% 15% 7% 7% 12% 5% 5% 3% 1% 0% 0% 1%	Retail 24% 17% 17% 11% 9% 7% 0% 2% 0% 2% 0% 2% 0%	Service 27% 19% 7% 15% 4% 4% 1% 5% 4% 1% 1% 3% 1% 0%	18% 36% 18% 0% 9% 6% 0% 0% 0% 0% 0% 0% 6%	Distribution 36% 3% 13% 13% 10% 8% 3% 3% 3% 0% 0% 0%	High 24% 11% 6% 14% 10% 7% 5% 7% 3% 3% 1% 1% 2%	Middle 26% 18% 11% 11% 6% 6% 4% 3% 2% 5% 1% 1%	Low 21% 24% 19% 10% 4% 5% 2% 4% 3% 1% 1% 0% 2%
Adverse economic conditions Governmental regulation Taxation Health care costs Existing U.S. competition Cash flow Foreign competition Energy costs Global political instability Rising supplier costs Risk management Human resources Availability of equity financing	Total 24% 17% 12% 6% 6% 4% 4% 3% 3% 1% 1%	Fairfield  28%  12%  17%  14%  9%  2%  6%  5%  2%  0%	FCentral CT 20% 22% 13% 10% 8% 5% 2% 5% 3% 0% 2% 2% 2%	New Haven 27% 17% 7% 13% 2% 10% 6% 3% 2% 6% 2% 0% 1%	Central MA 20% 18% 12% 12% 8% 7% 4% 4% 2% 4% 1% 0%	Construction 21% 21% 13% 8% 2% 6% 2% 4% 0% 10% 2% 2% 2%	18% 14% 10% 15% 7% 7% 12% 5% 5% 3% 1% 0%	Retail 24% 17% 17% 11% 9% 7% 0% 7% 0% 2% 0% 0% 2%	Service 27% 19% 7% 15% 4% 4% 1% 5% 4% 1% 3% 1%	18% 36% 18% 0% 9% 6% 0% 0% 0% 0% 0% 0% 0%	Distribution 36% 3% 13% 13% 10% 8% 3% 3% 5% 0% 0%	High 24% 11% 6% 14% 10% 7% 5% 7% 3% 3% 1% 1%	Middle 26% 18% 11% 11% 6% 6% 4% 3% 2% 5% 1% 1%	Low 21% 24% 19% 10% 4% 5% 2% 4% 3% 1% 1% 0%

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How important is it to you and your con	npany that	you active	ly give back	to your comm	unity through	charitable giving	g, sponsorships, v	olunteei	ring or ot	her progran	ns? Is it very im	portant, s	omewhat	importar
			R	Region				Industr	у			Cl	uster Groเ	up
					South	Engineering &					Wholesale &			1
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Very important	43%	37%	45%	42%	47%	33%	36%	57%	48%	61%	26%	57%	35%	39%
Somewhat important	44%	46%	41%	44%	46%	56%	46%	35%	40%	36%	56%	31%	52%	48%
Not very important	7%	9%	7%	9%	1%	6%	12%	4%	5%	0%	8%	8%	6%	7%
Not at all important	6%	8%	7%	4%	6%	4%	6%	4%	6%	3%	10%	3%	7%	7%
Refused	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

How satisfied are you with the efforts you and your company have made over the last year to give back to your community through charitable giving, sponsorships, volunteering or other programs? Are you completely satisfied, somewhat satisfied, not very satisfied, or not at all satisfied?

			F	Region				Industr	у			Cl	uster Gro	ıp qı
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Completely satisfied	36%	28%	44%	38%	31%	28%	29%	59%	38%	36%	28%	38%	36%	33%
Somewhat satisfied	49%	57%	44%	39%	56%	60%	46%	35%	51%	48%	54%	52%	48%	47%
Not very satisfied	11%	12%	9%	14%	8%	11%	16%	4%	7%	12%	13%	7%	12%	13%
Not at all satisfied	2%	0%	1%	4%	3%	0%	5%	0%	2%	0%	3%	0%	3%	4%
Refused	3%	3%	1%	4%	2%	2%	3%	2%	2%	3%	3%	4%	1%	3%
														•

Thinking specifically about your state and the relationship between the state government and businesses like yours, overall would you say the government of your state is doing an excellent, good, fair or poor job of creating a business climate in which companies like yours will succeed?

			R	Region				Industr	у			Cl	uster Gro	up
					South	Engineering &					Wholesale &			1
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Excellent	1%	3%	1%	2%	0%	4%	0%	0%	1%	3%	3%	4%	1%	0%
Good	13%	15%	11%	13%	11%	13%	14%	11%	16%	6%	8%	27%	8%	4%
Fair	27%	25%	30%	18%	37%	28%	22%	17%	31%	41%	32%	34%	34%	11%
Poor	56%	52%	58%	64%	49%	51%	63%	70%	49%	47%	55%	32%	54%	83%
Don't know	3%	5%	0%	3%	3%	4%	1%	2%	3%	3%	3%	3%	3%	2%
														1

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· · · · · · · · · · · · · · · · · · ·							ase check all that apply.]  Industry							
			<u> </u>	Region	Carrella	Funda andre 0	T	inaustr	y		Wholesale &	CI	uster Grou	oup
	Total	Eairfield	Central CT	New Haven	South Central MA	Engineering & Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Spending Cuts	73%	71%	80%	71%	72%	66%	78%	83%	66%	78%	71%	56%	80%	83%
Income Tax Reform	54%	62%	52%	51%	53%	51%	51%	70%	52%	44%	53%	49%	54%	58%
Business Development Incentives	51%	55%	43%	63%	45%	43%	57%	61%	45%	50%	50%	52%	50%	52%
Infrastructure Development	35%	37%	30%	33%	39%	55%	27%	28%	38%	34%	26%	51%	32%	22%
Ethics Reform	21%	20%	17%	15%	30%	28%	20%	30%	23%	13%	5%	23%	21%	18%
Increasing State Revenues through consumer oriented taxes	6%	9%	3%	5%	7%	4%	2%	15%	7%	0%	8%	4%	7%	7%
Other	20%	18%	19%	22%	19%	23%	21%	22%	23%	19%	3%	21%	14%	27%
Refused	0%	0%	0%	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%
	070	070	070	170	370	270	070	070	070	070	070	170	070	070
Of those, which SINGLE area would you	most like	to see the	Governor and	d Legislature f	ocus on?					l				
<b>,</b>				Region				Industr	v			Cluster Group		
		South				Engineering &								•
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Spending Cuts	43%	38%	55%	38%	39%	34%	51%	50%	34%	41%	53%	24%	50%	53%
Business Development Incentives	17%	22%	16%	20%	13%	11%	20%	13%	18%	19%	16%	23%	15%	14%
Income Tax Reform	14%	15%	8%	18%	13%	15%	13%	15%	11%	13%	16%	14%	12%	15%
Infrastructure Development	12%	12%	10%	10%	15%	23%	7%	4%	14%	16%	13%	20%	13%	2%
Ethics Reform	3%	2%	0%	1%	7%	4%	1%	4%	3%	3%	0%	5%	1%	2%
Increasing State Revenues through consumer oriented taxes	1%	3%	1%	0%	2%	0%	0%	4%	3%	0%	0%	0%	0%	5%
Other	10%	8%	10%	11%	11%	11%	9%	9%	17%	9%	3%	14%	9%	9%
Refused	0%	0%	0%	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%
How confident are you in the ability of	he govern	ment of yo	our state to in	nprove the bu	siness climate	for businesses li	ke yours in your s	tate ove	er the nex	t year? Are	you:			
		Region			Industry						Cluster Grou		ир	
					South	Engineering &					Wholesale &			
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low
Very confident	1%	3%	2%	0%	0%	4%	0%	0%	1%	3%	0%	4%	0%	0%
Somewhat confident	19%	23%	14%	19%	19%	11%	20%	11%	27%	13%	21%	36%	16%	4%
Not very confident	44%	43%	39%	48%	46%	51%	37%	52%	45%	50%	39%	47%	53%	30%
Not at all confident	36%	31%	45%	31%	35%	32%	43%	37%	28%	34%	39%	13%	31%	66%
Refused	0%	0%	0%	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%

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# First Niagara Bank/Siena College Research Institute 2012

#### 361 Southwestern New England CEO's

And thinking about the efforts of the federal government, overall would you say the federal government is doing an excellent, good, fair or poor job of creating a business climate in which companies like yours will succeed? Cluster Group Region Industry South **Engineering &** Wholesale & Manufacturing **Total Fairfield** Central CT New Haven Central MA Construction Retail Service Financial Distribution High Middle Low 1% 2% 0% 0% 0% 4% 0% Excellent 1% 1% 1% 6% 1% 0% 0% Good 6% 8% 8% 6% 5% 0% 9% 3% 14% 2% 5% 3% 9% 1% Fair 20% 21% 21% 23% 19% 23% 17% 20% 22% 22% 9% 29% 26% 4% Poor 71% 68% 62% 75% 74% 94% 68% 74% 74% 76% 66% 81% 50% 70% 2% 0% 1% 5% 0% 4% 0% 2% 3% 3% 1% Don't know 2% 0% 1% How confident are you in the ability of the federal government to improve the business climate for businesses like yours in your state over the next year? Are you: **Cluster Group** Region Industry South **Engineering &** Wholesale & **Fairfield** Central CT | New Haven Central MA Construction Manufacturing Service Financial Distribution High Middle Total Retail Low 0% Very confident 1% 2% 1% 6% 0% 1% 0% 4% 0% 0% 1% 1% Somewhat confident 22% 13% 13% 7% 20% 8% 30% 14% 13% 13% 15% 19% 12% 1% Not very confident 43% 40% 43% 53% 33% 40% 45% 48% 36% 38% 53% 42% 51% 32% Not at all confident 41% 38% 40% 46% 41% 39% 37% 43% 31% 53% 44% 23% 36% 67% Refused 1% 0% 0% 2% 0% 2% 0% 0% 1% 0% 0% 2% 0% 0% For each of the following national proposals indicate whether you support it or oppose it? - Repeal the Health Care Reform Legislation Region Industry **Cluster Group** South **Engineering &** Wholesale & **Fairfield** New Haven Central MA Construction Manufacturing Distribution Middle Total Central CT Retail Service Financial High Low Support 65% 66% 67% 67% 78% 57% 41% 82% 61% 66% 62% 69% 61% 71% Oppose 25% 29% 23% 27% 21% 28% 22% 13% 33% 22% 26% 45% 18% 12% No opinion 10% 5% 10% 12% 13% 11% 11% 10% 13% 14% 11% 6% For each of the following national proposals indicate whether you support it or oppose it? - Pass a Balanced Budget Constitutional Amendment Region Industry **Cluster Group** South **Engineering &** Wholesale & **Central MA Financial Total** Fairfield Central CT New Haven Construction Manufacturing Retail Service Distribution High Middle Low Support 77% 75% 70% 79% 83% 66% 82% 85% 73% 78% 76% 62% 80% 89% 15% 21% 4% 17% Oppose 16% 25% 11% 12% 13% 22% 21% 29% 12% 7% No opinion 7% 9% 5% 10% 5% 13% 4% 11% 10% 0% 3% 9% 7% 5%

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For each of the following nation	al proposals indica	ate whethe	r you suppoi	rt it or oppose	it? - Increase	Federal Spending	g on Infrastructure	·							
			, R	Region			Cluster Group								
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	50%	54%	50%	42%	54%	74%	44%	35%	52%	47%	45%	64%	45%	42%	
Oppose	31%	31%	32%	34%	29%	17%	42%	33%	26%	34%	37%	13%	40%	40%	
No opinion	19%	15%	18%	23%	17%	9%	14%	33%	22%	19%	18%	23%	15%	18%	
For each of the following nation	al proposals indica	te whethe	r you suppo	rt it or oppose	it? - Reduce t	he Corporate Inc	ome Tax Rates								
		Region						Cluster Group							
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	71%	74%	72%	66%	73%	72%	80%	70%	60%	78%	71%	56%	73%	83%	
Oppose	17%	12%	18%	19%	16%	21%	12%	15%	18%	19%	21%	23%	18%	8%	
No opinion	12%	14%	10%	15%	11%	6%	8%	15%	22%	3%	8%	21%	9%	8%	
For each of the following nation	al proposals indica	ate whethe	er you suppoi	rt it or oppose	it? - Lessen C	orporate Income	Tax Deductions								
		Region					Industry						Cluster Group		
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	41%	45%	43%	40%	36%	53%	37%	35%	40%	47%	37%	41%	48%	31%	
Oppose	39%	35%	39%	36%	45%	36%	44%	35%	34%	41%	47%	36%	35%	48%	
No opinion	20%	20%	18%	23%	19%	11%	19%	30%	26%	13%	16%	23%	17%	21%	
For each of the following nation	al proposals indica	ate whethe	r you suppoi	rt it or oppose	it? - Extend U	nemployment Be	enefits								
			R	Region		Industry							Cluster Group		
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	17%	20%	11%	18%	18%	32%	13%	4%	26%	13%	5%	25%	16%	9%	
Oppose	70%	68%	77%	66%	71%	64%	71%	87%	59%	78%	79%	56%	71%	85%	
No opinion	13%	12%	11%	16%	11%	4%	15%	9%	16%	9%	16%	19%	13%	6%	
For each of the following nation	al proposals indica	ate whethe	r you suppoi	rt it or oppose	it? - Enact a T	emporary Reduc	tion in Employer F	Payroll 1	axes				· · ·		
			F	Region		Industry							Cluster Group		
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	53%	55%	48%	51%	58%	64%	44%	59%	56%	53%	42%	50%	48%	63%	
Oppose	33%	38%	41%	27%	28%	28%	37%	33%	28%	44%	37%	34%	36%	26%	
No opinion	14%	6%	11%	22%	14%	9%	19%	9%	16%	3%	21%	16%	15%	10%	
1			1												

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			Region Industry								Cluster Group				
	Total	Fairfield	Central CT	New Haven	South Central MA	Engineering & Construction	Manufacturing	Retail	Service	Financial	Wholesale & Distribution	High	Middle	Low	
Support	36%	35%	33%	38%	38%	47%	21%	30%	48%	31%	45%	57%	31%	22%	
Oppose	54%	60%	59%	45%	55%	49%	68%	61%	36%	69%	53%	34%	61%	66%	
No opinion	9%	5%	8%	16%	7%	4%	11%	9%	16%	0%	3%	9%	7%	12%	
For each of the following national prop	osals indic	l ate whethe	r you suppoi	 rt it or oppose	it? - Increase	exploration and	l development of d	omestic	sources	of energy					
			R	Region			Industry						Cluster Group		
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	88%	88%	86%	90%	88%	91%	86%	98%	84%	84%	89%	83%	89%	92%	
Oppose	7%	8%	7%	4%	8%	9%	8%	0%	9%	13%	3%	13%	4%	4%	
No opinion	5%	5%	7%	6%	4%	0%	7%	2%	7%	3%	8%	5%	7%	5%	
For each of the following national prop	osals indic	l ate whethe	r you suppoi	 rt it or oppose	it? - Cap Annı	ual Increases in F	<u> </u> ederal Regulatory	Spendi	ng at Zero	Dollars					
			F	Region		Industry						Cluster Group			
					South	Engineering &					Wholesale &				
	Total	Fairfield	Central CT	New Haven	Central MA	Construction	Manufacturing	Retail	Service	Financial	Distribution	High	Middle	Low	
Support	64%	58%	70%	57%	71%	66%	69%	65%	61%	75%	58%	51%	66%	75%	
Oppose	15%	20%	16%	15%	10%	17%	13%	9%	19%	9%	18%	28%	12%	6%	
No opinion	21%	22%	14%	28%	19%	17%	18%	26%	20%	16%	24%	21%	22%	19%	

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