October 2019 - January 2020

	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 201
Engineering and Construction	13%	15%	10%	17%	14%	18%	10%	17%	19%	20%	18%	17%	16%	16%	18%	17%
Food and Beverage	7%	6%	10%	5%	8%	4%	5%	3%	3%	9%	5%	4%	5%	5%	3%	3%
Financial	6%	4%	4%	6%	5%	7%	6%	6%	6%	3%	7%	9%	3%	5%	7%	8%
Manufacturing	19%	19%	25%	20%	24%	18%	22%	19%	19%	18%	18%	18%	26%	24%	20%	21%
Retail	13%	14%	13%	13%	13%	13%	10%	10%	10%	11%	11%	11%	15%	12%	12%	12%
Service	34%	32%	29%	30%	26%	31%	32%	36%	37%	28%	32%	33%	21%	25%	22%	23%
Wholesale and Distribution	8%	9%	8%	9%	10%	9%	15%	8%	6%	11%	10%	9%	12%	11%	18%	15%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	2%	2%	NA	NA
Q2. As you think about the current bus	ness or econ	omic conditi	ons in N	ew York Stat	e as compar	ed to six mon	ths ago, wo	uld you say t	hey are consid	lerably bette	r, a little better,	about the sam	ne, a little wo	orse, or cons	iderably wo	rse?
				1	1			1	1	1 1			T	1	1	1
	Upstate		Finger	Upstate		Other MSAs		Upstate	Other MSAs	Rochester	Upstate Total		Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	2014
Considerably better	3%	3%	5%	4%	3%	5%	3%	4%	4%	0%	1%	2%	2%	2%	1%	4%
A little better	14%	14%	13%	23%	25%	23%	19%	23%	25%	22%	26%	28%	24%	24%	34%	32%
About the same	47%	49%	47%	46%	43%	47%	47%	47%	47%	45%	48%	49%	37%	44%	46%	44%
A little worse	26%	27%	21%	20%	23%	19%	24%	20%	19%	29%	21%	19%	26%	22%	15%	16%
				C0/												
Considerably worse	10%	8%	13%	6%	6%	6%	7%	5%	4%	4%	4%	3%	10%	8%	3%	4%
											4%	3%	10%	8%	3%	4%
Considerably worse Q3. Looking forward from today throug											4%	3%	10%	8%	3%	4%
	h next year,	that is, the e	entire 20	20 year, how	would you	describe your	expectation	ns for the eco	onomy in New	York State?						
	h next year, t	that is, the e	entire 20	20 year, how Upstate	would you	describe your	expectation Rochester	ns for the eco	onomy in New Other MSAs	York State?	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
Q3. Looking forward from today throug	h next year, t Upstate 2019*	CR, CNY, FL, WNY*	entire 202 Finger Lakes	20 year, how Upstate Total 2018	Rochester	describe your Other MSAs 2018	expectation Rochester 2017	Upstate Total 2017	Other MSAs 2017	York State? Rochester 2016	Upstate Total 2016	Other MSAs 2016	Rochester 2015	Upstate Total 2015	Rochester 2014	Upstate 2014
Q3. Looking forward from today throug	Upstate 2019*	CR, CNY, FL, WNY*	Finger Lakes	20 year, how Upstate Total 2018 3%	Rochester 2018	Other MSAs 2018	expectation Rochester 2017 3%	Upstate Total 2017 5%	Other MSAs 2017 5%	York State? Rochester 2016 5%	Upstate Total 2016 5%	Other MSAs 2016 5%	Rochester 2015 3%	Upstate Total 2015 3%	Rochester 2014 1%	Upstate 2014 5%
Q3. Looking forward from today throug Considerably better A little better	Upstate 2019* 2% 17%	CR, CNY, FL, WNY* 1% 18%	Finger Lakes 2% 20%	Upstate Total 2018 3% 24%	Rochester 2018 3% 27%	Other MSAs 2018 3% 23%	Rochester 2017 3% 27%	Upstate Total 2017 5% 29%	Other MSAs 2017 5% 30%	York State? Rochester 2016 5% 25%	Upstate Total 2016 5% 37%	Other MSAs 2016 5% 40%	Rochester 2015 3% 25%	Upstate Total 2015 3% 27%	Rochester 2014 1% 37%	Upstate 2014 5% 37%
Q3. Looking forward from today throug Considerably better A little better About the same	Upstate 2019* 2% 17% 38%	CR, CNY, FL, WNY* 1% 18% 39%	Finger Lakes 2% 20% 42%	20 year, how Upstate Total 2018 3% 24% 43%	Rochester 2018 3% 27% 40%	Other MSAs 2018 3% 23% 44%	Rochester 2017 3% 27% 39%	Upstate Total 2017 5% 29% 36%	Other MSAs 2017 5% 30% 35%	York State? Rochester 2016 5% 25% 41%	Upstate Total 2016 5% 37% 37%	Other MSAs 2016 5% 40% 35%	Rochester 2015 3% 25% 38%	Upstate Total 2015 3% 27% 40%	Rochester 2014 1% 37% 44%	Upstate 2014 5% 37% 39%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse	Upstate 2019* 2% 17% 38% 34%	CR, CNY, FL, WNY* 1% 18% 39% 35%	Finger Lakes 2% 20% 42% 25%	Upstate Total 2018 3% 24% 43% 23%	Rochester 2018 3% 27% 40% 23%	Other MSAs 2018 3% 23% 44% 23%	expectation Rochester 2017 3% 27% 39% 23%	Upstate Total 2017 5% 29% 36% 24%	Other MSAs 2017 5% 30% 35% 24%	York State? Rochester 2016 5% 25% 41% 26%	Upstate Total 2016 5% 37% 37% 19%	Other MSAs 2016 5% 40% 35% 17%	Rochester 2015 3% 25% 38% 25%	Upstate Total 2015 3% 27% 40% 24%	Rochester 2014 1% 37% 44% 13%	Upstate 2014 5% 37% 39% 15%
Q3. Looking forward from today throug Considerably better A little better About the same	Upstate 2019* 2% 17% 38%	CR, CNY, FL, WNY* 1% 18% 39%	Finger Lakes 2% 20% 42%	20 year, how Upstate Total 2018 3% 24% 43%	Rochester 2018 3% 27% 40%	Other MSAs 2018 3% 23% 44%	Rochester 2017 3% 27% 39%	Upstate Total 2017 5% 29% 36%	Other MSAs 2017 5% 30% 35%	York State? Rochester 2016 5% 25% 41%	Upstate Total 2016 5% 37% 37%	Other MSAs 2016 5% 40% 35%	Rochester 2015 3% 25% 38%	Upstate Total 2015 3% 27% 40%	Rochester 2014 1% 37% 44%	Upstate 2014 5% 37% 39%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse	Upstate 2019* 2% 17% 38% 34% 9%	CR, CNY, FL, WNY* 1% 18% 39% 35% 6%	Finger Lakes 2% 20% 42% 25% 10%	Upstate Total 2018 3% 24% 43% 23% 7%	Rochester 2018 3% 27% 40% 23% 7%	Other MSAs 2018 3% 23% 44% 23% 6%	expectation Rochester 2017 3% 27% 39% 23% 8%	Upstate Total 2017 5% 29% 36% 24% 6%	Other MSAs 2017 5% 30% 35% 24% 6%	Pork State? Rochester 2016 5% 25% 41% 26% 3%	Upstate Total 2016 5% 37% 37% 19% 3%	Other MSAs 2016 5% 40% 35% 17%	Rochester 2015 3% 25% 38% 25%	Upstate Total 2015 3% 27% 40% 24%	Rochester 2014 1% 37% 44% 13%	Upstate 2014 5% 37% 39% 15%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse	Upstate 2019* 2% 17% 38% 34% 9%	CR, CNY, FL, WNY* 1% 18% 39% 35% 6%	Finger Lakes 2% 20% 42% 25% 10%	Upstate Total 2018 3% 24% 43% 23% 7%	Rochester 2018 3% 27% 40% 23% 7%	Other MSAs 2018 3% 23% 44% 23% 6%	expectation Rochester 2017 3% 27% 39% 23% 8%	Upstate Total 2017 5% 29% 36% 24% 6%	Other MSAs 2017 5% 30% 35% 24% 6%	Pork State? Rochester 2016 5% 25% 41% 26% 3%	Upstate Total 2016 5% 37% 37% 19% 3%	Other MSAs 2016 5% 40% 35% 17%	Rochester 2015 3% 25% 38% 25%	Upstate Total 2015 3% 27% 40% 24%	Rochester 2014 1% 37% 44% 13%	Upstate 2014 5% 37% 39% 15%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse	Upstate 2019* 2% 17% 38% 34% 9% r industry, he	CR, CNY, FL, WNY* 1% 18% 39% 35% 6%	Finger Lakes 2% 20% 42% 25% 10%	Upstate Total 2018 3% 24% 43% 23% 7% be the current	Rochester 2018 3% 27% 40% 23% 7% nt business of	Other MSAs 2018 3% 23% 44% 23% 6% or economic c	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in	Upstate Total 2017 5% 29% 36% 24% 6% New York St	Other MSAs 2017 5% 30% 35% 24% 6%	Pork State? Rochester 2016 5% 25% 41% 26% 3% red with six n	Upstate Total 2016 5% 37% 37% 19% 3%	Other MSAs 2016 5% 40% 35% 17% 2%	Rochester 2015 3% 25% 38% 25% 8%	Upstate Total 2015 3% 27% 40% 24% 6%	Rochester 2014 1% 37% 44% 13% 4%	Upstate 2014 5% 37% 39% 15% 4%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse	Upstate 2019* 2% 17% 38% 34% 9% r industry, he	CR, CNY, FL, WNY* 1% 18% 39% 35% 6% 0w would you	Finger Lakes 2% 20% 42% 25% 10% but descriptinger	Upstate Total 2018 3% 24% 43% 23% 7% be the current	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester	Other MSAs 2018 3% 23% 44% 23% 6% Other MSAs	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in	Upstate Total 2017 5% 29% 36% 24% 6% New York St	Other MSAs 2017 5% 30% 35% 24% 6% cate as compar	Pork State? Rochester 2016 5% 25% 41% 26% 3% red with six n	Upstate Total 2016 5% 37% 37% 19% 3% months ago?	Other MSAs 2016 5% 40% 35% 17% 2%	Rochester 2015 3% 25% 38% 25% 8%	Upstate Total 2015 3% 27% 40% 24% 6%	Rochester 2014 1% 37% 44% 13% 4%	Upstate 2014 5% 37% 39% 15% 4%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse Q4. Now thinking specifically about you	Upstate 2019* 2% 17% 38% 34% 9% r industry, he	CR, CNY, FL, WNY* 18% 39% 35% 6% Ow would your CR, CNY, FL, WNY*	Finger Lakes 2% 20% 42% 25% 10% but descriptinger Lakes	Upstate Total 2018 3% 24% 43% 23% 7% be the curren Upstate Total 2018	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester 2018	Other MSAs 2018 3% 23% 44% 23% 6% Or economic co	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in Rochester 2017	Upstate Total 2017 5% 29% 36% 24% 6% New York St	Other MSAs 2017 5% 30% 35% 24% 6% cate as compar	Pork State? Rochester 2016 5% 25% 41% 26% 3% red with six n Rochester 2016	Upstate Total 2016 5% 37% 37% 19% 3% months ago? Upstate Total 2016	Other MSAs 2016 5% 40% 35% 17% 2% Other MSAs 2016	Rochester 2015 3% 25% 38% 25% 8% Rochester 2015	Upstate Total 2015 3% 27% 40% 24% 6% Upstate Total 2015	Rochester 2014 1% 37% 44% 13% 4% Rochester 2014	Upstate 2014 5% 37% 39% 15% 4% Upstate Total 2014
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse Q4. Now thinking specifically about you Considerably better	Upstate 2019* 38% 34% 9% r industry, he Upstate 2019* 2,6	CR, CNY, FL, WNY* 1% 18% 39% 35% 6% ow would your CR, CNY, FL, WNY* 2%	Finger Lakes 2% 20% 42% 25% 10% but descriptinger Lakes 2,4	Upstate Total 2018 3% 24% 43% 23% 7% be the curren Upstate Total 2018 4%	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester 2018 3%	Other MSAs 2018 3% 23% 44% 23% 6% Other MSAs 2018 Other MSAs 2018 5%	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in Rochester 2017 6%	Upstate Total 2017 5% 29% 36% 24% 6% New York St Upstate Total 2017 3%	Other MSAs 2017 5% 30% 35% 24% 6% cate as compar Other MSAs 2017 3%	Pork State? Rochester 2016 5% 25% 41% 26% 3% red with six n Rochester 2016 1%	Upstate Total 2016 5% 37% 37% 19% 3% months ago? Upstate Total 2016 2%	Other MSAs 2016 5% 40% 35% 17% 2% Other MSAs 2016 2%	Rochester 2015 3% 25% 38% 25% 8% Rochester 2015 3%	Upstate Total 2015 3% 27% 40% 24% 6% Upstate Total 2015 3%	Rochester 2014 1% 37% 44% 13% 4% Rochester 2014 2%	Upstate 2014 5% 37% 39% 15% 4% Upstate Total 2014 4%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse Q4. Now thinking specifically about you Considerably better A little better	Upstate 2019* 2% 17% 38% 34% 9% r industry, he Upstate 2019* 2% 15%	CR, CNY, FL, WNY* 1% 18% 39% 35% 6% CW, CNY, FL, WNY* 2% 15%	Finger Lakes 20% 42% 25% 10% 50u descri Finger Lakes 2,4 15%	Upstate Total 2018 3% 24% 43% 23% 7% be the current Upstate Total 2018 4% 21%	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester 2018 3% 24%	Other MSAs 2018 3% 23% 44% 23% 6% Other MSAs 2018 Other MSAs 2018 5% 20%	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in Rochester 2017 6% 16%	Upstate Total 2017 5% 29% 36% 24% 6% New York St Upstate Total 2017 3% 18%	Other MSAs 2017 5% 30% 35% 24% 6% cate as compar Other MSAs 2017 3% 19%	Rochester 2016 5% 25% 41% 26% 3% ed with six no Rochester 2016 1% 14%	Upstate Total 2016 5% 37% 37% 19% 3% months ago? Upstate Total 2016 2% 18%	Other MSAs 2016 5% 40% 35% 17% 2% Other MSAs 2016 2% 18%	Rochester 2015 3% 25% 38% 25% 8% Rochester 2015 3% 20%	Upstate Total 2015 3% 27% 40% 24% 6% Upstate Total 2015 3% 21%	Rochester 2014 1% 37% 44% 13% 44% Rochester 2014 2% 29%	Upstate 2014 5% 37% 39% 15% 4% Upstate Total 2014 4% 24%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse Q4. Now thinking specifically about you Considerably better A little better About the same	Upstate 2019* 2% 17% 38% 34% 9% r industry, he Upstate 2019* 2% 15% 39%	CR, CNY, FL, WNY* 1% 18% 39% 35% 6% Ow would you CR, CNY, FL, WNY* 2% 15% 42%	Finger Lakes 2% 20% 42% 25% 10% Finger Lakes 25% 10% 10% 10% 10% 10% 10% 10% 10	Upstate Total 2018 3% 24% 43% 23% 7% be the current Upstate Total 2018 4% 21% 42%	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester 2018 3% 24% 39%	Other MSAs 2018 3% 23% 44% 23% 6% Other MSAs 2018 5% 20% 43%	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in Rochester 2017 6% 16% 43%	Upstate Total 2017 5% 29% 36% 24% 6% New York St Upstate Total 2017 3% 18% 45%	Other MSAs 2017 5% 30% 35% 24% 6% Cate as compar Other MSAs 2017 3% 19% 45%	Rochester 2016 5% 25% 41% 26% 3% Fed with six not consider the six not c	Upstate Total 2016 5% 37% 37% 19% 3% months ago? Upstate Total 2016 2% 18% 47%	Other MSAs 2016 5% 40% 35% 17% 2% Other MSAs 2016 2% 18% 47%	Rochester 2015 3% 25% 38% 25% 8% Rochester 2015 3% 20% 35%	Upstate Total 2015 3% 27% 40% 24% 6% Upstate Total 2015 3% 21% 39%	Rochester 2014 1% 37% 44% 13% 44% Rochester 2014 2% 29% 40%	Upstate 2014 5% 37% 39% 15% 4% Upstate Total 2014 4% 24% 42%
Q3. Looking forward from today throug Considerably better A little better About the same A little worse Considerably worse Q4. Now thinking specifically about you Considerably better A little better	Upstate 2019* 2% 17% 38% 34% 9% r industry, he Upstate 2019* 2% 15%	CR, CNY, FL, WNY* 1% 18% 39% 35% 6% CW, CNY, FL, WNY* 2% 15%	Finger Lakes 20% 42% 25% 10% 50u descri Finger Lakes 2,4 15%	Upstate Total 2018 3% 24% 43% 23% 7% be the current Upstate Total 2018 4% 21%	Rochester 2018 3% 27% 40% 23% 7% The business of Rochester 2018 3% 24%	Other MSAs 2018 3% 23% 44% 23% 6% Other MSAs 2018 Other MSAs 2018 5% 20%	expectation Rochester 2017 3% 27% 39% 23% 8% onditions in Rochester 2017 6% 16%	Upstate Total 2017 5% 29% 36% 24% 6% New York St Upstate Total 2017 3% 18%	Other MSAs 2017 5% 30% 35% 24% 6% cate as compar Other MSAs 2017 3% 19%	Rochester 2016 5% 25% 41% 26% 3% ed with six no Rochester 2016 1% 14%	Upstate Total 2016 5% 37% 37% 19% 3% months ago? Upstate Total 2016 2% 18%	Other MSAs 2016 5% 40% 35% 17% 2% Other MSAs 2016 2% 18%	Rochester 2015 3% 25% 38% 25% 8% Rochester 2015 3% 20%	Upstate Total 2015 3% 27% 40% 24% 6% Upstate Total 2015 3% 21%	Rochester 2014 1% 37% 44% 13% 44% Rochester 2014 2% 29%	Upstate 2014 5% 37% 39% 15% 4% Upstate Total 2014 4% 24%

^{*} Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

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667 Upstate NY CEOs, MOE +/- 3.8%; 99 Finger Lakes CEOs, MOE +/- 9.8%

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Q5. And looking forward from today throu	gh the nex	t year,how	would y	ou describe	your expecta	ations for you	r industry he	ere in New Y	ork?							
	11	CD CNIV	F1		D1	041	D11	11	041	D. d. d.	Harts Tabel	041	D l t	11	D. d. da	11
	Upstate 2019*	CR, CNY,	Finger	Upstate Total 2018		Other MSAs 2018		Upstate Total 2017	Other MSAs	Rochester	Upstate Total	Other MSAs 2016	Rochester 2015	Upstate	Rochester	Upstate
Canaida sahbu bakkas	2019*	FL, WNY*	Lakes 1%		6%	4%	2017 6%		2017 5%	2016 5%	2016 5%	5%	3%	Total 2015 3%	2014 5%	Total 2014
Considerably better	+	1%		5%	1			5%								5%
A little better	16%	16%	21%	22%	21%	22%	24%	24%	24%	22%	30%	33%	23%	24%	34%	30%
About the same	37%	38%	33%	41%	40%	41%	36%	35%	35%	32%	35%	35%	42%	41%	35%	36%
A little worse	33%	32%	33%	23%	24%	22%	22%	27%	28%	34%	24%	22%	24%	25%	21%	24%
Considerably worse	13%	12%	11%	10%	9%	10%	12%	8%	7%	7%	6%	5%	8%	7%	5%	5%
0.00			l .			1	2222									
Q6. Now thinking specifically about your company, what are your expectations for revenue through the year 2020? Do you believe your revenue will?																
	1	0D 0111/		T	- · ·	D.I. 3454			0:1 1101	I		0.1 4464				
	Upstate	CR, CNY,	Finger	Upstate		Other MSAs		Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
Construction to	2019*	FL, WNY*	Lakes	Total 2018		2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Grow substantially	3%	2%	3%	4%	1%	5%	4%	4%	4%	3%	3%	2%	3%	3%	2%	4%
Grow moderately	38%	40%	35%	46%	42%	47%	41%	44%	45%	41%	48%	50%	40%	42%	46%	45%
Stay about the same	36%	37%	45%	35%	42%	32%	38%	35%	35%	35%	33%	32%	37%	36%	33%	33%
Decrease moderately	19%	16%	10%	13%	12%	14%	11%	13%	14%	14%	14%	14%	18%	17%	18%	16%
Decrease substantially	5%	5%	6%	3%	3%	2%	6%	3%	2%	6%	2%	1%	3%	2%	1%	1%
										L						
Q7. Continuing to focus on your company,	please thi	nk quickly a	bout pro	fitability. Be	tween toda	y and the end	of the calen	idar year 202	20 do you expe	ect your profi	ts to?					
				T	1	1	I	l		I		I		l	I	T
	Upstate	CR, CNY,	Finger	Upstate				Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018		2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Grow substantially	2%	1%	2%	2%	2%	2%	2%	3%	4%	0%	2%	2%	2%	2%	0%	3%
Grow moderately	32%	32%	35%	35%	30%	37%	35%	36%	37%	32%	41%	44%	29%	33%	36%	38%
Stay about the same	34%	36%	33%	37%	40%	36%	36%	35%	35%	39%	34%	32%	40%	36%	39%	35%
Decrease moderately	26%	24%	23%	20%	23%	18%	20%	20%	21%	23%	20%	19%	25%	25%	21%	22%
Decrease substantially	6%	6%	6%	5%	4%	6%	7%	4%	3%	6%	3%	2%	4%	4%	3%	3%
Don't know	0%	0%	0%	0%	0%	0%	1%	1%	1%	0%	0%	0%	0%	1%	0%	0%
Q8. Businesses and the executives that dir	ect them s	trive to enh	ance pro	fitability in	many ways.	Through whic	h of the foll	owing strate	gies do you pla	an to MOST e	enhance your co	mpany's profit	ability over	the next yea	r?	
				1	1	1	1	1		1		1		1	1	
	Upstate	CR, CNY,	Finger	Upstate				Upstate	Other MSAs	Rochester	Upstate Total		Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018		2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Market/demand growth	38%	37%	39%	40%	39%	40%	38%	42%	43%	47%	48%	49%	36%	39%	46%	43%
Cost reduction	23%	26%	28%	21%	25%	20%	30%	25%	24%	23%	25%	25%	31%	31%	27%	29%
Price increase	17%	16%	11%	21%	20%	22%	14%	13%	13%	16%	13%	11%	11%	12%	14%	15%
New technology	8%	8%	9%	10%	11%	10%	13%	11%	10%	7%	9%	10%	12%	9%	4%	7%
Other	13%	12%	12%	7%	5%	8%	4%	8%	10%	3%	4%	4%	10%	7%	7%	6%
								0,0	1070	370	170	1,70	1070			
Don't know	2%	1%	0%	1%	0%	1%	1%	1%	1%	3%	1%	1%	1%	1%	2%	1%

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^{*} Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

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Q9. Please indicate which of the following	are major	areas of cor	centrati	ion for your	company no	w and throug	h 2020.									
	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Expansion of existing markets	55%	52%	52%	54%	52%	54%	56%	57%	58%	58%	53%	51%	50%	54%	59%	56%
Growth in existing products	50%	52%	48%	51%	48%	52%	63%	54%	52%	57%	58%	59%	49%	52%	51%	54%
Entry into new markets	26%	25%	27%	29%	27%	29%	28%	28%	28%	28%	32%	33%	31%	30%	31%	33%
New product lines	22%	23%	30%	25%	20%	27%	26%	24%	23%	27%	23%	23%	27%	27%	25%	25%
Acquisition of new businesses	12%	13%	9%	13%	11%	14%	13%	15%	15%	16%	15%	15%	13%	15%	16%	14%
Technology innovation	29%	31%	28%	31%	33%	30%	33%	34%	35%	29%	28%	28%	28%	27%	21%	26%
Construction of new locations	8%	8%	8%	10%	7%	11%	5%	8%	10%	7%	10%	10%	9%	9%	10%	10%
Internal restructuring	27%	28%	25%	28%	26%	28%	29%	28%	27%	28%	25%	24%	30%	28%	27%	25%
Expansion into export markets	3%	3%	2%	4%	3%	4%	8%	5%	4%	5%	4%	3%	NA	NA	NA	NA
Other	6%	5%	9%	6%	7%	5%	5%	5%	6%	2%	4%	4%	6%	0%	3%	3%
Don't know	3%	2%	1%	3%	4%	3%	0%	0%	0%	3%	2%	2%	1%	1%	3%	1%
Q10. Do you intend to invest between tod	ay through	2020 in an	y fixed a	ssets for you	r company o	designed to m	eet growing	demand, re	duce costs or e	enhance proc	ductivity?	•		•	•	•
	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Yes	51%	55%	52%	57%	58%	57%	54%	56%	57%	48%	51%	51%	54%	55%	56%	58%
No	30%	27%	27%	28%	25%	29%	24%	28%	29%	42%	36%	35%	33%	34%	32%	31%
Not sure	19%	18%	21%	15%	17%	14%	23%	16%	14%	9%	13%	14%	13%	11%	12%	11%
Q11. Now thinking about the people that v	work for yo	our compan	y,betwe	en today and	the end of	2020, do you	plan to?									
	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
Substantially increase your workforce	1%	1%	3%	1%	2%	1%	0%	2%	3%	0%	2%	2%	0%	1%	0%	2%
Ad all make by the sure and the sure	200/	31%	27%	37%	27%	42%	29%	35%	37%	37%	37%	37%	28%	32%	34%	30%
Moderately increase your workforce	29%	31%	2/70	3//0	2//0	72/0	23/0	3370	3170	3,,0				32/0	37/0	3070
Remain about the same	57%	57%	58%	53%	60%	50%	58%	53%	52%	53%	52%	52%	64%	57%	53%	59%
											52% 8%	52% 8%				
Remain about the same	57%	57%	58%	53%	60%	50%	58%	53%	52%	53%			64%	57%	53%	59%
emain about the same Jecrease your workforce	57% 12%	57% 11%	58% 12%	53% 8%	60% 10%	50% 7%	58% 12%	53% 9%	52% 8%	53% 8%	8%	8%	64% 7%	57% 9%	53% 12%	59% 9%

^{*} Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

October 2019 - January 2020

667 Upstate NY CEOs, MOE +/- 3.8%; 99 Finger Lakes CEOs, MOE +/- 9.8%

<u> </u>														•		
	Upstate 2019*	CR, CNY, FL, WNY*	Finger Lakes	Upstate Total 2018	Rochester 2018	Other MSAs 2018	Rochester 2017	Upstate Total 2017	Other MSAs 2017	Rochester 2016	Upstate Total 2016	Other MSAs 2016	Rochester 2015	Upstate Total 2015	Rochester 2014	Upstate Total 2014
Existing U.S. competition	24%	23%	24%	25%	27%	24%	29%	24%	22%	26%	27%	28%	25%	25%	31%	29%
Governmental regulation	65%	64%	71%	64%	62%	65%	62%	61%	61%	71%	68%	68%	65%	68%	74%	69%
Taxation	58%	59%	61%	58%	60%	57%	65%	61%	60%	60%	57%	56%	67%	65%	70%	65%
Foreign competition	9%	8%	9%	9%	10%	8%	10%	10%	10%	9%	9%	9%	17%	11%	12%	12%
Energy costs	22%	20%	19%	24%	22%	24%	19%	18%	18%	27%	24%	23%	19%	19%	36%	30%
Risk management	22%	24%	17%	22%	23%	21%	25%	26%	26%	20%	22%	23%	24%	26%	25%	22%
Adverse economic conditions	44%	45%	44%	39%	38%	40%	47%	37%	35%	49%	42%	39%	54%	48%	48%	46%
Health care costs	66%	71%	71%	73%	71%	74%	79%	78%	78%	84%	79%	78%	83%	78%	78%	77%
Global political instability	12%	12%	13%	12%	9%	14%	14%	15%	16%	14%	12%	11%	15%	15%	16%	16%
Rising supplier costs	34%	34%	35%	40%	37%	41%	40%	32%	30%	34%	27%	25%	27%	25%	38%	35%
Human resources	45%	47%	39%	48%	47%	49%	35%	43%	46%	30%	36%	39%	31%	38%	33%	30%
Cash flow	29%	28%	27%	28%	27%	28%	25%	27%	28%	24%	28%	29%	26%	26%	31%	29%
Ability to obtain suitable financing	8%	8%	6%	7%	6%	7%	12%	10%	9%	9%	8%	8%	8%	8%	8%	8%
U.S. trade agreements	16%	17%	18%	19%	19%	18%	8%	9%	9%	14%	8%	6%	NA	NA	NA	NA
None of the above	1%	1%	1%	0%	0%	1%	2%	2%	2%	1%	1%	1%	1%	0%	0%	0%
Trone or the above	170	1/0	170	070	070	170	2/0	2,0	270	170	170	170	170	070	070	070
_	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs	Rochester	Upstate	Rochester	Upstate
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016	2015	Total 2015	2014	Total 2014
		IL, WINI	Lakes	10tai 2010	2010	2010	2017									
FACULANT	1%	1%	1%	1%	2%	1%	2%	1%								
Excellent Good	1% 5%	1% 4%	1%	1% 6%	2%	1%	2% 7%	1% 7%	1%	1%	1%	1%	0%	1%	1%	1%
Good	5%	4%	3%	6%	2%	8%	7%	7%	1% 8%	1% 7%	1% 8%	1% 8%	0% 4%	1% 4%	1% 5%	1% 4%
Good Fair	5% 25%	4% 25%	3% 21%	6% 24%	2% 27%	8% 23%	7% 25%	7% 25%	1% 8% 26%	1% 7% 21%	1% 8% 29%	1% 8% 32%	0% 4% 24%	1% 4% 29%	1% 5% 31%	1% 4% 30%
Good Fair Poor	5% 25% 66%	4% 25% 67%	3% 21% 71%	6% 24% 67%	2% 27% 68%	8% 23% 67%	7% 25% 64%	7% 25% 64%	1% 8% 26% 63%	1% 7% 21% 70%	1% 8% 29% 61%	1% 8% 32% 59%	0% 4% 24% 70%	1% 4% 29% 64%	1% 5% 31% 63%	1% 4% 30% 63%
Good Fair	5% 25%	4% 25%	3% 21%	6% 24%	2% 27%	8% 23%	7% 25%	7% 25%	1% 8% 26%	1% 7% 21%	1% 8% 29%	1% 8% 32%	0% 4% 24%	1% 4% 29%	1% 5% 31%	1% 4% 30%
Good Fair Poor Don't know	5% 25% 66% 3%	4% 25% 67% 3%	3% 21% 71% 4%	6% 24% 67% 1%	2% 27% 68% 2%	8% 23% 67% 1%	7% 25% 64%	7% 25% 64%	1% 8% 26% 63%	1% 7% 21% 70%	1% 8% 29% 61%	1% 8% 32% 59%	0% 4% 24% 70%	1% 4% 29% 64%	1% 5% 31% 63%	1% 4% 30% 63%
Good Fair Poor	5% 25% 66% 3%	4% 25% 67% 3%	3% 21% 71% 4%	6% 24% 67% 1%	2% 27% 68% 2%	8% 23% 67% 1%	7% 25% 64%	7% 25% 64%	1% 8% 26% 63% 3%	1% 7% 21% 70%	1% 8% 29% 61%	1% 8% 32% 59%	0% 4% 24% 70%	1% 4% 29% 64%	1% 5% 31% 63%	1% 4% 30% 63%
Good Fair Poor Don't know	5% 25% 66% 3% e to see the	4% 25% 67% 3% e Governor a	3% 21% 71% 4% and Legi:	6% 24% 67% 1% slature of Ne	2% 27% 68% 2% ew York focu	8% 23% 67% 1% s on?	7% 25% 64% 3% Rochester	7% 25% 64% 3% Upstate	1% 8% 26% 63% 3%	1% 7% 21% 70% 1%	1% 8% 29% 61% 1%	1% 8% 32% 59% 1% Other MSAs	0% 4% 24% 70% 3%	1% 4% 29% 64% 2% Upstate	1% 5% 31% 63% 0%	1% 4% 30% 63% 2%
Good Fair Poor Don't know Q14. Of the following, what would you like	5% 25% 66% 3% e to see the Upstate 2019*	4% 25% 67% 3% e Governor a CR, CNY, FL, WNY*	3% 21% 71% 4% and Legi: Finger Lakes	6% 24% 67% 1% slature of Ne Upstate Total 2018	2% 27% 68% 2% ew York focu Rochester 2018	8% 23% 67% 1% s on? Other MSAs 2018	7% 25% 64% 3% Rochester 2017	7% 25% 64% 3% Upstate Total 2017	1% 8% 26% 63% 3% Other MSAs 2017	1% 7% 21% 70% 1% Rochester 2016	1% 8% 29% 61% 1% Upstate Total 2016	1% 8% 32% 59% 1% Other MSAs 2016	0% 4% 24% 70% 3% Rochester 2015	1% 4% 29% 64% 2% Upstate Total 2015	1% 5% 31% 63% 0% Rochester 2014	1% 4% 30% 63% 2% Upstate Total 2014
Good Fair Poor Don't know Q14. Of the following, what would you like	5% 25% 66% 3% e to see the Upstate 2019* 50%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50%	3% 21% 71% 4% and Legis Finger Lakes 48%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57%	2% 27% 68% 2% ew York focu Rochester 2018 56%	8% 23% 67% 1% s on? Other MSAs 2018 57%	7% 25% 64% 3% Rochester 2017 60%	7% 25% 64% 3% Upstate Total 2017 58%	1% 8% 26% 63% 3% Other MSAs 2017 58%	1% 7% 21% 70% 1% Rochester 2016 53%	1% 8% 29% 61% 1% Upstate Total 2016 55%	1% 8% 32% 59% 1% Other MSAs 2016 55%	0% 4% 24% 70% 3% Rochester 2015 57%	1% 4% 29% 64% 2% Upstate Total 2015 54%	1% 5% 31% 63% 0% Rochester 2014 NA	1% 4% 30% 63% 2% Upstate Total 2014
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform	5% 25% 66% 3% to see the 2019* 50% 52%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52%	3% 21% 71% 4% and Legis Finger Lakes 48% 58%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57%	2% 27% 68% 2% ew York focu Rochester 2018 56% 56%	8% 23% 67% 1% s on? Other MSAs 2018 57% 57%	7% 25% 64% 3% Rochester 2017 60% 64%	7% 25% 64% 3% Upstate Total 2017 58% 63%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62%	1% 7% 21% 70% 1% Rochester 2016 53% 60%	1% 8% 29% 61% 1% Upstate Total 2016 55% 62%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62%	0% 4% 24% 70% 3% Rochester 2015 57% 63%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63%	1% 5% 31% 63% 0% Rochester 2014 NA NA	1% 4% 30% 63% 2% Upstate Total 2014 NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform	5% 25% 66% 3% e to see the 2019* 50% 52% 24%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52% 23%	3% 21% 71% 4% and Legis Finger Lakes 48% 58% 26%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57% 30%	2% 27% 68% 2% ew York focu Rochester 2018 56% 56% 27%	8% 23% 67% 1% s on? Other MSAs 2018 57% 57% 30%	7% 25% 64% 3% Rochester 2017 60% 64% 29%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29%	1% 7% 21% 70% 1% Rochester 2016 53% 60% 30%	1% 8% 29% 61% 1% Upstate Total 2016 55% 62% 31%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34%	1% 5% 31% 63% 0% Rochester 2014 NA NA	1% 4% 30% 63% 2% Upstate Total 2014 NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform	5% 25% 66% 3% to see the 2019* 50% 52%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52%	3% 21% 71% 4% and Legis Finger Lakes 48% 58%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57%	2% 27% 68% 2% ew York focu Rochester 2018 56% 56%	8% 23% 67% 1% s on? Other MSAs 2018 57% 57%	7% 25% 64% 3% Rochester 2017 60% 64%	7% 25% 64% 3% Upstate Total 2017 58% 63%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62%	1% 7% 21% 70% 1% Rochester 2016 53% 60%	1% 8% 29% 61% 1% Upstate Total 2016 55% 62%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62%	0% 4% 24% 70% 3% Rochester 2015 57% 63%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63%	1% 5% 31% 63% 0% Rochester 2014 NA NA	1% 4% 30% 63% 2% Upstate Total 2014 NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads,	5% 25% 66% 3% e to see the 2019* 50% 52% 24%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52% 23%	3% 21% 71% 4% and Legis Finger Lakes 48% 58% 26%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57% 30%	2% 27% 68% 2% ew York focu Rochester 2018 56% 56% 27%	8% 23% 67% 1% s on? Other MSAs 2018 57% 57% 30%	7% 25% 64% 3% Rochester 2017 60% 64% 29%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29%	1% 7% 21% 70% 1% Rochester 2016 53% 60% 30%	1% 8% 29% 61% 1% Upstate Total 2016 55% 62% 31%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34%	1% 5% 31% 63% 0% Rochester 2014 NA NA	1% 4% 30% 63% 2% Upstate Total 201 NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer)	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52% 23% 25%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26%	6% 24% 67% 1% Slature of Ne Upstate Total 2018 57% 57% 30% 29%	2% 27% 68% 2% w York focu Rochester 2018 56% 56% 27% 20%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23%	1% 8% 29% 61% 1% 1% Upstate Total 2016 55% 62% 31% 22%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32% 22%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA	1% 4% 30% 63% 2% Upstate Total 201 NA NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 52% 23% 25%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26%	6% 24% 67% 1% Slature of Ne Upstate Total 2018 57% 57% 30% 29%	2% 27% 68% 2% w York focu Rochester 2018 56% 56% 27% 20%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23%	1% 8% 29% 61% 1% 1% Upstate Total 2016 55% 62% 31% 22%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32% 22%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA	1% 4% 30% 63% 2% Upstate Total 201 NA NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation and transmission, natural gas)	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25% 42%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 23% 25% 40%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26% 25% 34%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57% 30% 29% 44%	2% 27% 68% 2% w York focu Rochester 2018 56% 56% 27% 20% 40%	8% 23% 67% 1% s on? Other MSAs 2018 57% 57% 30% 32% 46%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19% 48%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24% 52%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26% 53%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23% 41%	1% 8% 29% 61% 1% Upstate Total 2016 55% 62% 31% 22% 43% NA	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32% 22% 44% NA	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25% 40%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25% 42%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA NA NA NA	1% 4% 30% 63% 2% Upstate Total 201 NA NA NA NA NA NA NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation and transmission, natural gas) Business Development Incentives	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25% 42% 24% 36%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 23% 25% 40% 20% 33%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26% 25% 34% 17%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 57% 30% 29% 44%	2% 27% 68% 2% w York focu Rochester 2018 56% 27% 20% 40%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32% 46% 19% 30%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19% 48% 21%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24% 52% 24% 31%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26% 53% 26% 31%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23% 41% NA 39%	1% 8% 29% 61% 11% Upstate Total 2016 55% 62% 31% 22% 43% NA 36%	1% 8% 32% 59% 1% Other MSAs 2016 55% 62% 32% 22% 44% NA 35%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25% 40% NA 38%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25% 42% NA 36%	1% 5% 31% 63% 0% Rochester 2014 NA	1% 4% 30% 63% 2% Upstate Total 201 NA
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation and transmission, natural gas) Business Development Incentives Ethics Reform	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25% 42% 24% 24% 24% 36% 28%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 23% 25% 40% 20% 33% 31%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26% 25% 34% 17% 33% 30%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 30% 29% 44% 19% 27% 46%	2% 27% 68% 2% ew York focu Rochester 2018 56% 27% 20% 40% 16% 22% 38%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32% 46% 19% 30% 50%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19% 48% 21% 48%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24% 52% 24% 31% 43%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26% 53% 26% 31% 42%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23% 41% NA 39% 53%	1% 8% 29% 61% 11% Upstate Total 2016 55% 62% 31% 22% 43% NA 36% 52%	1% 8% 32% 59% 1% 1% Other MSAs 2016 55% 62% 32% 22% 44% NA 35% 52%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25% 40% NA 38% 40%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25% A2% NA 36% 42%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA NA NA 39% 33%	1% 4% 30% 63% 2% Upstate Total 2014 NA NA NA NA NA 42% NA 42%
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation and transmission, natural gas) Business Development Incentives Ethics Reform Spending Cuts	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25% 42% 24% 24% 24% 36% 28% 53%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 23% 25% 40% 20% 33% 31% 57%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26% 25% 34% 17% 33% 30% 66%	6% 24% 67% 1% Slature of Ne Upstate Total 2018 57% 30% 29% 44% 19% 27% 46% 59%	2% 27% 68% 2% Ew York focu Rochester 2018 56% 27% 20% 40% 16% 22% 38% 61%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32% 46% 19% 30% 50% 58%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19% 48% 21% 48% 62%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24% 52% 24% 31% 43% 53%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26% 53% 26% 31% 42% 51%	1% 7% 21% 70% 1% 1% 1% Rochester 2016 53% 60% 30% 23% 41% NA 39% 53% 61%	1% 8% 29% 61% 11% Upstate Total 2016 55% 62% 31% 22% 43% NA 36% 52% 51%	1% 8% 32% 59% 1% 1% Other MSAs 2016 55% 62% 32% 22% 44% NA 35% 52% 49%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25% 40% NA 38% 40% 62%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25% 42% NA 36% 42% 58%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA NA NA 39% 33% 63%	1% 4% 30% 63% 2% Upstate Total 2014 NA NA NA NA NA 42% NA 42% NA 42%
Good Fair Poor Don't know Q14. Of the following, what would you like Personal Income Tax Reform Business Income Tax Reform Estate Tax Reform Sales Tax Reform Infrastructure Development (roads, bridges, water, sewer) Energy Infrastructure (power generation and transmission, natural gas) Business Development Incentives Ethics Reform	5% 25% 66% 3% 2 to see the 2019* 50% 52% 24% 25% 42% 24% 24% 24% 36% 28%	4% 25% 67% 3% Governor a CR, CNY, FL, WNY* 50% 23% 25% 40% 20% 33% 31%	3% 21% 71% 4% 4% Finger Lakes 48% 58% 26% 25% 34% 17% 33% 30%	6% 24% 67% 1% slature of Ne Upstate Total 2018 57% 30% 29% 44% 19% 27% 46%	2% 27% 68% 2% ew York focu Rochester 2018 56% 27% 20% 40% 16% 22% 38%	8% 23% 67% 1% 1% s on? Other MSAs 2018 57% 57% 30% 32% 46% 19% 30% 50%	7% 25% 64% 3% Rochester 2017 60% 64% 29% 19% 48% 21% 48%	7% 25% 64% 3% Upstate Total 2017 58% 63% 29% 24% 52% 24% 31% 43%	1% 8% 26% 63% 3% Other MSAs 2017 58% 62% 29% 26% 53% 26% 31% 42%	1% 7% 21% 70% 1% 1% Rochester 2016 53% 60% 30% 23% 41% NA 39% 53%	1% 8% 29% 61% 11% Upstate Total 2016 55% 62% 31% 22% 43% NA 36% 52%	1% 8% 32% 59% 1% 1% Other MSAs 2016 55% 62% 32% 22% 44% NA 35% 52%	0% 4% 24% 70% 3% Rochester 2015 57% 63% 33% 25% 40% NA 38% 40%	1% 4% 29% 64% 2% Upstate Total 2015 54% 63% 34% 25% A2% NA 36% 42%	1% 5% 31% 63% 0% Rochester 2014 NA NA NA NA NA 39% 33%	1% 4% 30% 63% 2% Upstate Total 2014 NA NA NA NA NA 42% NA 42%

^{*} Upstate 2019: All Upstate Regions

CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY CEO2019 Finger Lakes Crosstabs.xlsx

October 2019 - January 2020

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^{*} Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

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Q36. Do you offer a pension or 401K to your employees?																
	Upstate	CR, CNY,	Finger	Upstate	Rochester	Other MSAs	Rochester	Upstate	Other MSAs	Rochester	Upstate Total	Other MSAs				
	2019*	FL, WNY*	Lakes	Total 2018	2018	2018	2017	Total 2017	2017	2016	2016	2016				
Yes	80%	84%	86%	85%	84%	86%	82%	83%	83%	83%	82%	84%				
No	18%	14%	12%	13%	16%	13%	16%	14%	13%	17%	15%	14%				
Don't know	2%	2%	2%	1%	0%	2%	2%	3%	4%	0%	3%	2%				