## October 2019 - January 2020

Q1. Which of the following industry categor	ries hesta	lescribes th	e type of h	usiness voi	ır comnanı	, is engage	d in?									
Q1. Which of the following moustry categor	lies best	lescribes tri	e type or b	usiness you	Company	y is eligage	u III:									
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR. CNY.	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL. WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Engineering and Construction	13%	15%	12%	17%	16%	18%	13%	17%	19%	12%	18%	20%	11%	16%	12%	17%
Food and Beverage	7%	6%	6%	5%	7%	5%	6%	3%	3%	7%	5%	4%	9%	5%	6%	3%
Financial	6%	4%	3%	6%	3%	7%	3%	6%	8%	4%	7%	9%	3%	5%	6%	8%
Manufacturing	19%	19%	22%	20%	25%	18%	21%	19%	19%	24%	18%	16%	30%	24%	24%	21%
Retail	13%	14%	12%	13%	12%	13%	10%	10%	10%	12%	11%	10%	9%	12%	12%	12%
Service	34%	32%	37%	30%	30%	29%	40%	36%	34%	33%	32%	31%	24%	25%	23%	23%
Wholesale and Distribution	8%	9%	9%	9%	8%	10%	8%	8%	8%	9%	10%	10%	10%	11%	16%	15%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	3%	2%	NA	NA
Q2. As you think about the current busines	s or econ	omic condi	tions in Nev	w York Stat	e as compa	ared to six	months ag	o, would yo	ou say they	are consid	lerably bet	er, a little	better, abo	out the sam	e, a little v	vorse, or
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Upstate
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Considerably better	3%	3%	3%	4%	3%	5%	3%	4%	4%	3%	1%	1%	4%	2%	9%	4%
A little better	14%	14%	14%	23%	24%	23%	22%	23%	24%	27%	26%	26%	22%	24%	30%	32%
About the same	47%	49%	44%	46%	41%	48%	46%	47%	48%	47%	48%	48%	46%	44%	36%	44%
A little worse	26%	27%	31%	20%	24%	19%	24%	20%	18%	21%	21%	21%	20%	22%	19%	16%
Considerably worse	10%	8%	8%	6%	8%	5%	4%	5%	5%	3%	4%	4%	8%	8%	6%	4%
Q3. Looking forward from today through n	ext year,	that is, the	entire 2020	year, how	would you	ı describe y	your expec	tations for	the econor	ny in New	York State?	1				
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Upstate
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Considerably better	2%	1%	3%	3%	3%	4%	3%	5%	5%	6%	5%	4%	4%	3%	9%	5%
A little better	17%	18%	17%	24%	22%	25%	28%	29%	30%	39%	37%	36%	26%	27%	34%	37%
About the same	38%	39%	30%	43%	40%	44%	34%	36%	37%	34%	37%	38%	39%	40%	36%	39%
A little worse	34%	35%	42%	23%	30%	21%	26%	24%	23%	18%	19%	20%	25%	24%	16%	15%
A little Worse																
Considerably worse	9%	6%	7%	7%	6%	7%	9%	6%	5%	3%	3%	3%	5%	6%	4%	4%

<sup>\*</sup> Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

## October 2019 - January 2020

Q4. Now thinking specifically about your in	dustry, h	ow would y	ou describe	e the curre	nt business	or econor	nic condition	ons in New	York State	as compai	red with six	months ag	go?			
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Considerably better	2%	2%	3%	4%	2%	5%	2%	3%	4%	3%	2%	2%	3%	3%	4%	4%
A little better	15%	15%	12%	21%	20%	22%	15%	18%	19%	20%	18%	16%	19%	21%	24%	24%
About the same	39%	42%	39%	42%	44%	41%	43%	45%	45%	42%	47%	49%	40%	39%	37%	42%
A little worse	33%	31%	33%	25%	23%	26%	32%	27%	24%	28%	27%	26%	29%	29%	25%	24%
Considerably worse	11%	10%	13%	7%	11%	6%	7%	7%	7%	8%	7%	7%	9%	8%	10%	6%
Q5. And looking forward from today throu	gh the ne	xt year,how	would you	ı describe	your expec	tations for	your indus	try here in	New York	<u> </u> 	1		1	1		
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Considerably better	2%	1%	2%	5%	3%	5%	2%	5%	6%	6%	5%	5%	4%	3%	6%	5%
A little better	16%	16%	16%	22%	20%	23%	19%	24%	26%	31%	30%	31%	22%	24%	27%	30%
About the same	37%	38%	31%	41%	41%	41%	37%	35%	35%	33%	35%	35%	37%	41%	31%	36%
A little worse	33%	32%	36%	23%	23%	23%	31%	27%	24%	23%	24%	25%	31%	25%	30%	24%
Considerably worse	13%	12%	16%	10%	13%	8%	10%	8%	7%	8%	6%	5%	6%	7%	5%	5%
Q6. Now thinking specifically about your co	ompany, v	what are yo	ur expecta	tions for re	venue thro	ugh the ye	ear 2020? D	o you belie	ve your re	venue will.	?					
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	, ,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Grow substantially	3%	2%	1%	4%	8%	2%	3%	4%	5%	4%	3%	2%	3%	3%	6%	4%
Grow moderately	38%	40%	36%	46%	36%	49%	45%	44%	43%	43%	48%	50%	39%	42%	41%	45%
Stay about the same	36%	37%	35%	35%	34%	35%	28%	35%	39%	34%	33%	33%	38%	36%	32%	33%
Decrease moderately	19%	16%	21%	13%	18%	11%	20%	13%	10%	16%	14%	13%	18%	17%	19%	16%
Decrease substantially	5%	5%	7%	3%	3%	2%	3%	3%	3%	3%	2%	2%	3%	2%	1%	1%

<sup>\*</sup> Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

### October 2019 - January 2020

				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Grow substantially	2%	1%	0%	2%	3%	2%	5%	3%	3%	5%	2%	1%	1%	2%	5%	3%
Grow moderately	32%	32%	33%	35%	28%	37%	32%	36%	38%	38%	41%	43%	31%	33%	31%	38%
Stay about the same	34%	36%	34%	37%	35%	38%	34%	35%	36%	33%	34%	34%	34%	36%	36%	35%
Decrease moderately	26%	24%	25%	20%	26%	18%	24%	20%	18%	20%	20%	20%	26%	25%	25%	22%
Decrease substantially	6%	6%	8%	5%	6%	5%	4%	4%	4%	4%	3%	3%	5%	4%	3%	3%
Don't know	0%	0%	0%	0%	1%	0%	1%	1%	1%	0%	0%	0%	1%	1%	0%	0%
Q8. Businesses and the executives that	t direct them	strive to en	hance profi	itability in ı	many ways	. Through	which of th	e following	g strategies 	do you pla	n to MOST	enhance y	our compa	ny's profita	ability over	r the next
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Market/demand growth	38%	37%	37%	40%	41%	39%	39%	42%	43%	50%	48%	48%	34%	39%	37%	43%
Cost reduction	23%	26%	24%	21%	22%	21%	31%	25%	22%	21%	25%	26%	33%	31%	33%	29%
Price increase	17%	16%	17%	21%	22%	21%	11%	13%	14%	16%	13%	11%	16%	12%	17%	15%
New technology	8%	8%	9%	10%	3%	13%	11%	11%	10%	8%	9%	10%	9%	9%	8%	7%
Other	13%	12%	11%	7%	9%	6%	7%	8%	9%	4%	4%	4%	7%	7%	4%	6%
Don't know	2%	1%	2%	1%	1%	1%	0%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Q9. Please indicate which of the follow	ving are major	areas of co	ncentratio	n for your	company n	ow and th	rough 2020	).	1	T	Г		1	1		
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL. WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Expansion of existing markets	55%	52%	47%	54%	51%	55%	60%	57%	56%	49%	53%	54%	57%	54%	53%	56%
Growth in existing products	50%	52%	50%	51%	49%	51%	50%	54%	56%	56%	58%	59%	53%	52%	56%	54%
Entry into new markets	26%	25%	26%	29%	28%	29%	26%	28%	29%	35%	32%	31%	30%	30%	33%	33%
New product lines	22%	23%	23%	25%	22%	26%	24%	24%	24%	23%	23%	24%	30%	27%	24%	25%
Acquisition of new businesses	12%	13%	10%	13%	14%	13%	20%	15%	12%	16%	15%	15%	11%	15%	9%	14%
Technology innovation	29%	31%	29%	31%	25%	33%	36%	34%	34%	31%	28%	27%	25%	27%	21%	26%
	8%	8%	8%	10%	11%	10%	9%	8%	8%	10%	10%	9%	10%	9%	7%	10%
Construction of new locations			240/	200/	28%	28%	29%	28%	27%	27%	25%	24%	24%	28%	24%	25%
Construction of new locations Internal restructuring	27%	28%	31%	28%	2070	20/0	23/0	20/0	-,,,					-0,0		
	27% 3%	28% 3%	5%	4%	3%	4%	6%	5%	4%	4%	4%	4%	NA	NA	NA	NA
Internal restructuring																NA 3%

<sup>\*</sup> Upstate 2019: All Upstate Regions

### Siena College Research Institute Sponsored by The Business Council of New York State October 2019 - January 2020

				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL. WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Yes	51%	55%	54%	57%	53%	59%	56%	56%	56%	52%	51%	50%	54%	55%	57%	58%
No	30%	27%	28%	28%	31%	27%	29%	28%	27%	36%	36%	37%	36%	34%	35%	31%
Not sure	19%	18%	17%	15%	16%	14%	15%	16%	17%	12%	13%	13%	10%	11%	8%	11%
Q11. Now thinking about the people that	work for y	our compai	ny,betweer	today and	the end o	f 2020, do	you plan to	o?	•		•		•	•	•	
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate		Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Substantially increase your workforce	1%	1%	0%	1%	2%	1%	3%	2%	1%	3%	2%	1%	1%	1%	2%	2%
Moderately increase your workforce	29%	31%	34%	37%	41%	36%	36%	35%	34%	37%	37%	37%	32%	32%	29%	30%
Remain about the same	57%	57%	52%	53%	47%	55%	48%	53%	56%	50%	52%	53%	53%	57%	58%	59%
Decrease your workforce	12%	11%	13%	8%	9%	8%	12%	9%	8%	10%	8%	7%	14%	9%	11%	9%
•																
Don't know	1%	0%	1%	0%	0%	0%	1%	1%	1%	0%	1%	2%	1%	1%	1%	1%
Don't know	_,_							1%	1%	0%	1%	2%	1%	1%	1%	1%
•	_,_							1%	1%	0%	1%	2%	1%	1%	1%	1%
Don't know	_,_			of the foll		ou concer				0%			1%		1%	
Don't know	that your	company fa	aces, which	of the follo	owing are y	ou concer	ned with?	Upstate	Other		Upstate	Other		Upstate		Upstate
Don't know	that your	company fa	western	of the follo	owing are y	ou concer Other MSAs	ned with?	Upstate Total	Other MSAs	Buffalo	Upstate Total	Other MSAs	Buffalo	Upstate Total	Buffalo	Upstate Total
Don't know  Q12. And thinking about other challenges	that your Upstate 2019*	CR, CNY,	Western	of the follo Upstate Total 2018	Buffalo	Other MSAs 2018	ned with?  Buffalo 2017	Upstate Total 2017	Other MSAs 2017	Buffalo 2016	Upstate Total 2016	Other MSAs 2016	Buffalo 2015	Upstate Total 2015	Buffalo 2014	Upstate Total 2014
Don't know  Q12. And thinking about other challenges  Existing U.S. competition	that your Upstate 2019*	CR, CNY, FL, WNY*	Western NY 21%	Of the following Upstate Total 2018 25%	Buffalo 2018	Other MSAs 2018 28%	Buffalo 2017	Upstate Total 2017 24%	Other MSAs 2017 25%	Buffalo 2016 28%	Upstate Total 2016 27%	Other MSAs 2016 27%	Buffalo 2015 19%	Upstate Total 2015 25%	Buffalo 2014 28%	Upstate Total 2014 29%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation	Upstate 2019* 24% 65%	CR, CNY, FL, WNY* 23% 64%	Western NY 21% 62%	Upstate Total 2018 25% 64%	Buffalo 2018 17% 68%	Other MSAs 2018 28% 63%	Buffalo 2017 22% 68%	Upstate     Total     2017     24%     61%	Other MSAs 2017 25% 58%	Buffalo 2016 28% 73%	Upstate     Total     2016     27%     68%	Other MSAs 2016 27% 67%	Buffalo 2015 19% 72%	Upstate     Total     2015     25%     68%	Buffalo 2014 28% 69%	Upstate Total 2014 29% 69%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation  Taxation	Upstate 2019* 24% 65% 58%	CR, CNY, FL, WNY* 23% 64% 59%	Western NY 21% 62% 60%	of the following Upstate Total 2018 25% 64% 58%	Buffalo 2018 17% 68% 60%	Other MSAs 2018 28% 63% 57%	Buffalo 2017 22% 68% 60%	Upstate Total 2017 24% 61% 61%	Other MSAs 2017 25% 58% 61%	Buffalo 2016 28% 73% 58%	Upstate Total 2016 27% 68% 57%	Other MSAs 2016 27% 67% 57%	Buffalo 2015 19% 72% 72%	Upstate Total 2015 25% 68% 65%	Buffalo 2014 28% 69% 63%	Upstate Total 2014 29% 69% 65%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation  Taxation  Foreign competition	Upstate 2019* 24% 65% 58% 9%	CR, CNY, FL, WNY* 23% 64% 59% 8%	Western NY 21% 62% 60% 9%	of the following	Buffalo 2018 17% 68% 60% 11%	Other MSAs 2018 28% 63% 57% 8%	Buffalo 2017 22% 68% 60% 15%	Upstate Total 2017 24% 61% 61%	Other MSAs 2017 25% 58% 61% 8%	Buffalo 2016 28% 73% 58% 10%	Upstate Total 2016 27% 68% 57% 9%	Other MSAs 2016 27% 67% 57% 9%	Buffalo 2015 19% 72% 72% 12%	Upstate Total 2015 25% 68% 65% 11%	Buffalo 2014 28% 69% 63% 11%	Upstate Total 2014 29% 69% 65% 12%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation  Taxation  Foreign competition  Energy costs	Upstate 2019* 24% 65% 58% 9% 22%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20%	Western NY 21% 62% 60% 9% 14%	of the following the following of the following the follow	Buffalo 2018 17% 68% 60% 11% 21%	Other MSAs 2018 28% 63% 57% 8% 25%	Buffalo 2017 22% 68% 60% 15% 14%	Upstate Total 2017 24% 61% 61% 10% 18%	Other MSAs 2017 25% 58% 61% 8% 20%	Buffalo 2016 28% 73% 58% 10% 24%	Upstate Total 2016 27% 68% 57% 9% 24%	Other MSAs 2016 27% 67% 57% 9% 24%	Buffalo 2015 19% 72% 72% 12% 18%	Upstate Total 2015 25% 68% 65% 11% 19%	Buffalo 2014 28% 69% 63% 11% 25%	Upstate Total 2014 29% 69% 65% 12% 30%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation  Taxation  Foreign competition  Energy costs  Risk management	Upstate 2019* 24% 65% 58% 9% 22% 22%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24%	Western NY 21% 62% 60% 9% 14% 30%	Of the following	Buffalo 2018 17% 68% 60% 11%	Other MSAs 2018 28% 63% 57% 8%	Buffalo 2017 22% 68% 60% 15% 14% 26%	Upstate Total 2017 24% 61% 61%	Other MSAs 2017 25% 58% 61% 8% 20% 25%	Buffalo 2016 28% 73% 58% 10% 24% 24%	Upstate Total 2016 27% 68% 57% 9%	Other MSAs 2016 27% 67% 57% 9%	Buffalo 2015 19% 72% 72% 12% 18% 28%	Upstate Total 2015 25% 68% 65% 11%	Buffalo 2014 28% 69% 63% 11% 25% 19%	Upstate Total 2014 29% 69% 65% 12% 30% 22%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition  Governmental regulation  Taxation  Foreign competition  Energy costs	Upstate 2019* 24% 65% 58% 9% 22%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20%	Western NY 21% 62% 60% 9% 14%	of the following the following of the following the follow	Buffalo 2018 17% 68% 60% 11% 21% 22%	Other MSAs 2018 28% 63% 57% 8% 25% 22%	Buffalo 2017 22% 68% 60% 15% 14%	Upstate Total 2017 24% 61% 61% 10% 18% 26%	Other MSAs 2017 25% 58% 61% 8% 20%	Buffalo 2016 28% 73% 58% 10% 24%	Upstate Total 2016 27% 68% 57% 9% 24% 22%	Other MSAs 2016 27% 67% 57% 9% 24% 22%	Buffalo 2015 19% 72% 72% 12% 18%	Upstate Total 2015 25% 68% 65% 11% 19% 26%	Buffalo 2014 28% 69% 63% 11% 25%	Upstate Total 2014 29% 69% 65% 12% 30%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation  Taxation Foreign competition Energy costs Risk management Adverse economic conditions Health care costs	Upstate 2019* 24% 65% 58% 9% 22% 22% 44%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45%	Western NY 21% 62% 60% 9% 14% 30% 42%	Of the follows the	Buffalo 2018 17% 68% 60% 11% 21% 22% 39%	Other MSAs 2018 28% 63% 57% 8% 25% 22% 40%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39%	Buffalo 2016 28% 73% 58% 10% 24% 24% 43%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation  Taxation Foreign competition Energy costs Risk management  Adverse economic conditions	Upstate 2019* 24% 65% 58% 9% 22% 22% 44% 66%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45% 71%	Western NY 21% 62% 60% 9% 14% 30% 42% 65%	of the following	Buffalo 2018 17% 68% 60% 11% 21% 22% 39% 75%	Other MSAs 2018 28% 63% 57% 8% 225% 40% 72%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33% 74%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37% 78%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39% 80%	Buffalo 2016 28% 73% 58% 10% 24% 24% 43% 78%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42% 79%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41% 80%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43% 77%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48% 78%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39% 74%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46% 77%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation  Taxation Foreign competition Energy costs Risk management Adverse economic conditions Health care costs Global political instability	Upstate 2019* 24% 65% 58% 9% 22% 22% 44% 66% 12%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45% 71% 12%	western NY 21% 62% 60% 9% 14% 30% 42% 65% 10%	Of the following	Buffalo 2018 17% 68% 60% 11% 21% 22% 39% 75%	Other MSAs 2018 28% 63% 57% 8% 22% 40% 72% 11%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33% 74%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37% 78%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39% 80% 16%	Buffalo 2016 28% 73% 58% 10% 24% 24% 43% 78% 11%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42% 79% 12%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41% 80% 12%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43% 77%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48% 78%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39% 74%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46% 77%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation Taxation Foreign competition Energy costs Risk management Adverse economic conditions Health care costs Global political instability Rising supplier costs	Upstate 2019* 24% 65% 58% 9% 22% 44% 66% 12% 34%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45% 71% 12% 34%	western NY 21% 62% 60% 9% 14% 30% 42% 65% 10% 28%	Of the following	Buffalo 2018 17% 68% 60% 11% 22% 39% 75% 15% 45%	Other MSAs 2018 28% 63% 57% 8% 22% 40% 72% 11% 38%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33% 74% 15% 31%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37% 78% 15% 32%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39% 80% 16% 33%	Buffalo 2016 28% 73% 58% 10% 24% 24% 43% 78% 11% 24%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42% 79% 12% 27%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41% 80% 12% 28%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43% 77% 15%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48% 78% 15%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39% 74% 13% 36%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46% 77% 16% 35%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation Taxation Foreign competition Energy costs Risk management Adverse economic conditions Health care costs Global political instability Rising supplier costs Human resources	Upstate 2019* 24% 65% 58% 9% 22% 22% 44% 66% 12% 34% 45%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45% 71% 12% 34% 47%	western NY 21% 62% 60% 9% 14% 30% 42% 65% 10% 28% 48%	Of the follows the	Buffalo 2018 17% 68% 60% 11% 22% 39% 75% 15% 45% 53%	Other MSAs 2018 28% 63% 57% 8% 22% 40% 72% 11% 38% 46%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33% 74% 15% 31% 43%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37% 78% 15% 32% 43%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39% 80% 16% 33% 44%	Buffalo 2016 28% 73% 58% 10% 24% 43% 78% 11% 24% 41%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42% 79% 12% 27% 36%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41% 80% 12% 28% 35%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43% 77% 15% 28% 45%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48% 78% 15% 25% 38%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39% 74% 13% 36% 29%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46% 77% 16% 35% 30%
Don't know  Q12. And thinking about other challenges  Existing U.S. competition Governmental regulation Taxation Foreign competition Energy costs Risk management Adverse economic conditions Health care costs Global political instability Rising supplier costs Human resources Cash flow	Upstate 2019* 24% 65% 58% 9% 22% 22% 44% 66% 12% 34% 45% 29%	CR, CNY, FL, WNY* 23% 64% 59% 8% 20% 24% 45% 71% 12% 34% 47% 28%	western NY 21% 62% 60% 9% 14% 30% 42% 65% 10% 28% 48% 30%	of the following	Buffalo 2018 17% 68% 60% 11% 21% 22% 39% 75% 15% 45% 53% 31%	Other MSAs 2018 28% 63% 57% 8% 22% 40% 72% 11% 38% 46% 27%	Buffalo 2017 22% 68% 60% 15% 14% 26% 33% 74% 15% 31% 43%	Upstate Total 2017 24% 61% 61% 10% 18% 26% 37% 78% 15% 32% 43% 27%	Other MSAs 2017 25% 58% 61% 8% 20% 25% 39% 80% 16% 33% 44% 25%	Buffalo 2016 28% 73% 58% 10% 24% 43% 78% 11% 24% 41%	Upstate Total 2016 27% 68% 57% 9% 24% 22% 42% 79% 12% 27% 36% 28%	Other MSAs 2016 27% 67% 57% 9% 24% 22% 41% 80% 12% 28% 35% 29%	Buffalo 2015 19% 72% 72% 12% 18% 28% 43% 77% 15% 28% 45% 27%	Upstate Total 2015 25% 68% 65% 11% 19% 26% 48% 78% 15% 25% 38% 26%	Buffalo 2014 28% 69% 63% 11% 25% 19% 39% 74% 13% 36% 29%	Upstate Total 2014 29% 69% 65% 12% 30% 22% 46% 77% 16% 35% 30% 29%

<sup>\*</sup> Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

### Siena College Research Institute Sponsored by The Business Council of New York State October 2019 - January 2020

667 Upstate NY CEOs, MOE +/- 3.8%; 109 Western NY CEOs, MOE +/- 9.4%

Q13. Thinking specifically about New York and the relationship between the state government and businesses like yours, overall would you say the government of the State of New York is doing an excellent, good, fair or near in he of creating a business climate in which companies like yours will succeed?

						0.1	-		0:1	<b>-</b>		0:1	-			
				Upstate	- "	Other	- "	Upstate	Other	- "	Upstate	Other		Upstate	- " .	Upstate
	Upstate		Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Excellent	1%	1%	2%	1%	2%	1%	1%	1%	1%	2%	1%	1%	2%	1%	2%	1%
Good	5%	4%	6%	6%	8%	5%	6%	7%	8%	10%	8%	6%	6%	4%	6%	4%
Fair	25%	25%	20%	24%	21%	25%	22%	25%	27%	30%	29%	29%	26%	29%	26%	30%
Poor	66%	67%	70%	67%	69%	67%	67%	64%	62%	56%	61%	64%	62%	64%	63%	63%
Don't know	3%	3%	3%	1%	1%	2%	3%	3%	3%	2%	1%	1%	3%	2%	3%	2%
Q14. Of the following, what would you like	to see th	e Governor	and Legisl	ature of Ne	w York foo	us on?	1	1		F	1		T	1		T
				Unatata		Othor		Hastata	Othor		Upstate	Othor		Hastata		Unatata
	Unatata	CD CNIV	Western	Upstate Total	Buffalo	Other MSAs	Buffalo	Upstate Total	Other MSAs	Buffalo	Total	Other MSAs	Buffalo	Upstate Total	Buffalo	Upstate Total
	Upstate	, ,														
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Personal Income Tax Reform	50%	50%	56%	57%	59%	56%	61%	58%	57%	55%	55%	54%	58%	54%	NA	NA
Business Income Tax Reform	52%	52%	57%	57%	61%	55%	65%	63%	62%	66%	62%	60%	68%	63%	NA	NA
Estate Tax Reform	24%	23%	27%	30%	32%	29%	34%	29%	28%	34%	31%	30%	34%	34%	NA	NA
Sales Tax Reform	25%	25%	30%	29%	36%	26%	30%	24%	22%	24%	22%	22%	32%	25%	NA	NA
Infrastructure Development (roads,	42%	40%	39%													
bridges, water, sewer)				44%	44%	44%	49%	52%	54%	45%	43%	43%	35%	42%	37%	42%
Energy Infrastructure (power generation	24%	20%	21%													
and transmission, natural gas)				19%	18%	19%	24%	24%	24%	NA	NA	NA	NA	NA	NA	NA
Business Development Incentives	36%	33%	31%	27%	28%	27%	28%	31%	32%	39%	36%	35%	32%	36%	34%	38%
Ethics Reform	28%	31%	26%	46%	53%	44%	39%	43%	45%	58%	52%	50%	41%	42%	42%	40%
Spending Cuts	53%	57%	61%	59%	66%	56%	58%	53%	51%	50%	51%	52%	65%	58%	72%	64%
Other	17%	16%	15%	20%	21%	20%	18%	16%	15%	14%	13%	13%	16%	14%	16%	16%
Don't know	2%	2%	3%	1%	0%	1%	0%	0%	0%	1%	1%	1%	0%	0%	0%	0%
Q15. How confident are you in the ability o	of the gove	ernment of	the State o	f New Yorl	k to improv	e the busi	ness climat	e for busin	esses like y	ours here	in New Yorl	k over the	next year?	Are you:		ı
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Very confident	1%	1%	2%	1%	1%	1%	0%	1%	1%	2%	1%	1%	1%	1%	3%	1%
Somewhat confident	12%	11%	14%	11%	9%	12%	10%	15%	17%	16%	14%	13%	14%	12%	13%	12%
Not very confident	40%	39%	33%	42%	36%	44%	51%	48%	47%	44%	48%	51%	50%	50%	38%	47%
Not at all confident	45%	48%	49%	46%	52%	44%	38%	35%	33%	39%	36%	35%	33%	37%	44%	38%
Don't know	2%	1%	3%	1%	2%	0%	1%	2%	2%	0%	1%	0%	1%	1%	1%	1%

<sup>\*</sup> Upstate 2019: All Upstate Regions

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

## October 2019 - January 2020

667 Upstate NY CEOs, MOE +/- 3.8%; 109 Western NY CEOs, MOE +/- 9.4%

Q16. And thinking about the efforts of t	he federal g	overnment,	overall wo	uld you sa	y the feder	al governn	nent is doir	g an excell	ent, good,	fair or poo	r job of cre	ating a bus	iness clima	ite in which	companie	s like you
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	- , - ,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Excellent	12%	13%	12%	18%	16%	19%	5%	6%	6%	1%	1%	1%	0%	0%	1%	0%
Good	27%	29%	29%	33%	37%	32%	24%	22%	20%	3%	6%	7%	0%	2%	3%	4%
Fair	32%	30%	30%	25%	22%	26%	34%	35%	35%	31%	29%	28%	17%	22%	21%	21%
Poor	25%	25%	22%	22%	22%	22%	31%	33%	34%	61%	59%	60%	78%	73%	74%	72%
Don't know	4%	3%	6%	2%	3%	1%	6%	5%	5%	5%	5%	4%	5%	2%	3%	2%
Q17. How confident are you in the abilit	y of the fed	eral govern	 ment to im	prove the I	usiness cli	 imate for b	usinesses l	ike yours h	ere in New	/ York over	the next ye	ar? Are yo	u:			
												,				
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
Very confident	7%	7%	5%	8%	9%	8%	4%	3%	3%	4%	5%	5%	0%	0%	1%	1%
Somewhat confident	30%	30%	38%	38%	37%	39%	36%	36%	36%	34%	27%	25%	5%	7%	8%	8%
Not very confident	42%	43%	33%	38%	37%	38%	42%	42%	42%	35%	44%	47%	47%	50%	37%	45%
Not at all confident	19%	19%	23%	15%	16%	15%	17%	18%	18%	24%	22%	22%	47%	41%	51%	44%
Don't know	1%	1%	2%	0%	0%	0%	1%	1%	1%	2%	2%	1%	1%	1%	4%	2%
Q30. Do you think your company will be	in business	in New Yor	k ten years	from toda	y or not?											1
				Upstate		Other		Upstate	Other		Upstate	Other				
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs				
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016				
Yes	56%	59%	51%	66%	60%	68%	56%	65%	70%	63%	64%	66%				
No	17%	15%	19%	13%	17%	12%	13%	12%	12%	8%	10%	11%				
Don't know	27%	26%	29%	21%	22%	20%	31%	23%	18%	29%	25%	23%				
Q31. If you had it all to do all over again	. considerin	 g all factors	. would vo	u locate vo	ur business	in New Yo	rk or some	place else?	•							
			, , , , , , , , , , , , , , , , , , ,													
				Upstate		Other		Upstate	Other		Upstate	Other		Upstate		Upstate
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs	Buffalo	Total	Buffalo	Total
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016	2015	2015	2014	2014
			30%	33%	32%	34%	38%	41%	42%	41%	39%	39%	31%	29%	29%	28%
New York	32%	31%	30%	33/0	32/0	3470	3070							23/0		
New York Someplace else	32% 64%	66%	70%	64%	65%	64%	57%	56%	55%	55%	56%	58%	67%	67%	65%	69%
																69% 4%

CEO2019 WesternNY Crosstabs.xlsx

<sup>\*</sup> Upstate 2019: All Upstate Regions CR, CNY, FL, WNY: Capital Region, Central NY, Finger Lakes, Western NY

## Siena College Research Institute

## Sponsored by The Business Council of New York State

## October 2019 - January 2020

Q36. Do you offer a pension or 401K to yo	ur employ	ees?													
				Upstate		Other		Upstate	Other		Upstate	Other			
	Upstate	CR, CNY,	Western	Total	Buffalo	MSAs	Buffalo	Total	MSAs	Buffalo	Total	MSAs			
	2019*	FL, WNY*	NY	2018	2018	2018	2017	2017	2017	2016	2016	2016			
Yes	80%	84%	82%	85%	86%	85%	79%	83%	85%	84%	82%	84%			
No	18%	14%	16%	13%	11%	14%	16%	14%	13%	14%	15%	15%		•	
Don't know	2%	2%	2%	1%	4%	0%	5%	3%	3%	2%	3%	1%		•	