What do you expect to happen to the size of your workforce over the next six months?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Increase significantly	2%	1%	2%	2%	6%	1%	0%
Increase somewhat	24%	22%	19%	26%	28%	25%	24%
Remain stable	66%	66%	63%	54%	58%	67%	65%
Decrease somewhat	7%	11%	13%	15%	10%	7%	9%
Decrease significantly	1%	1%	4%	2%	0%	1%	2%

What types of financing has your firm used in the last year? Choose all that apply.

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Bank loan/line of credit	85%	43%	45%	45%	40%	38%	31%
Vendor credit	28%	16%	9%	17%	15%	12%	9%
Private loan	20%	8%	8%	11%	7%	6%	5%
Government-sponsored loan program	10%	4%	4%	4%	3%	3%	23%
Public issuance of stock	0%	1%	0%	0%	1%	0%	0%
Private placement of stock	0%	0%	0%	0%	0%	1%	0%
Leasing	8%	5%	8%	2%	7%	6%	5%
Private placement of debt	0%	2%	1%	0%	0%	1%	0%
Credit cards	20%	11%	9%	15%	18%	18%	11%
Earning of business	18%	6%	9%	6%	9%	15%	14%
Other	5%	2%	5%	0%	1%	3%	3%

What type of financing do you need most?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Working capital (for day-to-day operations, inventory, bridge loans, etc.)	27%	27%	26%	24%	28%	30%	35%
Capital for machinery and equipment purchases	15%	14%	18%	18%	14%	16%	13%
Capital for expansion of existing plant or office space	8%	3%	4%	2%	7%	4%	6%
Capital for research and development	2%	1%	0%	0%	1%	1%	1%
Capital for new product or service development	2%	3%	3%	3%	4%	2%	2%
Not applicable—do not need financing	46%	50%	48%	48%	43%	45%	40%
Other	1%	1%	1%	4%	4%	4%	2%

Is credit availability a problem for your firm?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Yes	15%	17%	13%	13%	10%	30%	23%
No	86%	83%	88%	87%	90%	70%	77%

In the last year, has your primary lending institution changed the terms of any loan you have?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Yes	15%	18%	12%	14%	10%	9%	11%
No	85%	82%	88%	86%	52%	91%	89%

How would you characterize the current lending climate in Connecticut?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Very good	6%	10%	9%	9%	10%	10%	9%
Somewhat good	13%	9%	11%	25%	15%	21%	20%
Satisfactory	57%	61%	62%	52%	59%	56%	57%
Somewhat bad	22%	19%	16%	11%	12%	10%	11%
Very bad	2%	2%	2%	3%	4%	3%	2%

What are your expectations for Connecticut's lending climate over the next six months?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Very good	5%	8%	10%	8%	7%	10%	8%
Somewhat good	11%	10%	12%	25%	17%	17%	18%
Satisfactory	59%	62%	56%	53%	57%	56%	54%
Somewhat bad	20%	21%	19%	9%	15%	14%	18%
Very bad	0%	0%	3%	3%	3%	3%	2%

In the last year, was your firm able to satisfy its financing needs?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Yes	85%	86%	74%	84%	54%	67%	53%
Partially	9%	10%	20%	11%	7%	9%	13%
No	5%	4%	6%	5%	2%	3%	9%
Not applicable—did not use financing in the last year					38%	21%	25%

Which industry best describes your firm?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Construction	7%	11%	9%	9%	7%	12%	9%
Manufacturing	45%	41%	46%	46%	41%	34%	44%
Retail trade	9%	7%	6%	7%	10%	10%	7%
Wholesale trade	6%	6%	8%	8%	5%	4%	4%
Information technology	4%	3%	2%	1%	3%	2%	2%
Finance, insurance, and real estate	5%	7%	3%	5%	8%	8%	6%
Business and professional services	11%	12%	14%	11%	10%	11%	12%
Education	0%	1%	2%	0%	1%	1%	1%
Leisure and hospitality	2%	1%	2%	1%	1%	1%	1%
Government	0%	0%	0%	0%	0%	0%	1%
Other	0%	7%	5%	9%	11%	11%	9%
Medical	4%	4%	3%	3%	4%	6%	6%

How many people are currently employed in your Connecticut operations?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Fewer then 10	16%	15%	15%	18%	18%	38%	27%
10-49	57%	61%	61%	47%	55%	44%	50%
50-99	15%	15%	15%	20%	15%	9%	11%

100-249	7%	6%	5%	10%	7%	7%	7%
250-499	3%	1%	2%	4%	3%	1%	4%
500 or more	2%	2%	2%	1%	2%	1%	1%

In which county is your firm's primary Connecticut location?

	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q4	2019 Q4	2020 Q4
Fairfield	13%	13%	17%	19%	16%	14%	14%
Hartford	38%	40%	41%	38%	40%	42%	41%
Litchfield	5%	6%	6%	3%	4%	6%	4%
Middlesex	10%	7%	7%	7%	12%	8%	11%
New Haven	24%	24%	24%	23%	23%	19%	22%
New London	0%	3%	3%	4%	1%	4%	3%
Tolland	5%	4%	4%	3%	3%	4%	2%
Windham	4%	2%	2%	2%	2%	3%	3%

2020Q4 Questions

Did your company earn a net profit, net loss, or break even in 2020?

Profit	60%
Break even	15%
Loss	25%

Are your business' sales currently growing, holding steady, or contracting?

Growing	26%
Holding steady	40%
Loss	34%

Are your Connecticut operations' revenue growing faster, slower, or the same as your outside operations?

Faster	17%
Same pace	48%
Slower	33%
Unsure	2%

What's the current status of your company's operations?

Company is open with regular hours of operation/normal capacity	73%
Company is operating with reduced hours/capacity	24%
Company is operating with increased hours/capacity	3%
Company is closed for business	0%

Were these changes made voluntarily/proactively, mandated by state government, or because of a change in demand?

Voluntarily/proactively	47%
State government mandated	14%
Change in demand	39%

What methods have you utilized while reducing hours?

Shared Work Program	12%
Layoffs	35%

Reduced hours without Shared Work	33%
Reduced temporary/contract workers	8%
Other	12%

Has your supply chain been disrupted as a result of COVID-19?

Yes, my supply chain has been disrupted and continues to be disrupted	40%
No, my supply chain has not been disrupted	21%
Not applicable	10%
Yes, my supply chain has been disrupted, but is returning to normal	29%

Have you postponed any investment decisions–capital or otherwise?

Yes	57%
No	36%
Unsure	7%

Have you applied/will you be applying for the second round of the federal Paycheck Protection Program?

Yes	40%
No	46%
Unsure	15%

Did you apply for the first round of the federal Paycheck Protection Program?

Yes	86%
No—was not needed	10%
No—our business was not eligible	4%

In your opinion, is Connecticut's business climate improving, static, or declining?

Improving	6%
Static	44%
Declining	49%

What's the main reason for the state's business climate decline?

Government policy, spending, and regulations	58%
COVID-19	18%
Not business friendly	18%
Lack of available workforce talent	5%

How significant is the financial impact of providing personal protective equipment to employees and customers on your business?

Significant financial impact	5%
Moderate financial impact	27%
Minimal financial impact	53%
No financial impact/already a part of our operating budget	14%

Legislation proposed in prior legislative sessions required employers to post hourly employees' work schedule no later than 14 days in advance. Any employer-caused deviation from this schedule would result in financial penalties to the employer. Can you describe any reasons why you would be unable to comply with the requirements of this proposal?

Schedules change frequently and/or at the last minute	57%
Requirement would not affect business	26%
Would disrupt service, make business less competitive	13%

Other	3%
Unsure	2%

Connecticut's Unemployment Trust Fund became insolvent during 2020, forcing hundreds of millions of dollars in borrowing from the federal government, with the possibility of higher FUTA rates for businesses. What is the expected impact of increased unemployment taxes on your company?

Significant impact	34%
Moderate impact	43%
Minimal impact	16%
Unsure	6%

Do you support reforms to Connecticut's unemployment compensation systems, such as higher earning thresholds and requiring the exhaustion of severance pay before collecting unemployment?

Yes	67%
No	11%
Unsure	23%

What is your level of concern regarding rising healthcare costs for your employees?

Very concerned	75%
Somewhat concerned	23%
Not very concerned	2%
Not concerned at all	0%

What is your level of concern regarding rising healthcare costs on your business?

Very concerned	77%
Somewhat concerned	21%
Not very concerned	2%
Not concerned at all	0%

What are the biggest drivers of healthcare costs?

Increased costs/premiums	71%
Workforce has pre-existing conditions	18%
Government/insurance company mandates	11%
Overall broken healthcare system	7%

Responses were open-ended and coded to incorporate multiple concerns, therefore this will not add up to 100%.

A state-run healthcare program for small employers is being proposed this legislative session. The public option plan mirrors the state-run municipal partnership plan, which lost $31.9 million in 2019, opening the possibility of subsidization from Connecticut taxpayers to remain solvent. Do you have concerns with a public option plan?

Yes	69%
No	9%
Unsure	22%

Describe your concerns about the public option plan.

Increased cost to state/subsidization from taxpayers	57%
Do not trust state government to administer	50%

Do not have enough information about the plan   11%

Will have less or worse coverage   8%

Responses were open-ended and coded to incorporate multiple concerns, therefore this will not add up to 100%.

Please indicate your level of support for the following sustainable revenue sources for transportation infrastructure. Choose all that apply.

	Very supportive	Somewhat supportive	Not supportive	Unsure
Cap-and-trade wholesale gasoline tax, as outlined in the Transportation Climate Initiative	9%	21%	38%	33%
Sales and use tax diversion to Special Transportation Fund	6%	30%	41%	23%
Increase luxury sales tax on personal vehicles	11%	16%	68%	6%
Bonding	7%	37%	32%	24%
Project-based tolling	11%	25%	48%	16%
Reforms to increase public-private partnerships on transportation projects	27%	44%	13%	17%
Scale back rebates for personal electrical vehicle purchases	34%	23%	33%	11%
Prioritize transportation projects for cost-efficiency	47%	40%	5%	8%
Transfer transportation employee operating and pension expenses to General Fund	8%	11%	43%	38%
Set truck registration fees by weight	19%	35%	17%	28%
Increased gas taxes	6%	13%	75%	6%
Increase driver licensing fees/permits	2%	22%	69%	7%
Divert sales and use taxes from parking services	11%	31%	27%	31%

In field January 2021. 7.2% response rate; margin of error +/-6%.