

**Default Question Block**

**Thank you for taking the time to fill out this survey. Your responses will help us track the performance of the Middle Georgia economy during 2017 as well as establish an outlook for 2018. Your confidentiality is guaranteed. Only aggregated results of the survey will be published.**

**Compared to the expectations you had for 2017 at the end of 2016, your company's...**

	Much lower	Lower	About the same	Higher	Much higher	Not applicable
Net earnings or income (after taxes) were....	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Unit sales volume was...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Average selling prices were...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Total number of employees was...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Average employee compensation was...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Inventories were...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to obtain financing was...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capital expenditures for plant and/or physical equipment were...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Non-labor, non-capital costs were...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accounts payable that are past due were...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**You indicated that your net earnings or income (after taxes) during 2017 were higher, much higher, lower or much lower than your expectations at the end of 2016. What was the most important reason for this difference?**

- Changes in sales volume
- Changes in costs
- Changes in selling prices
- Seasonal changes
- Other (please specify)

**Please rank the three most significant obstacles that applied to your business during 2017. Enter 1 next to the most important, 2 next to second most important and 3 next to third most important.**

- Taxes
- Inflation
- Poor sales
- Access to financing
- Interest rates
- Cost of labor
- Quality of labor
- Government regulations and/or red tape
- Other (please specify)

**You indicated that one of the three most significant obstacles that applied to your business during 2017 was "government regulations and/or red tape." Could you identify if such regulations and/or red tape were at...**

- The federal government level
- The state government level
- The local government level
- Other (please specify)

**Did you have any difficulty finding employees with particular labor skill sets during 2017? If so, what labor skill sets were the most difficult to find? Please mark all that apply.**

- Sales and customer representatives
- Cashiers and clerks
- Office and administration support
- Laborers and freight/stock/material movers
- Construction workers and supervisors
- Agricultural workers
- Machinists, welders, cutters, solderers and brazers
- Maintenance and repair workers
- Industrial production managers

- Marketing professionals
- Finance and accounting professionals
- Lawyers and legal representatives
- Healthcare practitioners
- Other (please specify)

**Looking ahead to 2018, exclusively for your company, you expect...**

	Much lower	Lower	About the same	Higher	Much higher	Not Applicable
Net earnings or income (after taxes) to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Unit sales volume to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Average selling prices to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Total number of employees to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Average employee compensation to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to obtain financing to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Inventories to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Capital expenditures for plant and/or physical equipment to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Non-capital, non-labor costs to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Accounts payable that are past due to be...	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**You indicated that you expect your net earnings or income (after taxes) in 2018 to be higher, much higher, lower or much lower than they are now. Why do you think this will be the case?**

- Changes in sales volume
- Changes in costs
- Changes in selling prices
- Seasonal changes
- Other (please specify)

**Please rank the three most significant obstacles that you expect will apply to your business in 2018. Enter 1 next to the most important, 2, next to the second most important, and 3, next to the third most important.**

- Taxes
- Inflation
- Poor sales
- Access to financing
- Interest rates
- Cost of labor
- Quality of labor
- Government regulations and/or red tape
- Other (please specify)

**You indicated that one of the three most significant obstacles that you expect will apply to your business in 2018 will be "government regulations and/or red tape." Do you expect such regulations and/or red tape to be at...**

- The federal government level
- The state government level
- The local government level
- Other (please specify)

**How likely is it that 2018 will be a good time for your business to expand in Middle Georgia?**

Very Unlikely

Unlikely

Undecided

Likely

Very Likely

**In general, how do you think the overall economy of Middle Georgia will be doing in 2018?**

Much Worse

Worse

About the Same

Better

Much Better

Approximately, how many employees do you currently have, full and part-time, in the Middle Georgia area?

During 2017, how easy was it for your company to fill vacancies in Middle Georgia?

Very Difficult

Difficult

Neutral

Easy

Very Easy

What was the main obstacle that you faced during 2017 when attempting to fill vacancies in Middle Georgia?

If you plan to hire new employees in Middle Georgia during 2018, will they mostly be...

Part Time

Full Time

We do not plan to hire new employees

What particular labor skill sets would you be looking for in potential employees during 2018?

- Sales and customer representatives
- Cashiers and clerks
- Office and administration support
- Laborers and freight/stock/material movers
- Construction workers and supervisors
- Agricultural workers
- Machinists, welders, cutters, solderers and brazers
- Maintenance and repair workers
- Industrial production managers
- Marketing professionals
- Finance and accounting professionals
- Lawyers and legal representatives

Healthcare practitioners

Other (please specify)

**In which Middle Georgia county do you plan to hire new employees during 2018? Please check all that apply.**

Baldwin County

Bibb County

Jones County

Monroe County

Crawford County

Peach County

Twiggs County

Wilkinson County

Houston County

Pulaski County

Putnam County

**If you plan to REDUCE the number of employees in Middle Georgia during 2018, will those affected mostly be...**

Part Time  Full Time  We do not plan to reduce the number of employees

**In which Middle Georgia county do you plan to REDUCE the number of employees during 2018? Please check all that apply.**

Baldwin County

Bibb County

Jones County

Monroe County

Crawford County

Peach County

Twiggs County

- Wilkinson County
- Houston County
- Pulaski County
- Putnam County

**Do you own this business?**

Yes

No

**Is your company headquartered in Middle Georgia?**

Yes

No

**In which Middle Georgia county is your principal office located?**

- Baldwin County
- Bibb County
- Jones County
- Monroe County
- Crawford County
- Peach County
- Twiggs County
- Wilkinson County
- Houston County
- Pulaski County
- Putnam County

**Please classify your major business activity, using one of the categories below:**

- Agriculture, forestry, fishing and hunting
- Mining, quarrying, and oil and gas extraction
-

- Construction
- Manufacturing
- Utilities
- Wholesale trade
- Retail trade
- Transportation and warehousing
- Information
- Finance and insurance
- Real estate and rental and leasing
- Professional and technical services
- Management of companies and enterprises
- Administrative and waste services
- Educational services
- Health care and social assistance
- Arts, entertainment, and recreation
- Accommodation and food services
- Other services, except public administration
- Public administration
- Unclassified

**Thank you very much for completing this survey. In the space below, please provide any other comments, suggestions, or recommendations you may have regarding the survey, your business or the Middle Georgia economy.**