CBIA's Quarterly Economic Survey Results 4q2011

216 responses, 11% response rate, Margin of error +/-6.8%

Company Performance	4q10	1q11	2q11	3q2011	4q2011
1) Current outlook for firm					
Improve significantly	6	9	5	3	9
Improve somewhat	33	36	23	26	37
Remain stable	50	44	49	43	40
Worsen somewhat	11	11	21	25	11
Worsen significantly	1	0	1	3	3
Performance Indicators					
2-a) Size of firm's workforce					
Increase significantly	1	1	0	0	0
Increase somewhat	20	25	19	16	23
Remain stable	67	62	62	62	63
Decrease somewhat	11	12	19	21	12
Decrease significantly	0	0	1	1	1
2-b) Wage costs					
Increase significantly	3	2	1	2	3
Increase somewhat	44	42	33	35	43
Remain stable	49	50	57	52	48
Decrease somewhat	4	5	9	10	6
Decrease significantly	0	0	1	0	0
2-c) Compensation/Benefit costs					
Increase significantly	9	9	3	8	4
Increase somewhat	46	40	36	29	41
Remain stable	41	45	53	52	43
Decrease somewhat	4	6	7	9	10
Decrease significantly	1	0	1	3	2

Performance Indicators continued	4q10	1q11	2q11	3q2011	4q2011
2-d) Production/Sales					
Increase significantly	4	6	3	3	2
Increase somewhat	40	43	32	32	45
Remain stable	41	40	43	37	38
Decrease somewhat	14	10	20	27	14
Decrease significantly	1	0	2	2	2
2-e) Productivity					
Increase significantly	1	6	2	2	2
Increase somewhat	37	39	34	27	44
Remain stable	53	46	52	54	45
Decrease somewhat	8	9	11	15	6
Decrease significantly	0	0	1	2	2

3) Of the above factors, which represents the most important factor in terms of your company's performance for the next quarter?

Size of workforce	1	4	4	3	2
Wage costs	4	5	4	3	4
Benefit costs	10	6	4	9	7
Production/Sales	72	70	72	76	71
Productivity	14	15	16	9	15

Foreign Trade

4) What percentage of your firm's sales are generated from exports?

0%	62	64	58	72	67
1-5%	19	16	22	15	16
6-15%	10	10	8	9	11
16-25%	4	0	4	2	4
over 25%	6	9	7	2	3

Economic Expectations	4q10	1q11	2q11	3q2011	4q2011
7-a) The national economy					
Improve significantly	1	0	1	0	1
Improve somewhat	44	37	11	10	36
Remain stable	40	39	41	43	44
Worsen somewhat	13	21	43	42	16
Worsen significantly	1	2	5	5	3
7-b) The state economy					
Improve significantly	0	0	0	0	0
Improve somewhat	17	21	6	10	23
Remain stable	46	33	21	38	43
Worsen somewhat	33	41	55	43	27
Worsen significantly	4	5	19	9	7
7-c) Your own industry outlook					
Improve significantly	4	1	2	2	2
Improve somewhat	31	36	17	21	31
Remain stable	47	47	52	46	48
Worsen somewhat	17	16	30	27	15
Worsen significantly	1	1	1	4	3

8) Type of business	4q10	1q11	2q11	3q2011	4q2011
Manufacturing	38	36	43	32	39
Construction	8	10	11	12	8
Retail	8	7	8	13	10
Wholesale trade	8	8	8	7	6
Information	2	2	2	0	1
Finance	7	8	5	6	3
Business and Professional Services	15	14	13	17	19
Education	1	1	0	1	2
Leisure and Hospitality	2	3	3	3	2
Government	0	0	0	0	0
Other	11	11	7	9	10
9) County					
Fairfield	25	23	22	22	23
Hartford	37	35	33	37	34
Litchfield	6	3	6	5	6
Middlesex	9	9	6	8	8
New Haven	17	18	22	20	22

New London	2	5	4	4	2
Tolland	2	7	4	3	4
Windham	2	2	3	1	1

10) Number of employees

1 to 9	11	9	17	24	26
10 to 49	67	66	55	57	53
50 to 99	12	10	17	10	13
100 to 249	7	11	9	7	3
250 to 499	1	3	2	1	3
500 or more	2	2	1	1	2

11) Estimated Annual Sales

Less than $500,000	4	3	2	4	4
$500,000 to $999,999	10	7	9	13	13
$1 million to $2.9 million	27	31	22	27	35
$3 million to $4.9 million	19	16	21	21	16
$5 million to $9.9 million	13	15	23	17	11
$10 million to $24.9 million	14	14	11	10	12
Over $25 million	13	14	13	8	8