CBIA's Quarterly Economic & Credit Survey Results 3q2016 176 respondents, margin of error +/- 7.5%. Response rate is 10.3 % In the field 10/25-11/15, 2016 all in %

Company Performance	1Q2015	<u>2Q2015</u>	3Q2015	4Q2015	1Q2016	<u>2Q2016</u>	3Q2016
1) Current outlook for firm							
Improve significantly	6	3	3	6	6	6	3
Improve somewhat	33	31	31	24	. 24	. 29	23
Remain stable	51	52	2 48	57	49	49	49
Worsen somewhat	8	13	3 15	5 11	18	16	22
Worsen significantly	3	C) 2	2 2	. 1	1	2
Performance Indicators							
2-a) Size of firm's workforce							
Improve significantly	1	1	1	1	3	3 2	. 1
Improve somewhat	27	22	2 22	23	26	30	18
Remain stable	58						
Worsen somewhat	12						
Worsen significantly	2	С) C) 1	С) 1	5
Foreign Trade							
3) What percentage of your firm's sales are generated by exports?							
0%	65	57	' 62	. 63	61	. 62	63
1-5%	18	19	20	18	18	16	15
6-15%	9	16	5 9	12	. 14	. 15	9
16-25%	3						
Over 25%	5	ϵ	5 5	5 5	5 5	, 7	' 8
Credit/Financing							
4) What types of financing has your firm used in the last three months to meet yo	our credit need	ds?					
Bank loan/line of credit	84.0%	84.0%	81.0%	83.0%	84.0%	94.0%	78.0%
Vendor credit	31.0%	23.0%	17.0%	21.0%	24.0%	15.0%	20.0%
Private loan	13.0%	23.0%	16.0%	10.0%	18.0%	18.0%	16.0%
Government-sponsored loan program	8.0%	10.0%	5.0%	6.0%	2.0%	9.0%	6.0%
Public issuance of stock	0.0%		0.0%			0.0%	0.0%
Private placement of stock	0.0%						
Leasing	19.0%						
Private placement of debt	4.0%						
Credit cards	25.0%						
Earning of business	16.0%						
Other	1.0%	6.0%	5.0%	6.0%	0.0%	6.0%	9.0%

⁵⁾ What type of financing do you need most?

Capital for machinery and equipment purchases 19.0% 17.0% 18.0% 22.0% 13.0% 14.0% 32.0% Capital for respansion of existing plant or office space 6.0% 7.0% 7.0% 7.0% 10.0% 16.0% Capital for research and development 1.0% 2.0% 1.0% 1.0% 1.0% 0.0% 0.0% 6.0% Capital for new product or service development 1.0% 2.0% 1.0% 1.0% 1.0% 0.0% 40.0% 0.0% 0.0% 0.0% 0.0% 0.0%								
Capital for expansion of existing plant for office space 6.0% 7.0% 7.0% 7.0% 7.0% 0.0%	Working capital (for day-to-day operations, bridge loans, etc.)	29.0%	31.0%	31.0%	28.0%	26.0%	25.0%	39.0%
Capital for research and development	Capital for machinery and equipment purchases	19.0%	17.0%	18.0%	22.0%	13.0%	14.0%	32.0%
Capital for new product or service development: 4,0%		6.0%	7.0%	7.0%	7.0%	8.0%	7.0%	16.0%
None/not applicable	Capital for research and development	1.0%	2.0%	1.0%	1.0%	0.0%	0.0%	6.0%
Other 1.0% 3.0% 2.0% 2.0% 2.0% 1.0% 2.0% 2.0% 2.0% 2.0% 2.0% 2.0% 2.0% 2	Capital for new product or service development	4.0%	4.0%	4.0%	5.0%	3.0%	7.0%	3.0%
receil availability a problem for your firm? Yes 15.0% 13.0% 17.0% 14.0% 12.0% 13.0% 17.0% 16.0% 18.0	None/not applicable	49.0%	47.0%	44.0%	45.0%	48.0%	46.0%	2.0%
Yes No 85,0% 87,0% 83,0% 86,0% 88,0% 87,0% 88,0% 87,0% 87,0%	Other	1.0%	3.0%	2.0%	2.0%	2.0%	1.0%	2.0%
No 85.0% 87.0% 83.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 88.0% 80.0% 89.	s credit availability a problem for your firm?							
No 85.0% 87.0% 83.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 88.0% 87.0% 86.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 89.0% 88.0% 80.0% 89.	Yes	15.0%	13.0%	17.0%	14.0%	12.0%	13.0%	14.0%
Yes No		85.0%	87.0%	83.0%	86.0%	88.0%	87.0%	86.0%
No 59 65 69 71 70 70 63 the last three months, has your primary lending institution changed the terms of any loan you have? Yes 6.0% 9.0% 6.0% 6.0% 5.0% 8.0% 12.0% 88.0% 12.0% 94.0% 94.0% 95.0% 92.0% 88.0% 12	Has your firm used financing in the last three months specifically to meet your	credit needs?						
No 59 65 69 71 70 70 63 the last three months, has your primary lending institution changed the terms of any loan you have? Yes 6.0% 9.0% 6.0% 6.0% 5.0% 8.0% 12.0% 88.0% 12.0% 94.0% 94.0% 95.0% 92.0% 88.0% 12	Yes	41	35	31	29	30	30	38
Yes		59		69	71		70	63
No 94.0% 91.0% 94.0% 95.0% 95.0% 92.0% 88.0% ent Credit Conditions www.would you characterize the current lending climate in Connecticut? Excellent 9.0% 4.0% 7.0% 7.0% 5.0% 10.0% 8.0% Good 27.0% 24.0% 24.0% 28.0% 20.0% 25.0% 22.0% Average 50.0% 51.0% 15.0% 13.0% 13.0% 13.0% 16.0% Poor 3.0% 6.0% 6.0% 4.0% 6.0% 3.0% 50.0% 49.0% 30.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 40.0% 40.0% 50.0% 50.0%	In the last three months, has your primary lending institution changed the terr	ms of any loan yo	ou have?					
Excellent 9.0% 4.0% 7.0% 5.0% 10.0% 8.0% 25.0% 22.0% Average 50.0% 51.0% 15.0% 13.0% 13.0% 16.0% Poor 3.0% 6.0% 6.0% 4.0% 6.0% 3.0% 5.0% 40.0% 5.0% 40.0% 5.0% 40.0% 50.0% 50.0% 40.0% 50.	Yes	6.0%	9.0%	6.0%	6.0%	5.0%	8.0%	12.0%
Excellent 9.0% 4.0% 7.0% 5.0% 10.0% 8.0% Good 27.0% 24.0% 13.0% 12.0% 13.0% 15.0% 16.0% Poor 11.0% 6.0% 6.0% 6.0% 6.0% 6.0% 6.0% 6.0% 6	No	94.0%	91.0%	94.0%	94.0%	95.0%	92.0%	88.0%
Excellent 9.0% 4.0% 7.0% 5.0% 10.0% 8.0% Good 27.0% 24.0% 24.0% 28.0% 20.0% 25.0% 22.0% Average 50.0% 51.0% 50.0% 48.0% 56.0% 49.0% 49.0% Fair 11.0% 15.0% 13.0% 12.0% 13.0% 13.0% 16.0% Poor 3.0% 6.0% 6.0% 6.0% 4.0% 6.0% 3.0% 5.0% 49.0	rrent Credit Conditions							
Good 27.0% 24.0% 24.0% 28.0% 20.0% 25.0% 22.0% Average 50.0% 51.0% 50.0% 51.0% 50.0% 48.0% 56.0% 49.0% 49.0% Fair 11.0% 15.0% 13.0% 12.0% 13.0% 13.0% 15.0% 50.0% 40.0% 50.0%	How would you characterize the current lending climate in Connecticut?							
Good 27.0% 24.0% 24.0% 28.0% 20.0% 25.0% 22.0% Average 50.0% 51.0% 50.0% 51.0% 50.0% 48.0% 56.0% 49.0% 49.0% Fair 11.0% 15.0% 13.0% 12.0% 13.0% 13.0% 15.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 25.0% 20.0% 20.0% 25.0% 20.0% 25.0% 20.0%	Excellent	9.0%	4.0%	7.0%	7.0%	5.0%	10.0%	8.0%
Average	Good	27.0%	24.0%		28.0%	20.0%		22.0%
Fair 11.0% 15.0% 13.0% 12.0% 13.0% 13.0% 13.0% 16.0% Poor 3.0% 5.0% 3.0% 6.0% 6.0% 4.0% 6.0% 3.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5.0% 5	Average							49.0%
Poor 3.0% 6.0% 6.0% 4.0% 6.0% 3.0% 5.0% What are your expectations for Connecticut's lending climate over the next 3 months? Excellent 9 4 7.0% 6.0% 5.0% 6.0% 6.0% 6.0% Good 26 23 24.0% 25.0% 19.0% 28.0% 23.0% Average 47 53 49.0% 48.0% 49.0% 48.0% 43.0% Fair 14 14 15.0% 17.0% 21.0% 15.0% 24.0% Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% During the last 3 months, was your firm able to satisfy its borrowing needs? Yes 85 80 79.0% 87.0% 80.0% 95.0% 79.0% Partially 9 14 15.0% 6.0% 13.0% 2.0% 11.0% No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Orgaphic Information Which best describes your firm?								
Excellent 9 4 7.0% 6.0% 5.0% 6.0% 6.0% Good 26 23 24.0% 25.0% 19.0% 28.0% 23.0% Average 47 53 49.0% 48.0% 49.0% 48.0% 43.0% Fair 14 14 15.0% 17.0% 21.0% 15.0% 24.0% Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% Ouring the last 3 months, was your firm able to satisfy its borrowing needs? Yes 85 80 79.0% 87.0% 80.0% 95.0% 79.0% Partially 9 14 15.0% 6.0% 13.0% 2.0% 11.0% No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Orgraphic Information Which best describes your firm?								5.0%
Good Average 47 53 49.0% 48.0% 49.0% 48.0% 43.0% Fair Poor 4 14 14 15.0% 17.0% 21.0% 15.0% 24.0% Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% Partially No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Pooraphic Information Which best describes your firm?) What are your expectations for Connecticut's lending climate over the next 3	s months?						
Good Average 47 53 49.0% 48.0% 49.0% 48.0% 43.0% Fair Poor 4 14 14 15.0% 17.0% 21.0% 15.0% 24.0% Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% Partially No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Pooraphic Information Which best describes your firm?	Excellent	9	4	7.0%	6.0%	5.0%	6.0%	6.0%
Average								23.0%
Fair 14 14 15.0% 17.0% 21.0% 15.0% 24.0% Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% Poor 5 85 80 79.0% 87.0% 80.0% 95.0% 79.0% Partially 9 14 15.0% 6.0% 13.0% 2.0% 11.0% No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Pographic Information 5 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Pographic Information 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6 7 6								43.0%
Poor 4 6 4.0% 4.0% 6.0% 3.0% 4.0% Pouring the last 3 months, was your firm able to satisfy its borrowing needs? Yes 85 80 79.0% 87.0% 80.0% 95.0% 79.0% Partially 9 14 15.0% 6.0% 13.0% 2.0% 11.0% No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Cographic Information Which best describes your firm?								24.0%
Yes								4.0%
Partially 9 14 15.0% 6.0% 13.0% 2.0% 11.0% No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% Ographic Information Which best describes your firm?	During the last 3 months, was your firm able to satisfy its borrowing needs?							
No 6 5 6.0% 6.0% 7.0% 3.0% 10.0% ographic Information Which best describes your firm?	Yes	85	80	79.0%	87.0%	80.0%	95.0%	79.0%
ographic Information Which best describes your firm?	Partially	9	14	15.0%	6.0%	13.0%	2.0%	11.0%
Vhich best describes your firm? %	·	6	5	6.0%	6.0%	7.0%		10.0%
·	emographic Information							
) Which best describes your firm?							
20/13ti detion 10 0 3 3 6 / 3	Construction		6	5	۵	Q	7	۵
	Construction	10	U	J	J	0	,	9

Manufacturing	37	46	44	42	42	52	43
Retail trade	7	6	8	6	5	7	8
Wholesale trade	8	4	5	8	7	7	8
Information technology	3	3	2	4	3	1	2
Finance, insurance, and real estate	5	7	6	6	6	5	5
Business and professional services	14	9	13	13	10	12	9
Education	0	1	0	1	2	0	1
Leisure and hospitality	1	3	2	2	2	1	2
Government	0	0	0	0	0	0	0
Other	9	11	9	7	10	5	8
Medical	6	4	5	3	6	4	5
11) How many people are employed at your Connecticut operations?							
	%						
Fewer than 10	19	20	22	19	16	15	18
10 to 49	56	55	55	53	57	56	56
50 to 99	13	13	13	17	14	20	16
100 to 249	6	7	4	6	5	5	6
250 to 499	3	2	4	2	6	4	2
500 or more	3	4	2	2	2	0	2
12) In which county is your firm's primary Connecticut location?							
	%	40	4-	4-	4.4	40	4-
Fairfield	16	13	15	15	14	12	15
Hartford	38	37	33	38	39	42	36
Litchfield	6	7	7	5	5	5	8
Middlesex	7	10	12	9	11	12	10
New Haven	22	26	24	25	23	23	25
New London	5	4	4	3	1	0	1
Tolland	2	3	3	3	4	3	3
Windham	3	1	1	1	3	3	2
13) What are your sales for the current fiscal year?							
Less than \$500,000	5	6	2	1	6	2	3
\$500,000 to \$999,999	7	9	9	4	7	5	9
\$1 million to \$2.9 million	31	30	31	30	29	19	27
\$3 million to \$4.9 million	14	11	13	17	13	22	14
\$5 million to \$9.9 million	16	17	18	23	20	21	20
\$10 million to \$24.9 million	15	14	16	12	12	22	18
\$25 million or more	12	13	11	12	13	10	10

QUESTION OF THE QUARTER

What impact to your firm, if any, do you expect from Brexit?

Positive

No impact Negative

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