
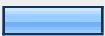








GMCC Member Survey

1. What is your role within your company?			Response Percent	Response Count
Owner/Partner/Shareholder			49.2%	121
President/CEO			15.0%	37
General Manager			8.9%	22
Senior Staff			5.7%	14
Management Staff			11.0%	27
Technical Production Support			0.8%	2
Sales Associate or Sales Manager			6.1%	15
Other			3.3%	8
	<i>answered question</i>			246
	<i>skipped question</i>			0

2. Please tell us the industry of your business:			Response Count
			246
	<i>answered question</i>		246
	<i>skipped question</i>		0

DEMOGRAPHIC SECTION

2. Please tell us the industry of your business:

answered question 246

skipped question 0

1. business incubation Thu, Aug 6, 2009 1:05 PM
2. Go Green Tue, Aug 4, 2009 2:54 PM
3. Specialty Coffee wholesale & retail Tue, Aug 4, 2009 2:21 PM
4. Office Furniture and Design Mon, Aug 3, 2009 3:54 PM
5. CPA Firm Mon, Aug 3, 2009 9:51 AM
6. Business consulting Fri, Jul 31, 2009 5:40 PM
7. retail Fri, Jul 31, 2009 4:21 PM
8. Business Coaching & Consulting - all industries Fri, Jul 31, 2009 12:57 PM
9. golf recreation Fri, Jul 31, 2009 9:47 AM
10. Law Thu, Jul 30, 2009 3:26 PM
11. Health Benefits Thu, Jul 30, 2009 3:25 PM
12. Business equipment Thu, Jul 30, 2009 2:55 PM
13. hospitality Thu, Jul 30, 2009 2:42 PM
14. media Thu, Jul 30, 2009 2:12 PM
15. Employee Benefits Services Thu, Jul 30, 2009 1:51 PM
16. real estate Thu, Jul 30, 2009 1:51 PM
17. restaurant Thu, Jul 30, 2009 1:40 PM
18. Workflow Thu, Jul 30, 2009 1:20 PM
19. business to business Wed, Jul 29, 2009 1:46 PM
20. Legal Wed, Jul 29, 2009 10:47 AM
21. Information Technology Wed, Jul 29, 2009 10:46 AM
22. beauty services and retail Tue, Jul 28, 2009 4:22 PM
23. Energy Engineering Consulting Tue, Jul 28, 2009 1:31 PM
24. Lawn Care Tue, Jul 28, 2009 10:15 AM
25. Travel Tue, Jul 28, 2009 9:50 AM
26. construction Tue, Jul 28, 2009 8:10 AM
27. Window Treatment sales and installation Mon, Jul 27, 2009 7:08 PM
28. University Mon, Jul 27, 2009 2:38 PM
29. media Mon, Jul 27, 2009 2:10 PM
30. HVAC consultants Mon, Jul 27, 2009 1:59 PM
31. business Mon, Jul 27, 2009 1:17 PM
32. Insurance Mon, Jul 27, 2009 1:15 PM
33. media Mon, Jul 27, 2009 12:20 PM
34. Health Care - Chiropractic Mon, Jul 27, 2009 11:50 AM
35. Executive Search Mon, Jul 27, 2009 11:18 AM
36. Arts Mon, Jul 27, 2009 11:13 AM
37. Nonprofit Social Services Mon, Jul 27, 2009 10:50 AM
38. Hotel Mon, Jul 27, 2009 9:56 AM
39. Quick Printnig Mon, Jul 27, 2009 9:41 AM
40. Office Products Distribution Mon, Jul 27, 2009 9:14 AM
41. flexible spending plans Mon, Jul 27, 2009 9:10 AM
42. Business Consulting Mon, Jul 27, 2009 8:59 AM
43. Informatin Technology Mon, Jul 27, 2009 8:31 AM
44. manufacturing Mon, Jul 27, 2009 8:22 AM
45. rental Mon, Jul 27, 2009 8:07 AM
46. office equipment sales Sun, Jul 26, 2009 10:08 PM




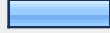



47. Marketing Sun, Jul 26, 2009 4:21 PM
48. retail & commercial flooring sales Sun, Jul 26, 2009 1:04 PM
49. building maintenance Sun, Jul 26, 2009 7:51 AM
50. Catering Sat, Jul 25, 2009 8:33 PM
51. biotech software Sat, Jul 25, 2009 8:28 PM
52. Fence contracting Sat, Jul 25, 2009 2:43 PM
53. Legal Services Sat, Jul 25, 2009 9:04 AM
54. Insurance Agency Sat, Jul 25, 2009 8:30 AM
55. Restoration Sat, Jul 25, 2009 8:14 AM
56. Computer support and computer test administration Fri, Jul 24, 2009 5:57 PM
57. marketing consulting Fri, Jul 24, 2009 5:28 PM
58. interior plant care and exterior garden care Fri, Jul 24, 2009 4:41 PM
59. career services Fri, Jul 24, 2009 4:04 PM
60. Pest Management Fri, Jul 24, 2009 4:04 PM
61. Advertising Fri, Jul 24, 2009 3:35 PM
62. retail hardware store Fri, Jul 24, 2009 3:30 PM
63. Business Insurance Fri, Jul 24, 2009 3:30 PM
64. Real Estate Investor Fri, Jul 24, 2009 3:29 PM
65. Construction Fri, Jul 24, 2009 3:27 PM
66. research Fri, Jul 24, 2009 2:59 PM
67. Commercial General Contractor Fri, Jul 24, 2009 2:55 PM
68. Commercial Construction Fri, Jul 24, 2009 2:53 PM
69. Commercial Real Estate Fri, Jul 24, 2009 2:51 PM
70. Insurance Fri, Jul 24, 2009 2:42 PM
71. Government Fri, Jul 24, 2009 2:42 PM
72. marketing and advertising Fri, Jul 24, 2009 2:38 PM
73. Staffing Fri, Jul 24, 2009 2:28 PM
74. consulting Fri, Jul 24, 2009 2:22 PM
75. Commercial lighting repair, maintenance, product sales & collector of waste lighting products & e-waste
Fri, Jul 24, 2009 2:21 PM
76. Non-Profit Fri, Jul 24, 2009 2:14 PM
77. Marketing Fri, Jul 24, 2009 2:11 PM
78. consulting Fri, Jul 24, 2009 2:09 PM
79. Consulting Fri, Jul 24, 2009 2:06 PM
80. office furniture and supply Fri, Jul 24, 2009 2:05 PM
81. Private Law Firm Fri, Jul 24, 2009 2:02 PM
82. non profit Fri, Jul 24, 2009 2:01 PM
83. real estate sales Fri, Jul 24, 2009 1:52 PM
84. manufacturing Fri, Jul 24, 2009 1:46 PM
85. human services Fri, Jul 24, 2009 1:45 PM
86. Distribution Fri, Jul 24, 2009 1:41 PM
87. Tax Preparation/Bookkeeping Fri, Jul 24, 2009 1:28 PM
88. Office Supplies Fri, Jul 24, 2009 1:27 PM
89. broadcasting Fri, Jul 24, 2009 1:26 PM
90. service Fri, Jul 24, 2009 12:45 PM
91. Nutrion/Fitness Fri, Jul 24, 2009 12:05 PM
92. Sale of custom Blind, Drapery, Closet organisers, window tinting Fri, Jul 24, 2009 11:18 AM
93. Entertainment -hot air balloon rides Fri, Jul 24, 2009 11:10 AM
94. Business Services Fri, Jul 24, 2009 10:58 AM
95. Pubic Relations Fri, Jul 24, 2009 10:30 AM
96. Health care education Fri, Jul 24, 2009 10:11 AM
97. architecture and design Fri, Jul 24, 2009 10:06 AM
98. Dental Practice Fri, Jul 24, 2009 9:37 AM

99. pharmaceutical Fri, Jul 24, 2009 9:33 AM
100. OFFICE COFFEE AND VENDING SALES Fri, Jul 24, 2009 9:25 AM
101. Insurance Fri, Jul 24, 2009 9:25 AM
102. biotech life sciences Fri, Jul 24, 2009 9:13 AM
103. Office systems & technology Fri, Jul 24, 2009 9:10 AM
104. Landscape Contractors Fri, Jul 24, 2009 9:09 AM
105. Home Building and Remodeling Fri, Jul 24, 2009 8:57 AM
106. not for profit Fri, Jul 24, 2009 8:49 AM
107. distilled spirits Fri, Jul 24, 2009 8:48 AM
108. real estate property development and management Fri, Jul 24, 2009 8:17 AM
109. Health insurance Fri, Jul 24, 2009 8:10 AM
110. Biofuels Fri, Jul 24, 2009 8:05 AM
111. College athletics Fri, Jul 24, 2009 7:20 AM
112. Hotel Fri, Jul 24, 2009 7:12 AM
113. Management consulting Thu, Jul 23, 2009 8:45 PM
114. retail Thu, Jul 23, 2009 8:34 PM
115. compounding pharmacy Thu, Jul 23, 2009 7:21 PM
116. manufacturing Thu, Jul 23, 2009 6:55 PM
117. Telecommunications Expense Management Thu, Jul 23, 2009 6:34 PM
118. travel Thu, Jul 23, 2009 6:24 PM
119. Commercial Real Estate Thu, Jul 23, 2009 5:57 PM
120. Firearms sale and repair Thu, Jul 23, 2009 5:54 PM
121. Marketing communications agency Thu, Jul 23, 2009 5:40 PM
122. consulting Thu, Jul 23, 2009 5:24 PM
123. Hotel Hospitality Thu, Jul 23, 2009 5:20 PM
124. Home Health and Medical Staffing Thu, Jul 23, 2009 5:19 PM
125. restaurant Thu, Jul 23, 2009 5:17 PM
126. Greenhouse Garden Center Thu, Jul 23, 2009 5:14 PM
127. Web site design & development Thu, Jul 23, 2009 5:12 PM
128. Hotel - Extended Stay Thu, Jul 23, 2009 5:10 PM
129. legal services Thu, Jul 23, 2009 4:40 PM
130. retail Thu, Jul 23, 2009 4:30 PM
131. architecture Thu, Jul 23, 2009 4:25 PM
132. picture framing Thu, Jul 23, 2009 4:19 PM
133. restaurant Thu, Jul 23, 2009 3:58 PM
134. Industrial Automation Thu, Jul 23, 2009 3:34 PM
135. bookkeeping services Thu, Jul 23, 2009 3:26 PM
136. software Thu, Jul 23, 2009 3:20 PM
137. employee benefits Thu, Jul 23, 2009 3:18 PM
138. Childcare Thu, Jul 23, 2009 3:17 PM
139. association Thu, Jul 23, 2009 3:14 PM
140. Protective Service Thu, Jul 23, 2009 3:13 PM
141. hotel Thu, Jul 23, 2009 3:09 PM
142. Insurance/Financial Thu, Jul 23, 2009 3:08 PM
143. Automotive Thu, Jul 23, 2009 3:03 PM
144. hotel Thu, Jul 23, 2009 3:02 PM
145. manufacturing Thu, Jul 23, 2009 2:57 PM
146. Accounting/Bookkeeping Services Thu, Jul 23, 2009 2:56 PM
147. Real Estate/Property Management Thu, Jul 23, 2009 2:55 PM
148. Construction Thu, Jul 23, 2009 2:46 PM
149. Social Services Supported Employment Thu, Jul 23, 2009 2:40 PM
150. Toys Thu, Jul 23, 2009 2:36 PM
151. Toys Thu, Jul 23, 2009 2:36 PM


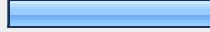
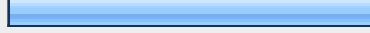
152. child care Thu, Jul 23, 2009 2:36 PM
153. Video Production Thu, Jul 23, 2009 2:30 PM
154. Marketing Thu, Jul 23, 2009 2:26 PM
155. non profit community development Thu, Jul 23, 2009 2:25 PM
156. advertising media Thu, Jul 23, 2009 2:19 PM
157. B2B recognition and reward items. Thu, Jul 23, 2009 2:18 PM
158. AUTO COLLISION REPAIR Thu, Jul 23, 2009 2:14 PM
159. Trade Association Thu, Jul 23, 2009 2:13 PM
160. Paper Recycling and Shredding Thu, Jul 23, 2009 2:11 PM
161. Dentistry Thu, Jul 23, 2009 2:11 PM
162. Wireless (Cellular) phones Thu, Jul 23, 2009 2:05 PM
163. BankingThu, Jul 23, 2009 2:03 PM
164. service Thu, Jul 23, 2009 2:02 PM
165. non-profit Thu, Jul 23, 2009 2:01 PM
166. Insurance Thu, Jul 23, 2009 2:01 PM
167. community television media Thu, Jul 23, 2009 2:01 PM
168. Point of Sale Systems Thu, Jul 23, 2009 1:58 PM
169. medical billing Thu, Jul 23, 2009 1:56 PM
170. construction Thu, Jul 23, 2009 1:55 PM
171. Web development/Technology/Software Thu, Jul 23, 2009 1:53 PM
172. hotel Thu, Jul 23, 2009 1:47 PM
173. law firm Thu, Jul 23, 2009 1:43 PM
174. Small Business Technology Thu, Jul 23, 2009 1:41 PM
175. Event Planning Thu, Jul 23, 2009 1:36 PM
176. Writing/editing Thu, Jul 23, 2009 1:36 PM
177. Commercial Cleaning Thu, Jul 23, 2009 1:33 PM
178. Architecture Thu, Jul 23, 2009 1:31 PM
179. Information TechnologyThu, Jul 23, 2009 1:29 PM
180. transportation Thu, Jul 23, 2009 1:29 PM
181. Packaging Thu, Jul 23, 2009 1:28 PM
182. Charitable/Fraternal but also rent the building out and host corporate events/banquets and wedding receptions
Thu, Jul 23, 2009 1:26 PM
183. Law firm Thu, Jul 23, 2009 1:23 PM
184. market research Thu, Jul 23, 2009 1:20 PM
185. retail Thu, Jul 23, 2009 1:20 PM
186. Pet Care Services Thu, Jul 23, 2009 1:19 PM
187. BankingThu, Jul 23, 2009 1:18 PM
188. Long term care for elderly. Thu, Jul 23, 2009 1:17 PM
189. Human ServicesThu, Jul 23, 2009 1:09 PM
190. Securities Broker DealerThu, Jul 23, 2009 1:09 PM
191. Construction management Thu, Jul 23, 2009 1:08 PM
192. custom manufacturing Thu, Jul 23, 2009 1:08 PM
193. Commercial Real Estate Thu, Jul 23, 2009 1:07 PM
194. Art Gallery and Print Publisher Thu, Jul 23, 2009 1:07 PM
195. bicycles Thu, Jul 23, 2009 1:03 PM
196. Non-profit services Thu, Jul 23, 2009 1:00 PM
197. management consultingThu, Jul 23, 2009 12:53 PM
198. retail gift/adult Thu, Jul 23, 2009 12:52 PM
199. RETAIL Thu, Jul 23, 2009 12:51 PM
200. Advertising , Marketing Communications Thu, Jul 23, 2009 12:50 PM
201. Executive Search Thu, Jul 23, 2009 12:46 PM
202. internal combustion engine research and development Thu, Jul 23, 2009 12:43 PM
203. Lighting maintenance Thu, Jul 23, 2009 12:42 PM

204. Architecture Thu, Jul 23, 2009 12:41 PM
205. Lodging Thu, Jul 23, 2009 12:40 PM
206. Book & Gift Shop Thu, Jul 23, 2009 12:40 PM
207. Commercial Real Estate Thu, Jul 23, 2009 12:38 PM
208. Shopping Centers Thu, Jul 23, 2009 12:37 PM
209. Banking Thu, Jul 23, 2009 12:36 PM
210. Hotel Waterpark - Leisure Thu, Jul 23, 2009 12:34 PM
211. Fitness Thu, Jul 23, 2009 12:32 PM
212. Restaurant Thu, Jul 23, 2009 12:31 PM
213. Software Development and Management Consulting Thu, Jul 23, 2009 12:31 PM
214. Financial Thu, Jul 23, 2009 12:30 PM
215. Management & HR Consulting Thu, Jul 23, 2009 12:30 PM
216. Marketing Thu, Jul 23, 2009 12:25 PM
217. Interior Design Thu, Jul 23, 2009 12:24 PM
218. Nonprofit Thu, Jul 23, 2009 12:24 PM
219. Nonprofit, statewide association Thu, Jul 23, 2009 12:22 PM
220. Communications/Marketing Thu, Jul 23, 2009 12:22 PM
221. Signs, banners, tradeshow graphics Thu, Jul 23, 2009 12:21 PM
222. Veterinary Medicine Thu, Jul 23, 2009 12:20 PM
223. planning and design Thu, Jul 23, 2009 12:20 PM
224. medical Thu, Jul 23, 2009 12:18 PM
225. hi-tech electronic manufacturing Thu, Jul 23, 2009 12:18 PM
226. Utilities Thu, Jul 23, 2009 12:17 PM
227. Private Not For Profit Grant Making Foundation Thu, Jul 23, 2009 12:17 PM
228. Equipment rental Thu, Jul 23, 2009 12:15 PM
229. technology Thu, Jul 23, 2009 12:14 PM
230. convention Thu, Jul 23, 2009 12:14 PM
231. non-profit housing Thu, Jul 23, 2009 12:13 PM
232. Construction Thu, Jul 23, 2009 12:12 PM
233. Marketing and website development firm Thu, Jul 23, 2009 12:12 PM
234. Financial Services Thu, Jul 23, 2009 12:11 PM
235. Wholesale/Retail Thu, Jul 23, 2009 12:11 PM
236. Mortgage Banking Thu, Jul 23, 2009 12:10 PM
237. marketing Thu, Jul 23, 2009 12:09 PM
238. legal Thu, Jul 23, 2009 12:09 PM
239. consulting, training and technical assistance Thu, Jul 23, 2009 12:09 PM
240. Internet Technology Thu, Jul 23, 2009 12:09 PM
241. Counseling center Thu, Jul 23, 2009 12:08 PM
242. Disability & employment-related services Thu, Jul 23, 2009 12:08 PM
243. Signs Thu, Jul 23, 2009 12:08 PM
244. hotel Thu, Jul 23, 2009 12:07 PM
245. IT Thu, Jul 23, 2009 12:07 PM
246. Biotech Thu, Jul 23, 2009 12:05 PM

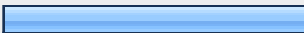

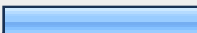
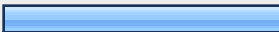

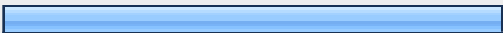
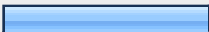

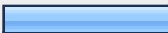
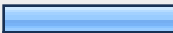


3. How many full-time employee equivalents (FTEs) does your company employ in the greater Madison area or Dane County?

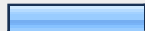
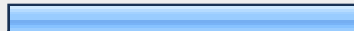
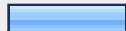

		Response Percent	Response Count
1 employee		12.2%	30
2-5 employees		27.2%	67
6-25 employees		32.9%	81
26-50 employees		15.4%	38
51-100 employees		8.5%	21
101-150 employees		0.8%	2
151-175 employees		2.8%	7
		<i>answered question</i>	246
		<i>skipped question</i>	0

4. The GMCC understands that the current economy is challenging many local businesses. Please let us know how your company is currently doing:

		Response Percent	Response Count
Better than before the recession		13.2%	29
The same as before the recession		30.9%	68
Worse than before the recession		55.9%	123
		<i>answered question</i>	220
		<i>skipped question</i>	26

5. If you answered "Worse than before the recession" in the question above, please tell us what actions your company has taken in response to the current economic climate (select all that apply).

		Response Percent	Response Count
Reduced the number of employees		46.3%	62
Reduced employees hours		36.6%	49
Reduced employee wages and/or benefits		29.9%	40
Reduced corporate profit margins		42.5%	57
Increased debt		29.1%	39
Decreased spending on all non-essential products or services		76.9%	103
Delayed planned expansion		31.3%	42
Increased price of company's products or services		11.9%	16
Decreased price of company's products or services		25.4%	34
Increased marketing/advertising		26.1%	35
Decreased marketing/advertising		33.6%	45
Added new products or services		26.9%	36
		<i>answered question</i>	134
		<i>skipped question</i>	112

6. When do you think economic conditions will improve for your business?			
		Response Percent	Response Count
Next six months		20.7%	42
2010		53.2%	108
2011		17.7%	36
Beyond 2011		8.4%	17
		<i>answered question</i>	203
		<i>skipped question</i>	43

7. Looking to the future, the GMCC wants to ensure that our organization is meeting the needs of businesses in the greater Madison area. What is the greatest challenge currently facing your business?		
		Response Count
		196
		<i>answered question</i>
		196
		<i>skipped question</i>
		50

8. In the space below, please tell the GMCC any other information you would like to share about how the current economic climate is affecting your business. This information helps the chamber keep a pulse on the needs of our members.		
		Response Count
		97
		<i>answered question</i>
		97
		<i>skipped question</i>
		149

ECONOMY SPECIFIC SECTION

4. Looking to the future, the GMCC wants to ensure that our organization is meeting the needs of businesses in the greater Madison area. What is the greatest challenge currently facing your business?

answered question 196

skipped question 50

1. vacancy rates due to tenant businesses that are struggling and lack of new business start-up activity
Thu, Aug 6, 2009 1:09 PM
2. expenses, Tue, Aug 4, 2009 2:56 PM
3. new business development Tue, Aug 4, 2009 2:25 PM
4. retaining high performing staff Mon, Aug 3, 2009 10:46 AM
5. business development Fri, Jul 31, 2009 5:41 PM
6. Getting to struggling businesses early enough to help Fri, Jul 31, 2009 12:59 PM
7. controlling overhead costs Fri, Jul 31, 2009 9:49 AM
8. Business development Thu, Jul 30, 2009 3:27 PM
9. Lack of financing for construction projects Thu, Jul 30, 2009 2:56 PM
10. National healthcare reform. Thu, Jul 30, 2009 1:52 PM
11. collecting from customers; and training staff Wed, Jul 29, 2009 1:49 PM
12. Collections from existing clients Wed, Jul 29, 2009 10:49 AM
13. Determining whether or not to move from a side-operation to a full-time business. Wed, Jul 29, 2009 10:47 AM
14. keeping attitudes positive during the recession Tue, Jul 28, 2009 4:24 PM
15. Available work is slowing down Tue, Jul 28, 2009 1:33 PM
16. Marketing costs, various rules/ordinances have hampered marketing Tue, Jul 28, 2009 10:17 AM
17. Recruiting new Franchises/Partners to area Tue, Jul 28, 2009 9:54 AM
18. The current administration, congress, and the media. They are "Chicken Little-ing" the country!!
Mon, Jul 27, 2009 7:11 PM
19. Reduced tax revenues Mon, Jul 27, 2009 5:58 PM
20. Getting more area employees to pursue a B.S. degree, or an MBA degree, etc. Mon, Jul 27, 2009 2:40 PM
21. that the recession will deepen. Mon, Jul 27, 2009 2:11 PM
22. communicating our value to clients Mon, Jul 27, 2009 2:01 PM
23. Marketing & Advetising Mon, Jul 27, 2009 11:53 AM
24. Selling as many tickets and sponsorship support Mon, Jul 27, 2009 11:15 AM
25. We need more guests. There are alot of hotels in the Madison area. We are limited service hotel. Leisure guests!!
Mon, Jul 27, 2009 10:13 AM
26. Lack of demand Mon, Jul 27, 2009 9:16 AM
27. sales Mon, Jul 27, 2009 8:26 AM
28. employee motivation Sun, Jul 26, 2009 10:10 PM
29. Reduced revenue Sun, Jul 26, 2009 4:23 PM
30. Maintaining a long term positive atmosphere Sun, Jul 26, 2009 1:08 PM
31. keeping the business we have and getting new business at a reasonable profit margin. Our company pays above most companies in our industry which leads to happy customers, but at this moment in time, they would rather save money. Sun, Jul 26, 2009 7:57 AM
32. employees Sat, Jul 25, 2009 8:34 PM
33. Innovative product development Sat, Jul 25, 2009 8:31 PM
34. Clients are hurting economically. Sat, Jul 25, 2009 9:06 AM
35. available credit Sat, Jul 25, 2009 8:14 AM
36. Client's ability to pay. Some projects have been put on hold due to client businesses slowing down.
Fri, Jul 24, 2009 6:02 PM
37. Need to network, get contacts to get business leads Fri, Jul 24, 2009 5:29 PM
38. finding new accounts Fri, Jul 24, 2009 4:42 PM

39. Controlling the cost of Company Benefits Packages Fri, Jul 24, 2009 4:09 PM
40. Being a sole proprietor and having to conduct consistent marketing efforts Fri, Jul 24, 2009 4:06 PM
41. Money for Advertising Fri, Jul 24, 2009 3:37 PM
42. rising operating costs Fri, Jul 24, 2009 3:33 PM
43. Finding people able to afford the best product for them. People are buying for price reasons only, sometimes not thinking about performance, but price. Fri, Jul 24, 2009 3:33 PM
44. Raising Capital Fri, Jul 24, 2009 3:31 PM
45. Ability to connect with potential clients Fri, Jul 24, 2009 3:28 PM
46. Finding clients with projects to build Fri, Jul 24, 2009 3:06 PM
47. sales Fri, Jul 24, 2009 2:55 PM
48. retaining customers Fri, Jul 24, 2009 2:50 PM
49. unknowledgeable competition screwing up market Fri, Jul 24, 2009 2:33 PM
50. Brand awareness Fri, Jul 24, 2009 2:30 PM
51. non-sector experts 'crossing over' into my space Fri, Jul 24, 2009 2:23 PM
52. Access to money Fri, Jul 24, 2009 2:13 PM
53. Finding the right prospect Fri, Jul 24, 2009 2:10 PM
54. Health care Fri, Jul 24, 2009 2:09 PM
55. H R Fri, Jul 24, 2009 2:07 PM
56. Collecting A/R Fri, Jul 24, 2009 2:04 PM
57. Finding unrestricted (donation, non-grant) funds to use for fundraising efforts Fri, Jul 24, 2009 2:03 PM
58. Second job distraction: My Realtors are taking on second jobs to help make ends meet. Fri, Jul 24, 2009 1:58 PM
59. lack of pricing power, cautious spending Fri, Jul 24, 2009 1:49 PM
60. capital Fri, Jul 24, 2009 1:29 PM
61. general lack of economic activity Fri, Jul 24, 2009 1:27 PM
62. Ensuring we stay in compliance with all state agencies. Finding a way to stay competitive and assist our clients in staying competitive. Fri, Jul 24, 2009 12:46 PM
63. marketing.....growing the business Fri, Jul 24, 2009 12:07 PM
64. Good help and finding clients that are willing to part with their monies Fri, Jul 24, 2009 11:20 AM
65. the economy Fri, Jul 24, 2009 11:17 AM
66. Customers taking longer to pay invoices Fri, Jul 24, 2009 10:59 AM
67. Public fear of the economy. Fri, Jul 24, 2009 10:48 AM
68. Determing ways to promote our clients with newspapers no longer providing as much space to business news, new hires, appointments, etc Fri, Jul 24, 2009 10:33 AM
69. Finding an affordable audit Fri, Jul 24, 2009 10:13 AM
70. the economy and how it affects our patients choices Fri, Jul 24, 2009 9:39 AM
71. STAYING AFLOAT TIL THE ECONOMY STARTS COMING BACK UP Fri, Jul 24, 2009 9:26 AM
72. Raising capital Fri, Jul 24, 2009 9:16 AM
73. Government controls, regs, mandates.....continue to smother us. Fri, Jul 24, 2009 9:14 AM
74. People actually spending the money they have! Fri, Jul 24, 2009 9:12 AM
75. Lack of revenue Fri, Jul 24, 2009 9:01 AM
76. cash flow, access to affordable lending Fri, Jul 24, 2009 8:49 AM
77. Recession affecting potential customers and lack of financing availability Fri, Jul 24, 2009 8:21 AM
78. equity funding Fri, Jul 24, 2009 8:05 AM
79. Our customers are facing a decline in the amount of discretionary income available to them to support us. Fri, Jul 24, 2009 7:22 AM
80. to many proposed downtown hotels Fri, Jul 24, 2009 7:13 AM
81. Organization's cutting back on any non-essential spending Thu, Jul 23, 2009 8:48 PM
82. reduced income for our customers Thu, Jul 23, 2009 8:35 PM
83. the federal government Thu, Jul 23, 2009 7:22 PM
84. it is hard to find qualified people Thu, Jul 23, 2009 6:56 PM
85. Customer Retention Thu, Jul 23, 2009 6:35 PM
86. cash and doing 3 times the work for the same income Thu, Jul 23, 2009 6:26 PM
87. Fewer people doing more work and those employees are over stressed. Thu, Jul 23, 2009 5:59 PM

88. To much business Thu, Jul 23, 2009 5:56 PM
89. Shrinking client budgets.@ Thu, Jul 23, 2009 5:47 PM
90. Keeping up with area competition. Thu, Jul 23, 2009 5:22 PM
91. health care reform Thu, Jul 23, 2009 5:21 PM
92. Not enough sales Thu, Jul 23, 2009 5:16 PM
93. Acquiring enough clients Thu, Jul 23, 2009 5:13 PM
94. Media Thu, Jul 23, 2009 5:11 PM
95. Lack of available funding and the public's economic outlook. Until things turn around people do not want to spend on anything that is non-essential and the legal services are not seen as essential. Thu, Jul 23, 2009 4:43 PM
96. Stop government from increasing their burden on businesses Thu, Jul 23, 2009 4:32 PM
97. lack of economic confidence and available credit Thu, Jul 23, 2009 4:27 PM
98. High rents in commercial space Thu, Jul 23, 2009 4:20 PM
99. Lack of spending Thu, Jul 23, 2009 4:01 PM
100. Finding and securing new business in different markets Thu, Jul 23, 2009 3:37 PM
101. finding new customers Thu, Jul 23, 2009 3:28 PM
102. we provide services to small businesses and they are currently struggling with the current state of the economy. Thu, Jul 23, 2009 3:19 PM
103. need for our services Thu, Jul 23, 2009 3:18 PM
104. Unfriendly anti-business attitude of Local and State Gov't. Thu, Jul 23, 2009 3:14 PM
105. economy, government regulations, restrictive sign ordinances Thu, Jul 23, 2009 3:12 PM
106. people interested in looking at changing their current vendor Thu, Jul 23, 2009 3:09 PM
107. Developing new business contacts Thu, Jul 23, 2009 3:04 PM
108. getting people in the door Thu, Jul 23, 2009 3:03 PM
109. Obama's tax plan Thu, Jul 23, 2009 2:58 PM
110. Customers not spending like before Thu, Jul 23, 2009 2:58 PM
111. Advertising/Marketing Thu, Jul 23, 2009 2:57 PM
112. More work, need more commercial construction projects Thu, Jul 23, 2009 2:49 PM
113. Time to plan Thu, Jul 23, 2009 2:41 PM
114. finding clients Thu, Jul 23, 2009 2:37 PM
115. The economy Thu, Jul 23, 2009 2:31 PM
116. Technology Thu, Jul 23, 2009 2:28 PM
117. peoples' fears Thu, Jul 23, 2009 2:26 PM
118. lack of consumer confidence Thu, Jul 23, 2009 2:23 PM
119. Excessive taxation. Thu, Jul 23, 2009 2:19 PM
120. Slow Economy, our customers are slow Thu, Jul 23, 2009 2:18 PM
121. MAINTAINING A PROFIT, INSURANCE CO'S DEPRESS OUR BOTTOM LINE, THEY CONTROL US Thu, Jul 23, 2009 2:17 PM
122. Anti business political climate, state and nationally Thu, Jul 23, 2009 2:15 PM
123. Patients disposable income Thu, Jul 23, 2009 2:14 PM
124. much competition in our industry Thu, Jul 23, 2009 2:09 PM
125. Lack of available credit for customers Thu, Jul 23, 2009 2:06 PM
126. Reduced loan demand from consumers and small businesses due to slowing economic affects on both Thu, Jul 23, 2009 2:05 PM
127. Waiting out the cuts that businesses have made in orders Thu, Jul 23, 2009 2:04 PM
128. Cash flow/Insurance for employees Thu, Jul 23, 2009 2:03 PM
129. Funding cut from the City cable franchise fees Thu, Jul 23, 2009 2:03 PM
130. The struggling economy Thu, Jul 23, 2009 2:02 PM
131. consumer spending Thu, Jul 23, 2009 1:58 PM
132. New business development Thu, Jul 23, 2009 1:54 PM
133. Cashflow is unpredictable and slow. Thu, Jul 23, 2009 1:43 PM
134. Clients have reduced what they are spending for company holiday parties. Thu, Jul 23, 2009 1:37 PM
135. Clients downsizing, not buying my services Thu, Jul 23, 2009 1:37 PM
136. Costs of operations Thu, Jul 23, 2009 1:36 PM

137. high cost of property taxes and the challenge of increasing business during off peak times
Thu, Jul 23, 2009 1:36 PM
138. Marketing and Growth Thu, Jul 23, 2009 1:31 PM
139. Lower prices and less opportunities Thu, Jul 23, 2009 1:31 PM
140. New Business Thu, Jul 23, 2009 1:31 PM
141. Concern over the economic future Thu, Jul 23, 2009 1:30 PM
142. We could use more corporate events during the work week Monday - Friday Thu, Jul 23, 2009 1:27 PM
143. cash flow Thu, Jul 23, 2009 1:26 PM
144. increased taxes, fees and regulations at the local, state and federal level Thu, Jul 23, 2009 1:24 PM
145. Continued health of businesses we serve Thu, Jul 23, 2009 1:23 PM
146. Attracting local deposits Thu, Jul 23, 2009 1:19 PM
147. TAXES Thu, Jul 23, 2009 1:18 PM
148. Government contract reductions while expecting us to serve the same number of persons
Thu, Jul 23, 2009 1:13 PM
149. recruiting new brokers to join our firm Thu, Jul 23, 2009 1:09 PM
150. Credit crisis impoacting our clintets ability to secure \$. Thu, Jul 23, 2009 1:09 PM
151. Finding productive people Thu, Jul 23, 2009 1:09 PM
152. Sales Thu, Jul 23, 2009 1:08 PM
153. Marketing new business venture to increase sales Thu, Jul 23, 2009 1:07 PM
154. Healthcare costs, cheap (subsidized) gasThu, Jul 23, 2009 1:05 PM
155. increasing health insurance costs Thu, Jul 23, 2009 12:54 PM
156. MEDIA PROMOTING GLOOM, DOOM, & ENCOURAGING PEOPLE TO SAVE THIER MONEY, NOT SPEND
Thu, Jul 23, 2009 12:54 PM
157. Reduced client spending on marketing as a means of cost reduction efforts. Thu, Jul 23, 2009 12:53 PM
158. Unemployment - Companies are recruiting on their own Thu, Jul 23, 2009 12:47 PM
159. health care costs Thu, Jul 23, 2009 12:45 PM
160. Losing customers that have gone out of business Thu, Jul 23, 2009 12:43 PM
161. bank financing for our developer clients Thu, Jul 23, 2009 12:43 PM
162. Fear of the future Thu, Jul 23, 2009 12:43 PM
163. Under construction Thu, Jul 23, 2009 12:41 PM
164. having enough customer parking downtown (especially central state street since samba brazilian grill has
opened). Thu, Jul 23, 2009 12:41 PM
165. Lack of financing available for commercial projects Thu, Jul 23, 2009 12:41 PM
166. Perception Thu, Jul 23, 2009 12:41 PM
167. finding as many avenues to advertise/get the word out while continuing to work toward a black number
Thu, Jul 23, 2009 12:37 PM
168. Understanding the needs of the local market and where I ought to focus, proactively. Thu, Jul 23, 2009 12:34 PM
169. Growth as a non-WARF biotech company, funding environment Thu, Jul 23, 2009 12:34 PM
170. Not enough content-based network opportunities. Thu, Jul 23, 2009 12:33 PM
171. Obtaining new business Thu, Jul 23, 2009 12:28 PM
172. Building a platform for future growth during a time when meeting basic overhead costs is challenging
Thu, Jul 23, 2009 12:27 PM
173. Small business needs a louder and more unified voice. The non-small business owners arent' aware of and don't
really understand the impact of some of these political initiatives. You can't actually even reach any of our
political representatives to voice your opinion. When you do, you get a recorded message or a pre-written
response. Thu, Jul 23, 2009 12:25 PM
174. Staff that are over capacity Thu, Jul 23, 2009 12:24 PM
175. Poor economy Thu, Jul 23, 2009 12:24 PM
176. Finding new projects -- people don't want to commit to spending moneyThu, Jul 23, 2009 12:23 PM
177. Paying bills Thu, Jul 23, 2009 12:22 PM
178. getting credit Thu, Jul 23, 2009 12:22 PM
179. employee health insurance Thu, Jul 23, 2009 12:20 PM
180. Increasing sales Thu, Jul 23, 2009 12:20 PM

181. Employee training and growth Thu, Jul 23, 2009 12:19 PM
182. the mortgage industry itself Thu, Jul 23, 2009 12:19 PM
183. Poor stock market Thu, Jul 23, 2009 12:18 PM
184. Health insurance costs Thu, Jul 23, 2009 12:17 PM
185. Talent attraction Thu, Jul 23, 2009 12:16 PM
186. economy Thu, Jul 23, 2009 12:14 PM
187. unemployment and foreclosures. Thu, Jul 23, 2009 12:14 PM
188. Finding new customers Thu, Jul 23, 2009 12:13 PM
189. Continuing to find qualified ideal clients. Thu, Jul 23, 2009 12:12 PM
190. Marketing --getting the word out about what we do to the people & businesses who need it
Thu, Jul 23, 2009 12:12 PM
191. Being able to focus my marketing on only the best candidate customers Thu, Jul 23, 2009 12:11 PM
192. marketing Thu, Jul 23, 2009 12:11 PM
193. health insurance costs Thu, Jul 23, 2009 12:10 PM
194. Sales Thu, Jul 23, 2009 12:10 PM
195. Needing business to business exposure. GMCC already helps with that but any additional help would be much appreciated. Thu, Jul 23, 2009 12:10 PM
196. competitors severely lowering their rate Thu, Jul 23, 2009 12:09 PM

5. In the space below, please tell the GMCC any other information you would like to share about how the current economic climate is affecting your business. This information helps the chamber keep a pulse on the needs of our members.

answered question 97

skipped question 149

1. While some of our business tenants are expanding, others are struggling to maintain buy reducing hours and cutting costs, other businesses are on the brink of collapse due to poor sales Thu, Aug 6, 2009 1:09 PM
2. rising cost of employee benefits Tue, Aug 4, 2009 2:56 PM
3. costs, especially health insurance, continue to rise and we are unable to pass these costs onto our customers in the current climate, thus profit margins are continuing to shrink. Tue, Aug 4, 2009 2:25 PM
4. I provide HR consulting, which becomes a "nice to have" when the economy is down. I expect it to pick up as the economy improves. Fri, Jul 31, 2009 5:41 PM
5. Our clients' businesses are up over last year - realize there are MANY success stories out there and focus on the positive business results locally! Dump the negative. Fri, Jul 31, 2009 12:59 PM
6. high interest rates from banks--not willing to lend Fri, Jul 31, 2009 9:49 AM
7. GMCC should offer free info on financing and A/P Wed, Jul 29, 2009 1:49 PM
8. layoffs by other firms have lessened our customers buying power Tue, Jul 28, 2009 10:17 AM
9. I'm not sure if it is the economy or life cycle my business has reached but am seeing lower sales percentages, however potential for higher sales there if expansion were an option which it is not as a direct result of economic times. Tue, Jul 28, 2009 9:54 AM
10. If people weren't being told how bad the economy is at every turn (it was worse in the 70's) they might not be so afraid to spend. Mon, Jul 27, 2009 7:11 PM
11. Our social services are in higher demand as a result of the economic downturn. However, the resources to meet the higher demand have not kept pace. Mon, Jul 27, 2009 5:58 PM
12. tuition reimbursement from area employers for continued education is highly variable-we hope it will improve.... Mon, Jul 27, 2009 2:40 PM
13. changed our focus from construction to energy Mon, Jul 27, 2009 2:01 PM
14. Our business was up 30% going into the 4th quarter of '08, only to finish 17% UP for the year. This year we are ahead of last year. I believe we can be successful/profitable in any economy yet need to be flexible and adaptable to the changes. Mon, Jul 27, 2009 11:53 AM
15. Please support local arts in any way possible Mon, Jul 27, 2009 11:15 AM
16. Companies are down sizing, so their travel has decreased. Leisure travel has even decreased. Maybe having a promo for business and leisure travelers to stay at the limited service hotels too. Mon, Jul 27, 2009 10:13 AM
17. Too much supply is forcing prices down. Mon, Jul 27, 2009 8:26 AM
18. A significant portion of our business is tied to the housing market, so we're going to be struggling for a bit. Sun, Jul 26, 2009 4:23 PM
19. Did not reduce employees, but haven't replaced those that departed. Thus causing stress in certain areas. Sun, Jul 26, 2009 1:08 PM
20. Government stimulus isn't reaching us. It would be great if grant funds were expanded sufficiently to help small businesses effectively. Sat, Jul 25, 2009 8:31 PM
21. The computer test administration (Prometric) is booming this year. Many people that are out of work are switching careers or getting new certifications. Since we administer academic and professional certification exams, this part of the business is having its best year since we started in 1998. Fri, Jul 24, 2009 6:02 PM
22. Increased Taxes, Hire Health Care Costs, 401K Benefits and increased gas prices have all impacted our business. Fri, Jul 24, 2009 4:09 PM
23. Your good memberships cost too much for very small companies Fri, Jul 24, 2009 3:37 PM
24. shoplifting, quick change artists, return fraud are all on the increase, Madison Police dept does not seem to care and pursue the criminals, Dane County Police are not much better Fri, Jul 24, 2009 3:33 PM
25. Small business owners are terrified of the uncertain future. Fri, Jul 24, 2009 3:33 PM
26. Bidding is ultra-competitive to the degree that companies take undocumented short-cuts to make money on a project. Fri, Jul 24, 2009 3:06 PM

27. when to save, and when to spend on growing Fri, Jul 24, 2009 2:50 PM
28. Short sightedness by businesses cutting costs on maintenace and new product rather than looking to the future with good ROI now. Fri, Jul 24, 2009 2:33 PM
29. Would like to see local businesses work with locally owned companies to ensure those businesses survive. Fri, Jul 24, 2009 2:30 PM
30. My company is a successful 9 year old company, but it has been very difficult to get health insurance. I was on my husband's plan until he got laid off. In terms of the 2 ChamberCare alternatives, I requires that your company employ at least 2 people. The other has a pre-existing conditions clause. It would be very helpful if there were an affordable, high quality policy that is available for a small LLC that does not have a pre-existing conditions clause. Fri, Jul 24, 2009 2:09 PM
31. it looking betterFri, Jul 24, 2009 2:07 PM
32. June 2009 was our best month in the last 12 months. Fri, Jul 24, 2009 1:58 PM
33. decreased sales Fri, Jul 24, 2009 1:27 PM
34. It will make the good companies stronger Fri, Jul 24, 2009 11:20 AM
35. sales are down people are afraid to spend money Fri, Jul 24, 2009 11:17 AM
36. Advertising is cheaper, competition is thinning Fri, Jul 24, 2009 10:59 AM
37. The problem today is that even people that do have good jobs and are well educated are stymied by their own fear that they will be at great risk if they spend money. Spending paralysis by middle and upper-class individuals and families is extending the recession. Fri, Jul 24, 2009 10:48 AM
38. Chamber needs to provide new ways for members to promote their services and businesses beyond the newsletter and the online news. Take over where the State Journal left off. Fri, Jul 24, 2009 10:33 AM
39. We are fortunate to be stable, but still being conservative in our plans Fri, Jul 24, 2009 9:39 AM
40. WE NEED PEOPLE TO START SPENDING AGAIN Fri, Jul 24, 2009 9:26 AM
41. In a time when State and Fed government should be bending over backward to help the small business employer.....they are totally out of touch and continue to hurt us. Fri, Jul 24, 2009 9:14 AM
42. Very Very very slow. Cash flow and sales are way down. Fri, Jul 24, 2009 9:12 AM
43. Our customers are small businesses. Nothing has been proposed in Washington to assist small business and the opposite can be said that multiple tax increases will hurt small business owners greatlyFri, Jul 24, 2009 8:21 AM
44. We are down about 34% in terms of revenue. Competitors are going out of business or folding into other enterprises. 2010 is going to be a bear, but may see some light by the 4th quarter of 2010. Thu, Jul 23, 2009 8:48 PM
45. the support of locally owned businesses is more important than ever Thu, Jul 23, 2009 8:35 PM
46. lack of low interest loans to get through and landlords not willing to work with business tenants....same for some other expenses Thu, Jul 23, 2009 6:26 PM
47. No recession in the gun business Thu, Jul 23, 2009 5:56 PM
48. Not sure gmcc can help much. More of an industry issue. Thu, Jul 23, 2009 5:47 PM
49. Clients are cautious with the number of hours of care scheduled in a week. Thu, Jul 23, 2009 5:21 PM
50. The average dollar sale is less Thu, Jul 23, 2009 5:16 PM
51. Clients seeking new web sites may hold off on hiring us because their finances are tight. Thu, Jul 23, 2009 5:13 PM
52. Affordable healthcare is a huge issue. Potential employees are willing to work for less, but they want health insurance but with annual increases in excess of 10% this is tough and hits the bottom line in a hurry. Thu, Jul 23, 2009 4:43 PM
53. There is a need to attract more conventions so that we are not totally dependent on the local market. Thu, Jul 23, 2009 4:01 PM
54. most potential customers are trying to do the work themselves instead of hiring experts Thu, Jul 23, 2009 3:28 PM
55. Sales are down Thu, Jul 23, 2009 3:12 PM
56. Caused me to develop a new customer strategy Thu, Jul 23, 2009 3:04 PM
57. Customers are afraid things will get ma lot worse before they start to get better. Thu, Jul 23, 2009 2:58 PM
58. All sectors are slow except the University and State without them we would be out of business. Thu, Jul 23, 2009 2:49 PM

59. While our revenue is about the same, we observe that we are working twice as hard for the same amount of money. Also, media spending is way down. Thu, Jul 23, 2009 2:28 PM
60. long term planning is on hold until stabilization or strength returns to the market. More short term decisions than ever in the past Thu, Jul 23, 2009 2:23 PM
61. Stop federal health care; improve K-12 schools for *all* children. Thu, Jul 23, 2009 2:19 PM
62. Government intervention, taxes, and forced programs Thu, Jul 23, 2009 2:18 PM
63. Patients mainly want to only schedule treatment on services covered at 100% unless necessary Thu, Jul 23, 2009 2:14 PM
64. People are learning to get by on less phones or minutes or going completely without Thu, Jul 23, 2009 2:09 PM
65. Like most banks, the current economic environment has caused us to tighten our credit underwriting standards, especially as it relates to commercial real estate Thu, Jul 23, 2009 2:05 PM
66. My business model may no longer be viable Thu, Jul 23, 2009 1:37 PM
67. Taxes are too high. Where are the incentives for small business to expand and hire? Thu, Jul 23, 2009 1:36 PM
68. As we are in the 'pet hospitality' business, we notice clients are traveling for shorter periods of time (i.e. long weekend vacations vs. week long vacations)...we need the confidence of our local consumers to increase in order to grow the business, although we've been fortunate and continue to sign new clients but our profit is flat over 08. Thu, Jul 23, 2009 1:36 PM
69. Wish you could pay health insurance premiums pre-tax or out of an HSA! Thu, Jul 23, 2009 1:31 PM
70. The health care proposal is really scary. We can't afford it. Thu, Jul 23, 2009 1:31 PM
71. how can the government run with out balanced budgets? Thu, Jul 23, 2009 1:31 PM
72. having to pay cobra with promise of tax break later Thu, Jul 23, 2009 1:26 PM
73. Drop that nonsense about supporting the choo choo train. Don't play pussyfoot with the Mayor and the Council. They are not your friends. You can still be civil, but stand up against their bad-for-business, bad-for-jobs proposals. Thu, Jul 23, 2009 1:24 PM
74. The needs are greater but the resources are shrinking in human services. Thu, Jul 23, 2009 1:13 PM
75. Financing is limited and creating ripple effects for expansion Thu, Jul 23, 2009 1:09 PM
76. We depend on donations as well - and they are down! Thu, Jul 23, 2009 1:07 PM
77. Lack of confidence in national economic leadership is making customers cautious. Thu, Jul 23, 2009 1:05 PM
78. requires nimble responses to changing customer needs & patterns, careful monitoring of finances, and careful consideration of all expenditures. Not for the faint of heart, right now. Thu, Jul 23, 2009 12:54 PM
79. MAIN PROBLEM, LACK OF SHOPPERS AND BUYERS Thu, Jul 23, 2009 12:54 PM
80. pressure to reduce workforce and salaries Thu, Jul 23, 2009 12:53 PM
81. From the UDC to the Fire Dept. city personnel need to get a grip on the present economical situation and work in a more positive way with all new and existing businesses Thu, Jul 23, 2009 12:43 PM
82. N/A Thu, Jul 23, 2009 12:41 PM
83. people think harder about making a commitment to what is believed to be an "extra expense." However, we also are profiting from this as members are leaving larger, more expensive clubs and coming to ours. Thu, Jul 23, 2009 12:37 PM
84. I only started in early 2007 and I blogged about the coming recession in March 2008, so I don't have much to compare it with. The "current economic climate" is effectively the only one I've ever known. Thu, Jul 23, 2009 12:34 PM
85. Payables are delayed, access to credit and equity alternatives are difficult and it is a very tough sales environment. Thu, Jul 23, 2009 12:34 PM
86. The mix of business services allows for quick adjustment to market needs Thu, Jul 23, 2009 12:33 PM
87. Small business is bearing the brunt of the recession. Between higher taxes for S-corp business owners, the health insurance mess, the State of Wisconsin tax increases, it's almost impossible to have a profitable business. Thu, Jul 23, 2009 12:25 PM
88. We're getting more volunteers than ever before! Thu, Jul 23, 2009 12:24 PM

89. Cap and trade, or the high possibility of it passing, has caused over 60% of the manufacturers of raw materials for our business to move all their operations out of the US and has effected out ability to get necessary raw materials. Thu, Jul 23, 2009 12:24 PM
90. Even though the answer to #1 says that we are doing better than before the recession, we have had to do all the things checked in #2. Our sales are double what they were last year but we accumulated a huge debt from the credit crunch last fall which is why we had to do the things in #2. Thu, Jul 23, 2009 12:22 PM
91. Companies are using lower-cost providers (us) Thu, Jul 23, 2009 12:19 PM
92. The Greed of Wall Street Acctg and creative loans put a great many peoples lives and homes in jeopardy. They were greedy not smart in the creation of Sub prime loans! Thu, Jul 23, 2009 12:19 PM
93. I think this is great that the Chamber is doing this survey. Each member no doubt has very different businesses, ranging from retail/b2b to local/national. Since my market is mostly national, the types of things that the Chamber can help me on is benchmarking on things like benefits, buying programs for things all businesses purchase (which you already offer), networking with peers (ditto)... Competing for talent might seem strange in this economy, but it's a real need, and I go back to the bnchmarking idea for what other employers of my size are offering for benefits (healthcare, retirement, disability, days off, etc., etc.) Thu, Jul 23, 2009 12:16 PM
94. We're mostly grant funded, and our industry has been fairly stable. We have noticed a dip in the funding we receive for direct services (this money comes from county, state, and federal government, whose budgets are tight now.). Thu, Jul 23, 2009 12:12 PM
95. Need more information/workshops/seminars on Direct Repsonse marketing Thu, Jul 23, 2009 12:11 PM
96. clients are slower to pay Thu, Jul 23, 2009 12:11 PM
97. You must read my responses with some caution as I only opened this year. Thu, Jul 23, 2009 12:10 PM