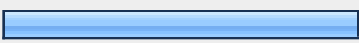
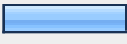







GMCC 2009 Small and Medium Business Economic Survey

1. What is your role within your company?			
		Response Percent	Response Count
Owner/Partner/Shareholder		54.7%	64
President/CEO		18.8%	22
General Manager		8.5%	10
Senior Staff		3.4%	4
Management Staff		6.8%	8
Technical Production Support		0.0%	0
Sales Associate or Sales Manager		0.9%	1
Other		6.8%	8
	<i>answered question</i>		117
	<i>skipped question</i>		0

2. Please tell us the industry of your business:			
		Response Count	
		117	
	<i>answered question</i>		117
	<i>skipped question</i>		0

GMCC 2009 Small and Medium Business Economic Survey








Please tell us the industry of your business:		
		Response Count
		117
	<i>answered question</i>	117
	<i>skipped question</i>	0

Response Text		
1	Not-for profit	Nov 10, 2009 11:15 PM
2	Construction	Nov 10, 2009 11:15 PM
3	Banking	Nov 10, 2009 11:18 PM
4	marketing communications agency	Nov 10, 2009 11:19 PM
5	consulting	Nov 10, 2009 11:19 PM
6	professional services	Nov 10, 2009 11:19 PM
7	life science - biotech	Nov 10, 2009 11:19 PM
8	Computer Technologies	Nov 10, 2009 11:20 PM
9	Staffing & Recruiting	Nov 10, 2009 11:21 PM
10	professional services	Nov 10, 2009 11:29 PM
11	Retail	Nov 10, 2009 11:30 PM
12	Commercial Real Estate	Nov 10, 2009 11:32 PM
13	Office Products	Nov 10, 2009 11:36 PM
14	financial	Nov 10, 2009 11:36 PM
15	Transportation	Nov 10, 2009 11:49 PM
16	Travel Agency	Nov 10, 2009 11:51 PM
17	Remodeling	Nov 11, 2009 12:00 AM
18	non profit agency	Nov 11, 2009 12:03 AM
19	Dance Instruction	Nov 11, 2009 12:15 AM
20	Staffing and recruitment	Nov 11, 2009 12:16 AM
21	Marketing consulting	Nov 11, 2009 12:24 AM
22	Web development	Nov 11, 2009 12:24 AM
23	hotel	Nov 11, 2009 12:26 AM
24	Home Improvement	Nov 11, 2009 12:27 AM
25	travel	Nov 11, 2009 12:36 AM
26	jewelry	Nov 11, 2009 12:37 AM
27	Public Relations	Nov 11, 2009 12:40 AM
28	Limousine	Nov 11, 2009 12:56 AM
29	REAL ESTATE DEVELOPMENT AND SALES	Nov 11, 2009 1:14 AM
30	food	Nov 11, 2009 1:24 AM
31	Retail and Eatery	Nov 11, 2009 1:24 AM
32	Higher education	Nov 11, 2009 1:24 AM


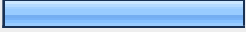
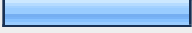
Response Text		
33	Retail	Nov 11, 2009 1:31 AM
34	internal combustion engines	Nov 11, 2009 2:18 AM
35	Consulting	Nov 11, 2009 2:28 AM
36	Tax and accounting - personal services	Nov 11, 2009 2:45 AM
37	technology	Nov 11, 2009 2:57 AM
38	Vocational Rehabilitation	Nov 11, 2009 3:00 AM
39	Construction	Nov 11, 2009 3:34 AM
40	debt collection	Nov 11, 2009 4:05 AM
41	Home improvement - window treatments	Nov 11, 2009 5:02 AM
42	security	Nov 11, 2009 11:49 AM
43	Engineering Consulting	Nov 11, 2009 12:51 PM
44	Retail	Nov 11, 2009 12:55 PM
45	Utilities	Nov 11, 2009 1:28 PM
46	Child care	Nov 11, 2009 1:34 PM
47	contractor	Nov 11, 2009 1:35 PM
48	HOTEL	Nov 11, 2009 1:50 PM
49	Childcare	Nov 11, 2009 1:54 PM
50	Commercial Audio Video Security	Nov 11, 2009 1:55 PM
51	Staffing & Employment Agency	Nov 11, 2009 1:58 PM
52	Investment Management	Nov 11, 2009 2:02 PM
53	Lighting system management	Nov 11, 2009 2:08 PM
54	Quick Printer	Nov 11, 2009 2:18 PM
55	Travel Industry	Nov 11, 2009 2:22 PM
56	Financial Advisory	Nov 11, 2009 2:24 PM
57	Retail Swimwear	Nov 11, 2009 2:25 PM
58	Mailing Industry	Nov 11, 2009 2:27 PM
59	law	Nov 11, 2009 2:38 PM
60	Architecture / Engineering	Nov 11, 2009 2:50 PM
61	Non-Profit	Nov 11, 2009 3:05 PM
62	consulting	Nov 11, 2009 3:09 PM
63	Promoting sustainable practices	Nov 11, 2009 3:15 PM
64	home health care	Nov 11, 2009 3:23 PM
65	Commercial Construction	Nov 11, 2009 3:36 PM
66	Higher Education	Nov 11, 2009 3:45 PM
67	Health care	Nov 11, 2009 3:46 PM
68	specialty retail	Nov 11, 2009 3:54 PM
69	fitness equipment	Nov 11, 2009 4:11 PM
70	Real Estate Property Management	Nov 11, 2009 4:35 PM
71	Management Consulting	Nov 11, 2009 5:09 PM
72	Financial services / Brokerage	Nov 11, 2009 5:18 PM
73	Architecture	Nov 11, 2009 6:13 PM
74	marketing	Nov 11, 2009 7:05 PM
75	Construction	Nov 11, 2009 7:15 PM
76	Hotel	Nov 11, 2009 7:27 PM
77	Event Production and Entertainment	Nov 11, 2009 8:03 PM

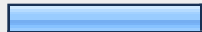
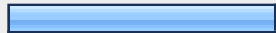
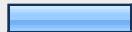

Response Text		
78	psychotherapy	Nov 11, 2009 8:56 PM
79	Community Television	Nov 11, 2009 9:04 PM
80	Construction	Nov 11, 2009 9:23 PM
81	Restaurant/Service	Nov 11, 2009 9:35 PM
82	retail/wholesale	Nov 11, 2009 9:44 PM
83	Restaurant/Bakery	Nov 11, 2009 10:32 PM
84	Floor coverings retail and commercial	Nov 11, 2009 11:28 PM
85	accounting services	Nov 12, 2009 1:36 AM
86	veterinary services	Nov 12, 2009 1:41 AM
87	IT Communications (Web site design & development)	Nov 12, 2009 1:51 AM
88	drycleaning	Nov 12, 2009 12:39 PM
89	Law Firm	Nov 12, 2009 2:57 PM
90	CBO-non-profit	Nov 12, 2009 3:16 PM
91	Military	Nov 12, 2009 4:23 PM
92	commercial real estate	Nov 12, 2009 4:42 PM
93	Internet Marketing	Nov 12, 2009 5:24 PM
94	Hotel	Nov 12, 2009 6:36 PM
95	Management consulting	Nov 12, 2009 10:27 PM
96	Writing/Editing	Nov 13, 2009 3:37 PM
97	Hotel	Nov 13, 2009 5:24 PM
98	nonprofit after school care	Nov 13, 2009 11:11 PM
99	Moving and Storage Industry	Nov 16, 2009 12:10 AM
100	General Contractor, Construction	Nov 16, 2009 4:42 PM
101	General Business Consulting	Nov 16, 2009 6:16 PM
102	Insurance	Nov 16, 2009 9:33 PM
103	Arts - Music	Nov 17, 2009 5:55 PM
104	advertising media	Nov 17, 2009 10:01 PM
105	Retail Gifts	Nov 18, 2009 3:45 AM
106	Public Accounting	Nov 18, 2009 9:19 PM
107	pharmacy/health food	Nov 19, 2009 4:46 PM
108	Architectural Firm	Nov 19, 2009 6:13 PM
109	Retail Gifts & Handmade	Nov 19, 2009 7:50 PM
110	Signs & Graphics	Nov 19, 2009 11:35 PM
111	Banking	Nov 20, 2009 12:06 AM
112	consulting	Nov 20, 2009 12:15 AM
113	Technoolgy	Nov 20, 2009 3:48 AM
114	service	Nov 20, 2009 2:15 PM
115	Non-profit	Nov 20, 2009 2:24 PM
116	landscaping	Nov 20, 2009 3:34 PM
117	Commercial Real Estate	Nov 20, 2009 10:24 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		12.8%	15
2-5 employees		31.6%	37
<b>6-25 employees</b>		<b>32.5%</b>	<b>38</b>
26-50 employees		9.4%	11
51-100 employees		9.4%	11
101-150 employees		1.7%	2
151-175 employees		2.6%	3
		<b><i>answered question</i></b>	<b>117</b>
		<b><i>skipped question</i></b>	<b>0</b>







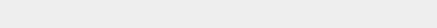
**4. The GMCC understands that the current economy is challenging many local businesses. Please tell us how your company has fared financially since July 2009:**

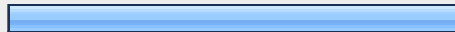



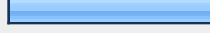
		Response Percent	Response Count
Better than the first half of 2009		34.8%	39
<b>The same as the first half of 2009</b>		<b>36.6%</b>	<b>41</b>
Worse than the first half of 2009		28.6%	32
		<b><i>answered question</i></b>	<b>112</b>
		<b><i>skipped question</i></b>	<b>5</b>

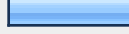





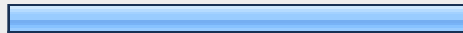
5. When do you think economic conditions will improve for your business?			
		Response Percent	Response Count
First half of 2010		29.5%	33
<b>Second half of 2010</b>		<b>41.1%</b>	<b>46</b>
2011		18.8%	21
Beyond 2011		10.7%	12
		<i>answered question</i>	<b>112</b>
		<i>skipped question</i>	<b>5</b>

6. What staffing adjustments did you make in 2009 for regular full-time employees?			
		Response Percent	Response Count
Expanded		11.6%	13
<b>No change</b>		<b>45.5%</b>	<b>51</b>
Instituted a hiring freeze		11.6%	13
Downsized		31.3%	35
		<i>answered question</i>	<b>112</b>
		<i>skipped question</i>	<b>5</b>

7. What staffing level changes do you anticipate in 2010 for regular full-time employees?			
		Response Percent	Response Count
Expanding		19.6%	22
<b>No change</b>		<b>61.6%</b>	<b>69</b>
Freezing		8.9%	10
Downsizing		9.8%	11
		<i>answered question</i>	<b>112</b>
		<i>skipped question</i>	<b>5</b>

8. What types of business financing did you pursue in 2009? (Please check all that apply)			
		Response Percent	Response Count
Bank loan		24.3%	26
Credit Union loan		2.8%	3
Government loan		4.7%	5
Government grant		1.9%	2
Non-profit loan/grant		5.6%	6
Increased credit card debt		12.1%	13
<b>Did not attempt to secure any new financing in 2009</b>		<b>66.4%</b>	<b>71</b>
		<i>answered question</i>	<b>107</b>
		<i>skipped question</i>	<b>10</b>

9. If you pursued business loans or grants in 2009, what type(s) were you successful in receiving in 2009? (Please check all that apply)			
		Response Percent	Response Count
Bank loan		69.0%	20
Credit Union loan		0.0%	0
Government loan		3.4%	1
Government grant		6.9%	2
Non-profit loan/grant		6.9%	2
Increased credit card debt		31.0%	9
		<i>answered question</i>	<b>29</b>
		<i>skipped question</i>	<b>88</b>

10. What types of business financing do you plan to pursue in 2010? (Please check all that apply)			
		Response Percent	Response Count
Bank loan		18.7%	20
Credit Union loan		0.9%	1
Government loan		2.8%	3
Government grant		2.8%	3
Non-profit loan/grant		6.5%	7
Increased credit card debt		5.6%	6
<b>Do not anticipate an attempt to secure new financing in 2010</b>		<b>70.1%</b>	<b>75</b>
		<i>answered question</i>	<b>107</b>
		<i>skipped question</i>	<b>10</b>

11. How would you rate the current level of consumer spending as it relates to your industry?						
	Poor	Average	Good	Excellent	Rating Average	Response Count
Level of Consumer Spending	45.8% (49)	37.4% (40)	15.0% (16)	1.9% (2)	1.73	107
	<i>answered question</i>					107
	<i>skipped question</i>					10

12. As you look to 2010, what do you see as your greatest challenge?		Response Count
		100
	<i>answered question</i>	100
	<i>skipped question</i>	17

13. As you look to 2010, what do you see as your greatest opportunity?		Response Count
		100
	<i>answered question</i>	100
	<i>skipped question</i>	17

GMCC 2009 Small and Medium Business Economic Survey

As you look to 2010, what do you see as your greatest challenge?		
		Response Count
		100
	<i>answered question</i>	<b>100</b>
	<i>skipped question</i>	17

Response Text		
1	Getting More Business	Nov 10, 2009 11:17 PM
2	Execute on all of the opportunities we are uncovering.	Nov 10, 2009 11:21 PM
3	financing	Nov 10, 2009 11:21 PM
4	Timing the decision to hire	Nov 10, 2009 11:22 PM
5	Credit markets still too tight for capital expenditures on our systems	Nov 10, 2009 11:22 PM
6	Generating sufficient new business to overcome decreased spending by current clients/clients who no longer work with us.	Nov 10, 2009 11:23 PM
7	Obama's policies, tax increases, paying for unemployment, etc.	Nov 10, 2009 11:23 PM
8	overcoming debt	Nov 10, 2009 11:30 PM
9	Controlling costs in the face of decreasing revenues, increased price cutting from competitors	Nov 10, 2009 11:32 PM
10	hiring good employees	Nov 10, 2009 11:34 PM
11	reaching potential clients	Nov 10, 2009 11:37 PM
12	Maintaining Current Customer Base----Due to Business closings	Nov 10, 2009 11:39 PM
13	Jobs	Nov 10, 2009 11:51 PM
14	The Media	Nov 10, 2009 11:52 PM
15	Improving Operations/Productivity	Nov 11, 2009 12:02 AM
16	Access to credit	Nov 11, 2009 12:05 AM
17	Ability to forecast client needs.	Nov 11, 2009 12:18 AM
18	Making sure we have enough and the right type of staffing resources for the business we get	Nov 11, 2009 12:26 AM
19	New business development	Nov 11, 2009 12:27 AM
20	revenue	Nov 11, 2009 12:28 AM
21	Staying fresh and relevant. Figuring out web optimization to stay ahead of competition.	Nov 11, 2009 12:30 AM
22	Packaging my services in a more affordable way	Nov 11, 2009 12:32 AM
23	internet comptetion and unknown secure employment from customers	Nov 11, 2009 12:38 AM
24	the cost of employee health care	Nov 11, 2009 12:40 AM
25	Continuing to serve clients through lots of extra hand holding	Nov 11, 2009 12:43 AM
26	x	Nov 11, 2009 12:58 AM
27	FINANCING	Nov 11, 2009 1:15 AM
28	Keeping our head above water	Nov 11, 2009 1:28 AM
29	encouraging client investment	Nov 11, 2009 2:30 AM

Response Text		
30	personnel	Nov 11, 2009 3:03 AM
31	Big GOVERNMENT	Nov 11, 2009 3:36 AM
32	cash flow	Nov 11, 2009 4:07 AM
33	Getting GMCC to give up its support of the RTA.	Nov 11, 2009 11:30 AM
34	tight money supply, low spending, inflation	Nov 11, 2009 11:51 AM
35	stability	Nov 11, 2009 12:53 PM
36	Distribution of our products	Nov 11, 2009 12:58 PM
37	Keeping up with increasing work load	Nov 11, 2009 1:30 PM
38	attracting new clients	Nov 11, 2009 1:36 PM
39	garner work	Nov 11, 2009 1:39 PM
40	LACK OF INCREASED BUSINESS TRAVEL TO MADISON	Nov 11, 2009 1:56 PM
41	Child enrollment, County funding, Parents being able to pay their co-pays	Nov 11, 2009 1:57 PM
42	Economy	Nov 11, 2009 1:58 PM
43	Exposure to new clients	Nov 11, 2009 2:04 PM
44	Keeping pace with our customers demands for service	Nov 11, 2009 2:10 PM
45	Maintaine the same level of business or moderate increase of sales from 2009	Nov 11, 2009 2:19 PM
46	Generating Profits	Nov 11, 2009 2:24 PM
47	Obtaining new clients	Nov 11, 2009 2:26 PM
48	quality staffing	Nov 11, 2009 2:28 PM
49	Increasing Sales	Nov 11, 2009 2:45 PM
50	bringing in new clients/new work	Nov 11, 2009 2:45 PM
51	cash flow and lack of financing for our clients; they can't develop and renovate if they can't get financing	Nov 11, 2009 2:53 PM
52	We will have continued growth in 2010. Retaining and finding quality employees as the rest of the economy speeds back up.	Nov 11, 2009 3:27 PM
53	opening up new markets	Nov 11, 2009 3:29 PM
54	commercial lending as it relates to building and development projects	Nov 11, 2009 3:37 PM
55	Area employees recovering their tuition reimbursement in certain situations	Nov 11, 2009 3:48 PM
56	maintaining infrastructure support	Nov 11, 2009 3:48 PM
57	remaining provitable, cash flow issues.	Nov 11, 2009 3:57 PM
58	cash flow - customers slower than usual paying their bills	Nov 11, 2009 4:14 PM
59	Keeping properties rented	Nov 11, 2009 4:37 PM
60	Consumption	Nov 11, 2009 5:20 PM
61	securing projects that have their finances in place	Nov 11, 2009 6:16 PM
62	Time to take advantage of all the great opportunities	Nov 11, 2009 7:07 PM
63	Volume of activity	Nov 11, 2009 7:17 PM
64	Rate	Nov 11, 2009 7:28 PM
65	making payroll, paying down debt, having money tfor ongoing expenses	Nov 11, 2009 8:09 PM
66	what national health care plan will mean for us	Nov 11, 2009 8:59 PM
67	50% cut in anual government revenue	Nov 11, 2009 9:07 PM
68	Limited growth opportunities	Nov 11, 2009 9:25 PM
69	a trend of less consumer spending	Nov 11, 2009 9:40 PM
70	finding affordable products to meet customers' needs	Nov 11, 2009 9:45 PM
71	Financial pressures on the lower and middle class due to lack of health care, high unemployment, and shaky housing markets will cause consumers to continue to restrict spending on optional expenditures like dining out.	Nov 11, 2009 10:41 PM

Response Text		
72	keep the volume and margins at a level that allows us to remain successful at this 30% reduction	Nov 11, 2009 11:33 PM
73	conveniencing clients to purchase my services	Nov 12, 2009 1:37 AM
74	an increasing client base	Nov 12, 2009 1:44 AM
75	Attracting sufficient business in order to outsource a large portion of work	Nov 12, 2009 1:53 AM
76	government mandated health	Nov 12, 2009 12:45 PM
77	Govt work - business challenge is N/A	Nov 12, 2009 4:24 PM
78	slow recovery and unemployemnt	Nov 12, 2009 4:44 PM
79	Trust - People trusting the product will be good for them	Nov 12, 2009 5:26 PM
80	weak economy	Nov 12, 2009 6:38 PM
81	Tighter budgets, more unemployment, more bank failures, more foreclosures, tighter commercial lending	Nov 12, 2009 10:29 PM
82	Business	Nov 13, 2009 5:26 PM
83	continued high unemployment	Nov 13, 2009 11:14 PM
84	Consumer Confidence	Nov 16, 2009 12:12 AM
85	Aquiring new work.	Nov 16, 2009 4:45 PM
86	Getting to businesses who need help before they are too far gone	Nov 16, 2009 6:18 PM
87	Return to a flat or growth mode for our business clients.	Nov 16, 2009 9:56 PM
88	Corporate funding	Nov 17, 2009 5:57 PM
89	maintaining hope for improved business within our customer base	Nov 17, 2009 10:05 PM
90	Maintaining customer communication in light of changes in advertising opportunities	Nov 18, 2009 3:52 AM
91	Generating new revenue	Nov 18, 2009 9:22 PM
92	government furloughs	Nov 19, 2009 4:48 PM
93	Maintaing customers with road construction	Nov 19, 2009 7:53 PM
94	Securing financing to grow	Nov 19, 2009 11:39 PM
95	Pressures from external forces (taxes, etc.)	Nov 20, 2009 12:09 AM
96	Reinventing the organization to stay relevant	Nov 20, 2009 12:17 AM
97	increase in local, state and federal regulations and taxes	Nov 20, 2009 3:50 AM
98	Maintaining our current client base.	Nov 20, 2009 2:18 PM
99	maintaining current clients	Nov 20, 2009 2:26 PM
100	Finding new customers and maintaining existing accounts	Nov 20, 2009 3:48 PM

GMCC 2009 Small and Medium Business Economic Survey

As you look to 2010, what do you see as your greatest opportunity?		
		Response Count
		100
	<i>answered question</i>	<b>100</b>
	<i>skipped question</i>	17

Response Text		
1	Getting More Business	Nov 10, 2009 11:17 PM
2	The ability to pursue clients that were not open to changing providers in the past.	Nov 10, 2009 11:21 PM
3	product development	Nov 10, 2009 11:21 PM
4	scaling up with additional employees	Nov 10, 2009 11:22 PM
5	Helping existing clients to more with their investment in our systems	Nov 10, 2009 11:22 PM
6	Increased new business activity and success.	Nov 10, 2009 11:23 PM
7	New business ventures and acquisitions	Nov 10, 2009 11:23 PM
8	consumer confidence	Nov 10, 2009 11:30 PM
9	Drilling down into what makes the most profit and focusing on that.	Nov 10, 2009 11:32 PM
10	New buisness	Nov 10, 2009 11:34 PM
11	new clients	Nov 10, 2009 11:37 PM
12	Increased market share	Nov 10, 2009 11:39 PM
13	credit crunch on smaller competitors	Nov 10, 2009 11:51 PM
14	The Wedding Industry	Nov 10, 2009 11:52 PM
15	Improving Operations/Productivity	Nov 11, 2009 12:02 AM
16	Increase in disposable income	Nov 11, 2009 12:05 AM
17	Expansion	Nov 11, 2009 12:18 AM
18	Long-term growth toward bigger clients/projects	Nov 11, 2009 12:26 AM
19	Improved productivity	Nov 11, 2009 12:27 AM
20	by not lowering prices in 2009 we shouldbe better positioned for 2010 & 2011	Nov 11, 2009 12:28 AM
21	The recent economic downturn typically leads people to do things for themselves. Dancing has alway sbeen a way people reward themselves for trying to get through the tough times. As the economy continues to recover, we can only plan to expand and be busier	Nov 11, 2009 12:30 AM
22	Attracting new clients with expanded services	Nov 11, 2009 12:32 AM
23	consumer fraud being more prevelant	Nov 11, 2009 12:38 AM
24	expanding my customer base	Nov 11, 2009 12:40 AM
25	To reinforce thatt we do a great job for clients through extra service during this tough time	Nov 11, 2009 12:43 AM
26	x	Nov 11, 2009 12:58 AM
27	VERY FEW	Nov 11, 2009 1:15 AM
28	Getting rid of the Democrats that raise will raise our taxes via Health care reform	Nov 11, 2009 1:28 AM
29	rethinking my business model for smaller clients	Nov 11, 2009 2:30 AM

Response Text		
30	New clients	Nov 11, 2009 3:03 AM
31	Surviving tough times and coming out stronger.	Nov 11, 2009 3:36 AM
32	obtain more customers	Nov 11, 2009 4:07 AM
33	To leave Madison for a more small business friendly community.	Nov 11, 2009 11:30 AM
34	takeover of other competitor's business	Nov 11, 2009 11:51 AM
35	growth in new areas	Nov 11, 2009 12:53 PM
36	Developing new products	Nov 11, 2009 12:58 PM
37	Expanding client base	Nov 11, 2009 1:30 PM
38	new construction in area being completed and possibly have new clients as a result	Nov 11, 2009 1:36 PM
39	better labor pool	Nov 11, 2009 1:39 PM
40	LARGE EVENTS IN MADISON	Nov 11, 2009 1:56 PM
41	As the economy increases, hopefully, enrollment will increase	Nov 11, 2009 1:57 PM
42	New Markets	Nov 11, 2009 1:58 PM
43	people feeling better about the economy	Nov 11, 2009 2:04 PM
44	Lighting energy retrofits and lighting system upgrades	Nov 11, 2009 2:10 PM
45	Economic rebound resulting in increase hiring.	Nov 11, 2009 2:19 PM
46	Increasing Sales	Nov 11, 2009 2:24 PM
47	Obtaining new clients	Nov 11, 2009 2:26 PM
48	a location chance	Nov 11, 2009 2:28 PM
49	A more level playing field with all the new communication technologies available.	Nov 11, 2009 2:45 PM
50	marketing to existing clients	Nov 11, 2009 2:45 PM
51	better awarness of business structure...being forced to operate more efficiently	Nov 11, 2009 2:53 PM
52	Finding additional markets within Dane County to offer service.	Nov 11, 2009 3:27 PM
53	Educating the public	Nov 11, 2009 3:29 PM
54	the economy has weeded out many competitors leaving a larger pool of potential clients	Nov 11, 2009 3:37 PM
55	Some new growth opportunities	Nov 11, 2009 3:48 PM
56	getting some outside grants	Nov 11, 2009 3:48 PM
57	honestly, I do not see oppourtunities other that staying in business.	Nov 11, 2009 3:57 PM
58	distribution expansion of our products	Nov 11, 2009 4:14 PM
59	Competition	Nov 11, 2009 4:37 PM
60	Focus on service level	Nov 11, 2009 5:20 PM
61	unsure	Nov 11, 2009 6:16 PM
62	To leap on a great market when so many others think it is a bad economy, when in reality this is the greatest times in many many years	Nov 11, 2009 7:07 PM
63	Government Contracts	Nov 11, 2009 7:17 PM
64	Occupancy	Nov 11, 2009 7:28 PM
65	restructuring the focus of business and developing new markets	Nov 11, 2009 8:09 PM
66	people are looking to us for help in managing stress	Nov 11, 2009 8:59 PM
67	Expansion and acquisition of new revenue streams	Nov 11, 2009 9:07 PM
68	Building on past relationships	Nov 11, 2009 9:25 PM
69	greater interest in comfort food/less expensive ingredients	Nov 11, 2009 9:40 PM
70	Expanded relationships with referring partners who help my business grow and gain more legitimacy	Nov 11, 2009 9:45 PM

Response Text		
71	Capitalize on lower-end pricing at our restaurant, hoping to make us a great value for customers who do choose to dine out..	Nov 11, 2009 10:41 PM
72	To lose competitors that have taken jobs at no profit to keep cash coming in.	Nov 11, 2009 11:33 PM
73	more clients need my services	Nov 12, 2009 1:37 AM
74	an increasing client base	Nov 12, 2009 1:44 AM
75	There's still a lot of money to be made with unique and useful internet endeavors.	Nov 12, 2009 1:53 AM
76	expansion	Nov 12, 2009 12:45 PM
77	Govt work - business challenge is N/A	Nov 12, 2009 4:24 PM
78	competitors are hunkering down	Nov 12, 2009 4:44 PM
79	Real relationships with customers rather than just a sale	Nov 12, 2009 5:26 PM
80	improvement of the economy	Nov 12, 2009 6:38 PM
81	Contain costs	Nov 12, 2009 10:29 PM
82	Nothing	Nov 13, 2009 5:26 PM
83	increasing need for our services	Nov 13, 2009 11:14 PM
84	Improved Productivity	Nov 16, 2009 12:12 AM
85	Economic turnaround.	Nov 16, 2009 4:45 PM
86	Businesses who are growing and transitioning ownership	Nov 16, 2009 6:18 PM
87	Growth through renewed and more focused marketing efforts.	Nov 16, 2009 9:56 PM
88	Individual funding	Nov 17, 2009 5:57 PM
89	many prospects are reviewing best practices and are more open for consideration	Nov 17, 2009 10:05 PM
90	Consumer movement towards recycled, quality, affordable gifts.	Nov 18, 2009 3:52 AM
91	reducing cost of delivery	Nov 18, 2009 9:22 PM
92	marketing to condominiums	Nov 19, 2009 4:48 PM
93	Move to comfort, simple, handmade & local merchandise should increase business	Nov 19, 2009 7:53 PM
94	Increased sales by marketing to different industries	Nov 19, 2009 11:39 PM
95	To continue to expand existing relationships, and market our business	Nov 20, 2009 12:09 AM
96	Reinventing the organization to stay relevant	Nov 20, 2009 12:17 AM
97	Built up demand for new technology	Nov 20, 2009 3:50 AM
98	Many businesses will be looking for ways to improve their recruitment package to get the best of the best so they can run efficiently. We can add greatly to that package. It is a great service for them. Plus the small business owner needs to focus on running their core business, not handling the administrative part of being an employer. This is where we benefit them and I believe owners are starting to see this value.	Nov 20, 2009 2:18 PM
99	International business	Nov 20, 2009 2:26 PM
100	Finding new customers and maintaining existing accounts	Nov 20, 2009 3:48 PM