Business Survey—North Carolina’s Eastern Region

The purpose of this survey is to help leaders in the 13 counties of North Carolina’s Eastern Region better understand and respond to your business’ most critical concerns. Your answers will be kept strictly confidential and reported only in aggregate. If you have any questions, please contact Mark White at 703-522-4980 or mwhite@accra.org. Please return the survey via mail in the enclose envelope or by fax to 703-522-4985 as soon as possible or provide your answers online at www.nceast.org/survey. Thank you for your participation!

1. Please identify the type of product or service produced by your firm:
   ____________________________________________________________________

2. Please identify the location of your MOST important… (select one for each row)

<table>
<thead>
<tr>
<th>Eastern North Carolina</th>
<th>North Carolina</th>
<th>Southeast US</th>
<th>United States</th>
<th>North America</th>
<th>Global</th>
</tr>
</thead>
<tbody>
<tr>
<td>...Customers:</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>...Competitors:</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>...Suppliers:</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
</tbody>
</table>

3. During the past year, have you sold any goods or services to companies in any of the following industries? (select all that apply)

<table>
<thead>
<tr>
<th>Automotive mfg, including parts</th>
<th>Hotels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boat building and related accessories</td>
<td>Industrial or construction equip mfg.</td>
</tr>
<tr>
<td>Building products mfg (wood, concrete, or metal)</td>
<td>Manufactured housing</td>
</tr>
<tr>
<td>Electricity or signal testing instruments mfg</td>
<td>Military</td>
</tr>
<tr>
<td>Engine equipment mfg</td>
<td>Motors and generators mfg</td>
</tr>
<tr>
<td>Food processing</td>
<td>Pharmaceutical or medical mfg.</td>
</tr>
<tr>
<td>Health care</td>
<td>Tourism or recreation</td>
</tr>
<tr>
<td>Heating ventilation, or air conditioning equip mfg</td>
<td>None of these</td>
</tr>
<tr>
<td>Other ____________________________________________________________________</td>
<td></td>
</tr>
</tbody>
</table>

4. Have you actively encouraged any of your suppliers to locate a facility in Eastern NC?
   □ Yes    □ No

5. If yes or maybe, what product or service do they produce:
   ____________________________________________________________________

6. In your opinion, please rate the following infrastructure’s ability to meet your business needs:

<table>
<thead>
<tr>
<th></th>
<th>Excellent</th>
<th>Good</th>
<th>Fair</th>
<th>Poor</th>
<th>Not applicable</th>
</tr>
</thead>
<tbody>
<tr>
<td>Road</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>Air Access: Freight</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>Air Access: Passenger</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>Waterways</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>Rail</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
<tr>
<td>High speed Internet</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
<td>□</td>
</tr>
</tbody>
</table>
7. You consider your internet access:
- □ Very affordable
- □ Somewhat affordable
- □ Somewhat expensive
- □ Very expensive
- □ Not applicable

7a. Which of the following describes your internet access:
- □ Fiber optic/T-1/T-3
- □ DSL/Cable
- □ Satellite
- □ Dial-up
- □ Not available

8. In the next year, how well will your existing facility meet your firm’s planned needs?
- □ Adequate in size and design
- □ Inadequate in size
- □ Inadequate in design

9. Recruiting semi-skilled/unskilled workers, when you need them, is:
- □ Always easy
- □ Often easy
- □ Sometimes easy
- □ Never easy

10. Recruiting skilled workers, when you need them, is:
- □ Always easy
- □ Often easy
- □ Sometimes easy
- □ Never easy

11. Retaining semi-skilled/unskilled employees is:
- □ Always easy
- □ Often easy
- □ Sometimes easy
- □ Never easy

12. Retaining skilled employees is:
- □ Always easy
- □ Often easy
- □ Sometimes easy
- □ Never easy

13. Community colleges in your region provide your business with capable employees:
- □ Always
- □ Often
- □ Sometimes
- □ Never
- □ Not applicable to my firm’s employees

14. Universities in your region provide your business with capable employees:
- □ Always
- □ Often
- □ Sometimes
- □ Never
- □ Not applicable to my firm’s employees

15. What percentage of your employees participated in a formalized training program during the past year?
- □ 0%
- □ 1 to 19%
- □ 20 to 39%
- □ 40 to 59%
- □ 60 to 79%
- □ 80 to 99%
- □ 100%

16. What kinds of skilled employees do you find most difficult to find (please check all that apply):
- □ Business, Management & Finance
- □ Computer and Mathematical
- □ Office & Administrative Support
- □ Engineering and Architecture
- □ Installation, Maintenance & Repair
- □ Construction
- □ Transportation & Material Moving
- □ Production and assembly
- □ Life or Physical Science
- □ Other:_________________________

Please provide examples of the skilled jobs you find most difficult to fill.

17. Listed below are several broad actions to help foster economic development in Eastern NC. Please rate on a scale of 1 to 6 how important each action would be from the perspective of your company.

<table>
<thead>
<tr>
<th>Possible Economic Development Action</th>
<th>Very important</th>
<th>Not important</th>
</tr>
</thead>
<tbody>
<tr>
<td>Improve access for workers to post-secondary education</td>
<td>1 2 3 4 5 6</td>
<td></td>
</tr>
<tr>
<td>Improve grade school and high school education</td>
<td>1 2 3 4 5 6</td>
<td></td>
</tr>
<tr>
<td>Offer more specialized training for my industry</td>
<td>1 2 3 4 5 6</td>
<td></td>
</tr>
<tr>
<td>Pay greater attention to needs of existing firms in my industry</td>
<td>1 2 3 4 5 6</td>
<td></td>
</tr>
<tr>
<td>Possible Economic Development Action</td>
<td>Very important</td>
<td>Not important</td>
</tr>
<tr>
<td>----------------------------------------------------------------------------------</td>
<td>---------------</td>
<td>---------------</td>
</tr>
<tr>
<td>Attract more companies in my industry</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Support the specific needs of start-up companies and/or entrepreneurs</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Help firms like mine export from Eastern NC</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Increase funding for university research related to my industry</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Help firms in my industry identify and access university research</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Support local inter-firm networking efforts in my industry</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Simplify regulatory compliance procedures related to my industry</td>
<td>1</td>
<td>2</td>
</tr>
</tbody>
</table>

18. Your firm is part of what industry? ________________________________

19. Approximately how many people does your firm employ at your location: ______

20. Where is your firm headquartered:
- [ ] In our current location
- [ ] In another location in Eastern North Carolina
- [ ] In a US location outside of Eastern North Carolina
- [ ] In a location outside the United States

21. Which of the following activities does your firm undertake at your current location? (select all that apply)
- [ ] Headquarter Functions & Administrative Activities
- [ ] New Product Development
- [ ] Marketing & Sales
- [ ] Production
- [ ] Distribution & Logistics
- [ ] Customer Service & Technical Support

22. Which best describes your position with the firm:
- [ ] Owner, President, CEO, etc.  [ ] Senior Executive
- [ ] Department Manager  [ ] Office Staff

23. What county is your business located in: _______________________

24. Are there any specific things you believe should be done to enhance the region’s economic development potential that have not been addressed in this survey?
_________________________________________________________________________________
_________________________________________________________________________________

If you would allow us to contact you about your views or follow up on any issues that you raise, please provide the following information:
- Name:
- Phone:
- E-mail:

Provide any additional comments here:

Thank You for Your Cooperation