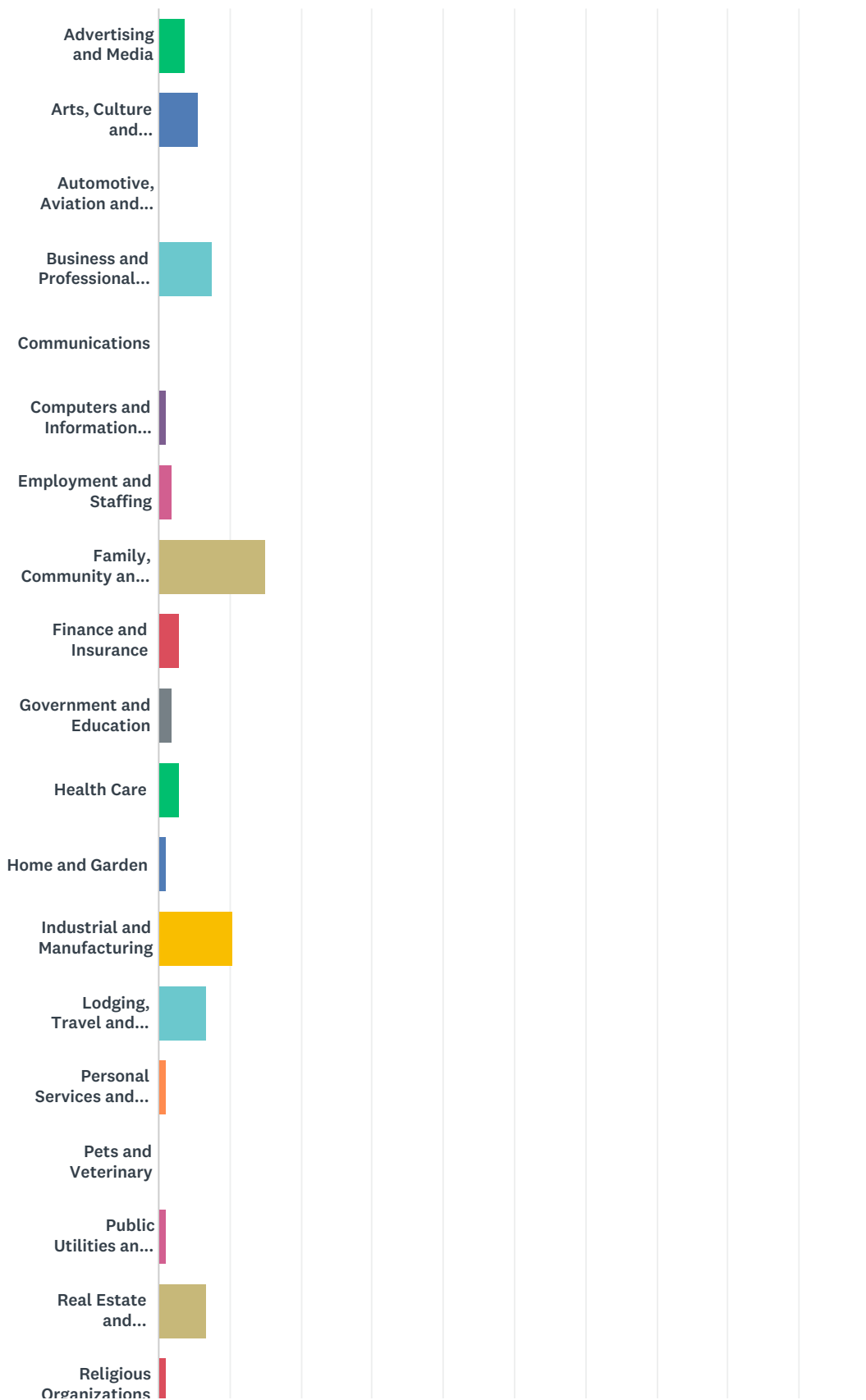
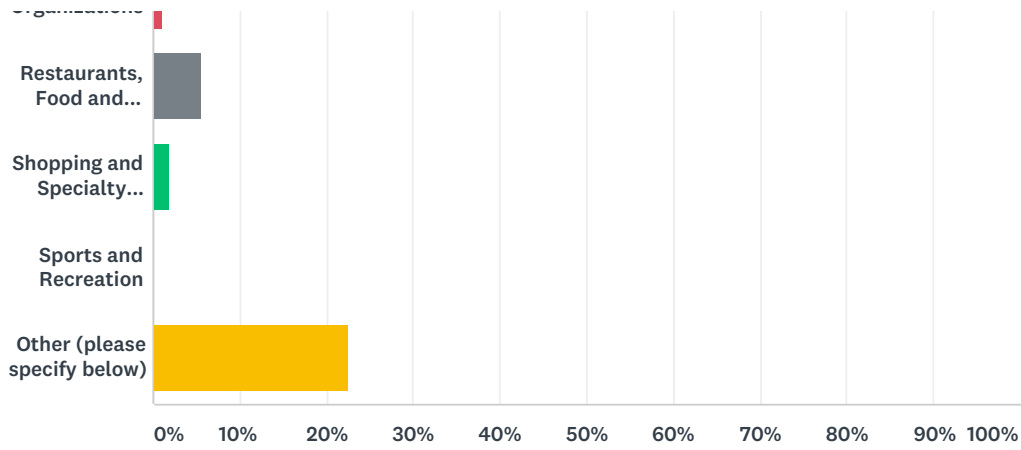


### Q3 Which category best describes your business?

Answered: 106 Skipped: 0

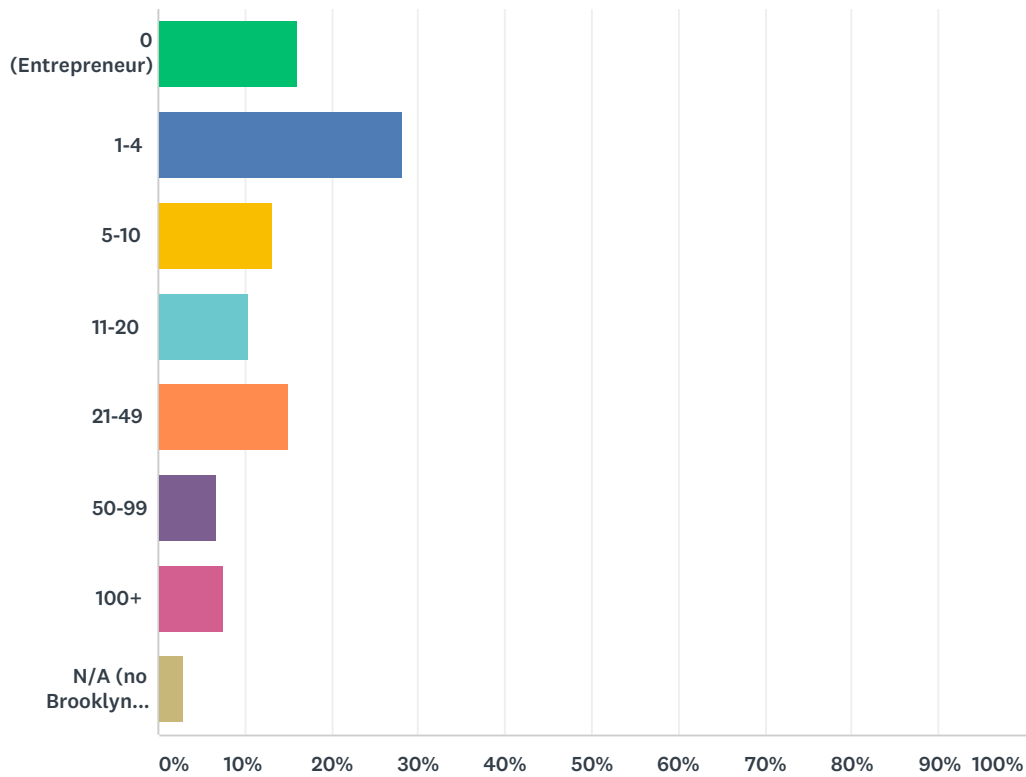




ANSWER CHOICES	RESPONSES	
Advertising and Media	3.77%	4
Arts, Culture and Entertainment	5.66%	6
Automotive, Aviation and Marine	0.00%	0
Business and Professional Services	7.55%	8
Communications	0.00%	0
Computers and Information Technology	0.94%	1
Employment and Staffing	1.89%	2
Family, Community and Non-Profit	15.09%	16
Finance and Insurance	2.83%	3
Government and Education	1.89%	2
Health Care	2.83%	3
Home and Garden	0.94%	1
Industrial and Manufacturing	10.38%	11
Lodging, Travel and Tourism	6.60%	7
Personal Services and Care	0.94%	1
Pets and Veterinary	0.00%	0
Public Utilities and Environment	0.94%	1
Real Estate and Construction	6.60%	7
Religious Organizations	0.94%	1
Restaurants, Food and Beverages	5.66%	6
Shopping and Specialty Retail	1.89%	2
Sports and Recreation	0.00%	0
Other (please specify below)	22.64%	24
<b>TOTAL</b>		<b>106</b>

## Q4 How many people do you currently employ at your Brooklyn location(s)?

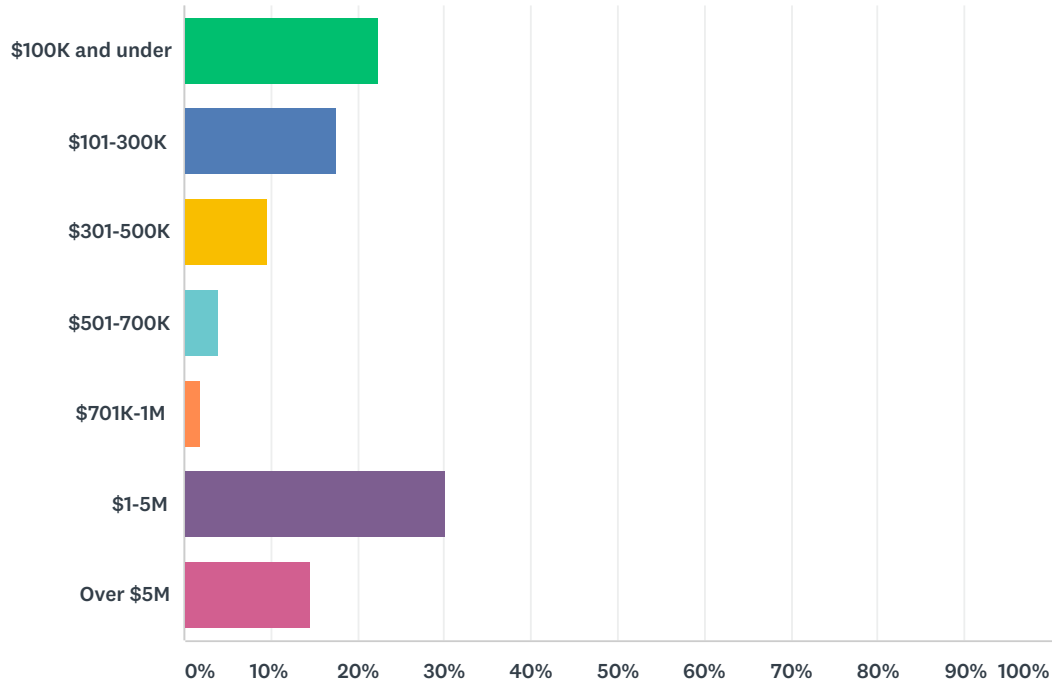
Answered: 106 Skipped: 0



ANSWER CHOICES	RESPONSES	
0 (Entrepreneur)	16.04%	17
1-4	28.30%	30
5-10	13.21%	14
11-20	10.38%	11
21-49	15.09%	16
50-99	6.60%	7
100+	7.55%	8
N/A (no Brooklyn office)	2.83%	3
<b>TOTAL</b>		<b>106</b>

### Q5 What was your gross revenue for 2017?

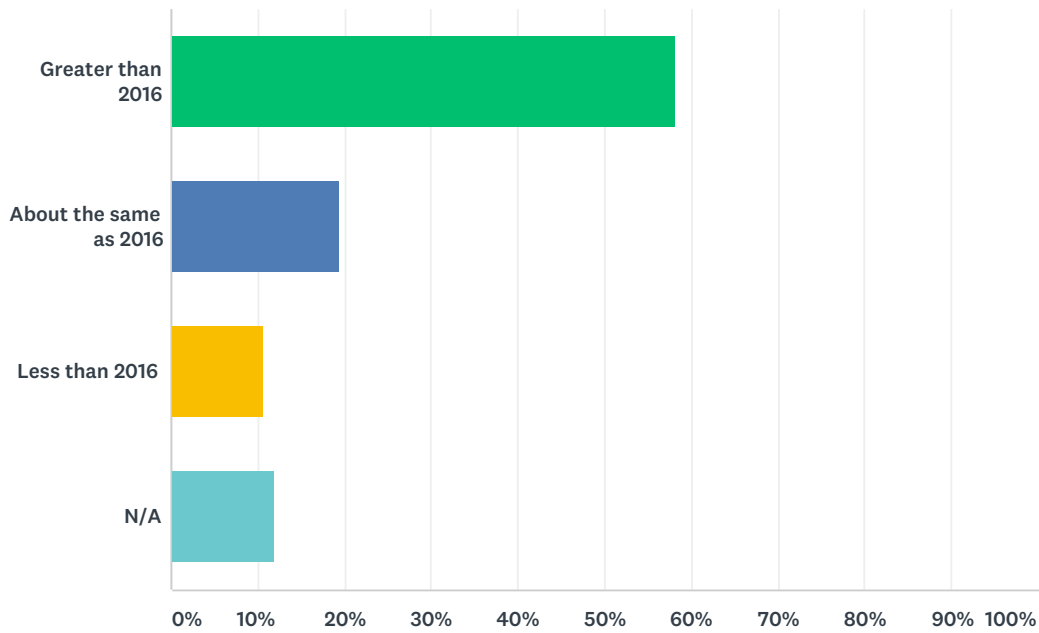
Answered: 103 Skipped: 3



ANSWER CHOICES	RESPONSES	
\$100K and under	22.33%	23
\$101-300K	17.48%	18
\$301-500K	9.71%	10
\$501-700K	3.88%	4
\$701K-1M	1.94%	2
\$1-5M	30.10%	31
Over \$5M	14.56%	15
<b>TOTAL</b>		<b>103</b>

## Q6 Looking back at 2017, what was the overall trend for your business? Would you say net revenue was:

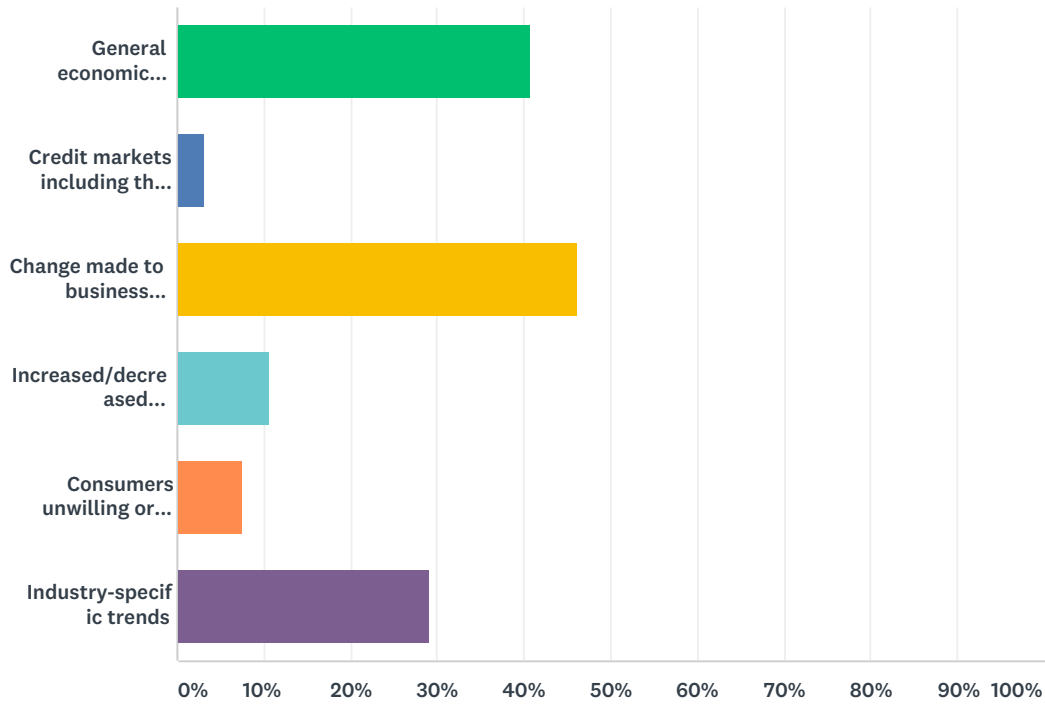
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
Greater than 2016	58.06%	54
About the same as 2016	19.35%	18
Less than 2016	10.75%	10
N/A	11.83%	11
TOTAL		93

### Q7 Would you attribute this trend to: (Check all that apply)

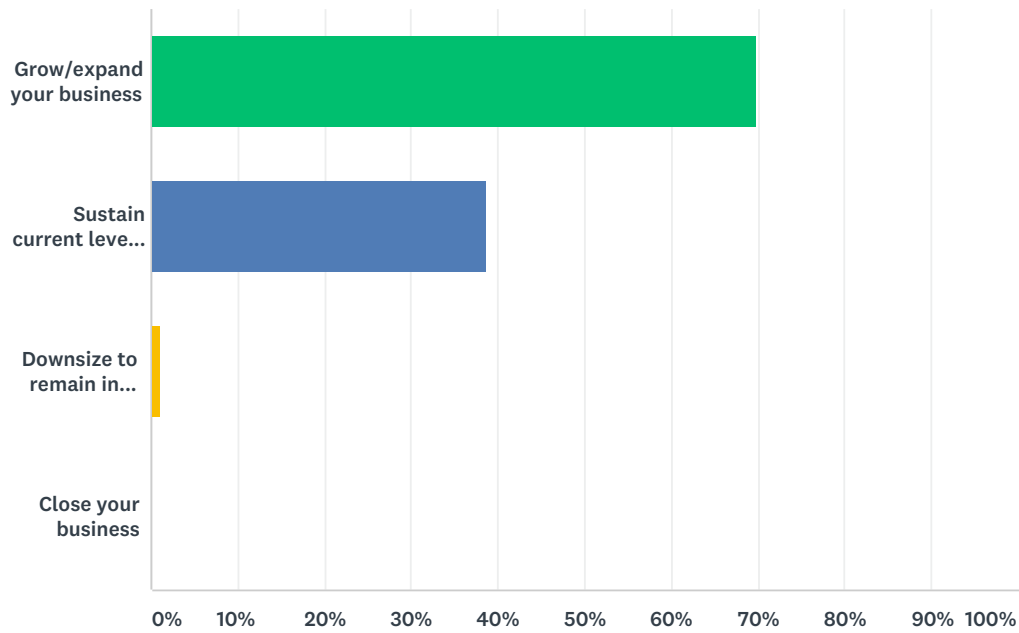
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
General economic environment	40.86%	38
Credit markets including the ability to acquire a loan	3.23%	3
Change made to business plan/business services	46.24%	43
Increased/decreased competition	10.75%	10
Consumers unwilling or unable to make purchases	7.53%	7
Industry-specific trends	29.03%	27
Total Respondents: 93		

### Q8 If current economic trends remain the same through 2018 (i.e. as they have been in 2017) would you (Check all that apply):

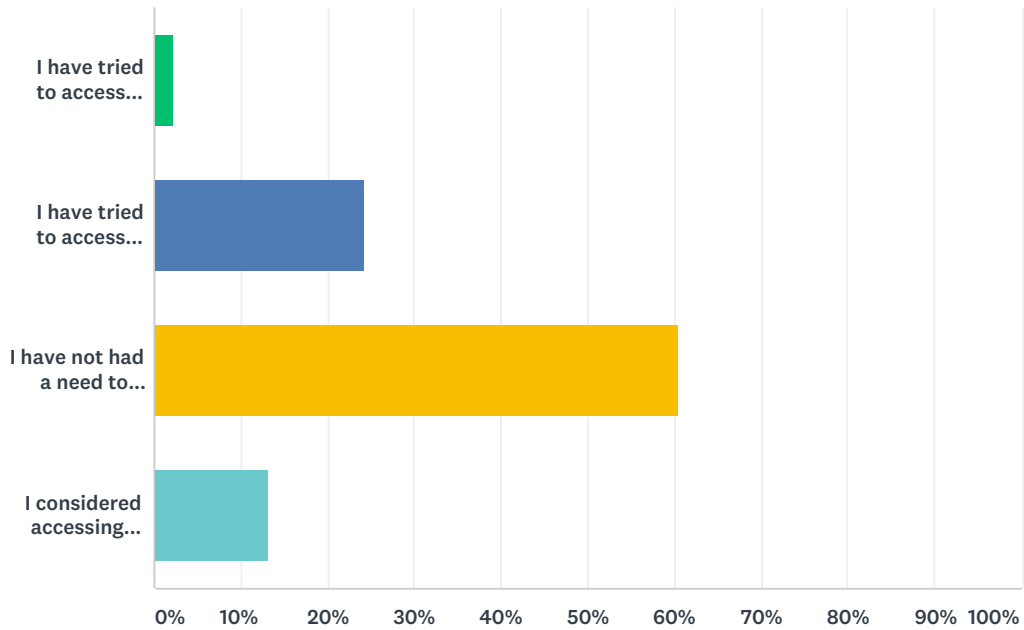
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
Grow/expand your business	69.89%	65
Sustain current levels of operation	38.71%	36
Downsize to remain in business	1.08%	1
Close your business	0.00%	0
Total Respondents: 93		

### Q9 How would you describe your business' 2017 financing needs?

Answered: 91 Skipped: 15

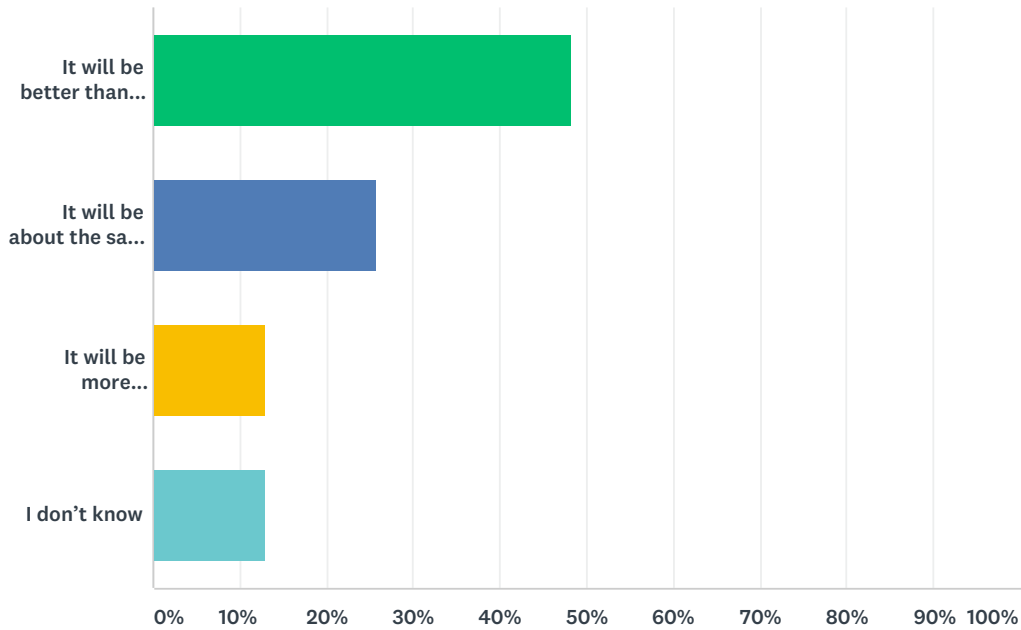


ANSWER CHOICES	RESPONSES	
I have tried to access financing and have been denied	2.20%	2
I have tried to access financing and succeeded	24.18%	22
I have not had a need to access financing in 2017	60.44%	55
I considered accessing financing, but did not pursue it as I assumed I would be declined	13.19%	12
<b>TOTAL</b>		<b>91</b>



### Q10 What is your outlook on the Brooklyn economy for 2018?

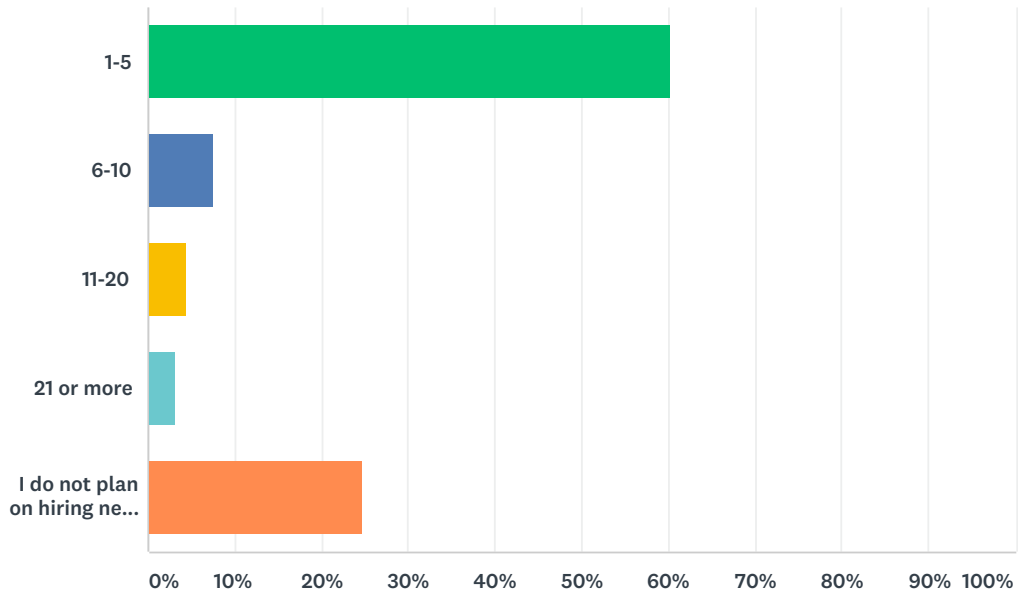
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
It will be better than 2017	48.39%	45
It will be about the same as 2017	25.81%	24
It will be more challenging than 2017	12.90%	12
I don't know	12.90%	12
<b>TOTAL</b>		<b>93</b>

# Q11 How many new, full-time employees do you expect to hire in 2018?

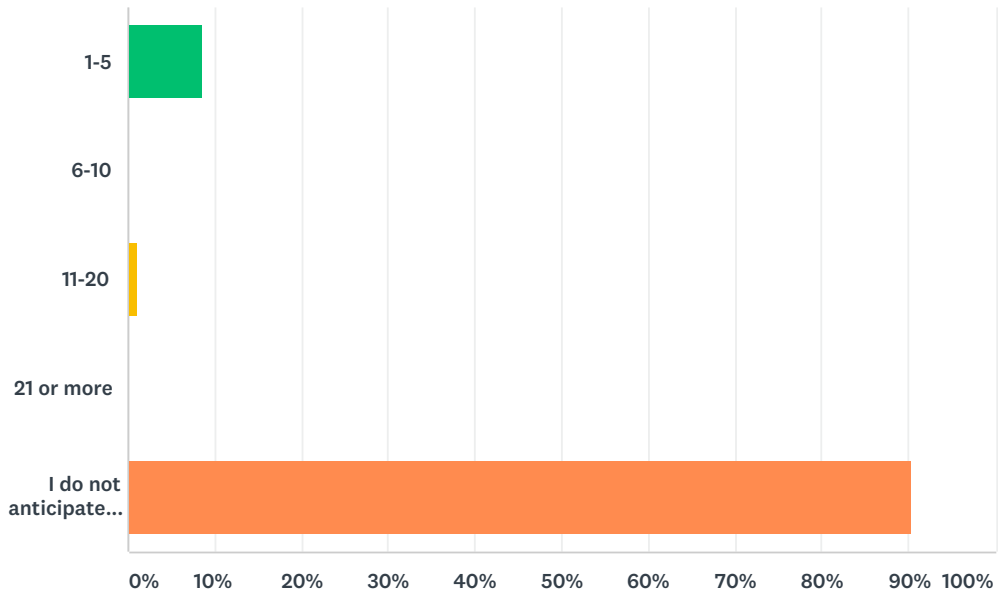
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
1-5	60.22%	56
6-10	7.53%	7
11-20	4.30%	4
21 or more	3.23%	3
I do not plan on hiring new employees	24.73%	23
<b>TOTAL</b>		<b>93</b>

## Q12 How many employees do you anticipate having to lay off in 2018?

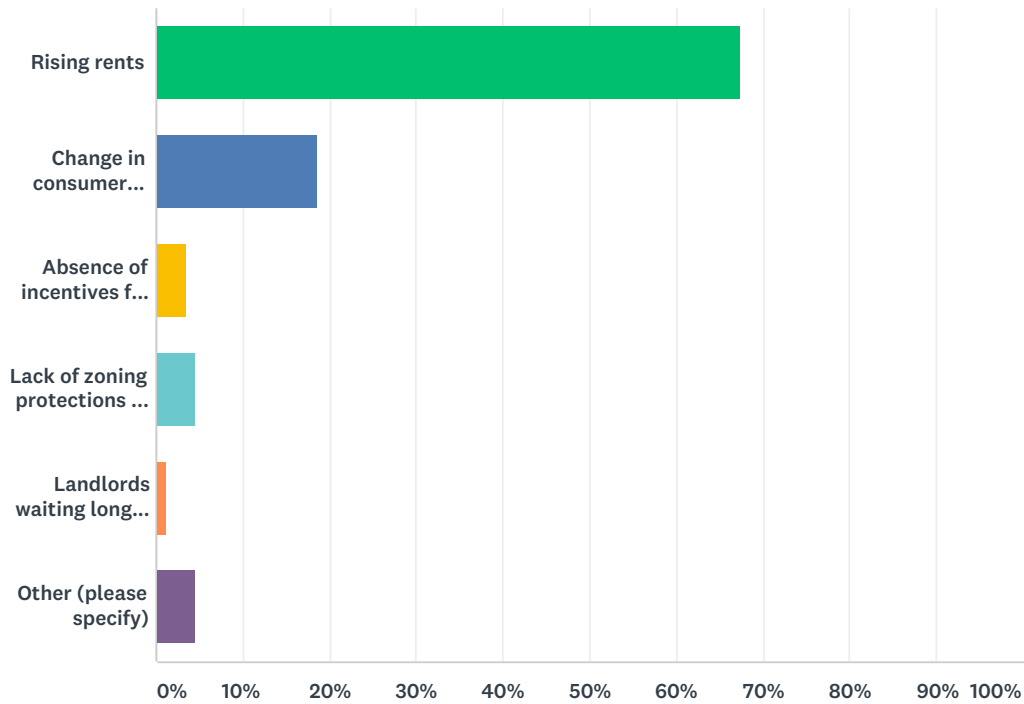
Answered: 93 Skipped: 13



ANSWER CHOICES	RESPONSES	
1-5	8.60%	8
6-10	0.00%	0
11-20	1.08%	1
21 or more	0.00%	0
I do not anticipate having to lay off employees	90.32%	84
<b>TOTAL</b>		<b>93</b>

**Q13 New York City is seeing a rise in vacant storefronts, which has generated concern about the economic impact of this phenomenon. Based on your own observation, what do you think is the biggest contributing factor to the upsurge in vacant storefronts? (Choose one)**

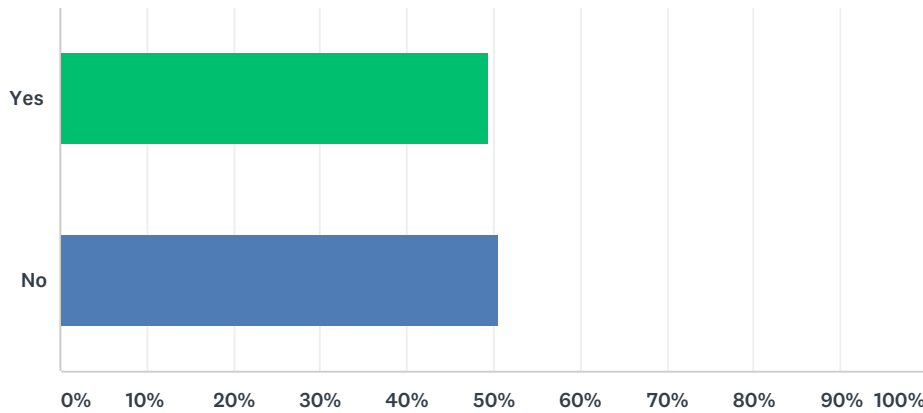
Answered: 86 Skipped: 20



ANSWER CHOICES	RESPONSES	
Rising rents	67.44%	58
Change in consumer behavior, e.g. increase in online shopping	18.60%	16
Absence of incentives for landlords to provide long-term leases	3.49%	3
Lack of zoning protections for small businesses	4.65%	4
Landlords waiting long periods to find the right tenant match	1.16%	1
Other (please specify)	4.65%	4
<b>TOTAL</b>		<b>86</b>

Q14 After nearly a decade of dormancy, 2017 saw the return of proposals to implement congestion pricing, which would generate revenue to improve the city's transit system. Essentially, drivers would be charged a fee to enter Manhattan during peak traffic periods. Do you agree with the prospect of congestion pricing?

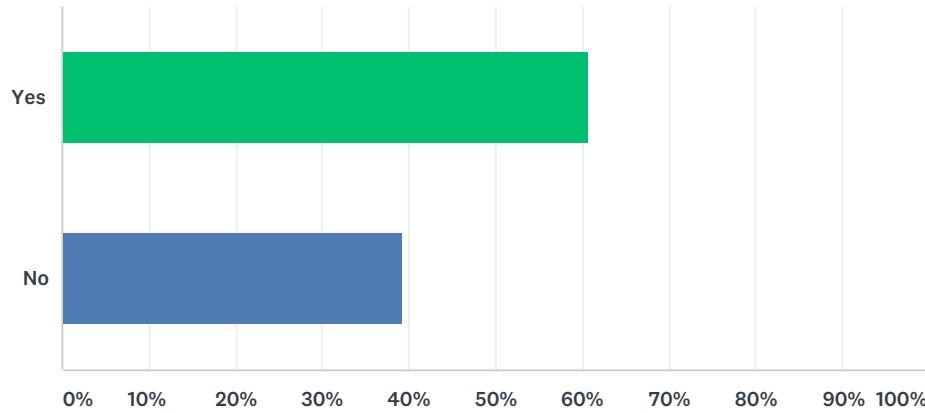
Answered: 85 Skipped: 21



ANSWER CHOICES	RESPONSES	
Yes	49.41%	42
No	50.59%	43
TOTAL		85

**Q15** In December, 2017, Governor Andrew M. Cuomo announced plans to examine the elimination of tip credits in New York State. According to the proposal, businesses such as restaurants and car washes factor tip credits into their workers' wages, which then amounts to less than the state's current minimum wage amount. Do you support the elimination of tip credits?

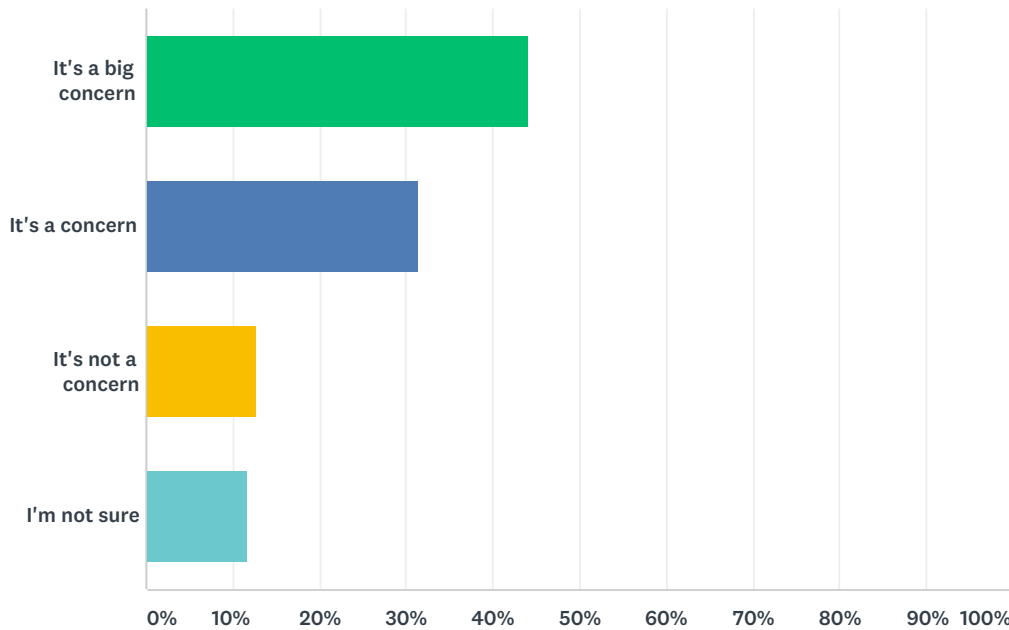
Answered: 84 Skipped: 22



ANSWER CHOICES	RESPONSES	
Yes	60.71%	51
No	39.29%	33
TOTAL		84

**Q16 The Federal Communications Commission (FCC) recently voted to repeal net neutrality rules for internet providers, which could empower them (internet providers) to control the speed of websites and/or charge fees for optimal access. How concerned are you about this repeal negatively impacting your customer's experience when they visit your website?**

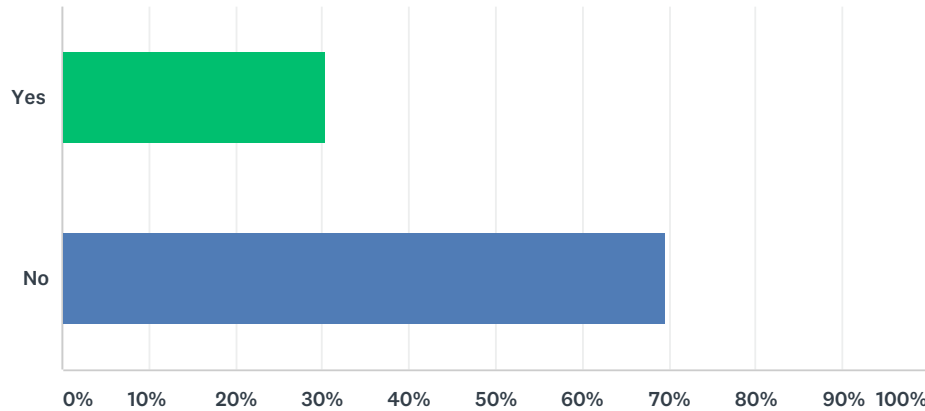
Answered: 86 Skipped: 20



ANSWER CHOICES	RESPONSES	
It's a big concern	44.19%	38
It's a concern	31.40%	27
It's not a concern	12.79%	11
I'm not sure	11.63%	10
<b>TOTAL</b>		<b>86</b>

Q17 December, 20, 2017 marked the passage of a \$1.5 trillion tax package in the U.S. Senate, which includes a reduction in the corporate income tax rate from 35 percent to 21 percent. Proponents of this move say that a reduction in the corporate tax rate will spur economic growth as corporations, flush with cash, will increase wages and hire more workers. Are you optimistic that this tax package will have the desired effect?

Answered: 86 Skipped: 20

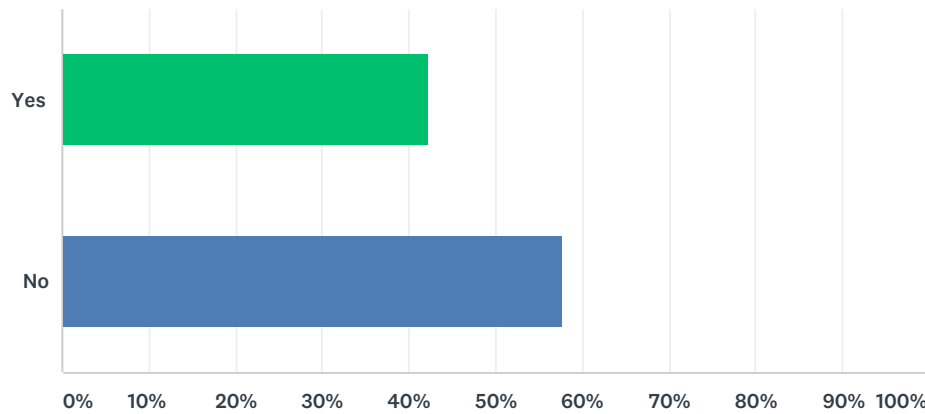


ANSWER CHOICES	RESPONSES	
Yes	30.23%	26
No	69.77%	60
TOTAL		86



Q18 President Trump hinted at an end to Deferred Action for Childhood Arrivals (DACA), unless Congress agrees to include his border wall proposal in an immigration package. DACA protects undocumented immigrants, who came to the U.S. under the age of 16, from deportation. If an agreement is not reached by March 5, 2018, an average of 1,000 individuals a day could lose the ability to legally work and be subject to deportation. Would an end to DACA negatively impact your workforce?

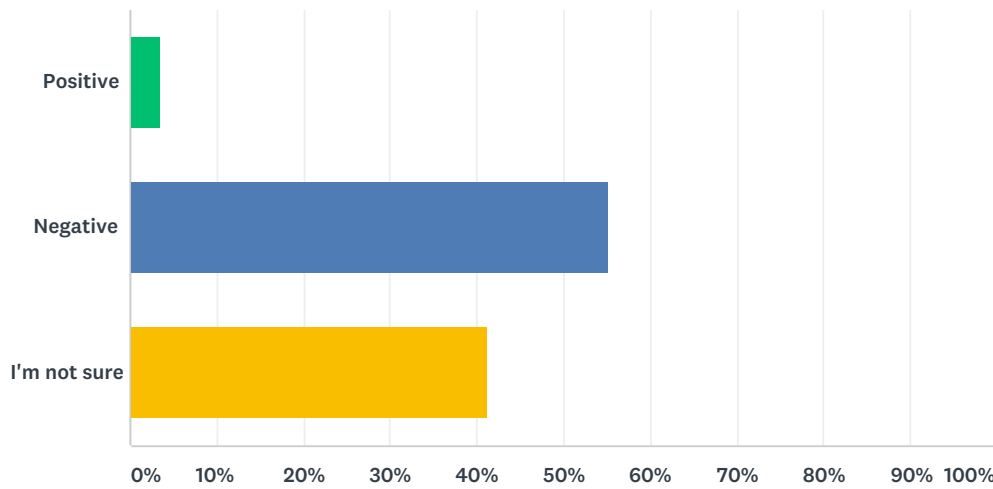
Answered: 85 Skipped: 21



ANSWER CHOICES	RESPONSES	
Yes	42.35%	36
No	57.65%	49
TOTAL		85

Q19 The North American Free Trade Agreement (NAFTA) governs more than \$1 trillion in trade between the United States, Canada and Mexico. President Trump has indicated that the United States will pull out of this 23-year agreement if its terms are not renegotiated. If NAFTA is dismantled, what effect do you think this will have on the U.S. economy?

Answered: 85 Skipped: 21



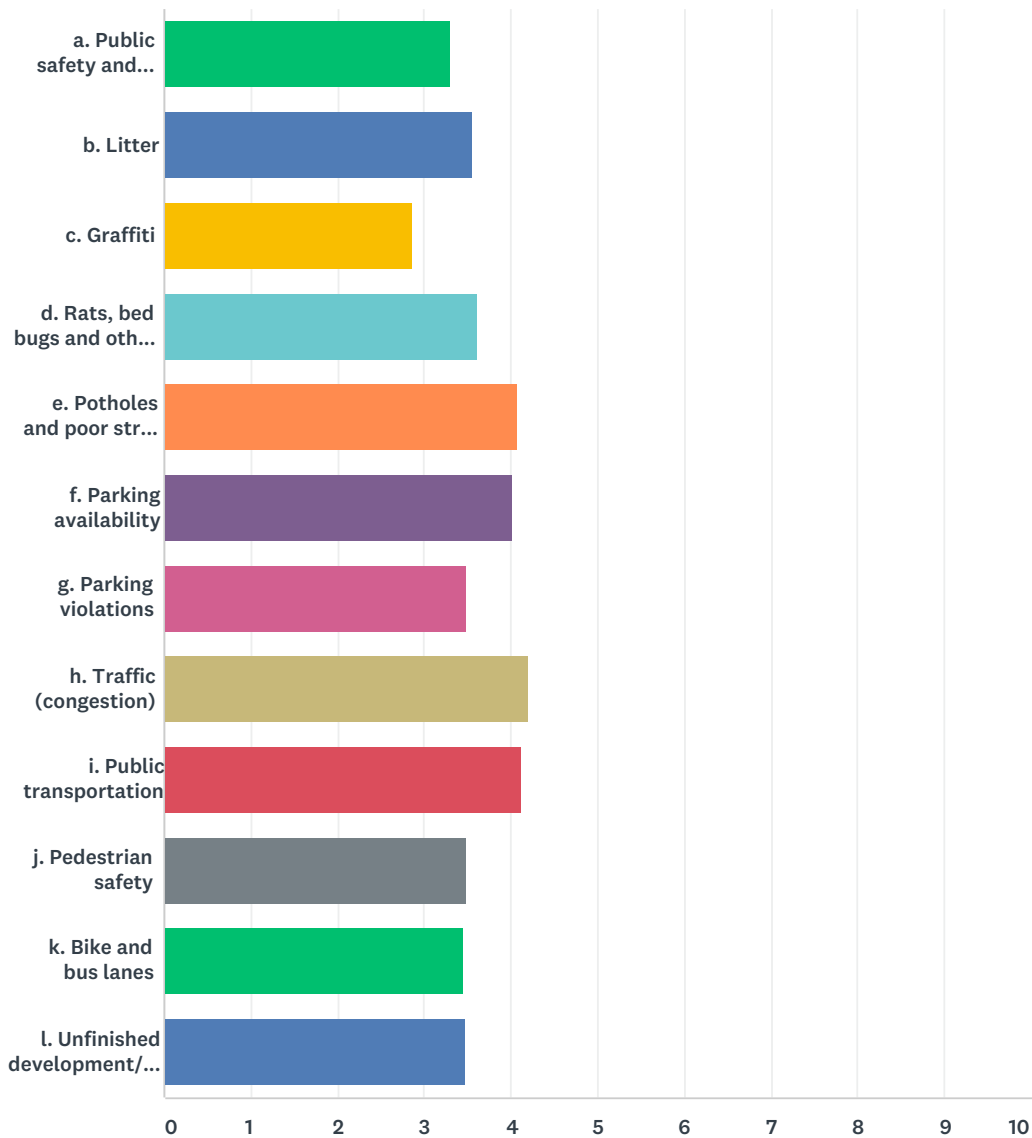
ANSWER CHOICES		RESPONSES	
Positive		3.53%	3
Negative		55.29%	47
I'm not sure		41.18%	35
TOTAL			85

**Q20 Are there any specific legislative bills or issues for which you would like the Brooklyn Chamber to advocate on your behalf? (please specify)**

Answered: 33 Skipped: 73

## Q21 To what degree are you concerned about the following quality of life issues? Please rate each of the following:

Answered: 86 Skipped: 20

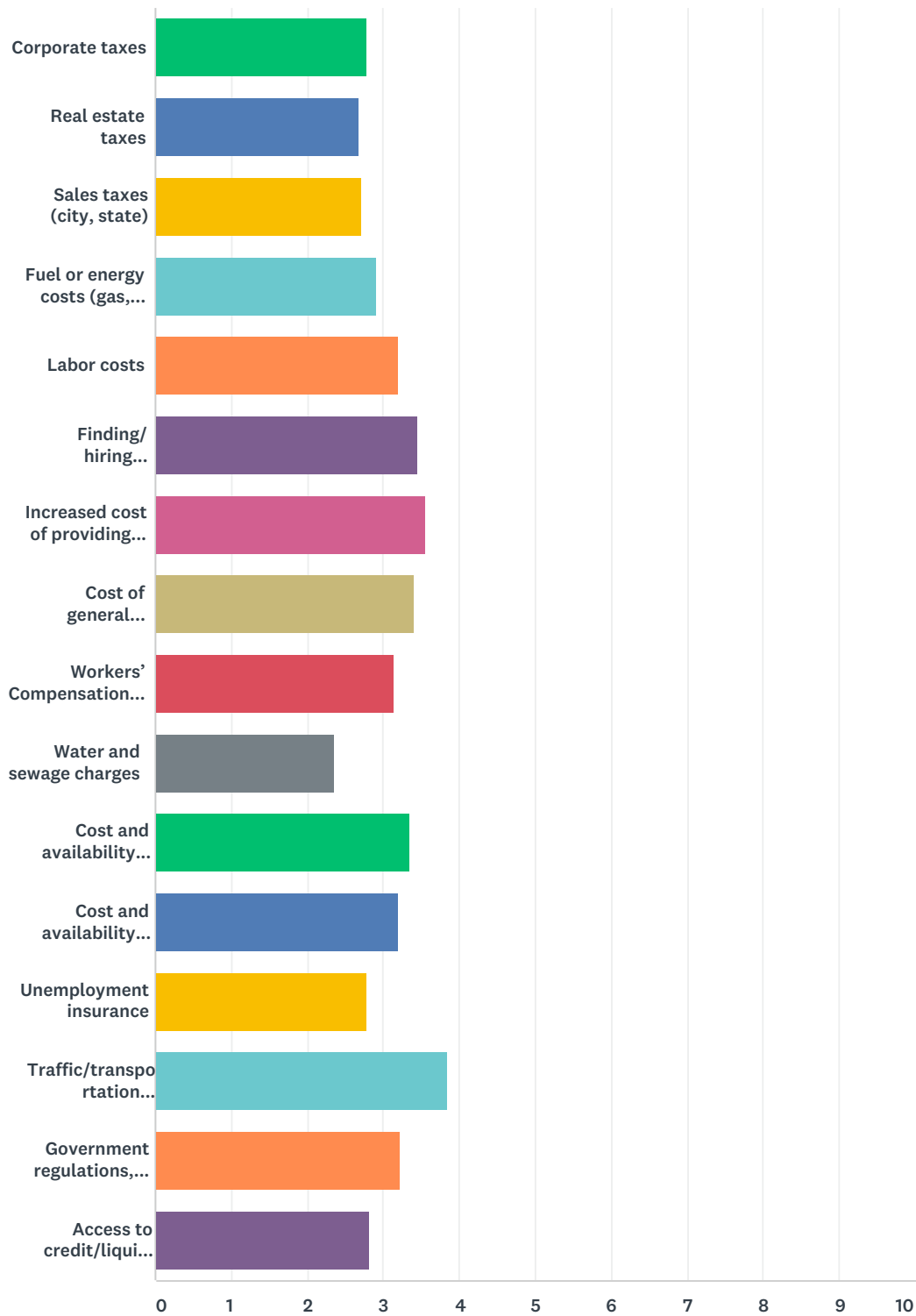


	DOES NOT APPLY	NOT A CONCERN	ONLY A SLIGHT PROBLEM	IT'S A PROBLEM	IT'S A SEVERE PROBLEM	TOTAL	WEIGHTED AVERAGE
a. Public safety and security	2.33% 2	18.60% 16	34.88% 30	33.72% 29	10.47% 9	86	3.31
b. Litter	1.16% 1	13.95% 12	29.07% 25	40.70% 35	15.12% 13	86	3.55
c. Graffiti	3.49% 3	34.88% 30	38.37% 33	18.60% 16	4.65% 4	86	2.86
d. Rats, bed bugs and other vermin	3.49% 3	10.47% 9	30.23% 26	32.56% 28	23.26% 20	86	3.62
e. Potholes and poor street conditions	1.16% 1	1.16% 1	13.95% 12	56.98% 49	26.74% 23	86	4.07

f. Parking availability	4.65% 4	5.81% 5	12.79% 11	36.05% 31	40.70% 35	86	4.02
g. Parking violations	6.98% 6	16.28% 14	19.77% 17	33.72% 29	23.26% 20	86	3.50
h. Traffic (congestion)	2.33% 2	4.65% 4	11.63% 10	33.72% 29	47.67% 41	86	4.20
i. Public transportation	1.16% 1	5.81% 5	19.77% 17	26.74% 23	46.51% 40	86	4.12
j. Pedestrian safety	0.00% 0	13.95% 12	33.72% 29	40.70% 35	11.63% 10	86	3.50
k. Bike and bus lanes	4.65% 4	19.77% 17	17.44% 15	41.86% 36	16.28% 14	86	3.45
l. Unfinished development/ construction sites	3.49% 3	13.95% 12	30.23% 26	37.21% 32	15.12% 13	86	3.47

**Q22 And finally, to what degree do the following issues limit your success as a business? Please rate each of the following obstacles:**

Answered: 86 Skipped: 20



	DOES NOT APPLY	NOT A CONCERN	ONLY A SLIGHT PROBLEM	IT'S A PROBLEM	IT'S A SEVERE PROBLEM	TOTAL	WEIGHTED AVERAGE
Corporate taxes	18.60% 16	22.09% 19	27.91% 24	25.58% 22	5.81% 5	86	2.78
Real estate taxes	23.26% 20	23.26% 20	24.42% 21	20.93% 18	8.14% 7	86	2.67
Sales taxes (city, state)	20.93% 18	24.42% 21	26.74% 23	18.60% 16	9.30% 8	86	2.71
Fuel or energy costs (gas, diesel, electric, oil, etc.)	13.95% 12	20.93% 18	31.40% 27	27.91% 24	5.81% 5	86	2.91
Labor costs	8.14% 7	17.44% 15	32.56% 28	29.07% 25	12.79% 11	86	3.21
Finding/ hiring reliable, qualified workers	5.81% 5	16.28% 14	20.93% 18	40.70% 35	16.28% 14	86	3.45
Increased cost of providing health insurance for my employees	19.77% 17	6.98% 6	9.30% 8	25.58% 22	38.37% 33	86	3.56
Cost of general liability insurance	5.81% 5	16.28% 14	23.26% 20	40.70% 35	13.95% 12	86	3.41
Workers' Compensation costs	15.12% 13	17.44% 15	24.42% 21	25.58% 22	17.44% 15	86	3.13
Water and sewage charges	25.58% 22	33.72% 29	24.42% 21	11.63% 10	4.65% 4	86	2.36
Cost and availability of commercial space	16.28% 14	12.79% 11	18.60% 16	25.58% 22	26.74% 23	86	3.34
Cost and availability of residential space	18.60% 16	19.77% 17	10.47% 9	24.42% 21	26.74% 23	86	3.21
Unemployment insurance	10.47% 9	34.88% 30	25.58% 22	23.26% 20	5.81% 5	86	2.79
Traffic/transportation problems	3.49% 3	8.14% 7	23.26% 20	31.40% 27	33.72% 29	86	3.84
Government regulations, fines and violations	8.14% 7	19.77% 17	27.91% 24	29.07% 25	15.12% 13	86	3.23
Access to credit/liquidity	13.95% 12	27.91% 24	29.07% 25	19.77% 17	9.30% 8	86	2.83