



Brooklyn Chamber of Commerce

December 11, 2008

Dear Brooklyn Chamber Member,

The Brooklyn Chamber of Commerce is conducting its annual membership survey about issues affecting the local economy, as well as the issues vital to you and the growth of your business. During these challenging times as the incoming Obama administration looks to strengthen the economy, it is crucial that the Chamber be prepared to effectively advocate for the Brooklyn business community's needs. The information derived from this survey will inform the Chamber's position on key issues and help prioritize our advocacy agenda as we plan our annual legislative visits to our state and federal capitols. Please take a few moments to complete this survey and ensure your voice is included; we estimate it will take approximately 15 minutes.

There are three ways to respond to this year's survey:

1. Go to www.ibrooklyn.com, click on "Member Survey" link in the blue bar, then follow directions;
2. Fax completed survey to Yuk Lo at (718) 237-4274;
3. Complete survey and send scanned copy by e-mail to ylo@brooklynchamber.com.

Please return your completed survey no later than **Wednesday, December 31, 2008**.

On behalf of the Brooklyn Chamber's Board of Directors and staff, happy holidays and thank you for your participation!

If you need assistance with this survey, please contact Yuk Lo by phone at (718) 875-1000 ext. 116, or by e-mail at ylo@brooklynchamber.com.

Sincerely,

Carl Hum
President & CEO

Brooklyn Chamber of Commerce
2008 Member Issues Survey

Business Name: _____ Zip Code of Business Location: _____

Member of the Brooklyn Chamber of Commerce? Yes No

Name of Respondent (optional): _____

Which industry category best describes your business? (Please check one)

- | | |
|--|--|
| <input type="checkbox"/> Arts/ Culture | <input type="checkbox"/> Marketing/ Advertising/ PR |
| <input type="checkbox"/> Caterer/ Restaurant | <input type="checkbox"/> Manufacturing/Wholesale Distr. |
| <input type="checkbox"/> Communication/ Information Technology | <input type="checkbox"/> Real Estate/ Development |
| <input type="checkbox"/> Construction Supplies/ Services | <input type="checkbox"/> Retail Trade |
| <input type="checkbox"/> Education/Training | <input type="checkbox"/> Social Services |
| <input type="checkbox"/> Financial/Insurance Services | <input type="checkbox"/> Staffing/ Employment |
| <input type="checkbox"/> Food Service/ Food Manufacturer | <input type="checkbox"/> Sports/ Entertainment/ Recreation |
| <input type="checkbox"/> Government/ Services | <input type="checkbox"/> Transportation Services |
| <input type="checkbox"/> Healthcare | <input type="checkbox"/> Travel/ Tourism/ Hospitality |
| <input type="checkbox"/> Health/ Wellness/ Beauty | <input type="checkbox"/> Utilities |
| <input type="checkbox"/> Legal Services | |
| <input type="checkbox"/> Other (Please indicate): _____ | |

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

- | | |
|---|---|
| <input type="checkbox"/> 0 (Entrepreneur) | <input type="checkbox"/> 21 – 49 |
| <input type="checkbox"/> 1 – 4 | <input type="checkbox"/> 50 – 99 |
| <input type="checkbox"/> 5 – 10 | <input type="checkbox"/> 100+ |
| <input type="checkbox"/> 11 – 20 | <input type="checkbox"/> N/A (No Brooklyn office) |

What is your estimated gross revenue for 2008? _____

Section I: The Brooklyn Economy

- A. Looking back over the past year, what was the overall trend for your business? Would you say net revenue was:
- Greater than 2007
 - About the same as 2007
 - Less than 2007
 - I don't know

Brooklyn Chamber of Commerce
2008 Member Issues Survey

- B. What do you attribute this trend to? (Check all that apply)
- General business environment
 - Credit markets including the ability to acquire a loan
 - Increased/ Decreased number of tourists
 - Increased/ Decreased number of residents
 - Increased/ Decreased competition
 - Increased/ Decreased promotion/ marketing of your area
 - Other (please specify): _____
- C. How has the credit crisis affected your business? (Check all that apply)
- My line of credit has been reduced
 - I have less liquid capital than at this time last year
 - I have had a difficult time paying bills, covering payroll or purchasing inventory
 - My business has not yet been affected by the credit crisis
 - Other (please specify): _____
- D. What is your outlook on the Brooklyn economy for 2009?
- It will be better than 2008
 - It will be about the same as 2008
 - It will be worse than 2008
 - I don't know
- E. What is the outlook for your business for 2009?
- It will be better than 2008
 - It will be about the same as 2008
 - It will be more challenging in 2009
 - I don't know
- F. How many new full-time and part-time employees do you expect to hire in the coming year?
- 1 – 5
 - 6 – 10
 - 11 – 20
 - 21 or more
 - I do not plan on hiring new employees
- G. How many employees do you anticipate having to lay off in the coming year?
- 1 – 5
 - 6 – 10
 - 11 – 20
 - 21 or more
 - I do not anticipate having to lay off employees in the coming year

Brooklyn Chamber of Commerce
2008 Member Issues Survey

H. As the incoming Obama administration considers a federal economic stimulus package, what do you think should be included in the package? (Please be as specific as possible in the answers you write in the space provided)

Section II: NYC Projects & Issues

A. Please rate your support for each of the **projects** below using the following scale:

- | | |
|----------------------|---------------------|
| 1 - Strongly Support | 4 - Oppose |
| 2 - Support | 5 - Strongly Oppose |
| 3 - Neutral | DK - Don't Know |

	<i>Projects</i>	<i>Rating (1-5 or DK)</i>
a.	Working Ports in Brooklyn – Brooklyn should maintain its working ports (Brooklyn Marine Terminal/ Red Hook Container Terminal and South Brooklyn Marine Terminal).	
b.	Gowanus Tunnel – The construction of a tunnel under the Brooklyn waterfront to replace the existing elevated Gowanus Expressway.	
c.	JFK Rail Link – Creating a rail link from JFK and the LIRR stop in Jamaica Queens to lower Manhattan, provided there would be two stops in Downtown Brooklyn.	
d.	Cross Harbor Rail Freight Tunnel – Building a tunnel under New York Harbor from New Jersey to Sunset Park, Brooklyn, to allow for the rail transportation of freight. The plan also would include a new intermodal facility in Maspeth, Queens, and would decrease the amount of freight transported using trucks.	
g.	Gowanus Rezoning – In light of recent rezonings to residential use in South Brooklyn, do you support further rezonings from industrial/commercial to residential use in the Gowanus area?	

B. Please rate your support for each of the **issues** below using the following scale:

- | | |
|----------------------|---------------------|
| 1 - Strongly Support | 4 - Oppose |
| 2 - Support | 5 - Strongly Oppose |
| 3 - Neutral | DK - Don't Know |

**Brooklyn Chamber of Commerce
2008 Member Issues Survey**

	<i>Issues</i>	<i>Rating (1-5 or DK)</i>
a.	Impact of Development – Overall, development in Brooklyn has been helpful to mom and pop businesses, small manufacturers and the service industry.	
b.	Eminent Domain – The acquisition of private residential and commercial property by the government for major development projects – including private projects – to support economic growth in an area.	
c.	Going Green and Sustainable – With increasing emphasis on environmentally conscious business and building practices, government should provide more incentives to businesses to improve or make the switch to sustainable business and building technology.	
d.	NYC Public Transportation – Governor Paterson appointed a special Metropolitan Transportation Commission chaired by former MTA chief Richard Ravitch to address the massive budget deficit faced by the agency. The commission has made several recommendations that will impact the City and, in turn, the business community. Please let us know your opinion on the following:	
i	Tolls – Do you support the tolling of the East and Harlem river crossings if the funds raised go to the Metropolitan Transportation Authority to fund the upkeep of bridges and mass transit?	
ii	New Mobility Tax – This is an excise tax that would be levied on employers in the 12-county Commuter District that would be equal to one-third of one percent of wages paid and will represent a deductible expense for federal tax purposes. The mobility tax also will be imposed on self-employed individuals.	
e.	Commuter Tax – The commuter tax is levied on individuals who work in the five boroughs of New York City but live elsewhere. Do you support the reinstatement of this tax that was rescinded in 1999?	
f.	Are there other issues you would like to see the Brooklyn Chamber consider (please write them in the space provided)? _____ _____ _____ _____	

Brooklyn Chamber of Commerce
2008 Member Issues Survey

Section III: Education and Workforce Development

(Check a single response except where noted otherwise)

- A. Overall, would you say current applicants are job ready?
- Most are job ready
 - Most can use additional education and/or job preparation
 - Most are not close to being job ready
 - N/A
- B. How would you rate the caliber of candidates you have seen for entry to mid-level jobs in the past year?
- Fell well below meeting the basic requirements for the job
 - Met basic requirements for the job
 - Exceeded basic requirements for the job
 - Are overqualified for the job
 - I don't know
- C. What types of training for your current workers would be helpful to your business? (Check all that apply)
- English language training
 - Adult basic education (reading, writing, math)
 - Sales/customer service training
 - Supervisory/management training
 - Computer software training
 - Financial literacy training (understanding credit, money management and budget)
 - Specific machinery/equipment training
 - N/A
- D. Do you currently provide any of the following forms of training for your employees? (Check all that apply)
- On the Job Training (OJT)
 - Tuition reimbursement
 - Workplace based education or language classes
 - Paid time off for classes and seminars
 - N/A
 - Other (please specify): _____
- E. Should government sponsor On-the-Job-Training programs where companies would be entitled to a wage subsidy?
- Yes
 - No
 - I don't know

Brooklyn Chamber of Commerce
2008 Member Issues Survey

F. If such a program were available would you use it?

- Yes
- No
- I'm not sure
- I would need more information about the program

G. Does a majority of your workforce speak a native language other than English?

- Yes
- No
- N/A

H. Would your company be interested in taking advantage of free or low-cost English language classes for your non-English speaking employees?

- Yes
- No
- I'm not sure
- I would need more information about the program
- N/A

I. Do you offer services to your displaced workers?

- Yes
- No
- I have no knowledge of such programs
- I have no need for such services

J. Would you be interested in learning about services for displaced workers?

- Yes
- No
- I have no need for these services

Section IV: Health Care

A. Your business offers healthcare insurance for (please check those that apply):

- All employees
- Some employees
- Employee dependents
- We do not offer health insurance
- N/A

B. If you do not provide health benefits to your employees, why have you made this decision?
(Check all that apply)

- High cost of health insurance
- Do not need to offer health benefits to attract and retain key workers
- Do not think it is an employer's responsibility to provide health benefits to workers
- N/A
- Other (please specify): _____

Brooklyn Chamber of Commerce
2008 Member Issues Survey

D. If you do not offer health insurance, has this impacted your ability to attract and retain qualified workers?

- Yes
- No
- I don't know
- N/A

C. If you provide health insurance to your employees, what are the most important factors considered when choosing your plan?

- Affordability of plan
- Benefits package
- Doctors/ Providers/ Hospitals in network
- N/A
- Other (please specify): _____

E. Do you think the United States needs some form of universal health insurance coverage for its citizens?

- Yes
- No
- Not sure

F. Should employers be required to contribute to the cost of their employees' health insurance?

- Yes
- No
- Not sure

**Brooklyn Chamber of Commerce
2008 Member Issues Survey**

Section V: Quality of Life

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

	Does not apply	Not a concern	Only a slight problem	It's a problem	It's a severe problem
	(1)	(2)	(3)	(4)	(5)
a. Public safety and security	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Litter	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Graffiti	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Excessive noise	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Rats and vermin	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Potholes and poor street conditions	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. Parking (availability/violations)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h. Traffic (congestion)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i. Public Transportation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j. Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(Write in)					

**Brooklyn Chamber of Commerce
2008 Member Issues Survey**

Section VI: Obstacles to Growth

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

	Does not apply	Not a concern	Only a slight problem	It's a problem	It's a severe problem
	(1)	(2)	(3)	(4)	(5)
a. Corporate taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Real estate taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
c. Sales taxes (city, state)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
d. Fuel or energy costs (gas, diesel, electric, oil, etc)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
e. Labor costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
f. Finding/hiring reliable workers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
g. Finding/hiring qualified, trained workers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
h. Increased cost of providing health insurance for my employees	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
i. Cost of general liability insurance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
j. Workers' Compensation costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
k. Water & sewage charges	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
l. Rising cost of real estate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
m. Finding available business space/ real estate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
n. Burdensome/ costly government regulations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
o. Unemployment insurance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
p. Traffic/ transportation problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
q. Increased competition in my industry	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
r. Fines and violations	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
s. Sanitation/ private carting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
t. Illegal street vendors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
u. Continuing entrepreneurial training to improve my business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
v. Accessing information relevant to the sustainability of my business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
w. Access to credit/ liquidity problems	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
x. Other: _____					
(Write in)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Thank you for taking the time to complete this survey. Please
fax to the attention of Yuk Lo at
(718) 237-4274, or e-mail scanned copy to
ylo@brooklynchamber.com**