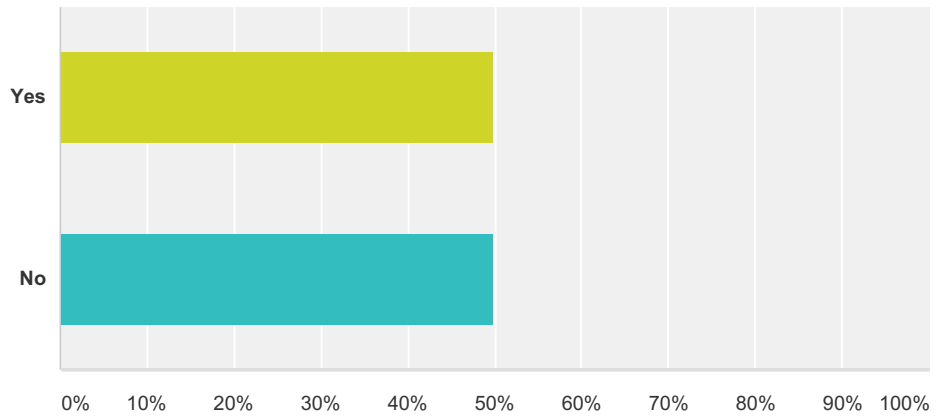


Q1 Do you believe the U.S. is in a sustained economic recovery?

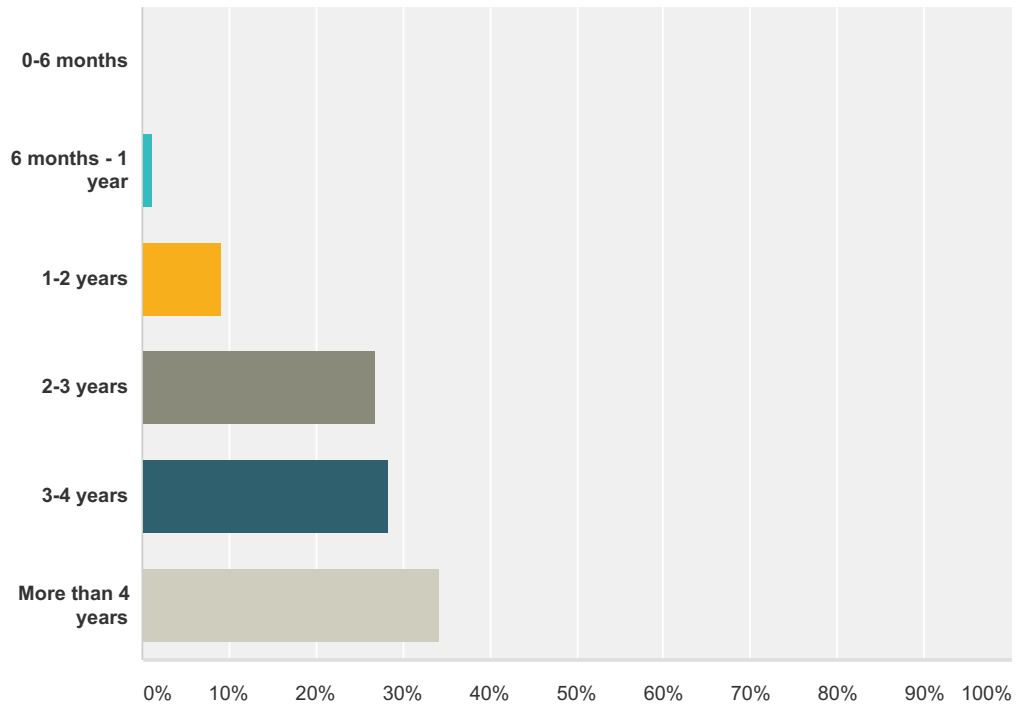
Answered: 312 Skipped: 0



Answer Choices	Responses	
Yes	50.00%	156
No	50.00%	156
Total		312

Q2 What is your prediction for how much longer a full economic recovery will take?

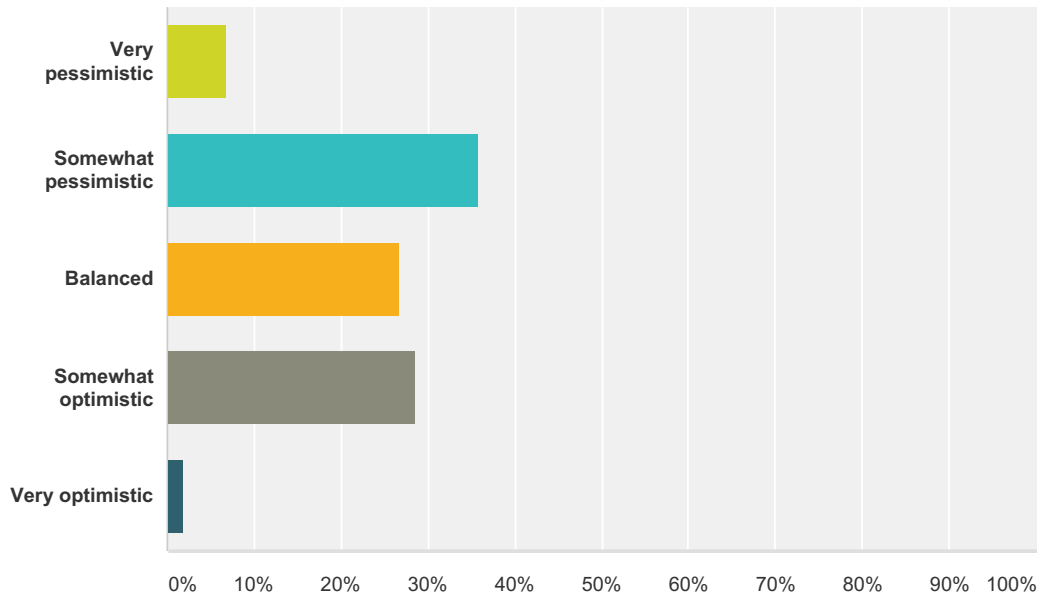
Answered: 152 Skipped: 160



Answer Choices	Responses	
0-6 months	0.00%	0
6 months - 1 year	1.32%	2
1-2 years	9.21%	14
2-3 years	26.97%	41
3-4 years	28.29%	43
More than 4 years	34.21%	52
Total		152

Q3 Describe your economic outlook on the *national* economy for 2015.

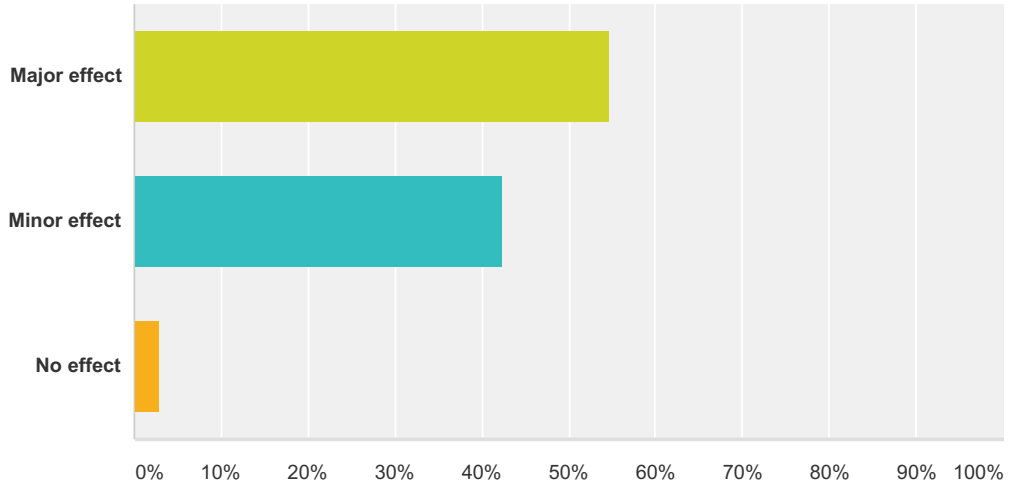
Answered: 307 Skipped: 5



Answer Choices	Responses	
Very pessimistic	6.84%	21
Somewhat pessimistic	35.83%	110
Balanced	26.71%	82
Somewhat optimistic	28.66%	88
Very optimistic	1.95%	6
Total		307

Q4 The Employer Mandate as part of the Affordable Care Act goes into effect in 2015. What effect do you expect that the Mandate will have on businesses?

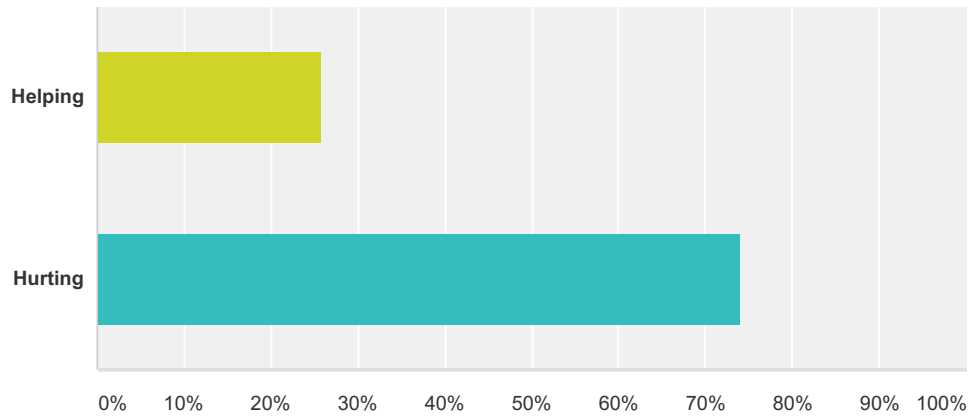
Answered: 305 Skipped: 7



Answer Choices	Responses
Major effect	54.75% 167
Minor effect	42.30% 129
No effect	2.95% 9
Total	305

Q5 Is the Affordable Care Act helping or hurting the U.S. economy?

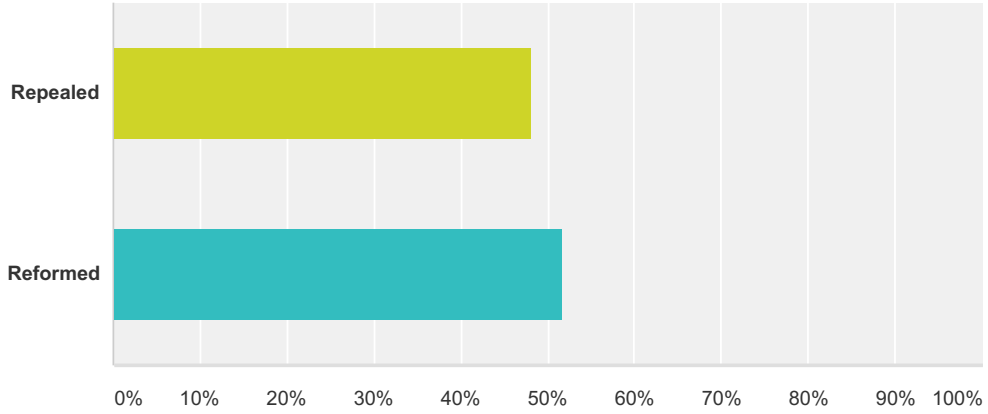
Answered: 297 Skipped: 15



Answer Choices	Responses
Helping	25.93% 77
Hurting	74.07% 220
Total	297

Q6 If the Affordable Care Act is hurting the U.S. economy, should it be repealed or reformed?

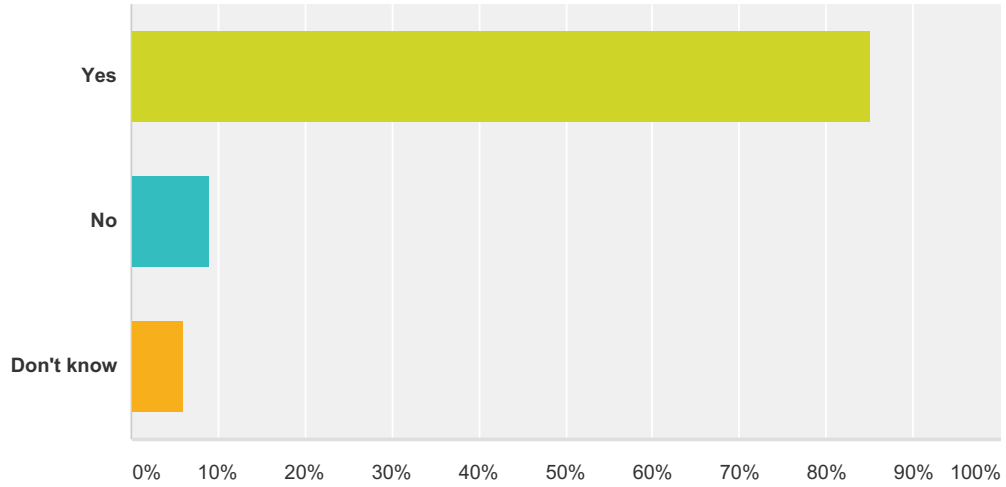
Answered: 224 Skipped: 88



Answer Choices	Responses
Repealed	48.21% 108
Reformed	51.79% 116
Total	224

Q7 Is partisanship at the federal and state level preventing government from addressing urgent needs that have an impact on business?

Answered: 302 Skipped: 10

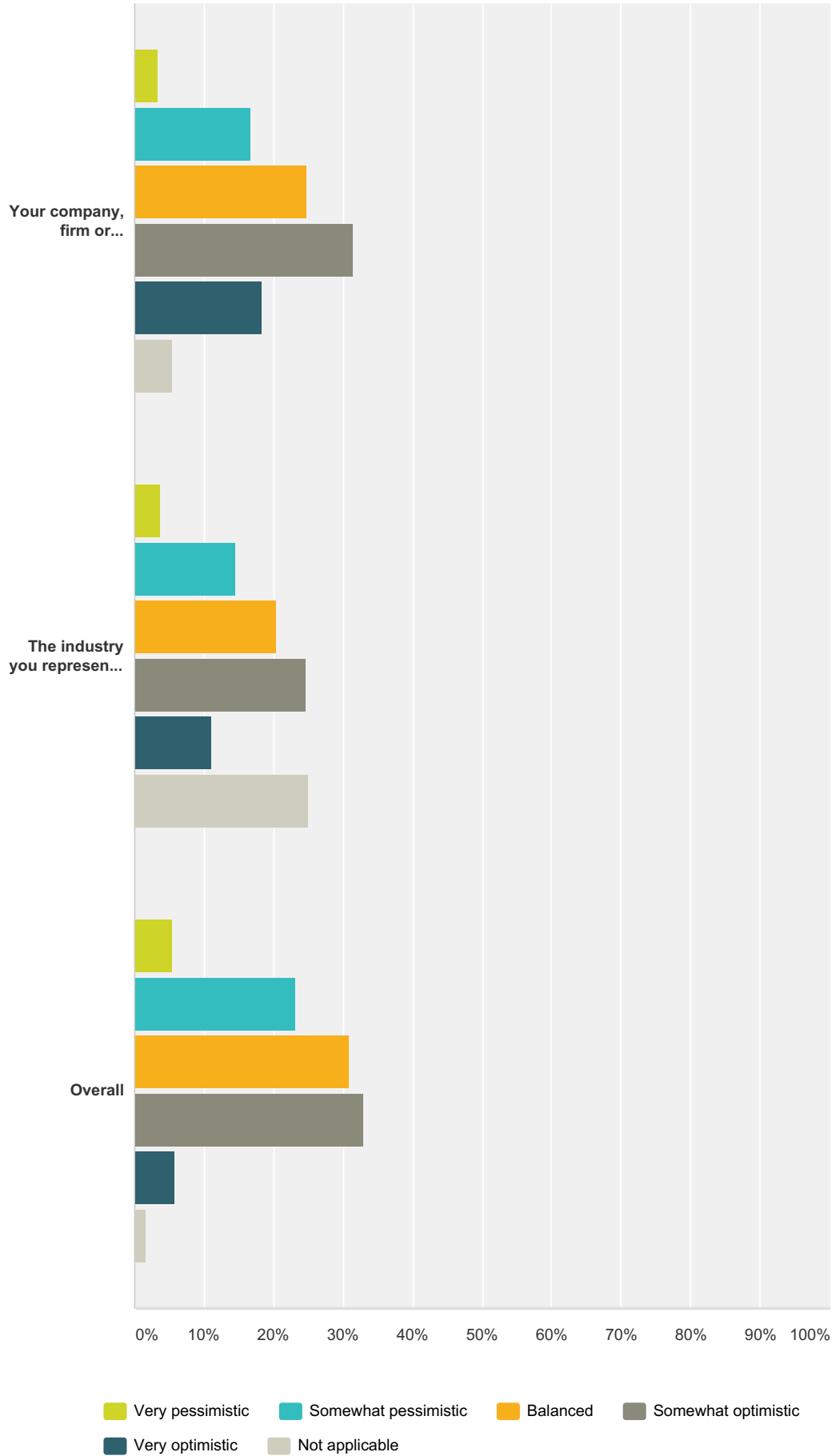


Answer Choices	Responses
Yes	85.10% 257
No	8.94% 27
Don't know	5.96% 18
Total	302

**Q8 Describe your outlook on the economy
in *Virginia* for 2015 in the following areas.**

Answered: 296 Skipped: 16

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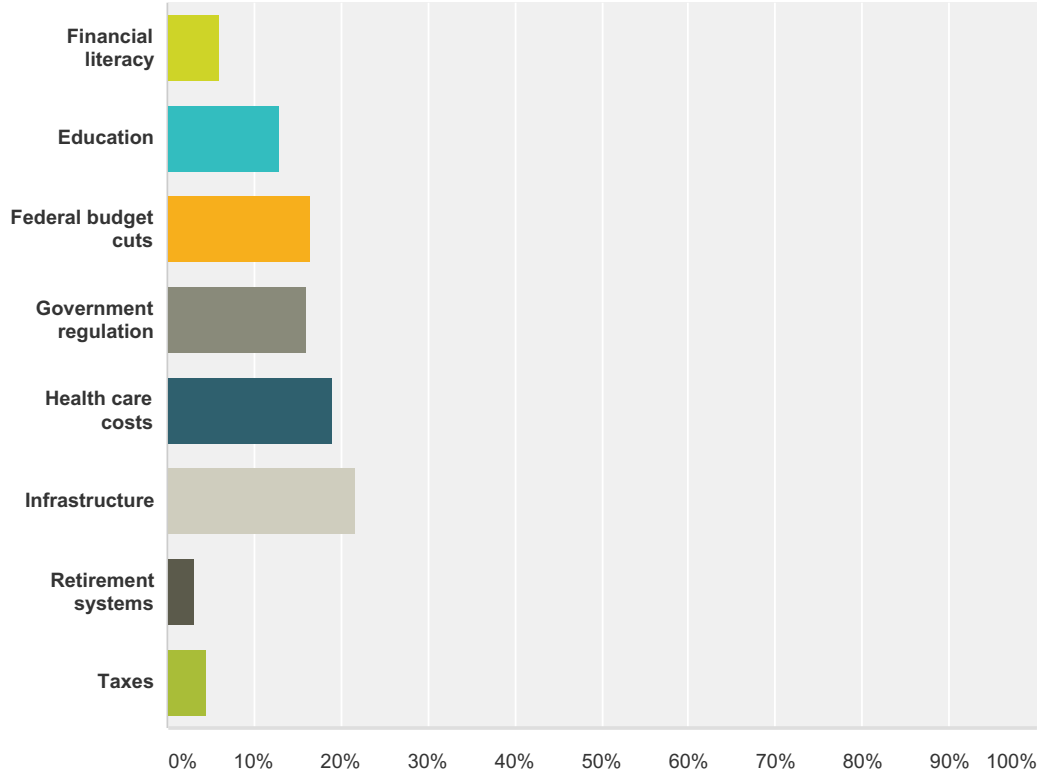


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	Very pessimistic	Somewhat pessimistic	Balanced	Somewhat optimistic	Very optimistic	Not applicable	Total
Your company, firm or organization	3.39% 10	16.61% 49	24.75% 73	31.53% 93	18.31% 54	5.42% 16	295
The industry you represent, if you work in industry	3.83% 11	14.63% 42	20.56% 59	24.74% 71	11.15% 32	25.09% 72	287
Overall	5.44% 16	23.13% 68	30.95% 91	32.99% 97	5.78% 17	1.70% 5	294

Q9 Outside of the current economic challenges, which issue, in your opinion, is the most pressing issue for Virginia?

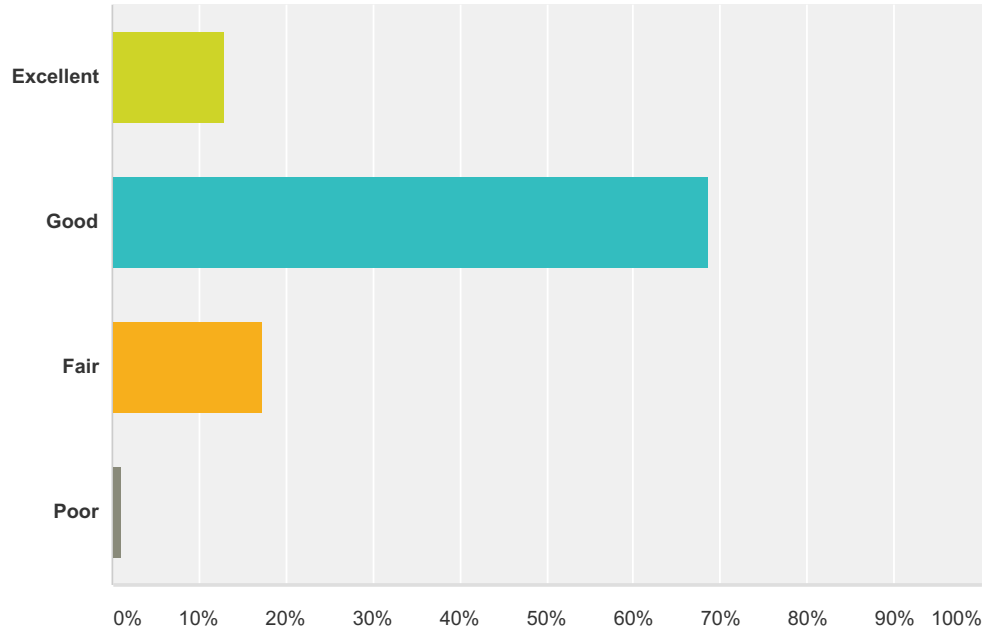
Answered: 280 Skipped: 32



Answer Choices	Responses
Financial literacy	6.07% 17
Education	12.86% 36
Federal budget cuts	16.43% 46
Government regulation	16.07% 45
Health care costs	18.93% 53
Infrastructure	21.79% 61
Retirement systems	3.21% 9
Taxes	4.64% 13
Total	280

Q10 How would you rate the overall business climate in Virginia as compared to that of neighboring states?

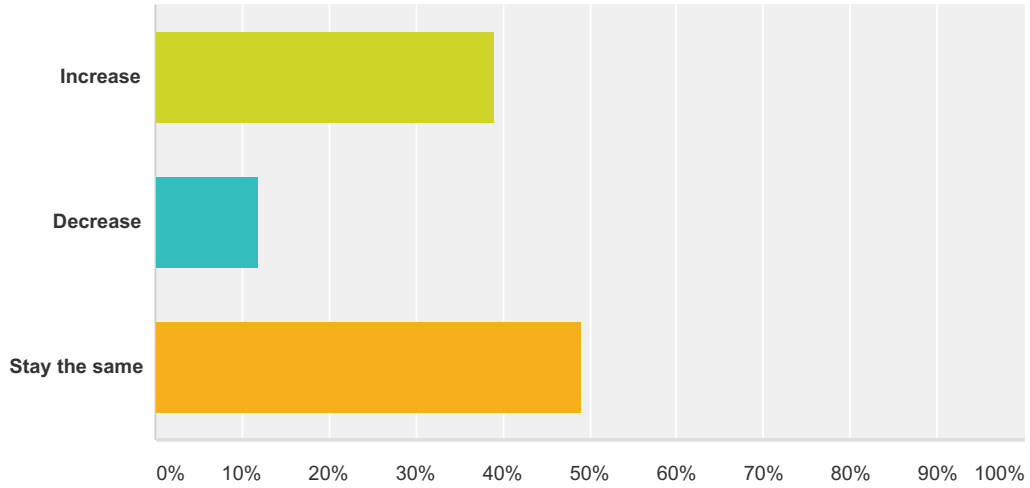
Answered: 294 Skipped: 18



Answer Choices	Responses
Excellent	12.93% 38
Good	68.71% 202
Fair	17.35% 51
Poor	1.02% 3
Total	294

Q11 In 2015, do you think capital investments in Virginia will increase, decrease or stay the same?

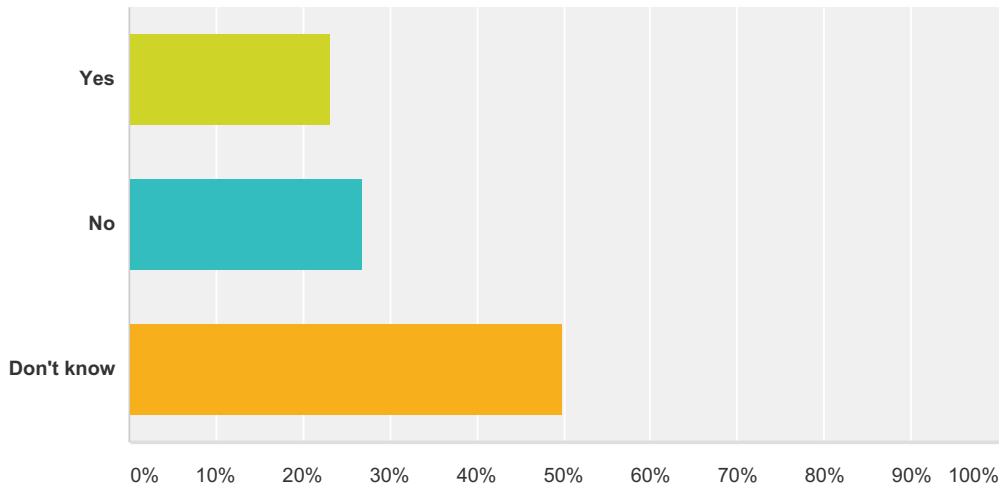
Answered: 292 Skipped: 20



Answer Choices	Responses	Count
Increase	39.04%	114
Decrease	11.99%	35
Stay the same	48.97%	143
Total		292

Q12 Is Virginia doing enough to attract investment from foreign companies?

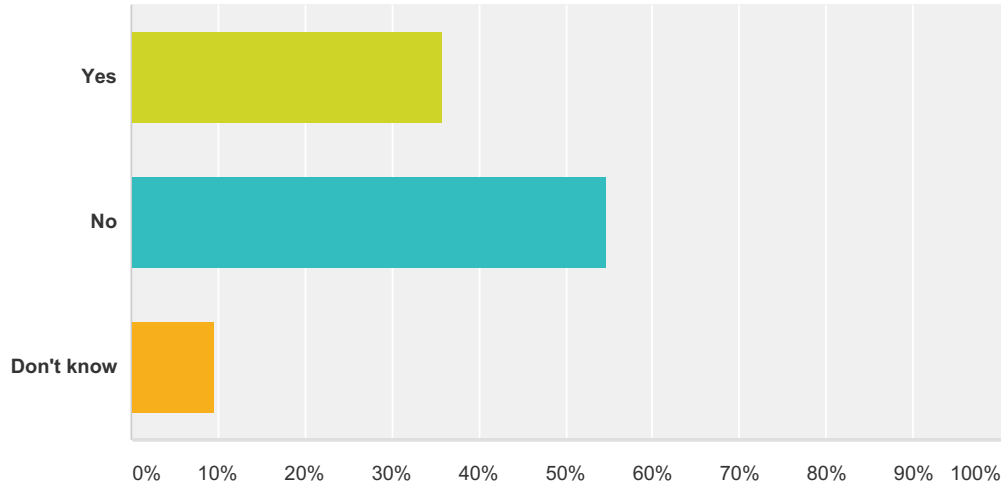
Answered: 293 Skipped: 19



Answer Choices	Responses
Yes	23.21% 68
No	26.96% 79
Don't know	49.83% 146
Total	293

Q13 The Virginia corporate tax rate is 6 percent. Should Virginia consider lowering the rate?

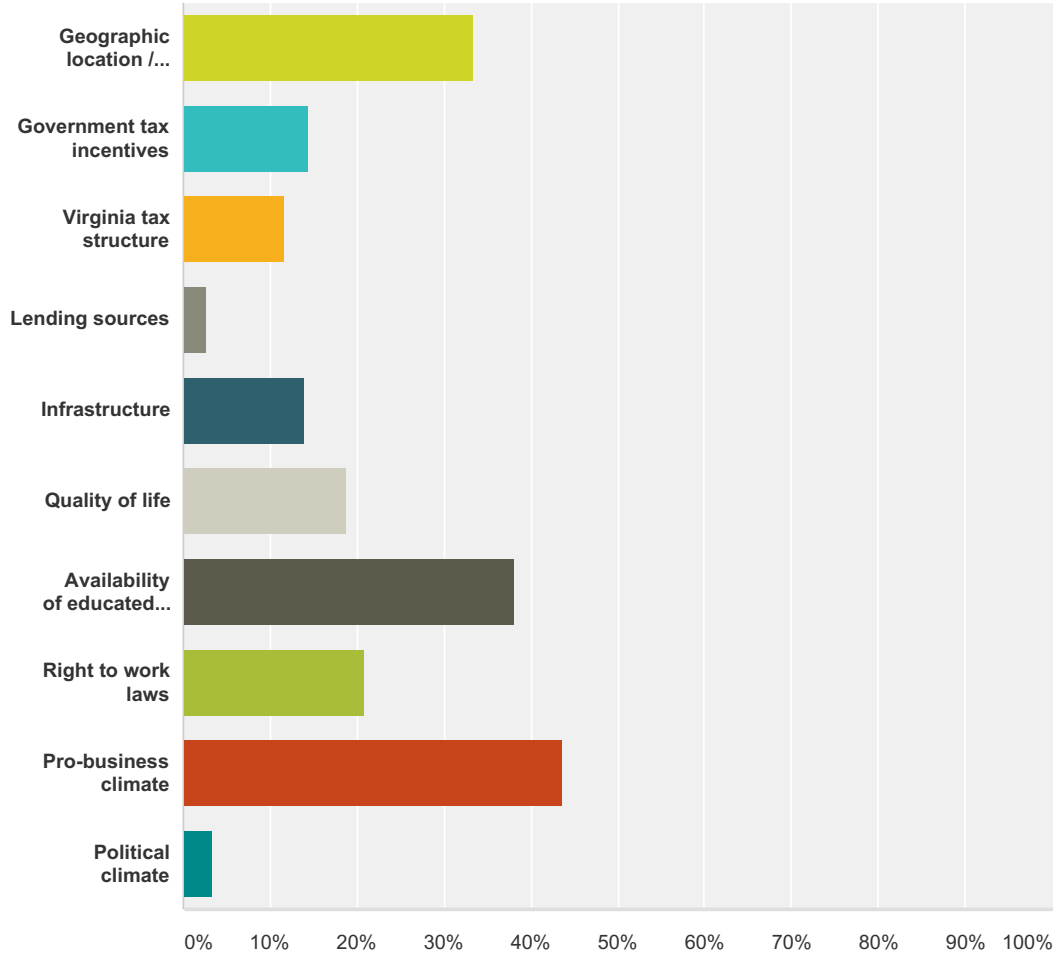
Answered: 293 Skipped: 19



Answer Choices	Responses
Yes	35.84% 105
No	54.61% 160
Don't know	9.56% 28
Total	293

Q14 Please select the TOP TWO factors that have the greatest impact in retaining or attracting new business to Virginia.

Answered: 293 Skipped: 19



Answer Choices	Responses
Geographic location / market proximity	33.45% 98
Government tax incentives	14.33% 42
Virginia tax structure	11.60% 34
Lending sources	2.73% 8
Infrastructure	13.99% 41
Quality of life	18.77% 55
Availability of educated workforce	38.23% 112
Right to work laws	20.82% 61
Pro-business climate	43.69% 128

2015 Economic Expectations Survey

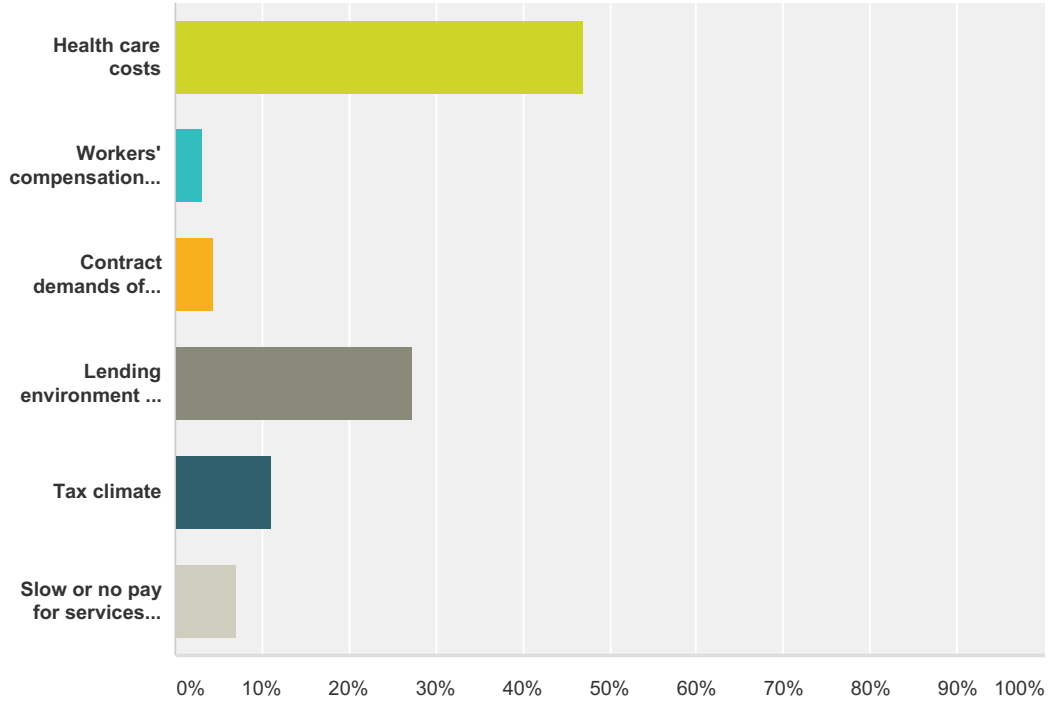
Political climate	3.41%	10
Total Respondents: 293		

Q15 CNBC releases annual rankings for America's top states in which to do business. In 2012 Virginia ranked #3. In 2013 Virginia dropped to #5, and this year Virginia dropped to #8. In your estimation what has accounted for this continued drop?

Answered: 249 Skipped: 63

Q16 What would you cite as the top financial problem experienced by Virginia businesses?

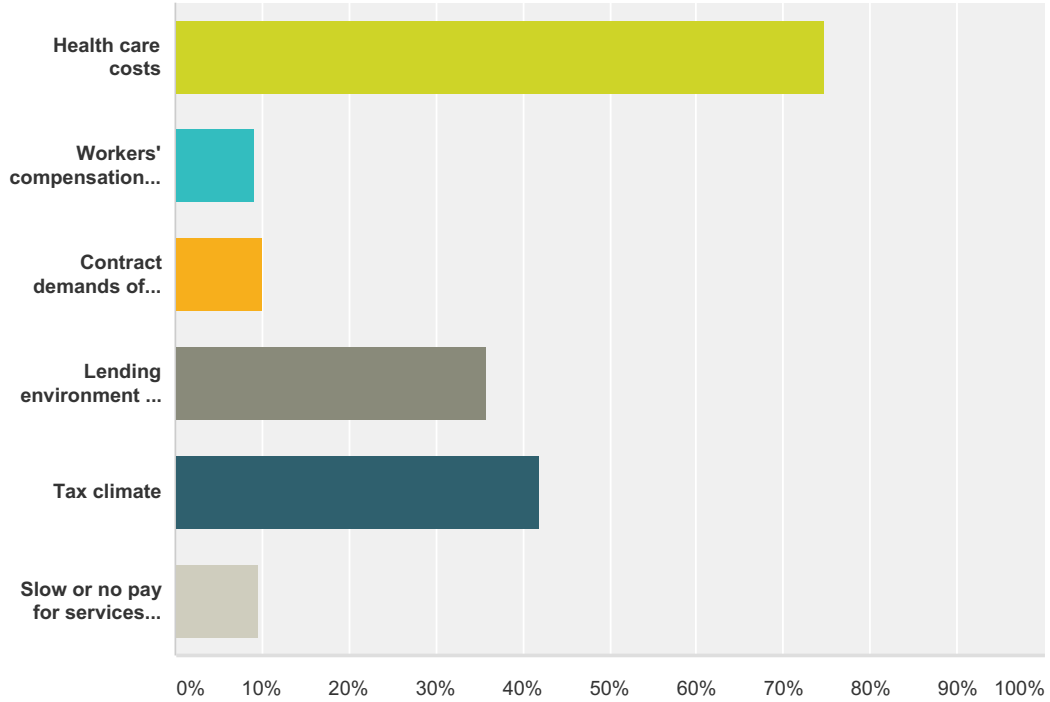
Answered: 253 Skipped: 59



Answer Choices	Responses
Health care costs	47.04% 119
Workers' compensation costs	3.16% 8
Contract demands of labor unions	4.35% 11
Lending environment / sources of capital	27.27% 69
Tax climate	11.07% 28
Slow or no pay for services rendered	7.11% 18
Total	253

Q17 Which TOP TWO issues need to be addressed in the 2015 session of the General Assembly?

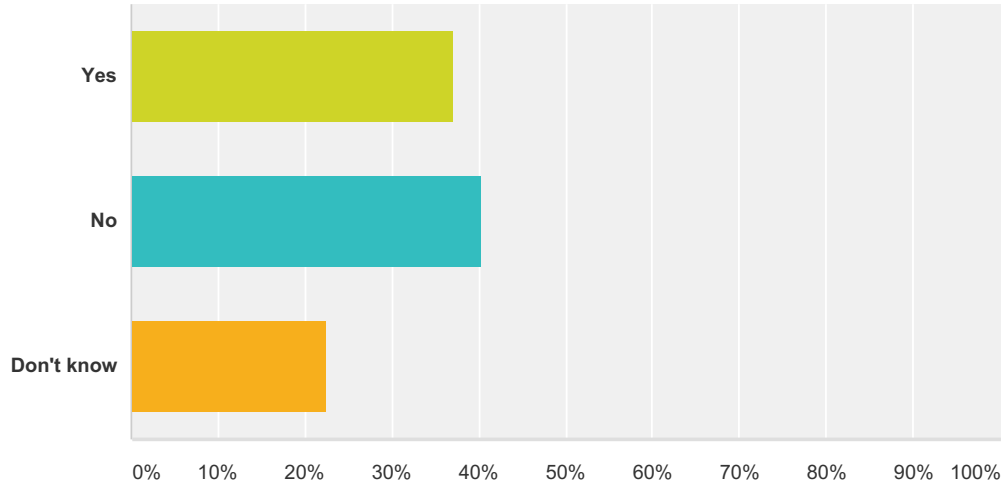
Answered: 262 Skipped: 50



Answer Choices	Responses
Health care costs	74.81% 196
Workers' compensation costs	9.16% 24
Contract demands of labor unions	9.92% 26
Lending environment / sources of capital	35.88% 94
Tax climate	41.98% 110
Slow or no pay for services rendered	9.54% 25
Total Respondents: 262	

Q18 Do you believe Virginia small businesses currently have access to adequate credit to sustain and grow their businesses?

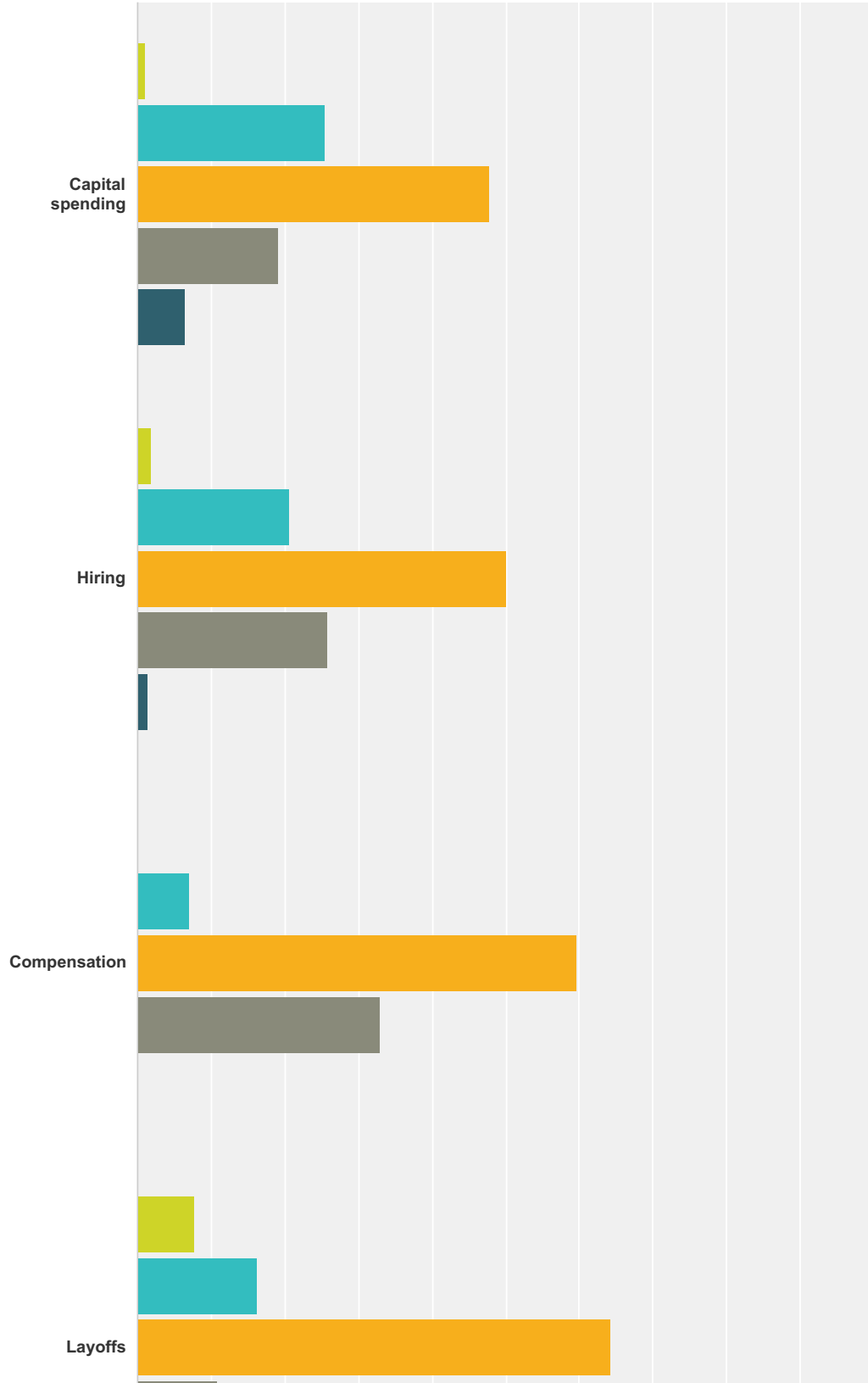
Answered: 288 Skipped: 24



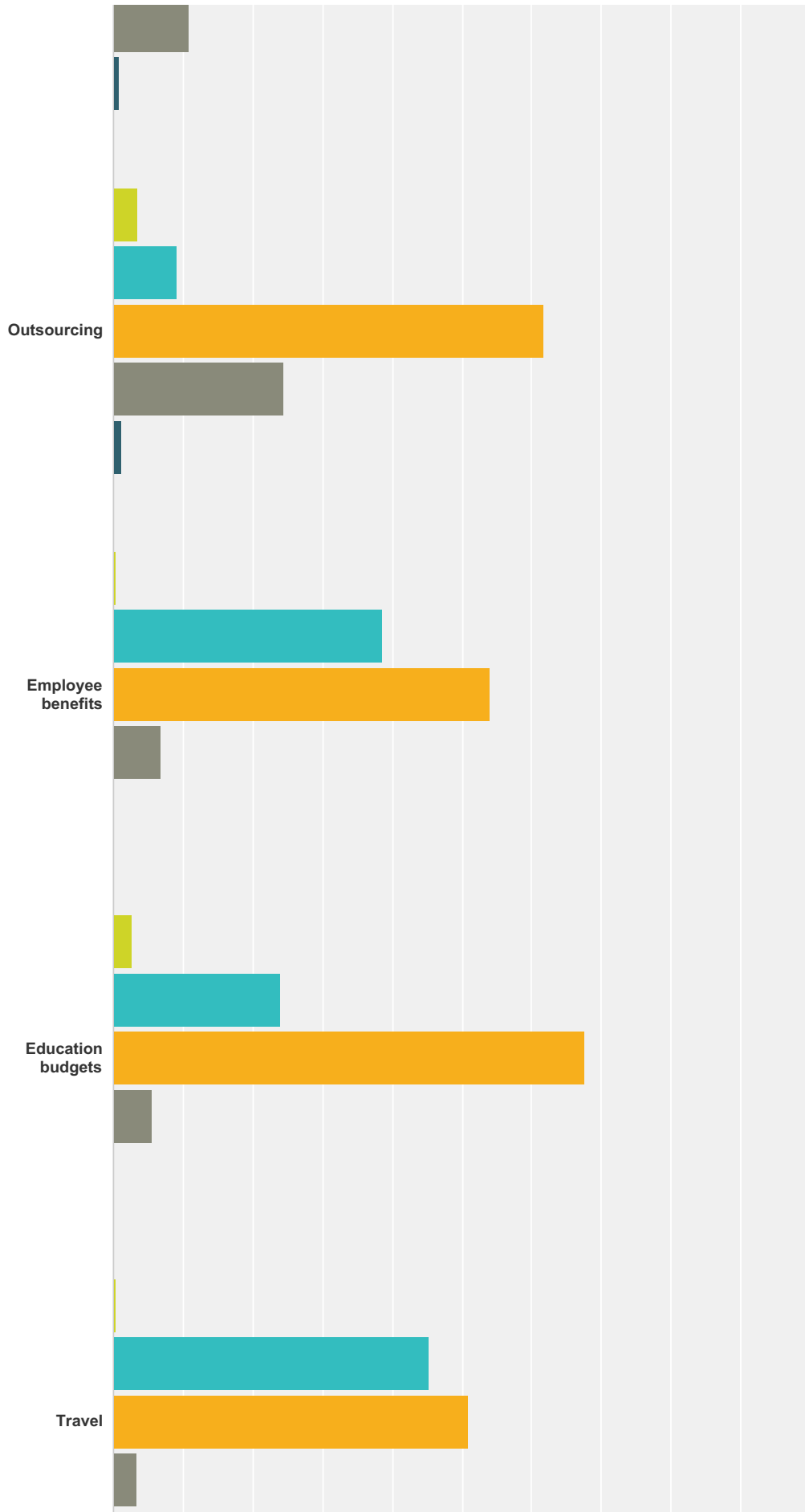
Answer Choices	Responses
Yes	37.15% 107
No	40.28% 116
Don't know	22.57% 65
Total	288

Q19 What actions are your company, industry or clients taking in response to economic conditions?

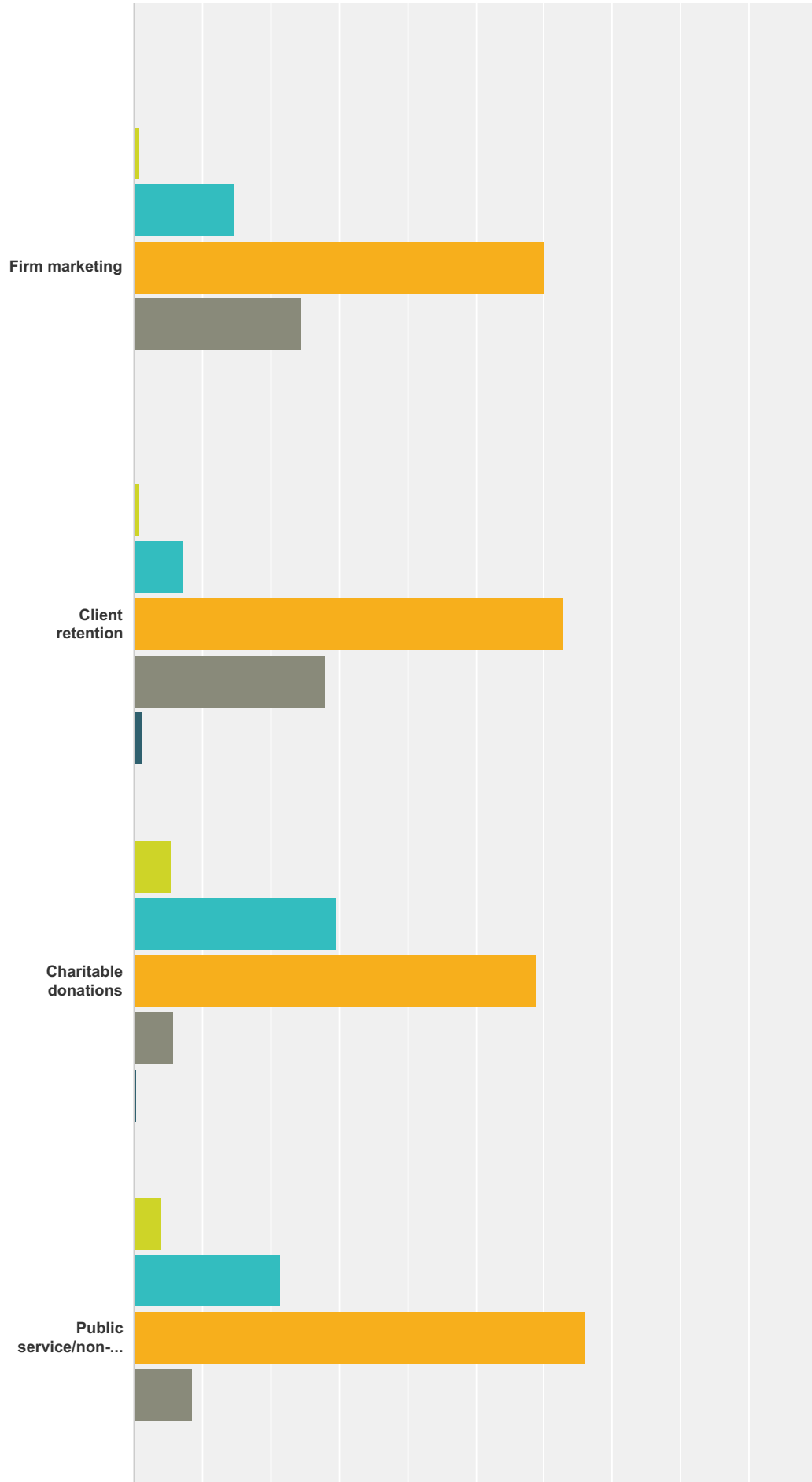
Answered: 270 Skipped: 42



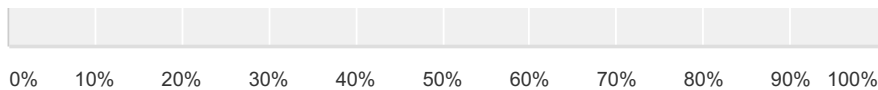
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2015 Economic Expectations Survey



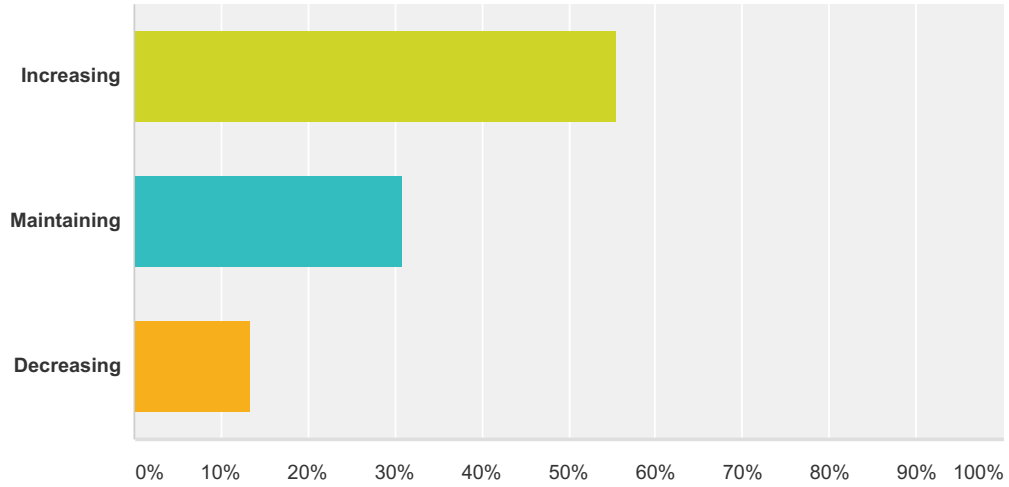
2015 Economic Expectations Survey



	Eliminating	Reducing	Staying the same	Increasing	Technological investment	Total
Capital spending	1.13% 3	25.56% 68	47.74% 127	19.17% 51	6.39% 17	266
Hiring	1.87% 5	20.60% 55	50.19% 134	25.84% 69	1.50% 4	267
Compensation	0.00% 0	7.14% 19	59.77% 159	33.08% 88	0.00% 0	266
Layoffs	7.78% 20	16.34% 42	64.20% 165	10.89% 28	0.78% 2	257
Outsourcing	3.47% 9	9.27% 24	61.78% 160	24.32% 63	1.16% 3	259
Employee benefits	0.38% 1	38.64% 102	54.17% 143	6.82% 18	0.00% 0	264
Education budgets	2.66% 7	23.95% 63	67.68% 178	5.70% 15	0.00% 0	263
Travel	0.38% 1	45.28% 120	50.94% 135	3.40% 9	0.00% 0	265
Firm marketing	0.76% 2	14.83% 39	60.08% 158	24.33% 64	0.00% 0	263
Client retention	0.78% 2	7.36% 19	62.79% 162	27.91% 72	1.16% 3	258
Charitable donations	5.38% 14	29.62% 77	58.85% 153	5.77% 15	0.38% 1	260
Public service/non-billable activities	3.91% 10	21.48% 55	66.02% 169	8.59% 22	0.00% 0	256

Q20 Does your company, firm or organization anticipate increasing, maintaining or decreasing revenues in 2015 based on the past year's revenue?

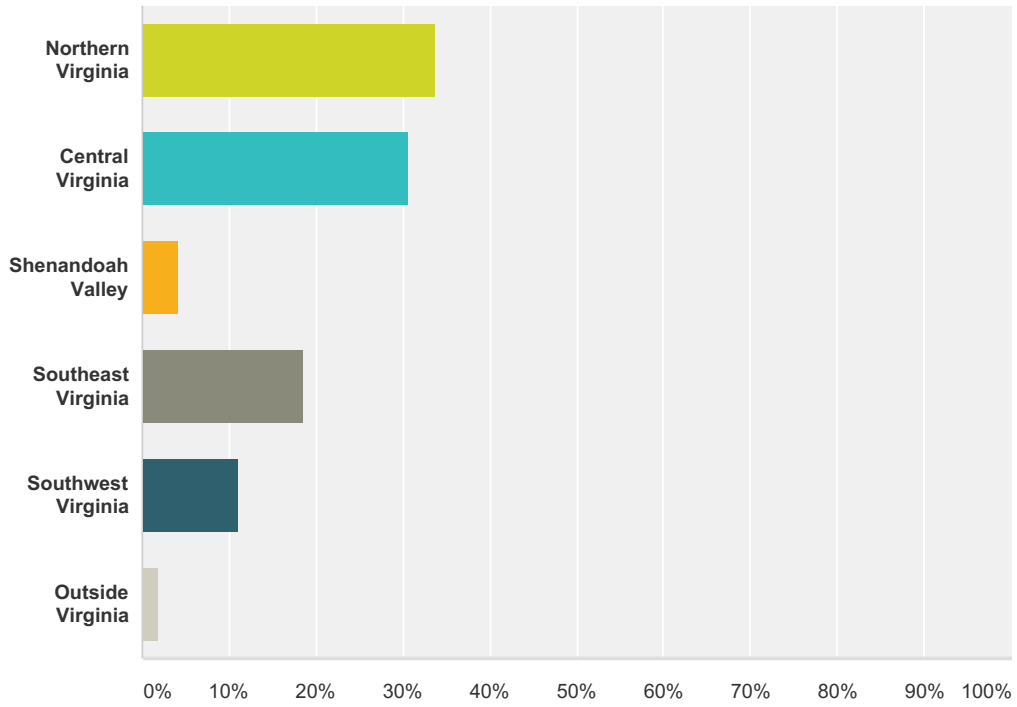
Answered: 275 Skipped: 37



Answer Choices	Responses
Increasing	55.64% 153
Maintaining	30.91% 85
Decreasing	13.45% 37
Total	275

Q21 In what part of Virginia do you reside?

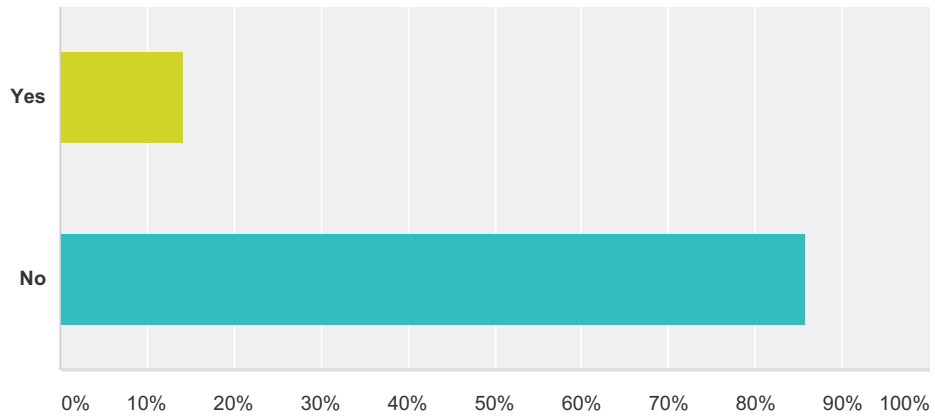
Answered: 281 Skipped: 31



Answer Choices	Responses	
Northern Virginia	33.81%	95
Central Virginia	30.60%	86
Shenandoah Valley	4.27%	12
Southeast Virginia	18.51%	52
Southwest Virginia	11.03%	31
Outside Virginia	1.78%	5
Total		281

Q22 Has the region done enough to lessen its dependence on federal spending?

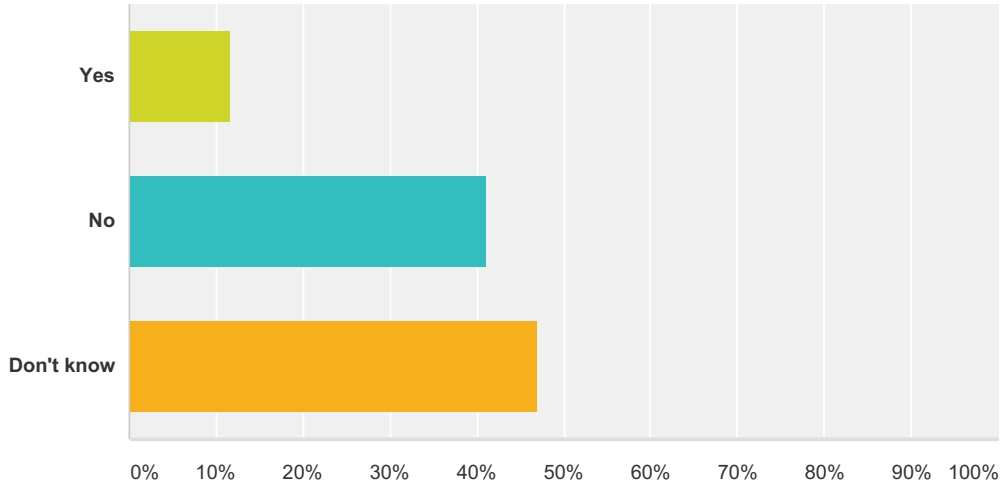
Answered: 149 Skipped: 163



Answer Choices	Responses
Yes	14.09% 21
No	85.91% 128
Total	149

Q23 Do you think economic revitalization efforts in Southern Virginia and/or Southwest Virginia have made significant progress in the economy?

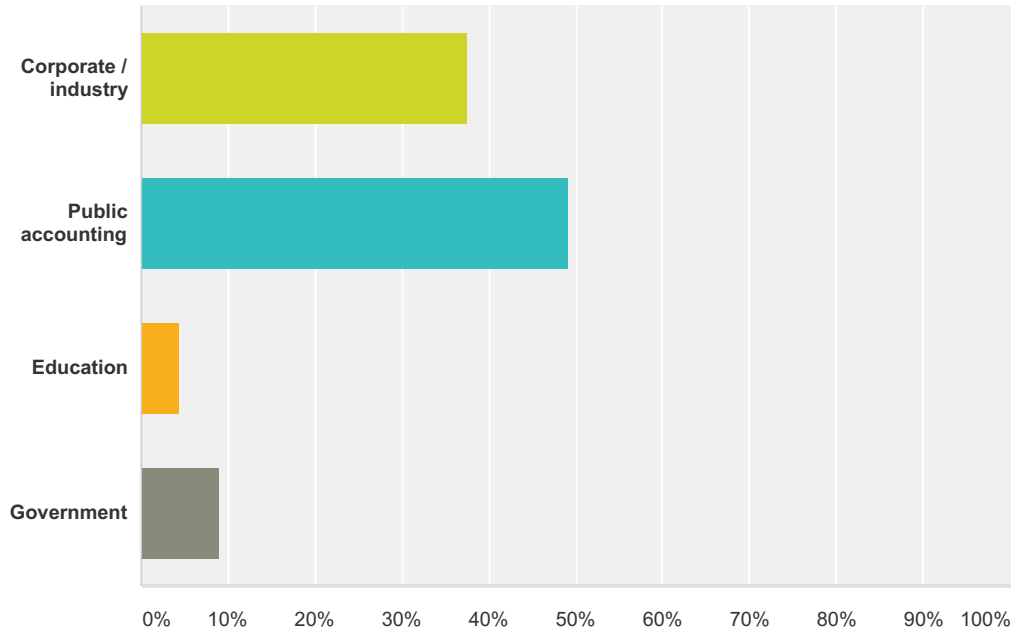
Answered: 187 Skipped: 125



Answer Choices	Responses
Yes	11.76% 22
No	41.18% 77
Don't know	47.06% 88
Total	187

Q24 Where are you employed?

Answered: 256 Skipped: 56



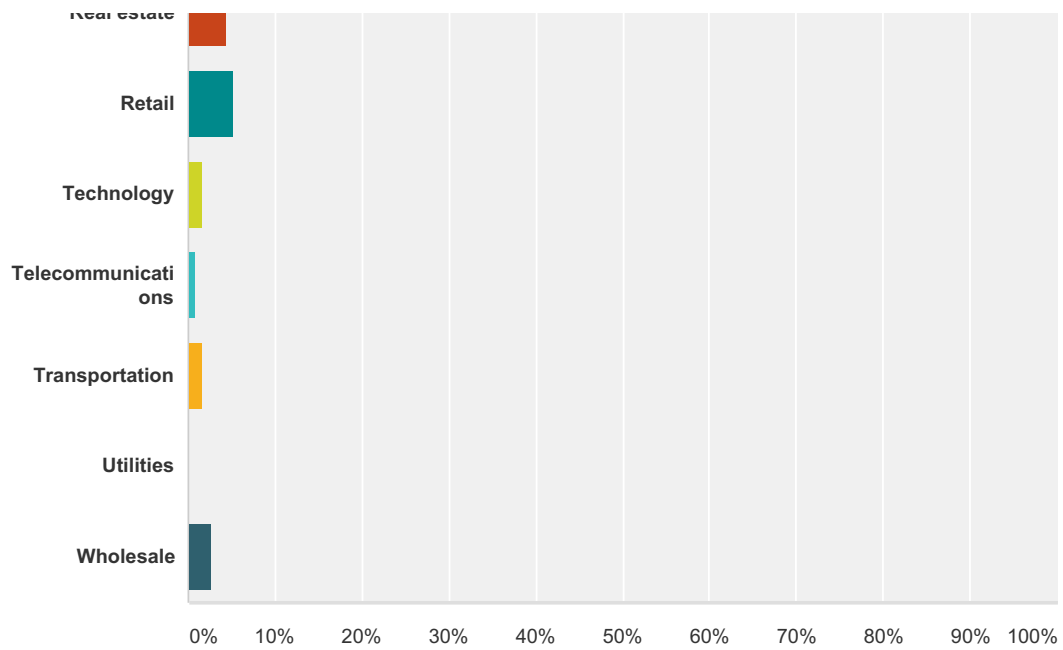
Answer Choices	Responses
Corporate / industry	37.50% 96
Public accounting	49.22% 126
Education	4.30% 11
Government	8.98% 23
Total	256

Q25 Please select which industry your company represents.

Answered: 113 Skipped: 199



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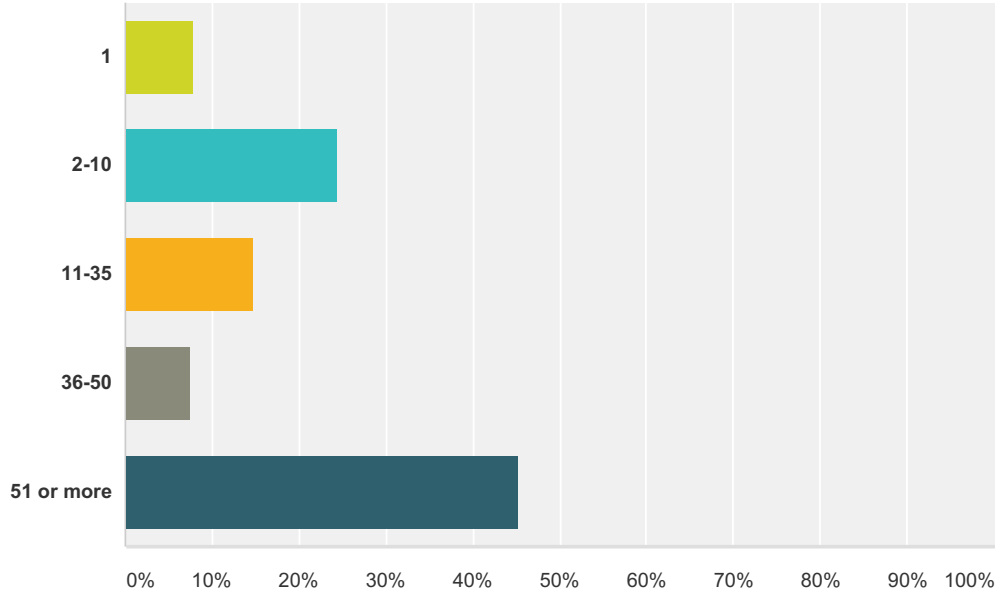
Answer Choices	Responses	
Agribusiness	0.88%	1
Business services	6.19%	7
Construction	7.96%	9
Consulting	5.31%	6
Educator	0.00%	0
Engineering	5.31%	6
Entertainment/hospitality	0.88%	1
Financial institution	5.31%	6
Financial services	10.62%	12
Government	2.65%	3
Health care	8.85%	10
Insurance	0.88%	1
Information systems	1.77%	2
Legal	4.42%	5
Media/publishing	0.00%	0
Manufacturing	7.96%	9
Nonprofit/association	14.16%	16
Public accounting	0.00%	0
Real estate	4.42%	5

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Retail	5.31%	6
Technology	1.77%	2
Telecommunications	0.88%	1
Transportation	1.77%	2
Utilities	0.00%	0
Wholesale	2.65%	3
Total		113

Q26 Select the number of employees at your firm, company or organization (including yourself).

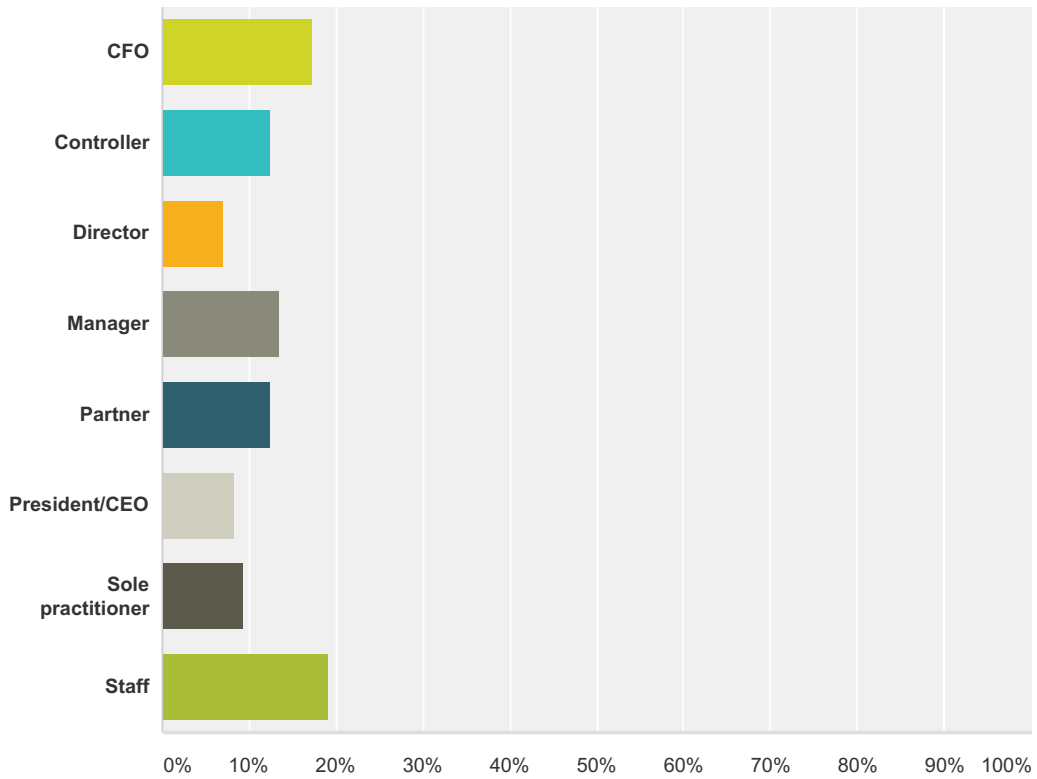
Answered: 278 Skipped: 34



Answer Choices	Responses	
1	7.91%	22
2-10	24.46%	68
11-35	14.75%	41
36-50	7.55%	21
51 or more	45.32%	126
Total		278

Q27 Select the title that best represents your position.

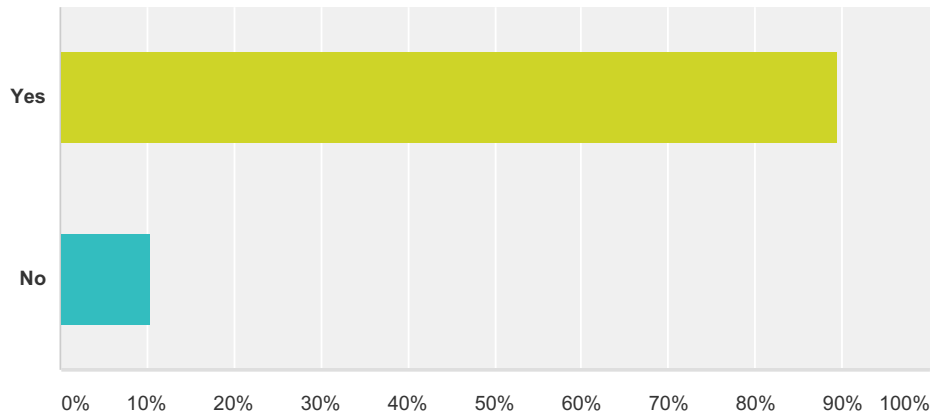
Answered: 265 Skipped: 47



Answer Choices	Responses
CFO	17.36% 46
Controller	12.45% 33
Director	7.17% 19
Manager	13.58% 36
Partner	12.45% 33
President/CEO	8.30% 22
Sole practitioner	9.43% 25
Staff	19.25% 51
Total	265

Q28 Are you currently licensed as a CPA in any U.S. jurisdiction?

Answered: 287 Skipped: 25



Answer Choices	Responses
Yes	89.55% 257
No	10.45% 30
Total	287

Q29 Please provide any feedback about this survey you'd like to share.

Answered: 18 Skipped: 294