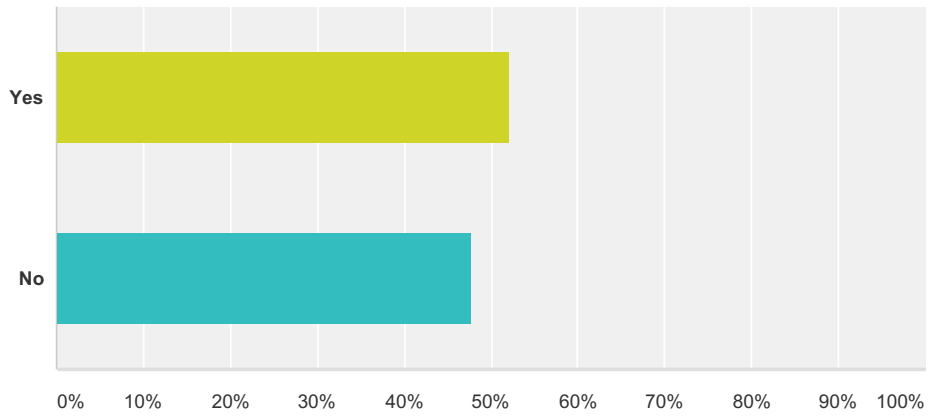


Q1 Do you believe the U.S. economy is moving in a positive direction?

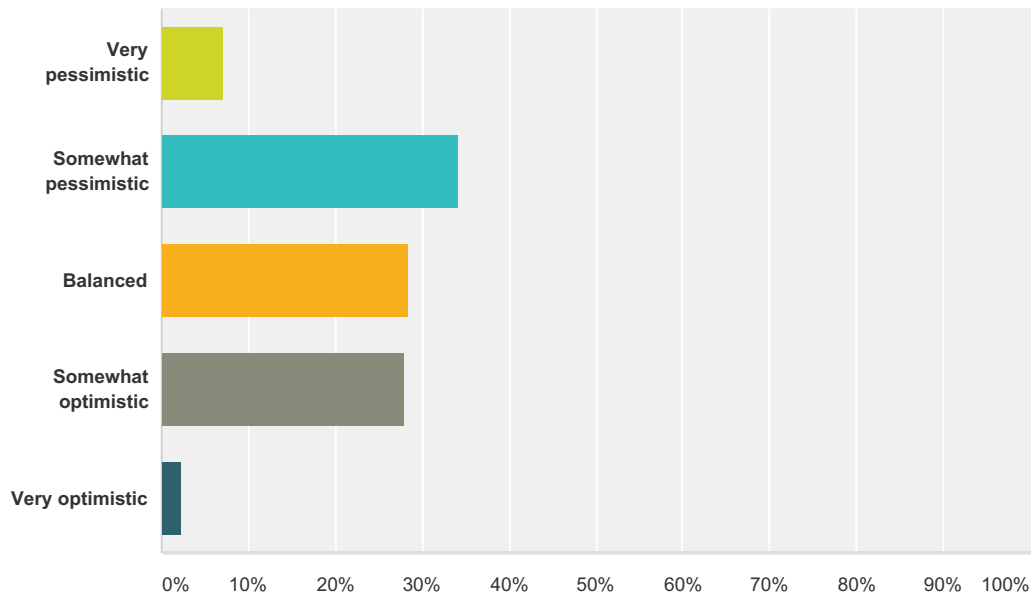
Answered: 301 Skipped: 0



Answer Choices	Responses	
Yes	52.16%	157
No	47.84%	144
Total		301

Q2 Describe your economic outlook on the *national* economy for 2017.

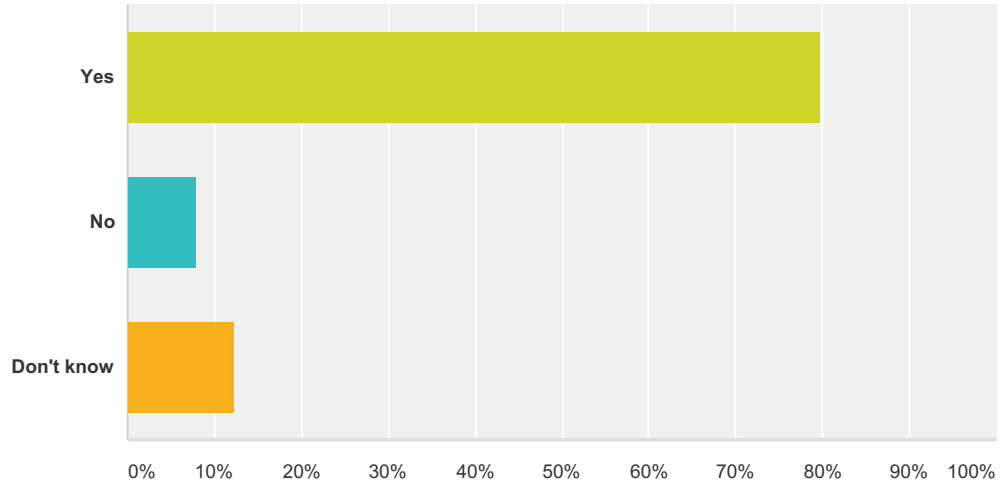
Answered: 300 Skipped: 1



Answer Choices	Responses
Very pessimistic	7.00% 21
Somewhat pessimistic	34.33% 103
Balanced	28.33% 85
Somewhat optimistic	28.00% 84
Very optimistic	2.33% 7
Total	300

Q3 Is partisanship at the federal and state level preventing government from addressing urgent needs that have an impact on business?

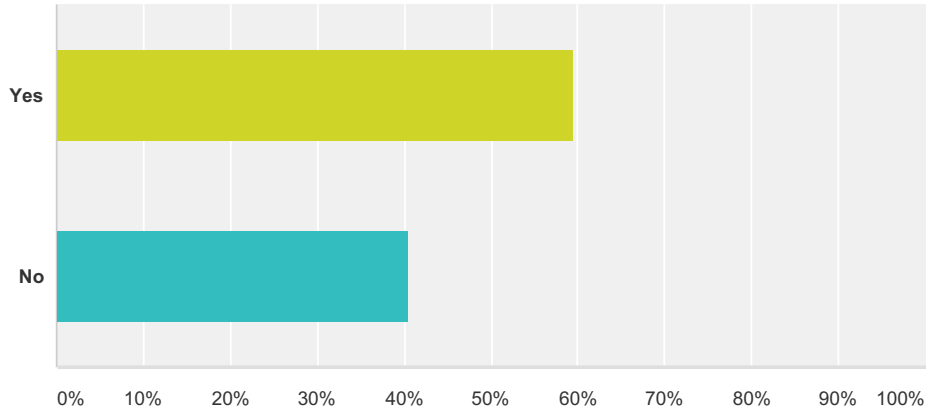
Answered: 291 Skipped: 10



Answer Choices	Responses	
Yes	79.73%	232
No	7.90%	23
Don't know	12.37%	36
Total		291

Q4 Should an independent bi-partisan commission be designated to redistrict state legislative and congressional seats in Virginia?

Answered: 291 Skipped: 10

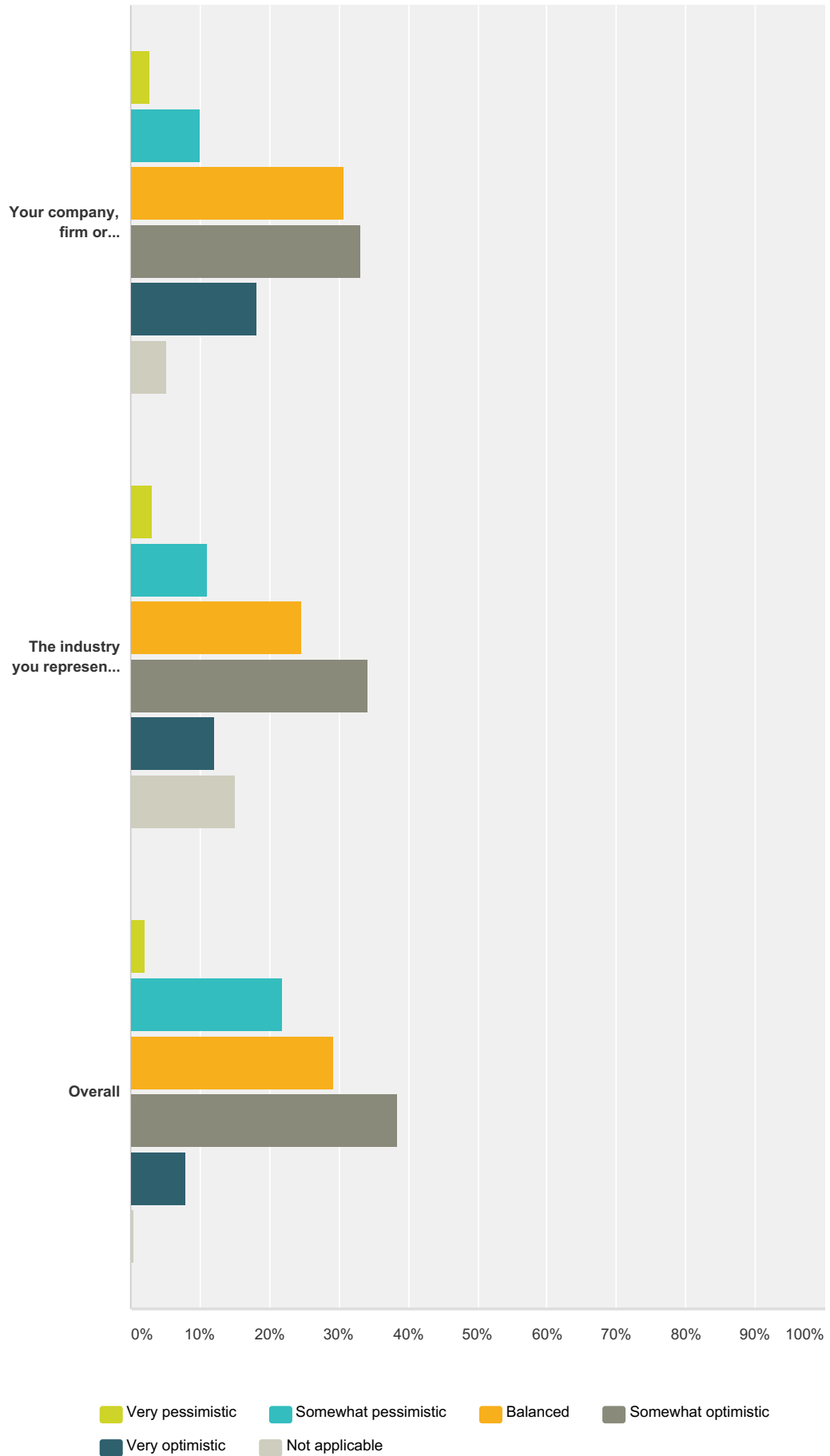


Answer Choices	Responses	
Yes	59.45%	173
No	40.55%	118
Total		291

**Q5 Describe your outlook on the economy
in *Virginia* for 2017 in the following areas.**

Answered: 287 Skipped: 14

2017 Economic Expectations Survey

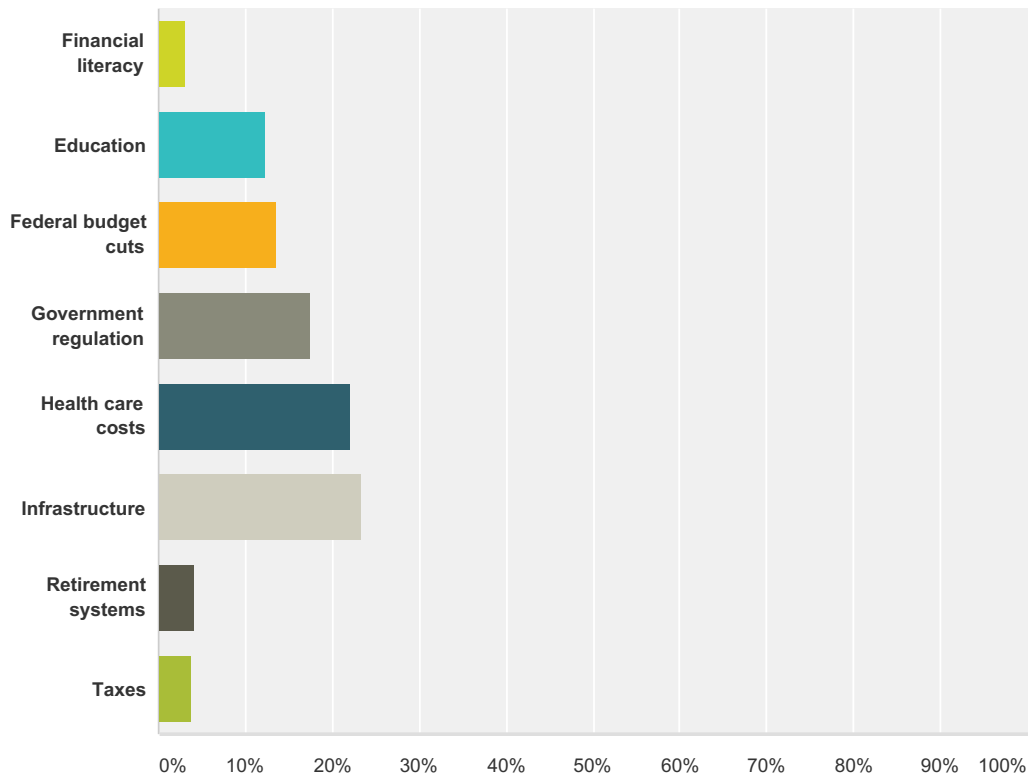


2017 Economic Expectations Survey

	Very pessimistic	Somewhat pessimistic	Balanced	Somewhat optimistic	Very optimistic	Not applicable	Total
Your company, firm or organization	2.79% 8	10.10% 29	30.66% 88	33.10% 95	18.12% 52	5.23% 15	287
The industry you represent, if you work in industry	3.20% 9	11.03% 31	24.56% 69	34.16% 96	12.10% 34	14.95% 42	281
Overall	2.16% 6	21.94% 61	29.14% 81	38.49% 107	7.91% 22	0.36% 1	278

Q6 Which issue, in your opinion, is the most pressing issue for Virginia?

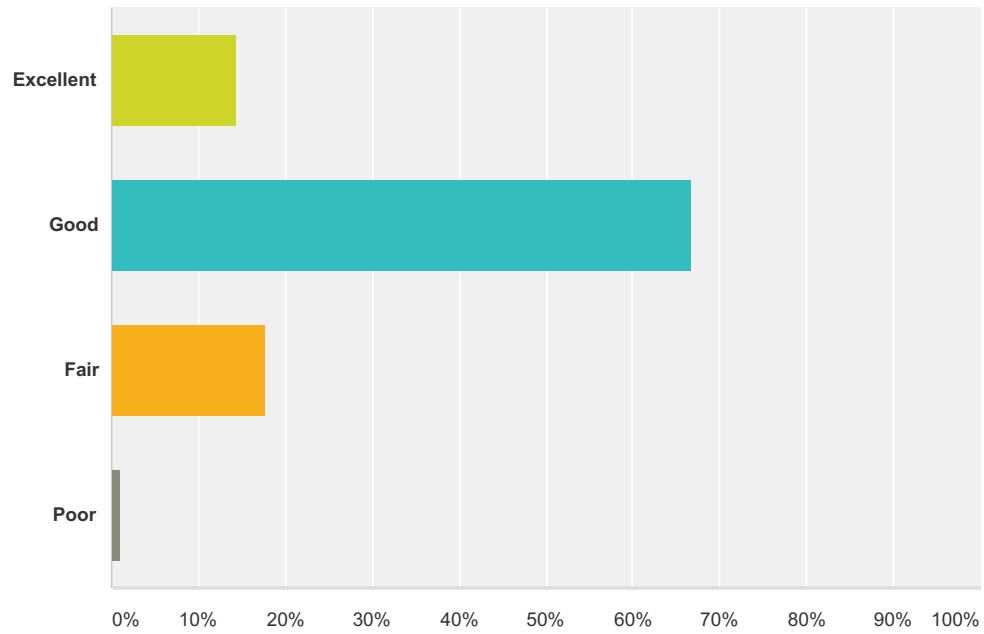
Answered: 286 Skipped: 15



Answer Choices	Responses
Financial literacy	3.15% 9
Education	12.24% 35
Federal budget cuts	13.64% 39
Government regulation	17.48% 50
Health care costs	22.03% 63
Infrastructure	23.43% 67
Retirement systems	4.20% 12
Taxes	3.85% 11
Total	286

Q7 How would you rate the overall business climate in Virginia as compared to that of neighboring states?

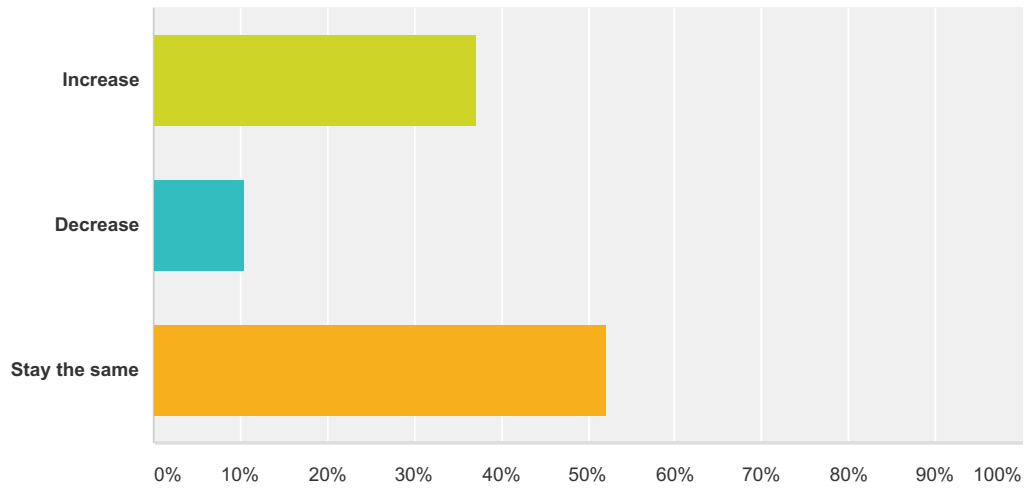
Answered: 286 Skipped: 15



Answer Choices	Responses
Excellent	14.34% 41
Good	66.78% 191
Fair	17.83% 51
Poor	1.05% 3
Total	286

Q8 In 2017, do you think capital investments in Virginia will increase, decrease or stay the same?

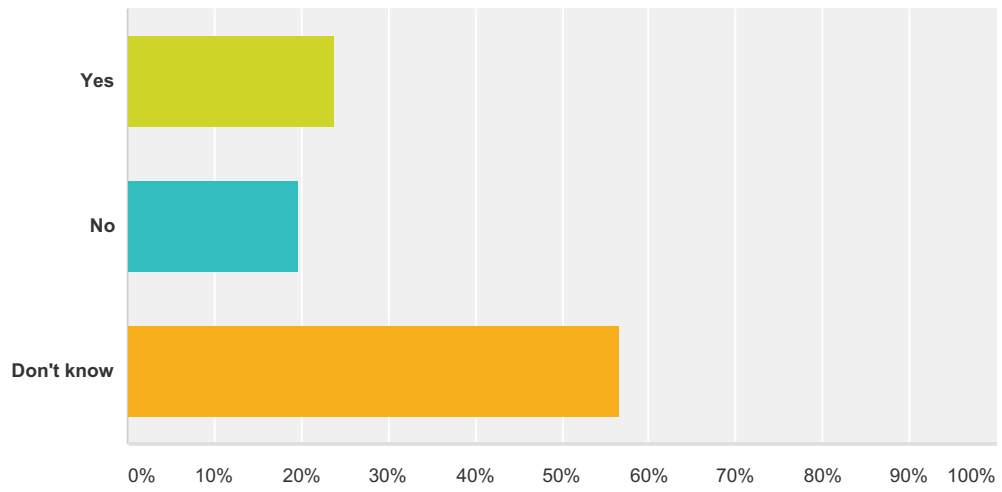
Answered: 285 Skipped: 16



Answer Choices	Responses	
Increase	37.19%	106
Decrease	10.53%	30
Stay the same	52.28%	149
Total		285

Q9 Is Virginia doing enough to attract investment from foreign companies?

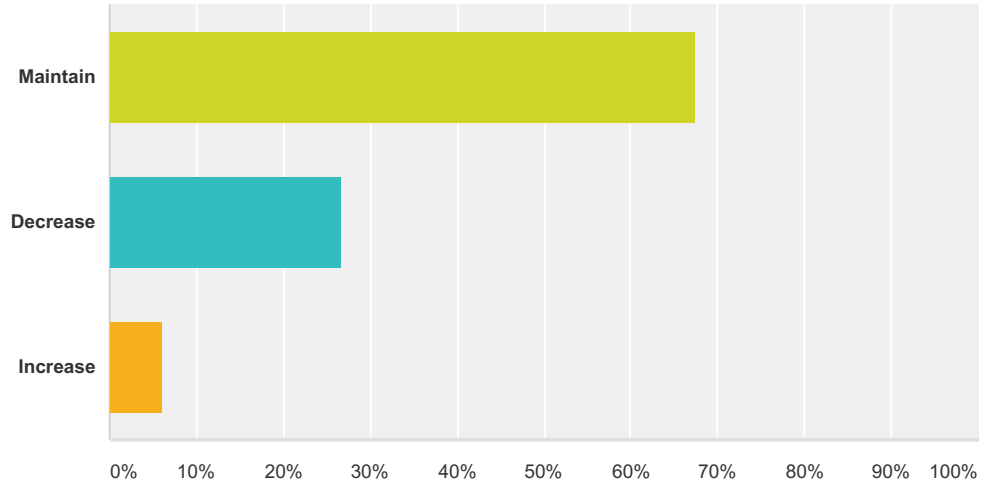
Answered: 285 Skipped: 16



Answer Choices	Responses	
Yes	23.86%	68
No	19.65%	56
Don't know	56.49%	161
Total		285

Q10 The Virginia corporate tax rate is 6 percent. Should Virginia maintain, decrease or increase the rate?

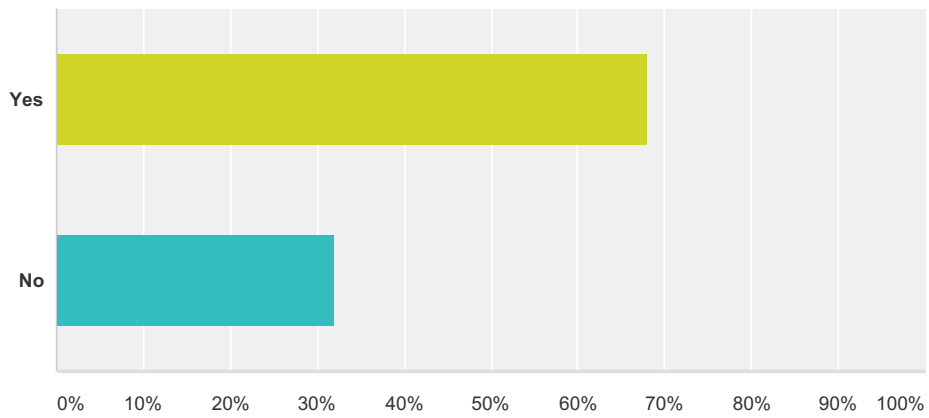
Answered: 285 Skipped: 16



Answer Choices	Responses
Maintain	67.37% 192
Decrease	26.67% 76
Increase	5.96% 17
Total	285

Q11 Do you support the expansion of the Atlantic Coast Pipeline through Virginia?

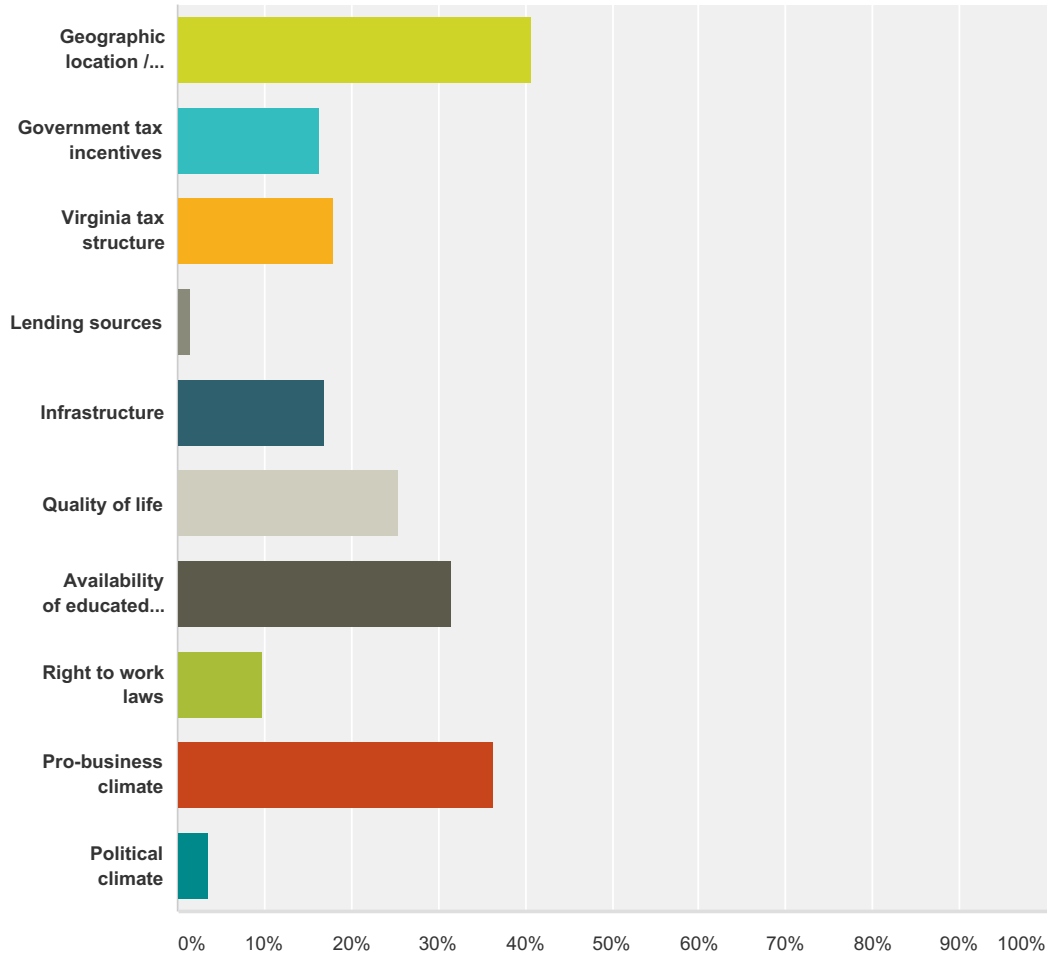
Answered: 285 Skipped: 16



Answer Choices	Responses
Yes	68.07% 194
No	31.93% 91
Total	285

Q12 Please select the TOP TWO factors that have the greatest impact in retaining or attracting new business to Virginia.

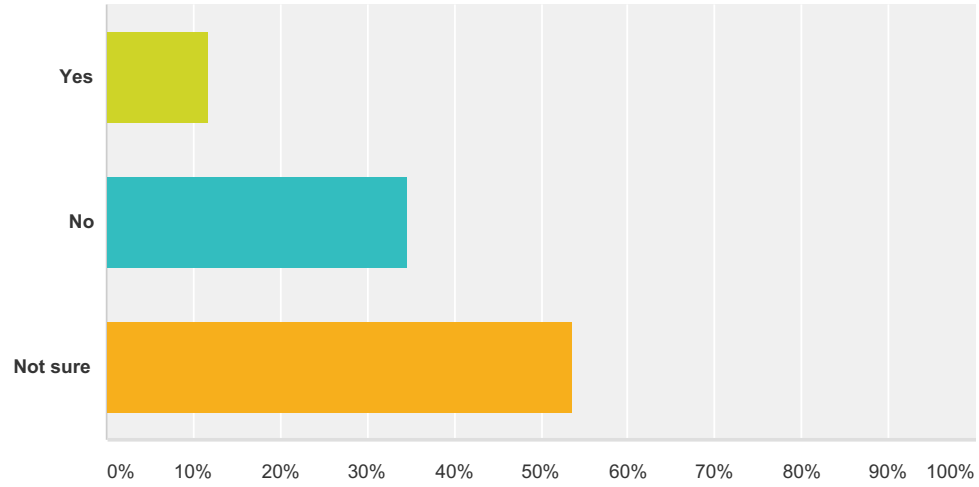
Answered: 283 Skipped: 18



Answer Choices	Responses	Count
Geographic location / market proximity	40.64%	115
Government tax incentives	16.25%	46
Virginia tax structure	18.02%	51
Lending sources	1.41%	4
Infrastructure	16.96%	48
Quality of life	25.44%	72
Availability of educated workforce	31.45%	89
Right to work laws	9.89%	28
Pro-business climate	36.40%	103
Political climate	3.53%	10

Q13 Virginia is putting an increasing emphasis on exports. Do your clients plan to increase the amounts of products and services they are exporting?

Answered: 283 Skipped: 18



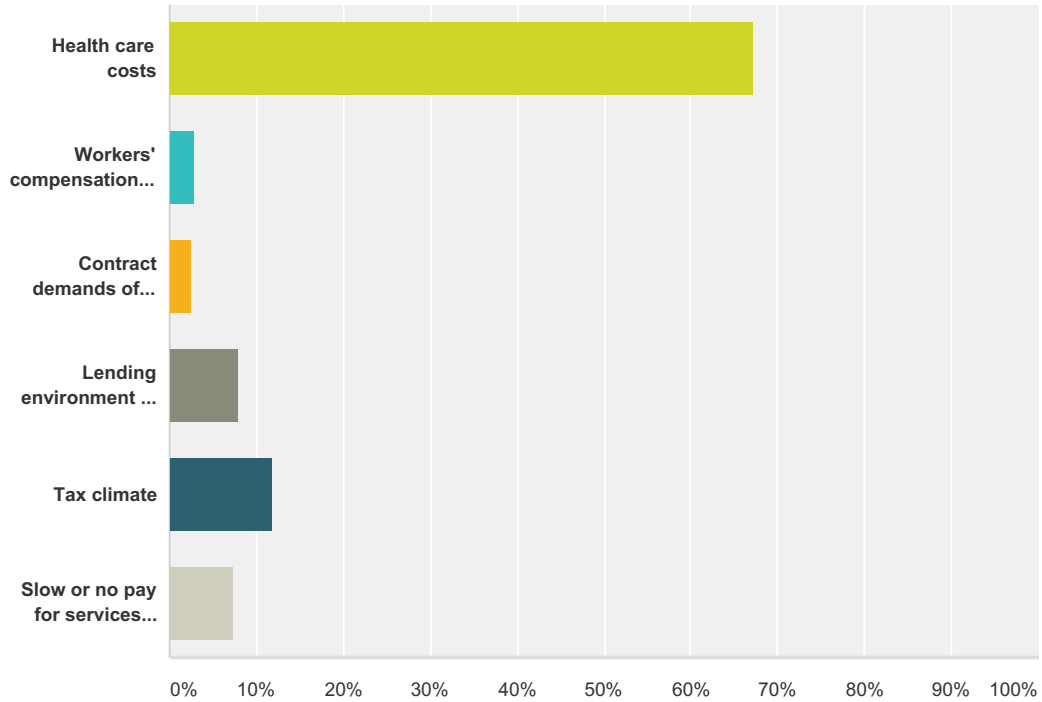
Answer Choices	Responses	
Yes	11.66%	33
No	34.63%	98
Not sure	53.71%	152
Total		283

Q14 CNBC releases annual rankings for America's top states in which to do business. In 2012 Virginia ranked #3. By 2014 Virginia dropped to #8 and this year down to #13. In your estimation what has accounted for this continued drop?

Answered: 233 Skipped: 68

Q15 What would you cite as the top financial problem experienced by Virginia businesses?

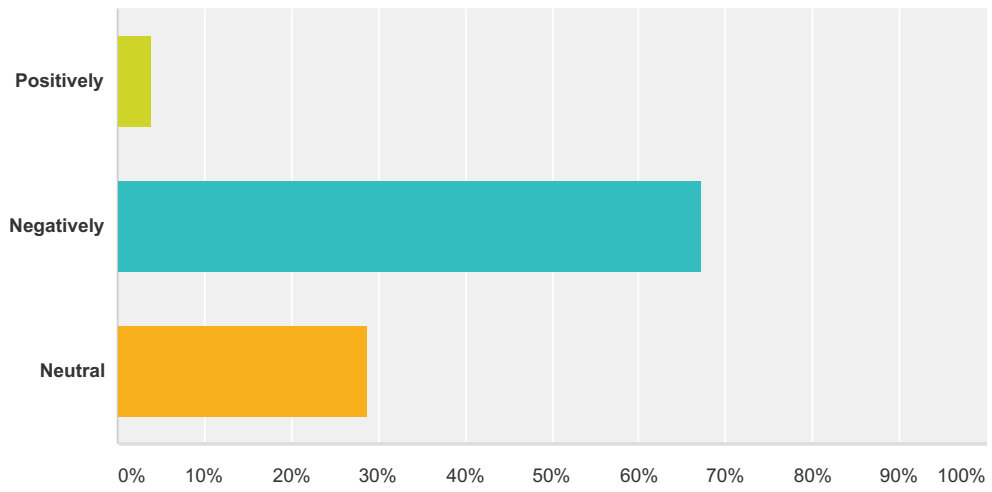
Answered: 275 Skipped: 26



Answer Choices	Responses
Health care costs	67.27% 185
Workers' compensation costs	2.91% 8
Contract demands of labor unions	2.55% 7
Lending environment / sources of capital	8.00% 22
Tax climate	12.00% 33
Slow or no pay for services rendered	7.27% 20
Total	275

Q16 How is the regulatory environment affecting the overall economic climate?

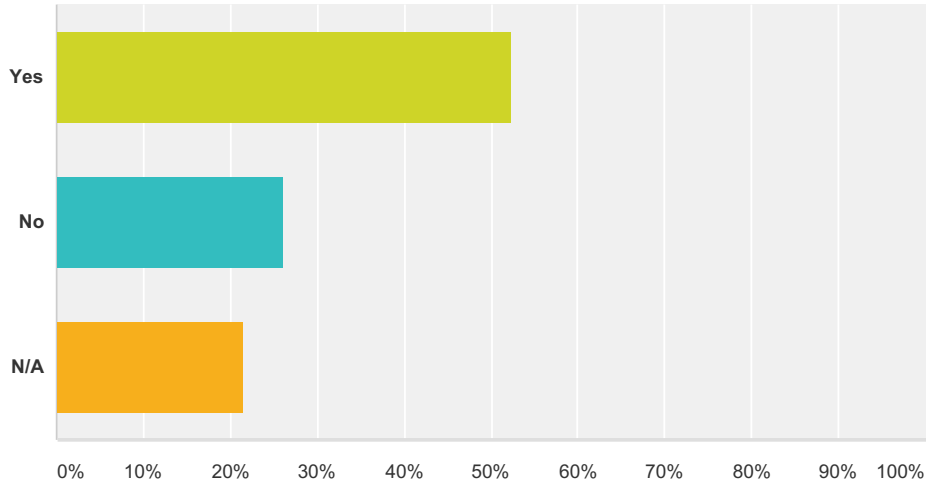
Answered: 275 Skipped: 26



Answer Choices	Responses
Positively	4.00% 11
Negatively	67.27% 185
Neutral	28.73% 79
Total	275

Q17 Do you expect your clients to experience an adverse impact of the new Department of Labor overtime rules?

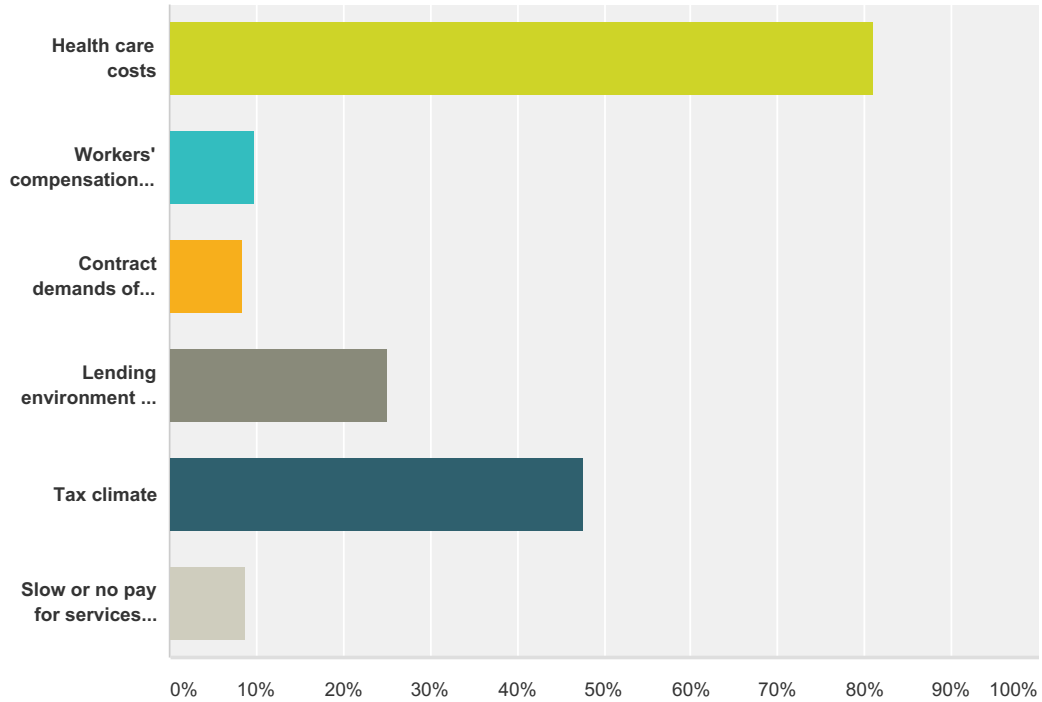
Answered: 275 Skipped: 26



Answer Choices	Responses	
Yes	52.36%	144
No	26.18%	72
N/A	21.45%	59
Total		275

Q18 Which TOP TWO issues need to be addressed in the 2017 session of the General Assembly?

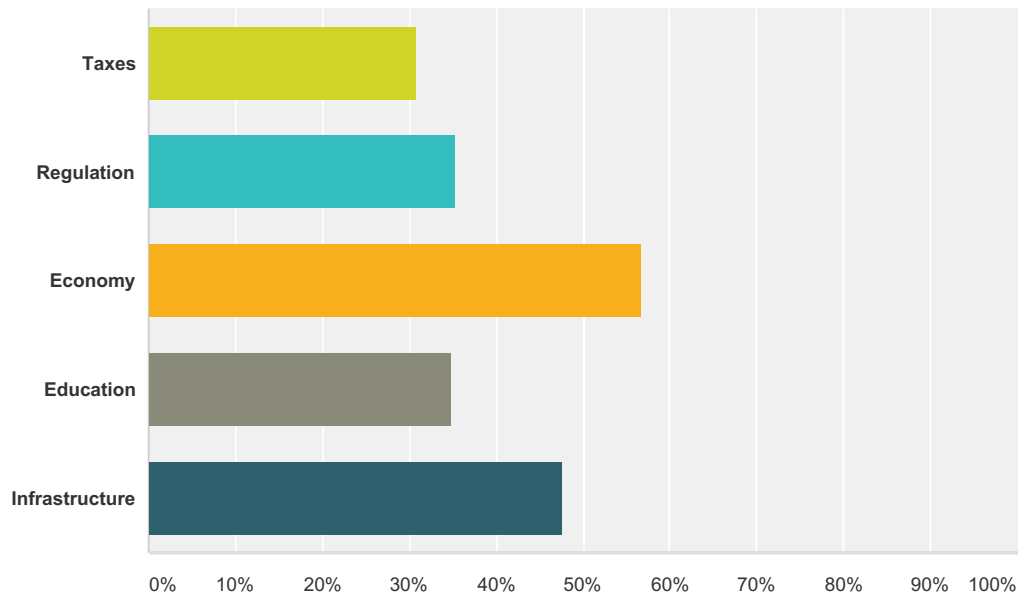
Answered: 275 Skipped: 26



Answer Choices	Responses
Health care costs	81.09% 223
Workers' compensation costs	9.82% 27
Contract demands of labor unions	8.36% 23
Lending environment / sources of capital	25.09% 69
Tax climate	47.64% 131
Slow or no pay for services rendered	8.73% 24
Total Respondents: 275	

Q19 What are the major issues facing Virginia in the 2017 state election?

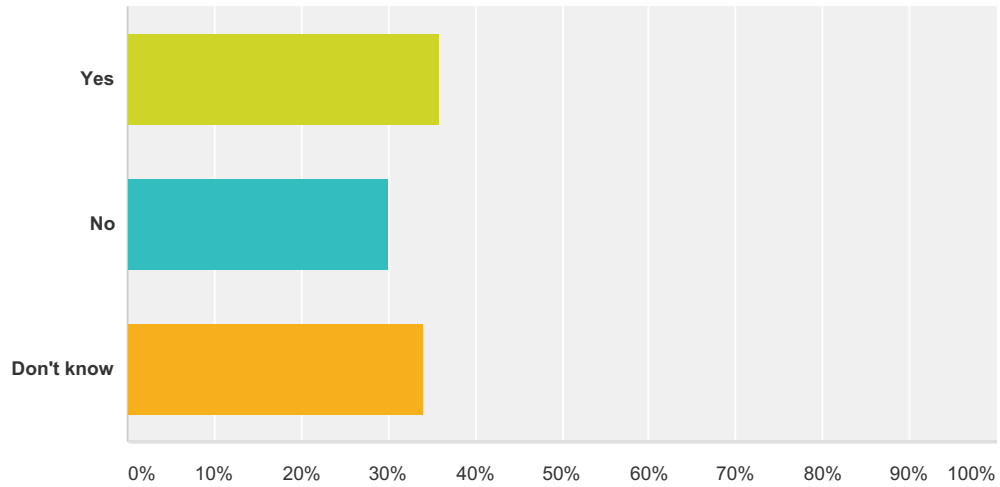
Answered: 275 Skipped: 26



Answer Choices	Responses	Count
Taxes	30.91%	85
Regulation	35.27%	97
Economy	56.73%	156
Education	34.91%	96
Infrastructure	47.64%	131
Total Respondents: 275		

Q20 Do you believe Virginia small businesses currently have access to adequate credit to sustain and grow their businesses?

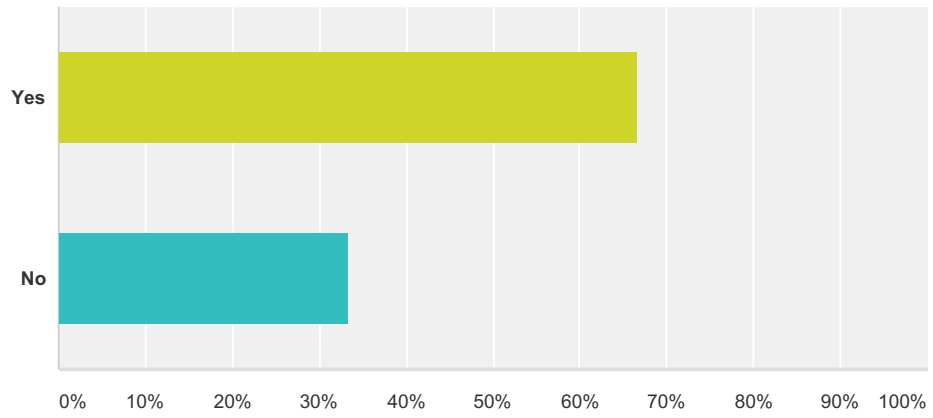
Answered: 273 Skipped: 28



Answer Choices	Responses	
Yes	35.90%	98
No	30.04%	82
Don't know	34.07%	93
Total		273

Q21 Is there an adequate talent supply to replenish the workforce in Virginia?

Answered: 273 Skipped: 28



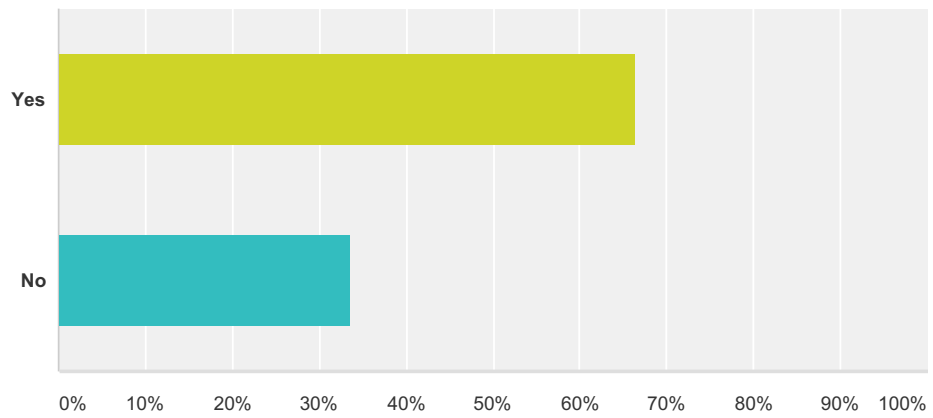
Answer Choices	Responses	
Yes	66.67%	182
No	33.33%	91
Total		273

**Q22 If not, what are the major
impediments?**

Answered: 59 Skipped: 242

Q23 Is your business or company finding an adequate supply of talent in Virginia?

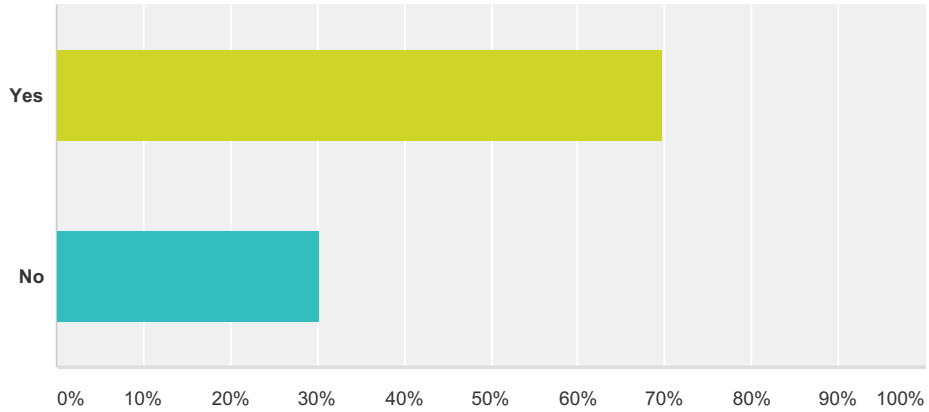
Answered: 271 Skipped: 30



Answer Choices	Responses	
Yes	66.42%	180
No	33.58%	91
Total		271

Q24 Is your business or company taking steps to address changing attitudes of millennials to address work/life balance?

Answered: 271 Skipped: 30



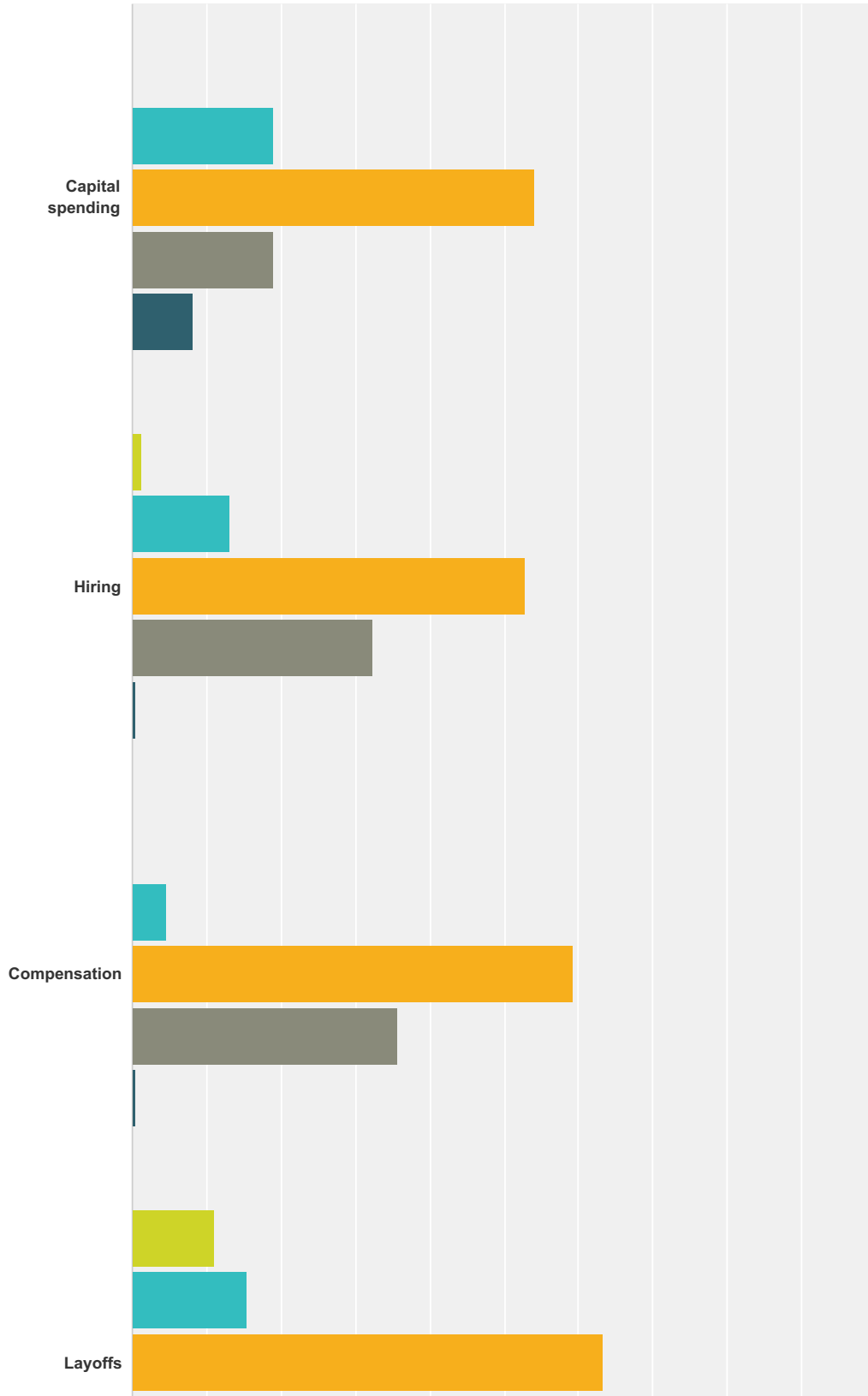
Answer Choices	Responses	
Yes	69.74%	189
No	30.26%	82
Total		271

**Q25 What steps is your organization taking
to attract young CPAs?**

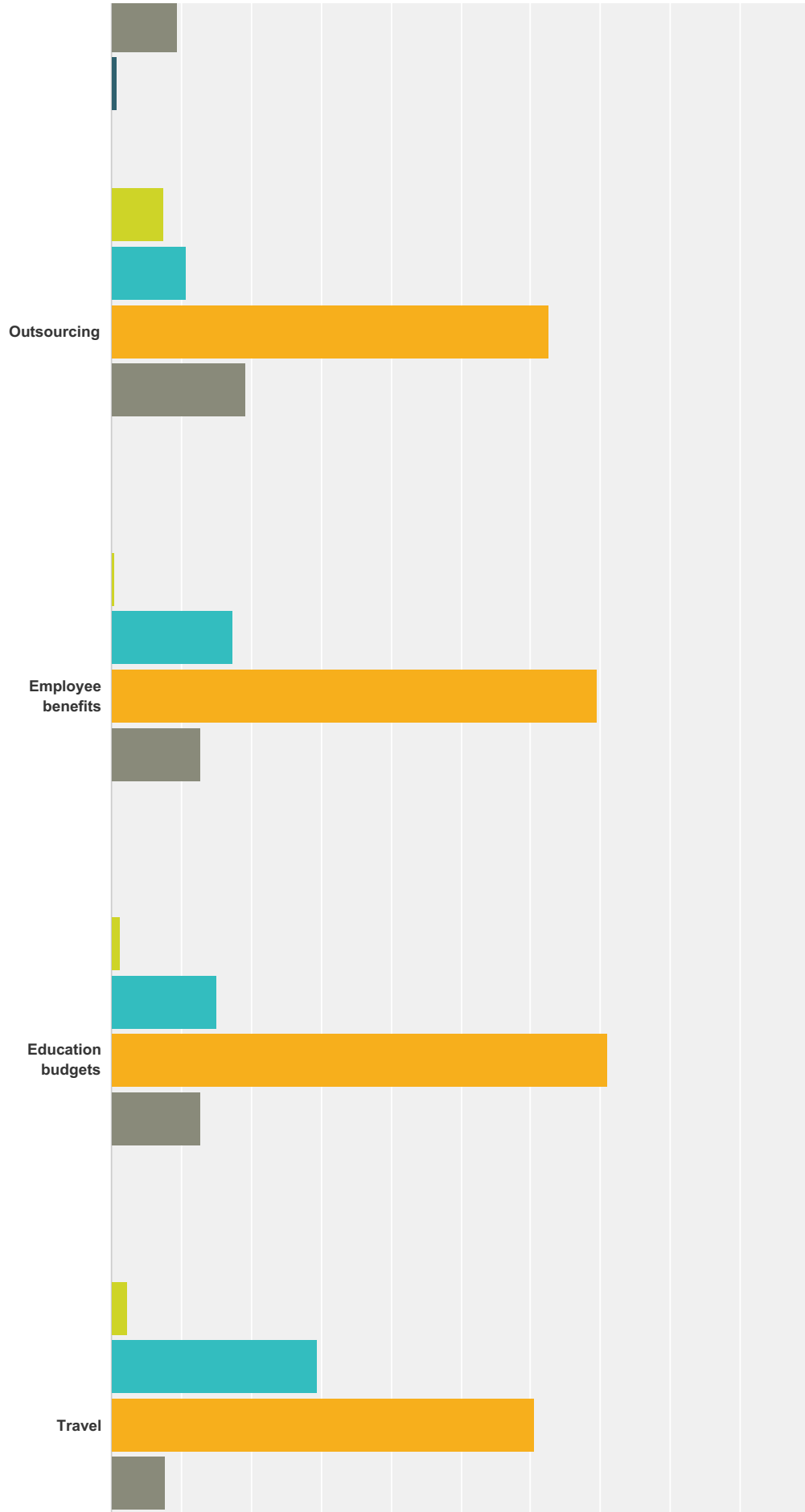
Answered: 160 Skipped: 141

Q26 What actions are your company, industry or clients taking in response to economic conditions?

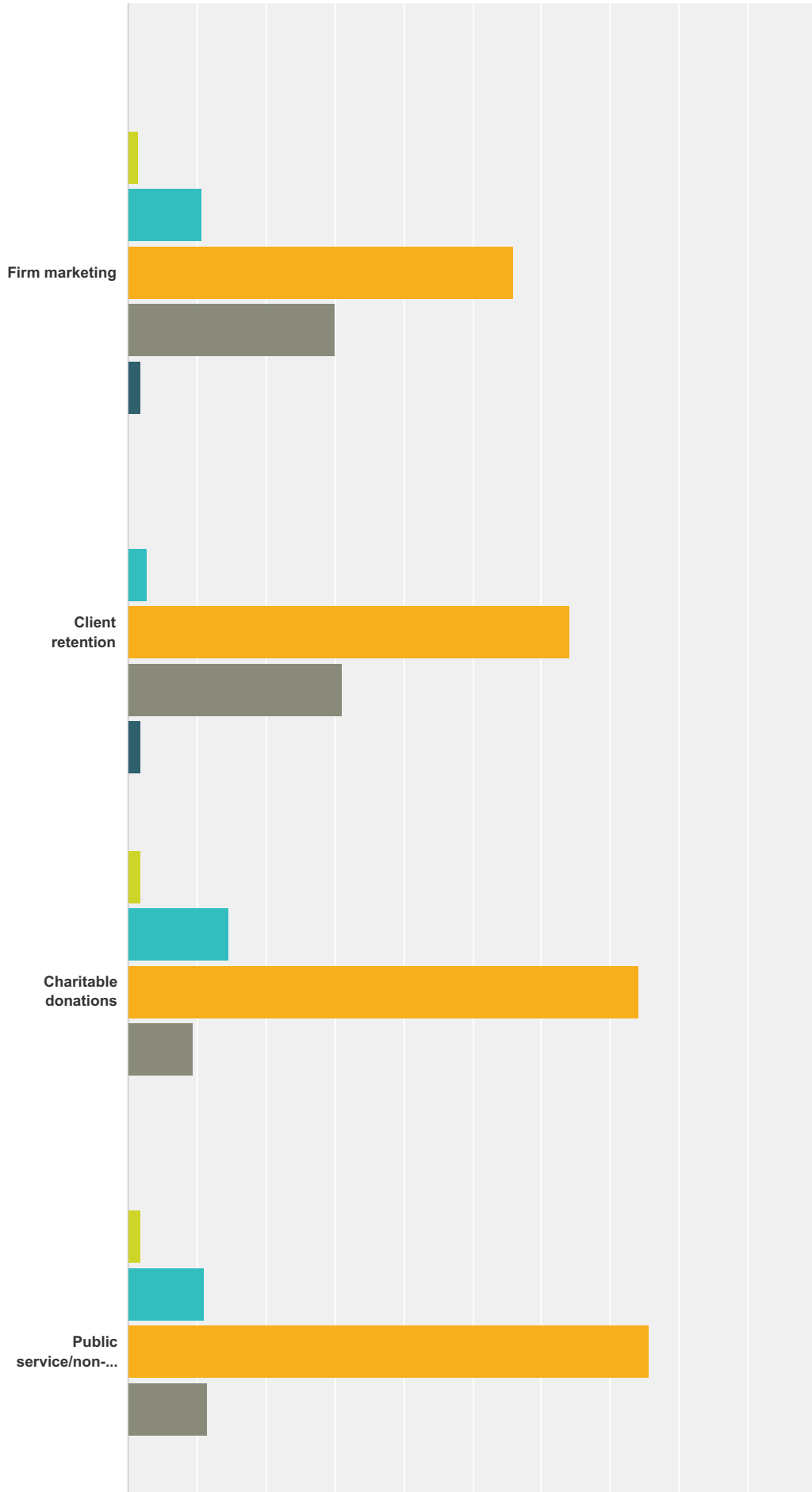
Answered: 260 Skipped: 41



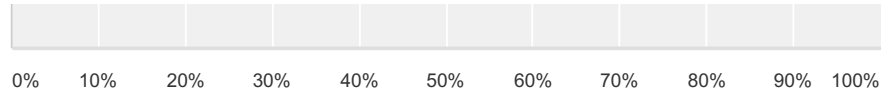
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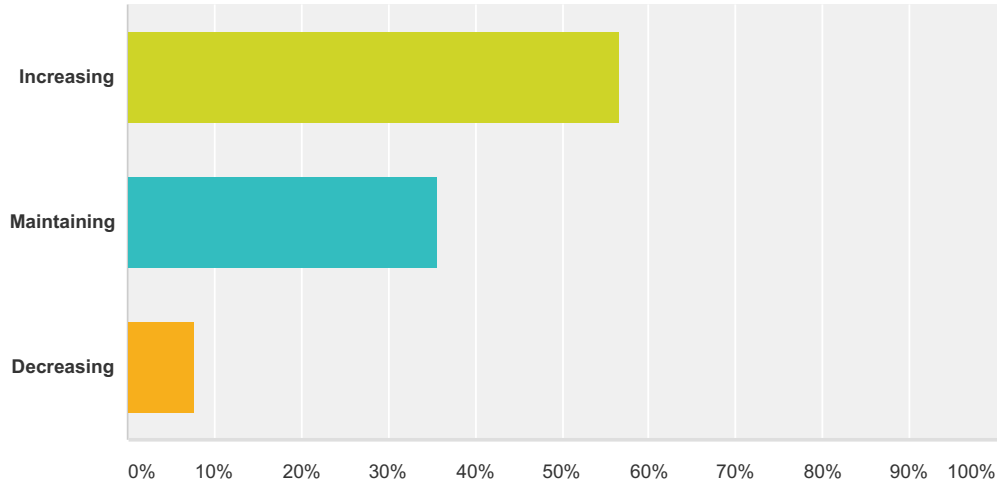


■ Eliminating
 ■ Reducing
 ■ Staying the same
 ■ Increasing
■ Technological investment

	Eliminating	Reducing	Staying the same	Increasing	Technological investment	Total
Capital spending	0.00% 0	18.92% 49	54.05% 140	18.92% 49	8.11% 21	259
Hiring	1.16% 3	13.13% 34	52.90% 137	32.43% 84	0.39% 1	259
Compensation	0.00% 0	4.65% 12	59.30% 153	35.66% 92	0.39% 1	258
Layoffs	11.07% 28	15.42% 39	63.24% 160	9.49% 24	0.79% 2	253
Outsourcing	7.48% 19	10.63% 27	62.60% 159	19.29% 49	0.00% 0	254
Employee benefits	0.38% 1	17.31% 45	69.62% 181	12.69% 33	0.00% 0	260
Education budgets	1.16% 3	15.12% 39	70.93% 183	12.79% 33	0.00% 0	258
Travel	2.33% 6	29.46% 76	60.47% 156	7.75% 20	0.00% 0	258
Firm marketing	1.56% 4	10.55% 27	55.86% 143	30.08% 77	1.95% 5	256
Client retention	0.00% 0	2.76% 7	64.17% 163	31.10% 79	1.97% 5	254
Charitable donations	1.96% 5	14.51% 37	74.12% 189	9.41% 24	0.00% 0	255
Public service/non-billable activities	1.98% 5	11.07% 28	75.49% 191	11.46% 29	0.00% 0	253

Q27 Does your company, firm or organization anticipate increasing, maintaining or decreasing revenues in 2017 based on the past year's revenue?

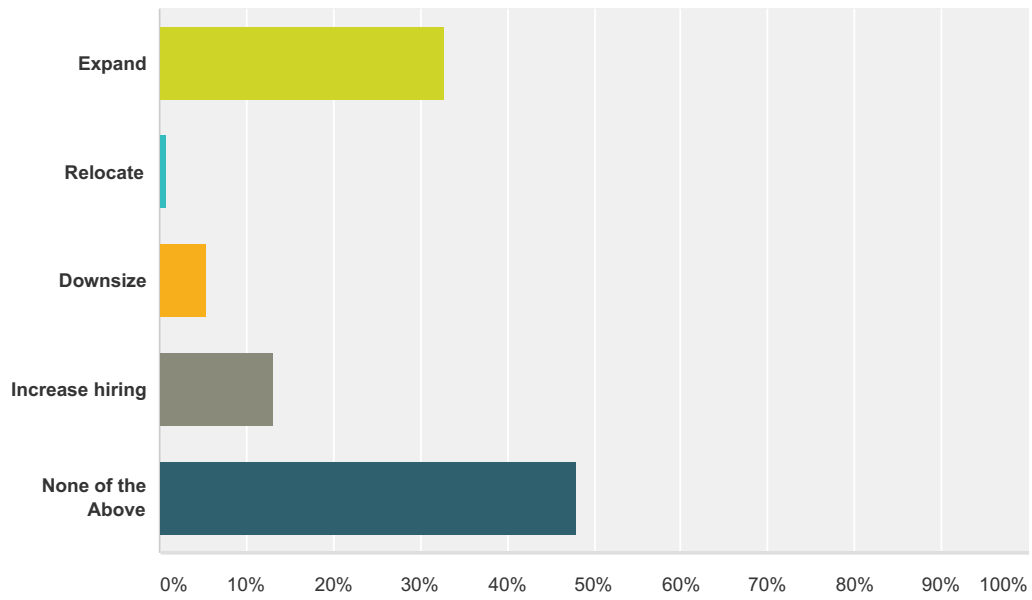
Answered: 260 Skipped: 41



Answer Choices	Responses	Count
Increasing	56.54%	147
Maintaining	35.77%	93
Decreasing	7.69%	20
Total		260

Q28 In 2017 will your business or company?

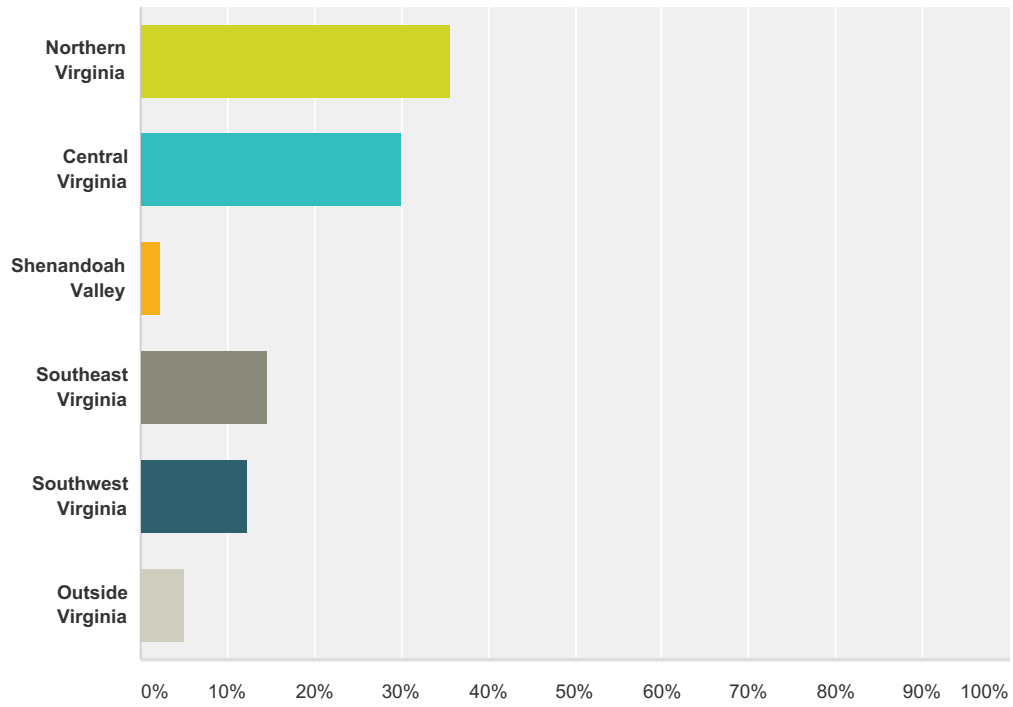
Answered: 260 Skipped: 41



Answer Choices	Responses	Count
Expand	32.69%	85
Relocate	0.77%	2
Downsize	5.38%	14
Increase hiring	13.08%	34
None of the Above	48.08%	125
Total		260

Q29 In what part of Virginia do you reside?

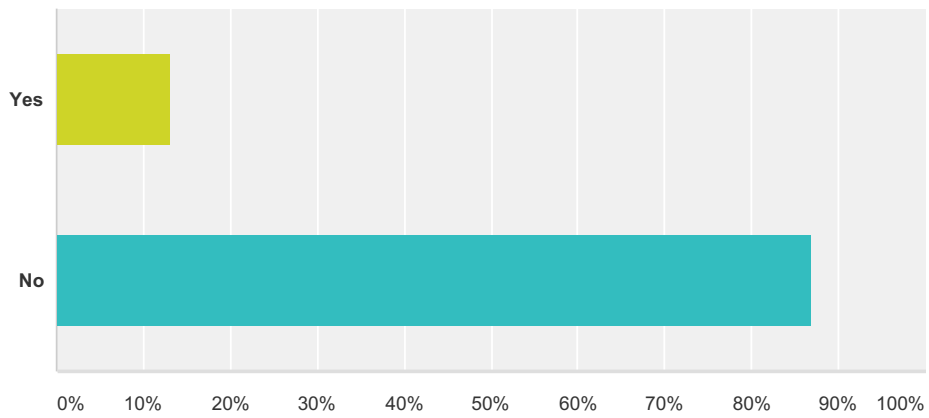
Answered: 260 Skipped: 41



Answer Choices	Responses	
Northern Virginia	35.77%	93
Central Virginia	30.00%	78
Shenandoah Valley	2.31%	6
Southeast Virginia	14.62%	38
Southwest Virginia	12.31%	32
Outside Virginia	5.00%	13
Total		260

Q30 Has the region done enough to lessen its dependence on federal spending?

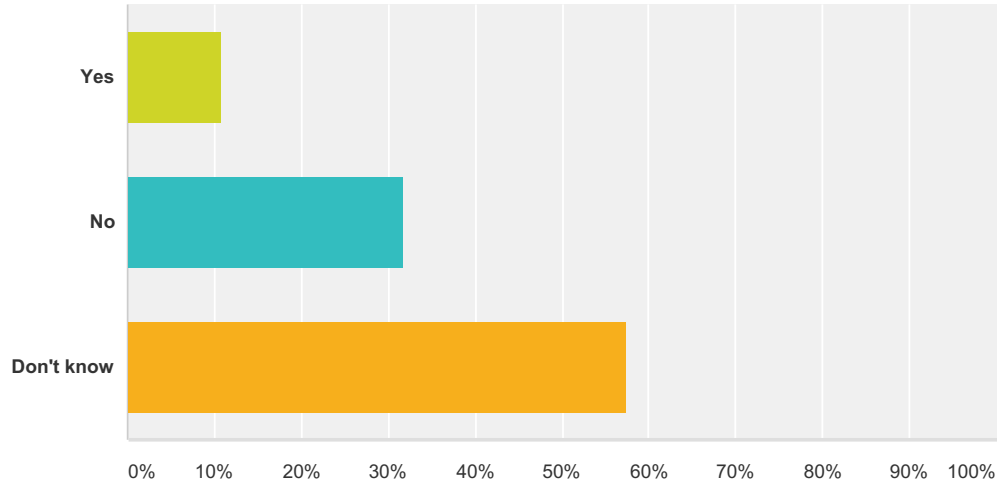
Answered: 144 Skipped: 157



Answer Choices	Responses
Yes	13.19% 19
No	86.81% 125
Total	144

Q31 Do you think economic revitalization efforts in Southern Virginia and/or Southwest Virginia have made significant progress in the economy?

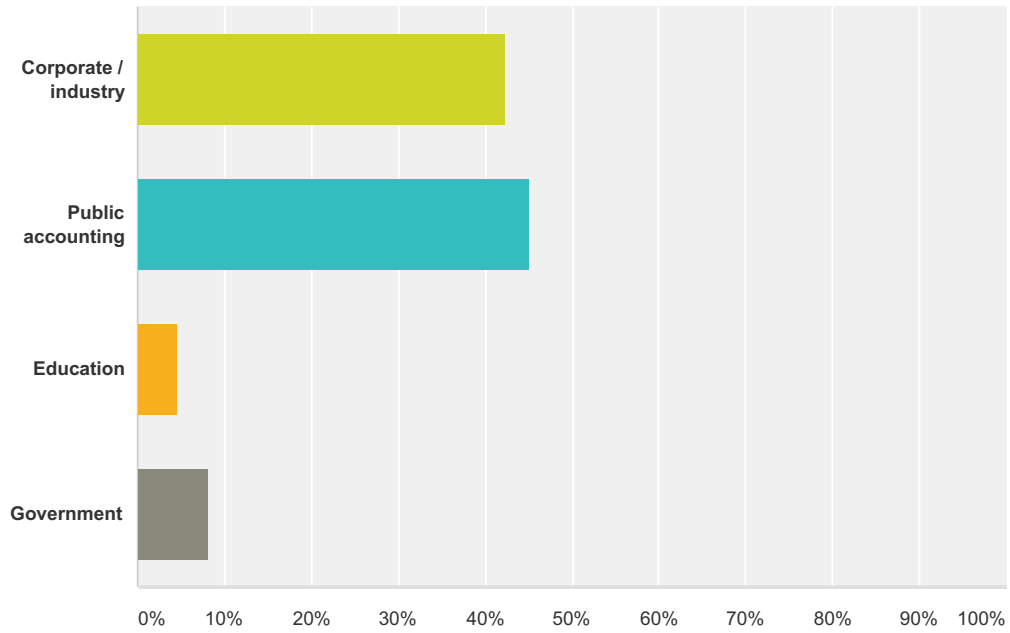
Answered: 176 Skipped: 125



Answer Choices	Responses	
Yes	10.80%	19
No	31.82%	56
Don't know	57.39%	101
Total		176

Q32 Where are you employed?

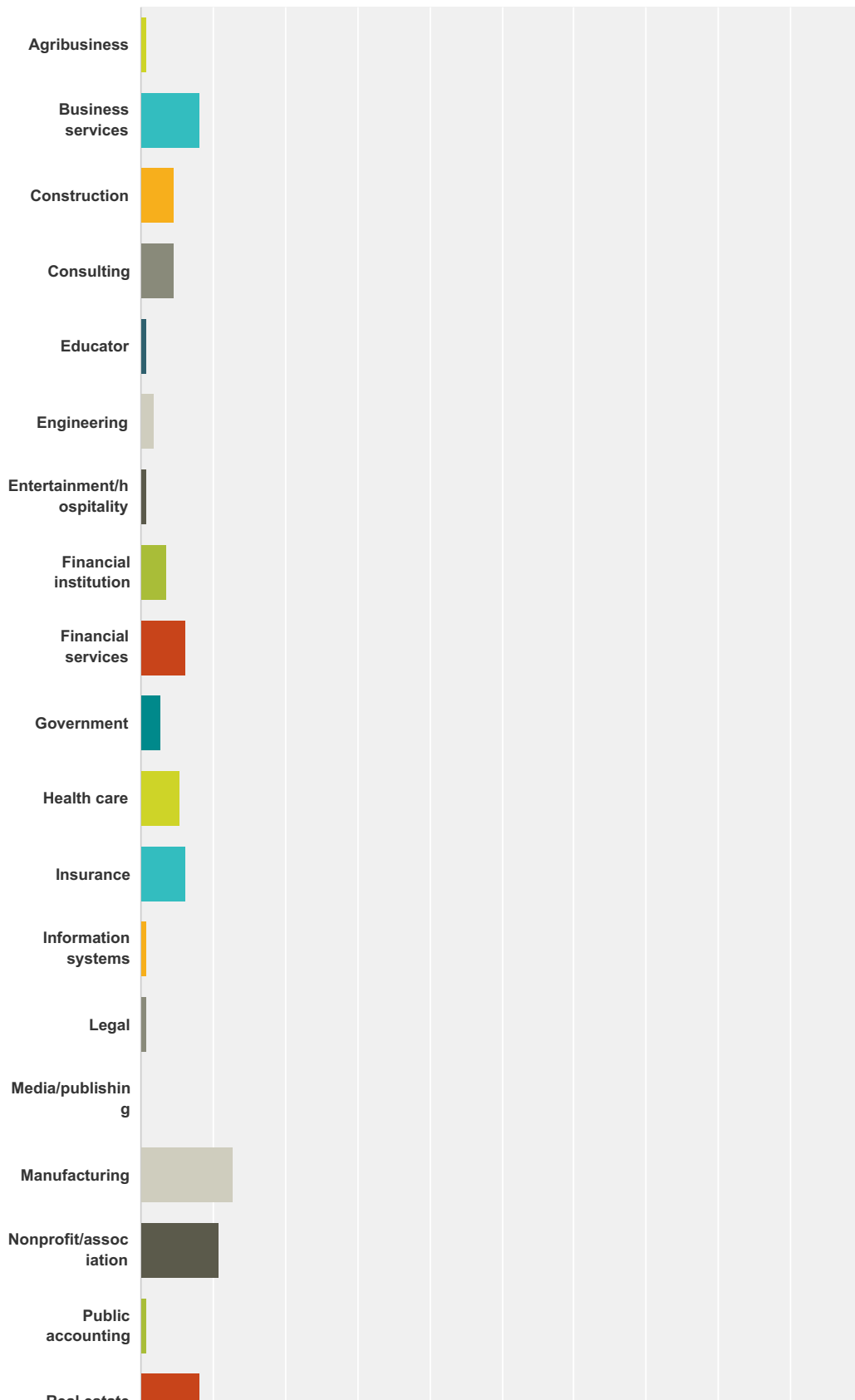
Answered: 260 Skipped: 41



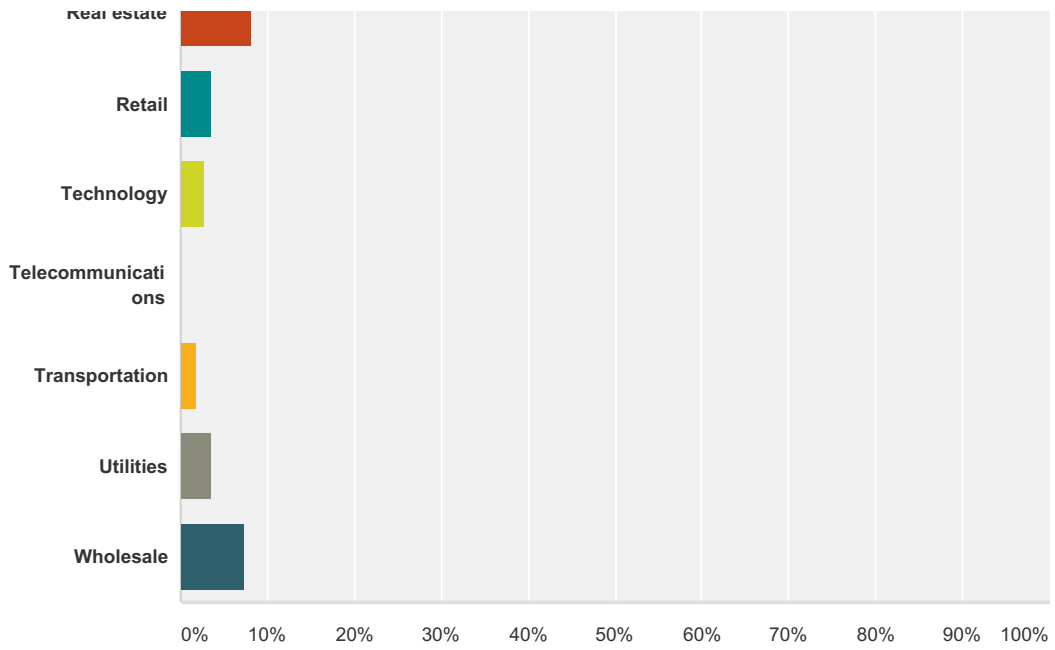
Answer Choices	Responses	
Corporate / industry	42.31%	110
Public accounting	45.00%	117
Education	4.62%	12
Government	8.08%	21
Total		260

Q33 Please select which industry your company represents.

Answered: 110 Skipped: 191



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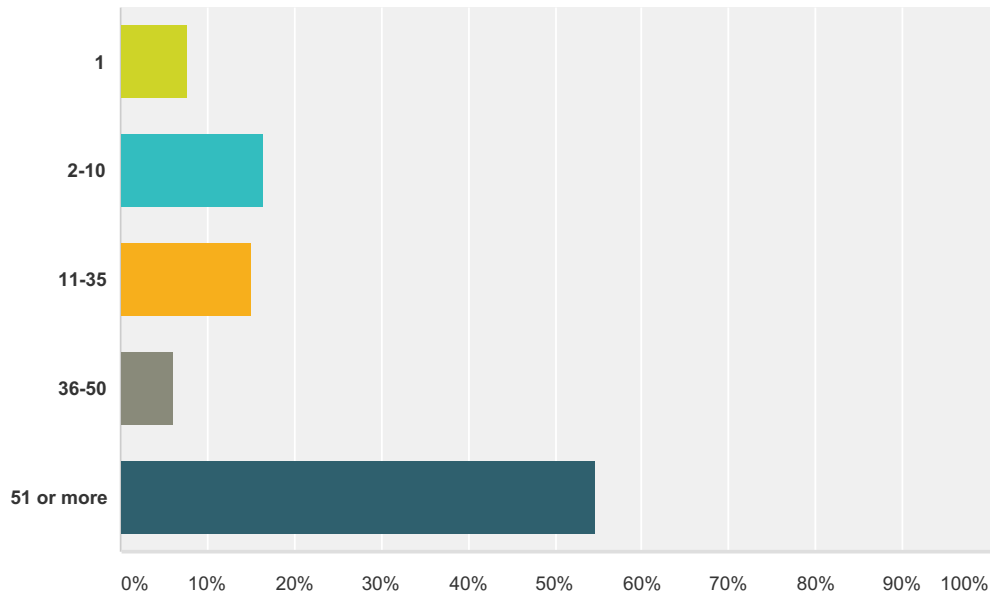
Answer Choices	Responses	
Agribusiness	0.91%	1
Business services	8.18%	9
Construction	4.55%	5
Consulting	4.55%	5
Educator	0.91%	1
Engineering	1.82%	2
Entertainment/hospitality	0.91%	1
Financial institution	3.64%	4
Financial services	6.36%	7
Government	2.73%	3
Health care	5.45%	6
Insurance	6.36%	7
Information systems	0.91%	1
Legal	0.91%	1
Media/publishing	0.00%	0
Manufacturing	12.73%	14
Nonprofit/association	10.91%	12
Public accounting	0.91%	1
Real estate	8.18%	9
Retail	3.64%	4

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Technology	2.73%	3
Telecommunications	0.00%	0
Transportation	1.82%	2
Utilities	3.64%	4
Wholesale	7.27%	8
Total		110

Q34 Select the number of employees at your firm, company or organization (including yourself).

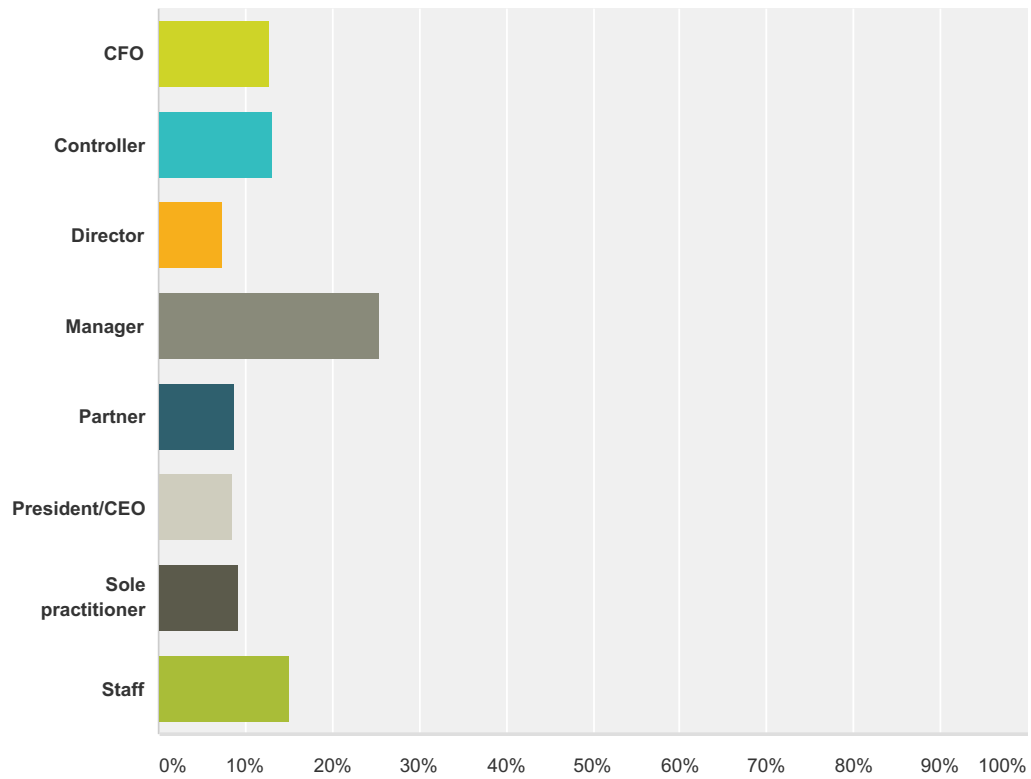
Answered: 260 Skipped: 41



Answer Choices	Responses	
1	7.69%	20
2-10	16.54%	43
11-35	15.00%	39
36-50	6.15%	16
51 or more	54.62%	142
Total		260

Q35 Select the title that best represents your position.

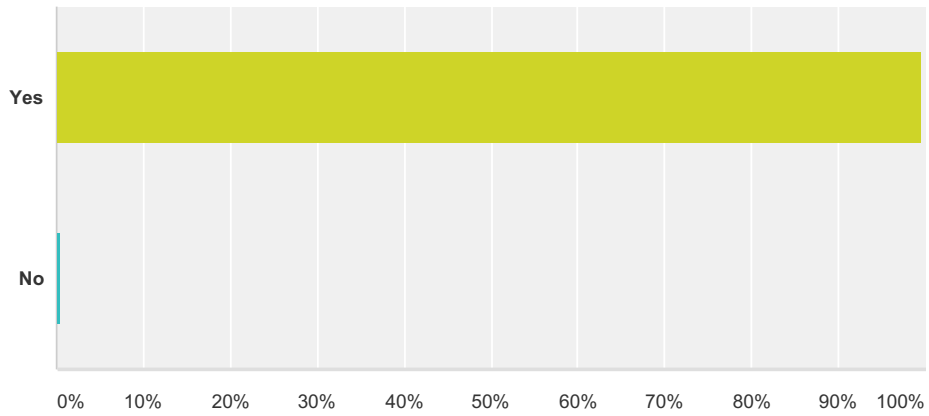
Answered: 260 Skipped: 41



Answer Choices	Responses
CFO	12.69% 33
Controller	13.08% 34
Director	7.31% 19
Manager	25.38% 66
Partner	8.85% 23
President/CEO	8.46% 22
Sole practitioner	9.23% 24
Staff	15.00% 39
Total	260

Q36 Are you currently licensed as a CPA in any U.S. jurisdiction?

Answered: 260 Skipped: 41



Answer Choices	Responses
Yes	99.62% 259
No	0.38% 1
Total	260

Q37 Please provide any feedback about this survey you'd like to share.

Answered: 39 Skipped: 262

Q38 Thank you for participating in this survey. If you wish to be entered in the drawing for a \$100 VISA gift card, please provide your name and email address below.Name:Email Address:

Answered: 177 Skipped: 124