

MEMBER PULSE REPORT

Highlights from the Buffalo Niagara Partnership's Annual Advocacy & Member Survey

- Fall 2022 -

Top Concerns

TOP CONCERNS FOR EMPLOYERS

#1 FINDING & RETAINING QUALIFIED TALENT

#2 LABOR COSTS

#3 MARKET CONDITIONS

#4 TAXES

#5 REGULATIONS

Employers continue to struggle in hiring.

Steady increases in minimum wage, market-demanded wages, and per-employee costs elevated labor costs to employers' #2 concern, up one spot over from last year.

Business Climate

ONLY
17%

believe New York is becoming
MORE BUSINESS FRIENDLY



view the Buffalo Niagara
business climate as favorable.



A jump of 28 points over 2 years



57%

experienced a **REVENUE INCREASE**
last year, a 10% improvement



60%

project **INCREASED REVENUE** next
year, a 6% decrease in optimism



12%

PLAN TO DELAY INVESTMENT,
twice as many as 2021

2x

72%

plan to expand products and services

Workforce Woes Continue

76%

have unfilled positions

77%

plan to add new
employees this year



**MORE
THAN**

50%

struggle to achieve a
diverse workforce



down 7 points
over 2 years

**LONG
TERM**

70%

plan to utilize remote/ on-site hybrid
work schedules