Impediments to Growth

TOP 5 CONCERNS

#1 REGULATIONS

#2 MARKET CONDITIONS

#3 DIFFICULTY FINDING/RETAINING QUALIFIED TALENT

#4 TAXES

#5 LABOR COSTS

Only a few percentage points separated the top three responses, underscoring the fact that Buffalo Niagara employers are facing a series of challenges impacting competitiveness and growth.

Cost of Providing Employee Healthcare

ONLY 75% OF RESPONDENTS SAID THE COST OF PROVIDING EMPLOYEE HEALTHCARE DROPPED OVER THE LAST YEAR.

Workforce Development

70% SAY WORKFORCE DEVELOPMENT IS A SIGNIFICANT PAIN POINT, EITHER RIGHT NOW OR IN THE NEXT 2 TO 5 YEARS.

44% STRUGGLE TO ACHIEVE A DIVERSE WORKFORCE, UP FROM APPROXIMATELY 25% LAST YEAR.

Facilities & Infrastructure

75% SAY THEIR CURRENT FACILITY/REAL ESTATE MEETS THE NEEDS OF THE COMPANY.

CLEAR MAJORITIES FEEL ACCESS TO THEIR FACILITIES FOR BICYCLES, PEDESTRIANS AND EMPLOYEES NEEDING PUBLIC TRANSPORTATION WAS MEDIOCRE OR POOR.

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The Buffalo Niagara Partnership surveys its membership each year to gauge pain points, areas of concern and obstacles to growth. As the regional chamber of commerce, the Partnership uses this information to inform and shape our government affairs and economic development work. Each of the Partnership’s Economic Councils reviews the survey results and uses the information as a lens in which to develop its specific advocacy priorities. Those priorities become the foundation of the Partnerships’ annual Advocacy Agenda which details the federal, state and local policy priorities of Buffalo Niagara employers.

**ABOUT THE SURVEY**

More than 80% have a favorable or very favorable perception of Buffalo Niagara’s business climate, but a majority (~60%) feel New York State’s business climate has either not changed or is becoming less business friendly.

### Business Climate

**Buffalo Niagara Business Hiring & Revenue Trends**

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hired additional employees</td>
<td>64%</td>
<td>66%</td>
</tr>
<tr>
<td>Saw sales or revenue increase</td>
<td>70%</td>
<td>64%</td>
</tr>
<tr>
<td>Plan to add new employees</td>
<td></td>
<td></td>
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<tr>
<td>Plan to expand products &amp; services</td>
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MEMBER PULSE REPORT

Findings from The Partnership’s Annual Advocacy & Member Survey

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Advocacy & Member Survey

Council Action Plans

Advocacy Agenda

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