

— Fall 2018 —

MEMBER PULSE REPORT

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

SURVEY RESULTS & HIGHLIGHTS

Top Concerns

TOP 3 CONCERNS OF BUFFALO NIAGARA EMPLOYERS

#1 DIFFICULTY FINDING/
RETAINING QUALIFIED TALENT

#2 MARKET CONDITIONS

#3 REGULATIONS

Workforce challenges jumped to top of list, up from third spot last year.



Business Climate

More than 80% of respondents have a very favorable or favorable perception of Buffalo Niagara's business climate.



Three-quarters (77%) think New York State's business climate has either not changed or is becoming less business friendly.



Those feeling NYS has become less business friendly jumped 16%

Workforce Challenges Grow

50%

SAY WORKFORCE DEVELOPMENT IS
A PAIN POINT RIGHT NOW.



UP 12 POINTS
FROM LAST YEAR!

75%

SAY WORKFORCE IS
SIGNIFICANT PAIN POINT
NOW, OR WILL BE IN THE
NEXT 2 TO 5 YEARS.

HALF

STRUGGLE IN ACHIEVING A DIVERSE WORK-
FORCE - UP FOR THE THIRD YEAR IN A ROW

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Hiring & Growth

61%

HIRED ADDITIONAL EMPLOYEES
DUE TO BUSINESS GROWTH OVER PAST YEAR.

75%

SAW COMPANY'S SALES/REVENUES
INCREASE OVER PAST YEAR

Healthcare Costs

89%



SAW THE COST OF PROVIDING EMPLOYEE
HEALTHCARE INCREASE OVER LAST YEAR.

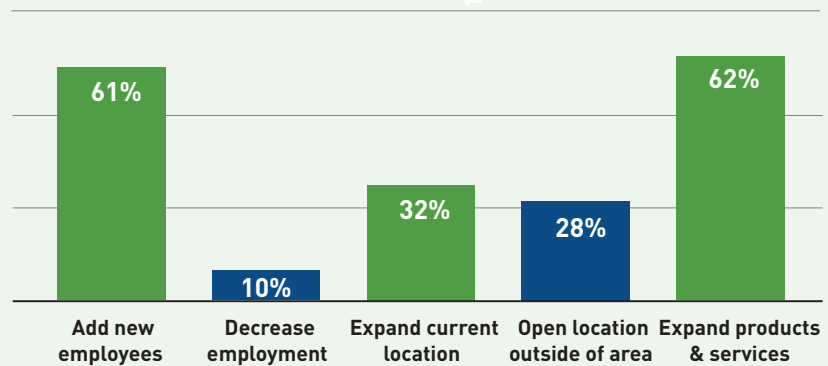
Cross Border Economy

1/2  **1/3**

HAVE CUSTOMERS
IN CANADA

HAVE VENDORS
IN CANADA

Looking Forward to 2019



Year over year, the number of employers saying they plan to add new employees is down 4%, while the number expecting to reduce their workforce was up by 6%. Expansion plans are up 8%, while expectations of opening a location outside of WNY are down 6%.

ABOUT THE SURVEY

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 review the survey results and use the information as guideposts in developing specific advocacy priorities. Those priorities become the foundation of the Partnership's annual Advocacy Agenda which details the federal, state and local policy priorities of Buffalo Niagara employers.

Advocacy & Member Survey

Council Action Plans

Advocacy Agenda