

MEMBER PULSE REPORT

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

- Fall 2019 -

Top Concerns

TOP 3 CONCERNS OF BUFFALO NIAGARA EMPLOYERS

#1 DIFFICULTY FINDING &
RETAINING QUALIFIED TALENT

#2 REGULATIONS

#3 LABOR COSTS

Workforce challenges remain the **top concern** for a second year in a row, while regulations moved up a spot from last year.

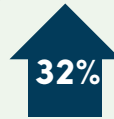
ABOUT THE SURVEY

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, specifically the development of its annual Advocacy Agenda which details the federal, state and local policy priorities of Buffalo Niagara employers.

Business Climate



A clear majority think New York State's business climate has become **LESS BUSINESS FRIENDLY**



Those feeling NYS has become less business friendly jumped 32% over last two years.



More than three-quarters have a favorable or very favorable perception of Buffalo Niagara's business climate.



Workforce Challenges Grow

58%

SAY WORKFORCE DEVELOPMENT IS
A PAIN POINT RIGHT NOW.



UP 20 POINTS OVER
LAST TWO YEARS

80%

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

65%

STRUGGLE IN ACHIEVING
A DIVERSE WORKFORCE



UP 16% SINCE
LAST YEAR

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Hiring & Growth

70%

HIRED ADDITIONAL EMPLOYEES
DUE TO BUSINESS GROWTH OVER PAST YEAR.

↑ UP 9 POINTS SINCE LAST YEAR

58%

SAW COMPANY'S SALES/REVENUES
INCREASE OVER PAST YEAR

↓ DOWN 17 POINTS SINCE LAST YEAR

Healthcare Costs

73% 

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

↓ DOWN 16 POINTS SINCE LAST YEAR

Cross Border Economy

57% 

HAVE CUSTOMERS AND/OR
VENDORS IN CANADA

Looking Forward to 2020

63% Add new employees

7% Decrease employees

33% Expand current location

29% Open location outside of area

68% Expand products & services

THESE NUMBERS HAVE LARGELY
REMAINED FLAT OVER LAST YEAR.

Trade Impact

30%

HAVE BEEN NEGATIVELY IMPACTED
BY PRESIDENT TRUMP'S TRADE POLICIES.

5% REPORT BEING POSITIVELY IMPACTED

65% REPORT NO IMPACT

Infrastructure Quality

43% 

SAY THE PHYSICAL CONDITION OF THE REGION'S
TRANSPORTATION INFRASTRUCTURE NEGATIVELY
IMPACTS THEIR OPERATIONS.