COVID-19’s impact was the #1 concern for employers in 2020, indicating that pandemic-related economic fears have largely subsided. Workforce issues returned to the top spot.

Employers ranked a lack of qualified workers as their top inhibitor of growth

83% currently have unfilled positions

77% plan to add additional employees this year

70% say a lack of qualified workers has inhibited their ability to grow in the region

45% say they will raise salaries to address labor shortages

30% oppose government mandating COVID-19 vaccines for employees

61% have educated & answered employee questions about the vaccine

24% have hosted a vaccination drive on a company site

15% have offered incentives to employees who get vaccinated

96% say the Buffalo Bills have a positive impact on our region

Cost of living is the top asset employers highlight when recruiting out-of-area candidates
Economic Recovery

46% saw an increase in sales/revenue, a 28-point improvement from last year

ONLY 6% project a decrease in revenue next year, a 47-point improvement over last year

Looking Forward to 2022

77% Add new employees
24-POINT INCREASE FROM LAST YEAR

5% Decrease employees
HALF OF LAST YEAR’S AMOUNT

23% Expand current location

30% Open location outside of area

71% Expand products and services

6% Delay planned investment
20-POINT IMPROVEMENT FROM LAST YEAR

Changes in the Workplace

71% ARE PLANNING OR CONSIDERING ALLOWING EMPLOYEES TO WORK REMOTELY LONG TERM

23% SEE THEIR NEED FOR OFFICE SPACE DECREASING OVER THE NEXT 2-5 YEARS

Business Climate

ONLY 7% believe New York is becoming MORE BUSINESS FRIENDLY, showing no improvement from last year

73% have a favorable or very FAVORABLE PERCEPTION of Buffalo Niagara’s business climate

Cross Border Economy

57% HAVE BEEN NEGATIVELY IMPACTED BY THE U.S.–CANADA BORDER CLOSURE, A 23-POINT INCREASE FROM LAST YEAR

ABOUT THE SURVEY

The BNP surveys its membership each year to gauge pain points, areas of concern and obstacles to growth. As the regional chamber of commerce, the BNP 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.