

Q1 GENERAL INFORMATION1. Select the Business Sector that best describes your business.

Answered: 19 Skipped: 0



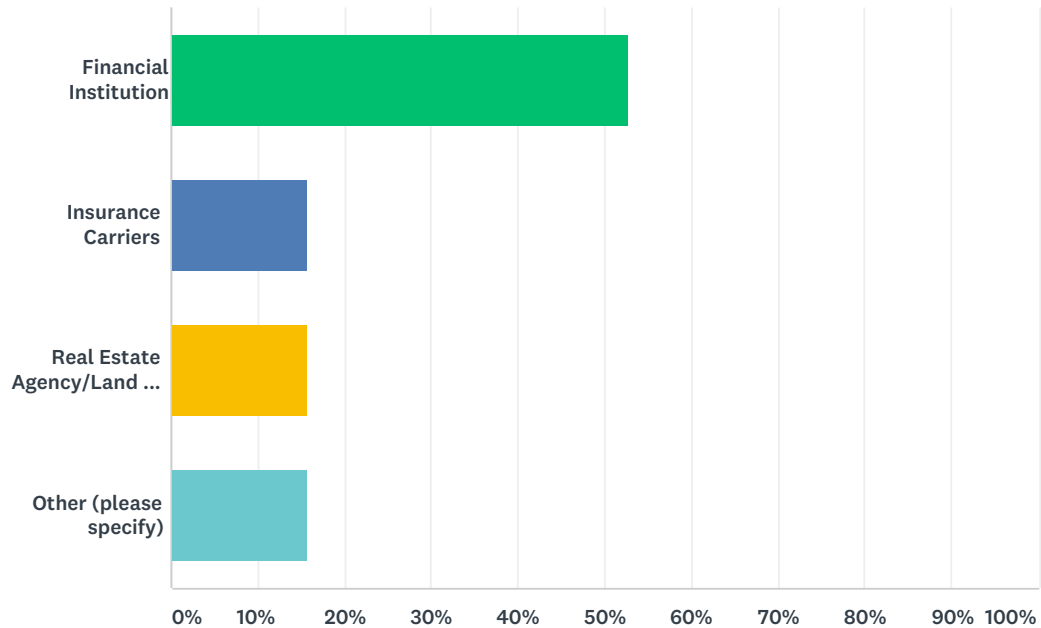
ANSWER CHOICES	RESPONSES
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# Waukesha County Business Survey 2017

Agricultural	0.00%	0
Construction	0.00%	0
Health Services	0.00%	0
Social Services/Not-for-Profit	0.00%	0
Manufacturing	0.00%	0
Printing and Publishing	0.00%	0
Wholesale Trade (wholesale merchandise, goods, products...)	0.00%	0
Retail Trade (home, personal, recreation, building goods....)	0.00%	0
Finance, Insurance and Real Estate	100.00%	19
Hospitality and Food Service	0.00%	0
Business Services (businesses serving businesses)	0.00%	0
Personal Services (businesses serving individuals)	0.00%	0
Government	0.00%	0
Transportation / Logistics (trucking, warehousing...)	0.00%	0
Arts, Entertainment, Recreation	0.00%	0
Other	0.00%	0
TOTAL		19

## Q9 Finance, Insurance and Real Estate

Answered: 19 Skipped: 0



ANSWER CHOICES		RESPONSES	
Financial Institution		52.63%	10
Insurance Carriers		15.79%	3
Real Estate Agency/Land and Building Development		15.79%	3
Other (please specify)		15.79%	3
TOTAL			19

#	OTHER (PLEASE SPECIFY)	DATE
1	Actuarial and Employee Benefit Consulting	8/15/2017 8:28 AM
2	Bank	8/12/2017 11:11 AM
3	financial planner	8/8/2017 9:33 AM

## Q15 WORKFORCE DEVELOPMENT2. If FINANCIAL SERVICES, INSURANCE, AND REAL ESTATE is selected...In the next three years, can you identify your top three potential talent needs?

Answered: 14 Skipped: 5

ANSWER CHOICES	RESPONSES	
1	100.00%	14
2	92.86%	13
3	78.57%	11

#	1	DATE
1	leadership	8/16/2017 10:37 AM
2	Intelligent Employees	8/15/2017 2:16 PM
3	Actuarial	8/15/2017 8:29 AM
4	Tellers	8/12/2017 11:11 AM
5	mortgage loan lender -- origination	8/10/2017 2:15 PM
6	Investment/wealth advisors	8/9/2017 10:13 AM
7	Sales and leasing agents	8/8/2017 5:24 PM
8	Call Center Representatives	8/8/2017 4:30 PM
9	Commercial Bankers	8/8/2017 3:08 PM
10	Young Credit Analyst	8/8/2017 1:25 PM
11	Skilled labor	8/8/2017 12:34 PM
12	Recruiting	8/8/2017 12:11 PM
13	new representatives	8/8/2017 9:34 AM
14	Commercial Lenders	8/8/2017 9:15 AM

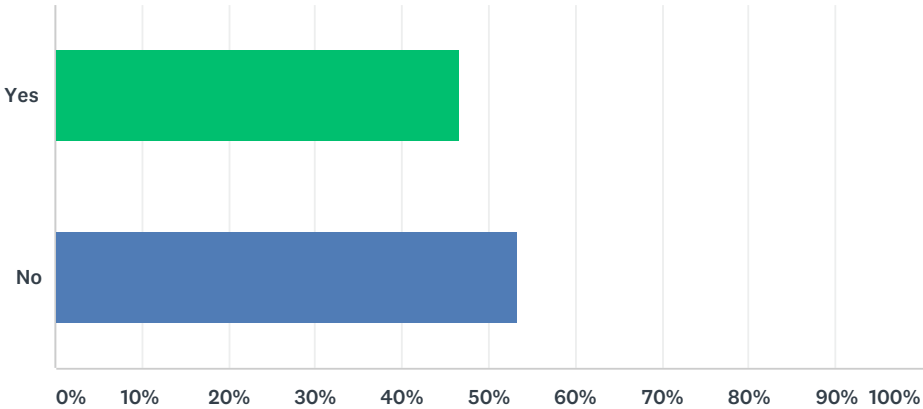
#	2	DATE
1	sales	8/16/2017 10:37 AM
2	Innovative Employees	8/15/2017 2:16 PM
3	Marketing	8/15/2017 8:29 AM
4	Bankers	8/12/2017 11:11 AM
5	commercial lenders	8/10/2017 2:15 PM
6	Associate wealth advisors	8/9/2017 10:13 AM
7	Research and analytics	8/8/2017 5:24 PM
8	IT Developers	8/8/2017 4:30 PM
9	Insurance Sales	8/8/2017 3:08 PM
10	IT	8/8/2017 1:25 PM
11	industrial land	8/8/2017 12:34 PM
12	Sales	8/8/2017 12:11 PM
13	Loan Analysis and Processing	8/8/2017 9:15 AM

# Waukesha County Business Survey 2017

#	3	DATE
1	Loyal Employees	8/15/2017 2:16 PM
2	IT	8/15/2017 8:29 AM
3	Lenders	8/12/2017 11:11 AM
4	information technology services	8/10/2017 2:15 PM
5	Marketing	8/8/2017 5:24 PM
6	Clerical	8/8/2017 4:30 PM
7	Wealth Management Sales	8/8/2017 3:08 PM
8	Tellers	8/8/2017 1:25 PM
9	new industrial buildings	8/8/2017 12:34 PM
10	Training	8/8/2017 12:11 PM
11	Deposit Gatherers	8/8/2017 9:15 AM

Q16 Have you experienced difficulty attracting and/or retaining employees?

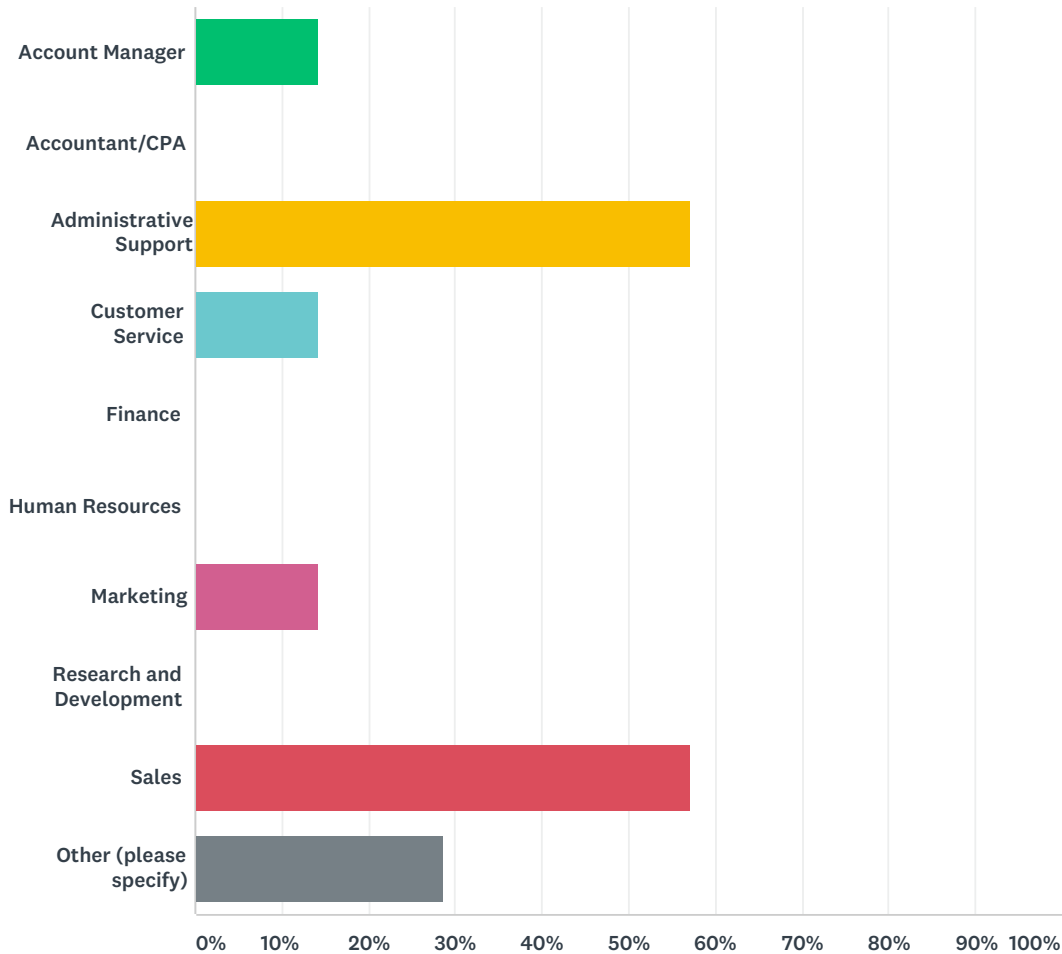
Answered: 15 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	46.67%	7
No	53.33%	8
TOTAL		15

## Q17 What specific positions has your business experienced difficulty in filling or retaining? (Select all that apply)

Answered: 7 Skipped: 12



ANSWER CHOICES	RESPONSES	
Account Manager	14.29%	1
Accountant/CPA	0.00%	0
Administrative Support	57.14%	4
Customer Service	14.29%	1
Finance	0.00%	0
Human Resources	0.00%	0
Marketing	14.29%	1
Research and Development	0.00%	0
Sales	57.14%	4
Other (please specify)	28.57%	2

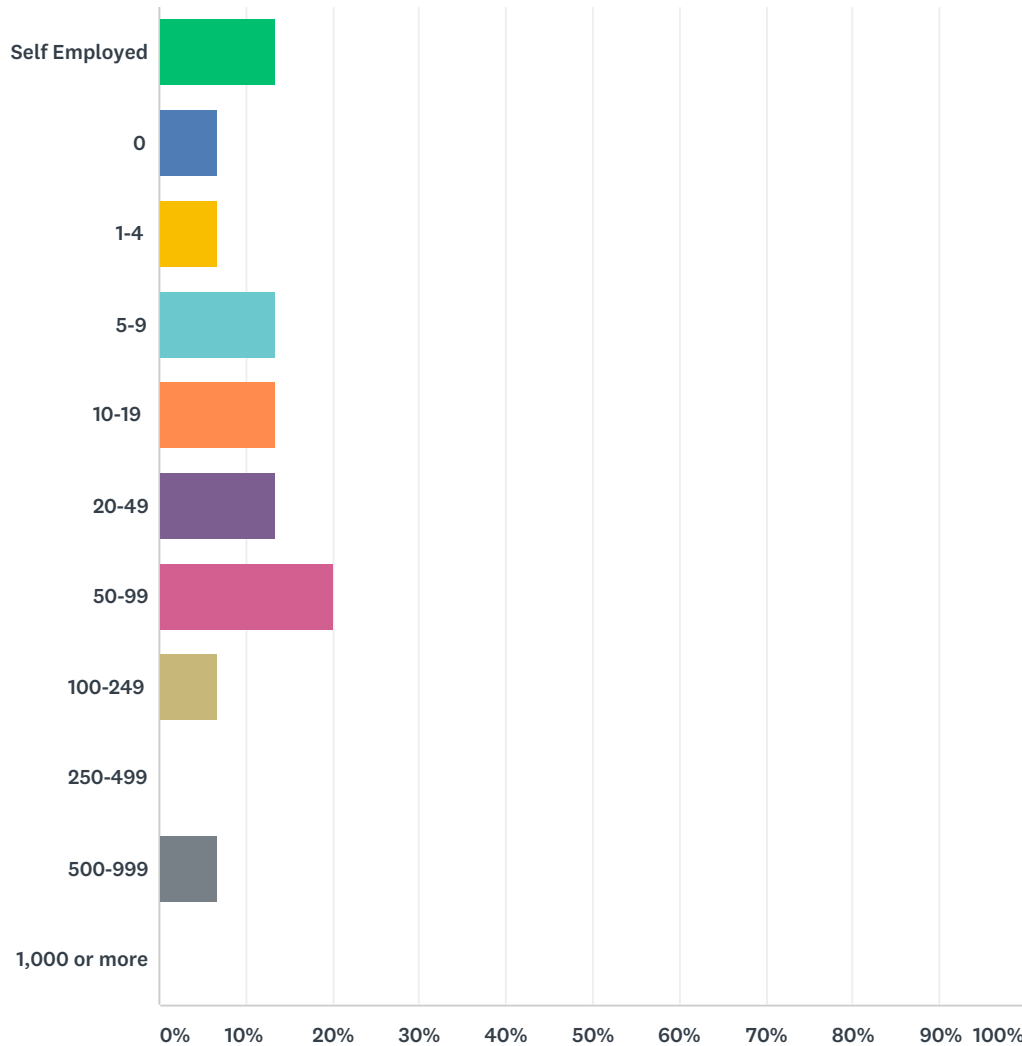
Waukesha County Business Survey 2017

Total Respondents: 7	
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#	OTHER (PLEASE SPECIFY)	DATE
1	office help	8/15/2017 8:29 AM
2	IT Developers	8/8/2017 4:30 PM

### Q35 9. Workforce (Expansion, Retention, Recruitment)a. What is the total number of employees you employ in Waukesha County?

Answered: 15   Skipped: 4



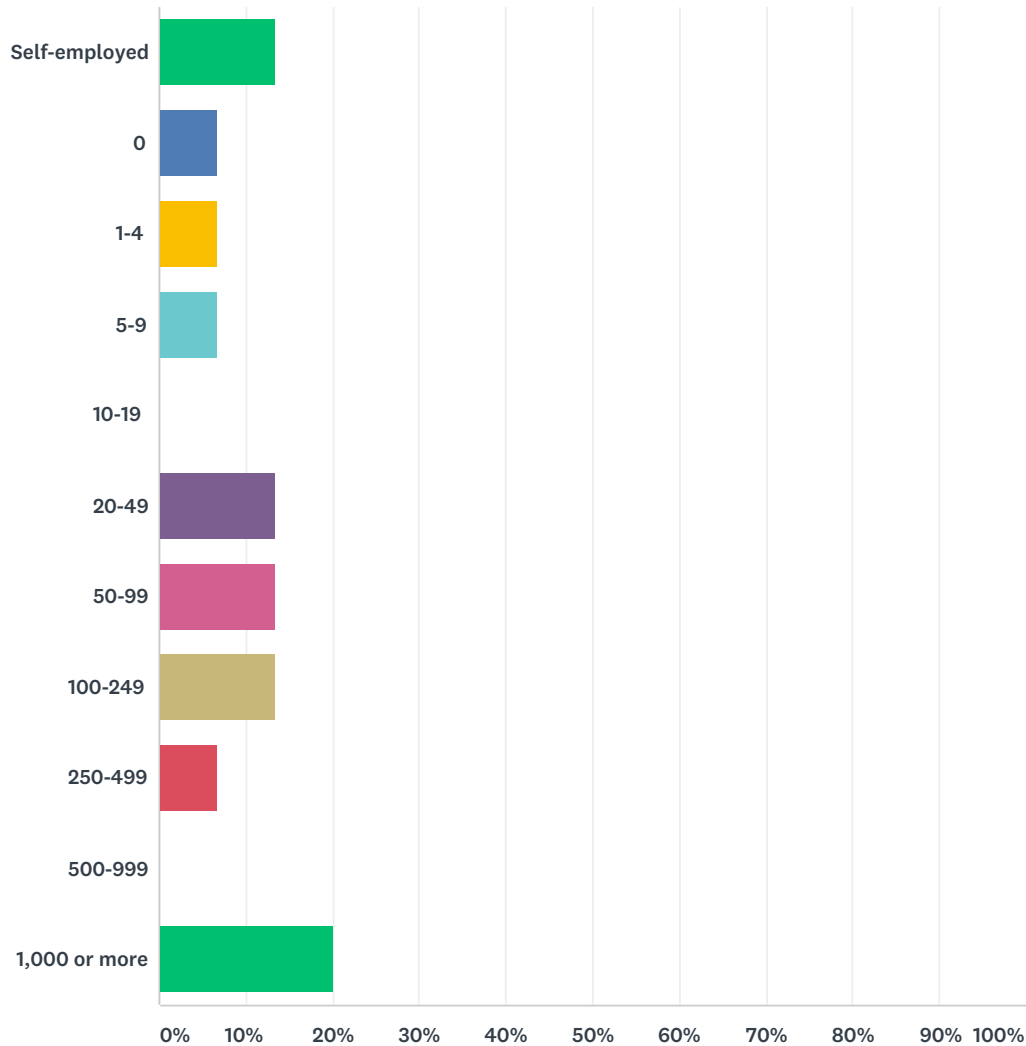
ANSWER CHOICES	RESPONSES	
Self Employed	13.33%	2
0	6.67%	1
1-4	6.67%	1
5-9	13.33%	2
10-19	13.33%	2
20-49	13.33%	2
50-99	20.00%	3
100-249	6.67%	1
250-499	0.00%	0

Waukesha County Business Survey 2017

500-999	6.67%	1
1,000 or more	0.00%	0
TOTAL		15

## Q36 b. What is the total number of employees you employ worldwide (including Waukesha County)?

Answered: 15 Skipped: 4



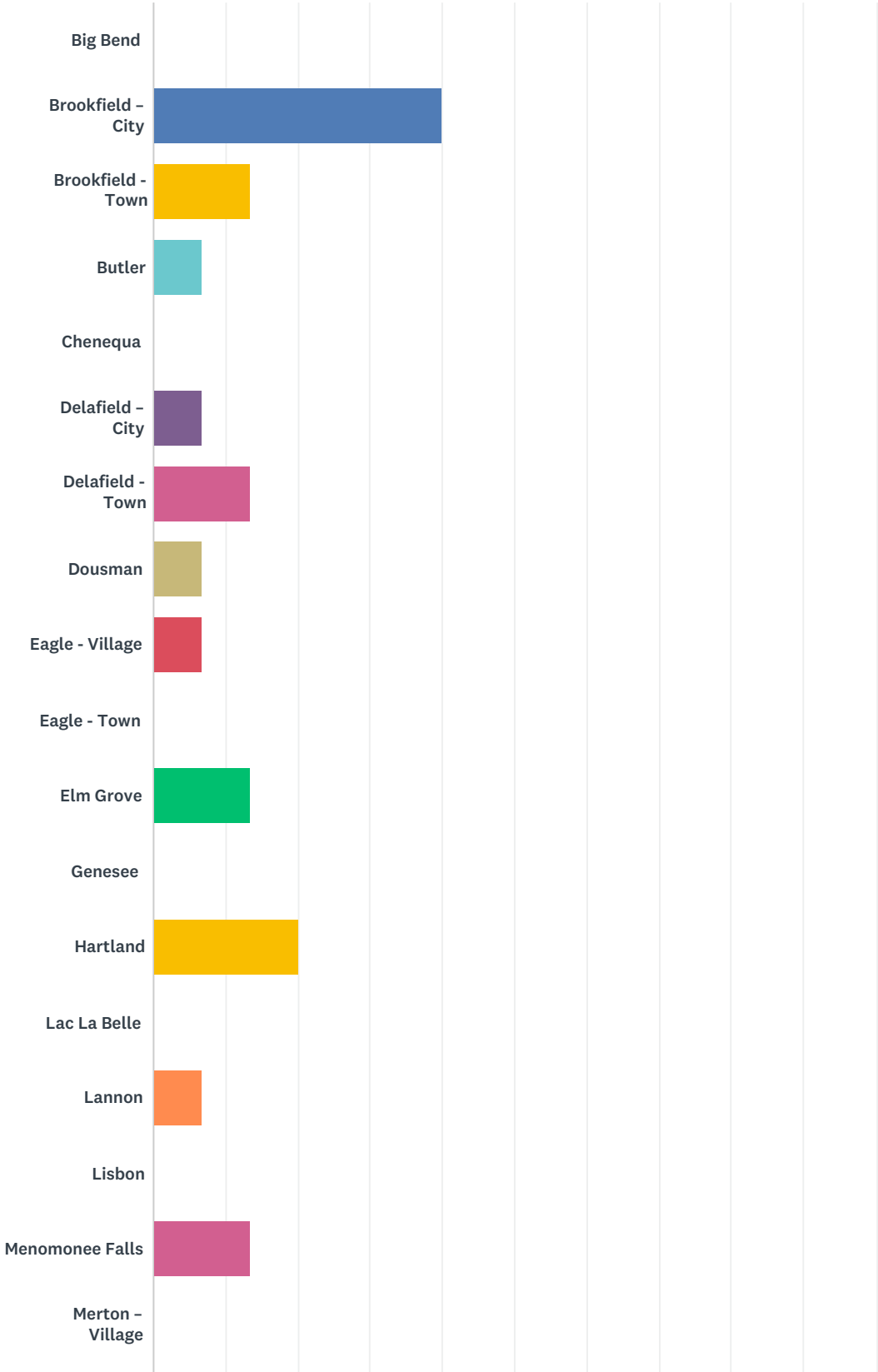
ANSWER CHOICES	RESPONSES	
Self-employed	13.33%	2
0	6.67%	1
1-4	6.67%	1
5-9	6.67%	1
10-19	0.00%	0
20-49	13.33%	2
50-99	13.33%	2
100-249	13.33%	2
250-499	6.67%	1

## Waukesha County Business Survey 2017

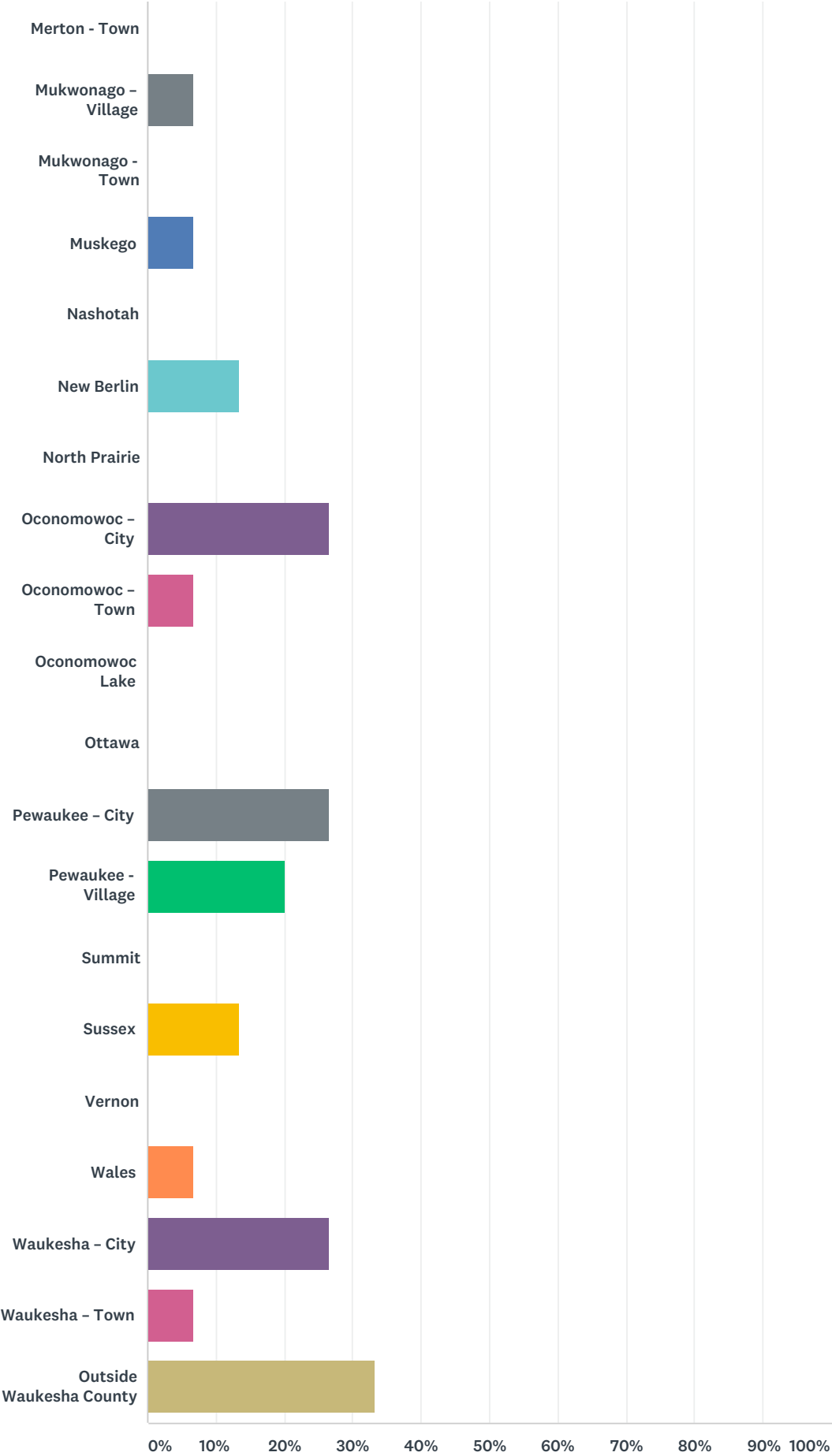
500-999	0.00%	0
1,000 or more	20.00%	3
TOTAL		15

Q37 10. Please identify your Business location(s) in Waukesha County.  
(Check all that apply)

Answered: 15    Skipped: 4



Waukesha County Business Survey 2017



# Waukesha County Business Survey 2017

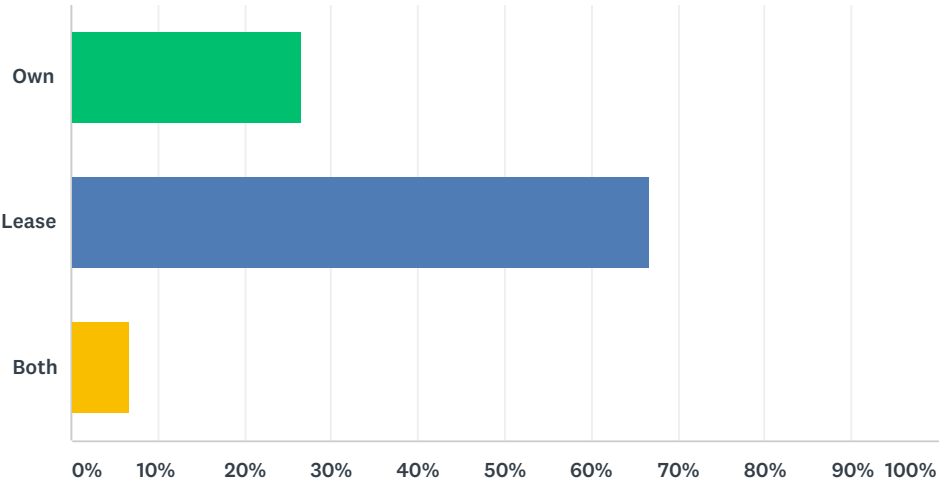
ANSWER CHOICES	RESPONSES	
Big Bend	0.00%	0
Brookfield – City	40.00%	6
Brookfield - Town	13.33%	2
Butler	6.67%	1
Chenequa	0.00%	0
Delafield – City	6.67%	1
Delafield - Town	13.33%	2
Dousman	6.67%	1
Eagle - Village	6.67%	1
Eagle - Town	0.00%	0
Elm Grove	13.33%	2
Genesee	0.00%	0
Hartland	20.00%	3
Lac La Belle	0.00%	0
Lannon	6.67%	1
Lisbon	0.00%	0
Menomonee Falls	13.33%	2
Merton – Village	0.00%	0
Merton - Town	0.00%	0
Mukwonago – Village	6.67%	1
Mukwonago - Town	0.00%	0
Muskego	6.67%	1
Nashotah	0.00%	0
New Berlin	13.33%	2
North Prairie	0.00%	0
Oconomowoc – City	26.67%	4
Oconomowoc – Town	6.67%	1
Oconomowoc Lake	0.00%	0
Ottawa	0.00%	0
Pewaukee – City	26.67%	4
Pewaukee - Village	20.00%	3
Summit	0.00%	0
Sussex	13.33%	2
Vernon	0.00%	0

## Waukesha County Business Survey 2017

Wales	6.67%	1
Waukesha – City	26.67%	4
Waukesha – Town	6.67%	1
Outside Waukesha County	33.33%	5
Total Respondents: 15		

Q38 PHYSICAL SPECIFICATION AND FUTURE PLANS11. Do you own or lease your current business location?

Answered: 15 Skipped: 4



ANSWER CHOICES	RESPONSES	
Own	26.67%	4
Lease	66.67%	10
Both	6.67%	1
TOTAL		15

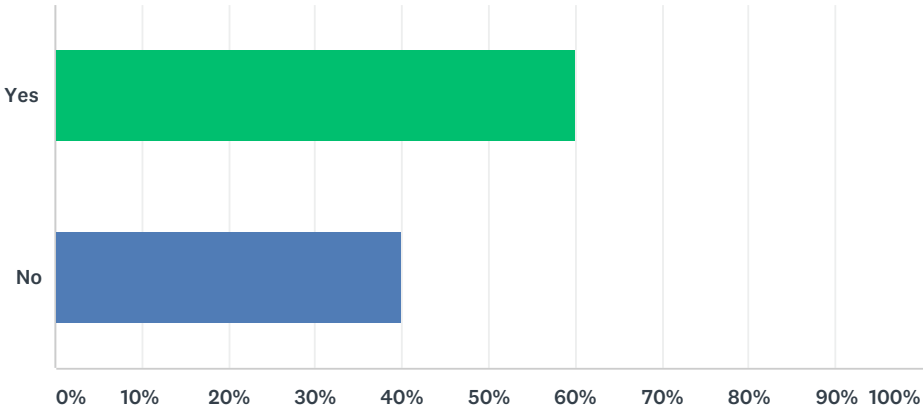
## Q39 12. What percent of your facility's square footage are you currently utilizing?

Answered: 15    Skipped: 4

#	RESPONSES	DATE
1	100	8/16/2017 10:39 AM
2	90	8/15/2017 2:17 PM
3	100	8/15/2017 12:35 PM
4	90%	8/15/2017 8:30 AM
5	33	8/12/2017 11:13 AM
6	100%	8/10/2017 2:16 PM
7	83%	8/9/2017 10:14 AM
8	100%	8/8/2017 5:25 PM
9	80%	8/8/2017 4:31 PM
10	100	8/8/2017 3:10 PM
11	65%	8/8/2017 1:26 PM
12	17	8/8/2017 12:36 PM
13	65%	8/8/2017 12:12 PM
14	all	8/8/2017 9:35 AM
15	75%	8/8/2017 9:17 AM

Q40 13. Do you own or lease sufficient property to allow for expansion of your facility at this location?

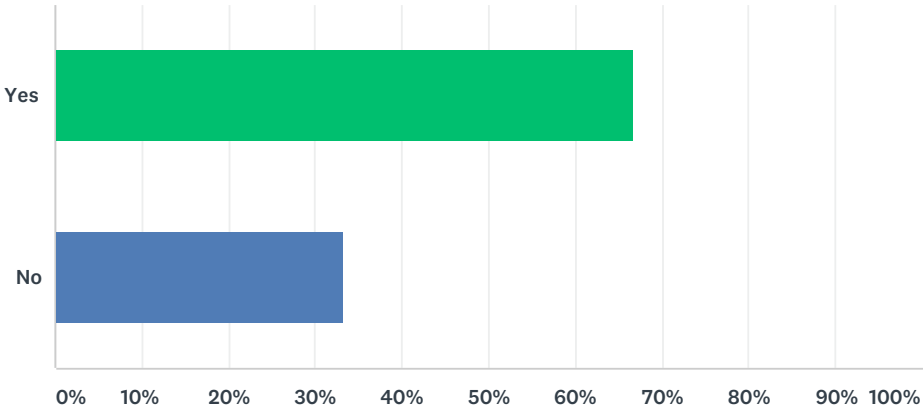
Answered: 15    Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	60.00%	9
No	40.00%	6
TOTAL		15

Q41 14. Are there technological innovations that you plan to put in place within the next two years?

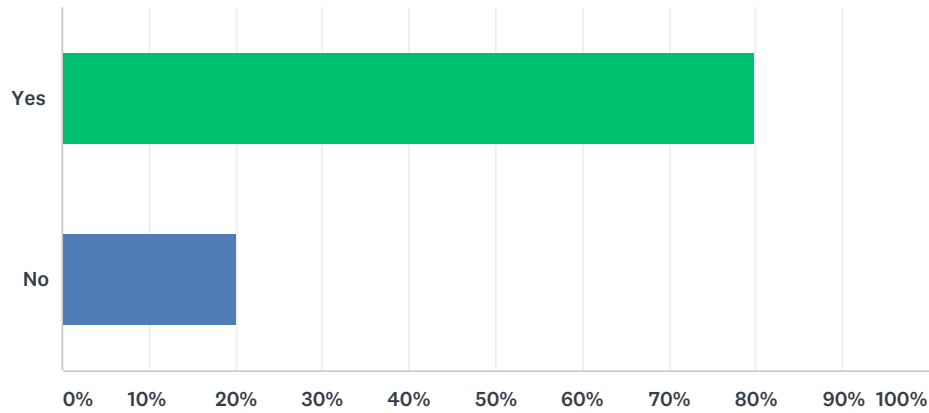
Answered: 15 Skipped: 4



ANSWER CHOICES		RESPONSES	
Yes		66.67%	10
No		33.33%	5
TOTAL			15

## Q42 15. Do you plan to expand your business in the next three years?

Answered: 15 Skipped: 4

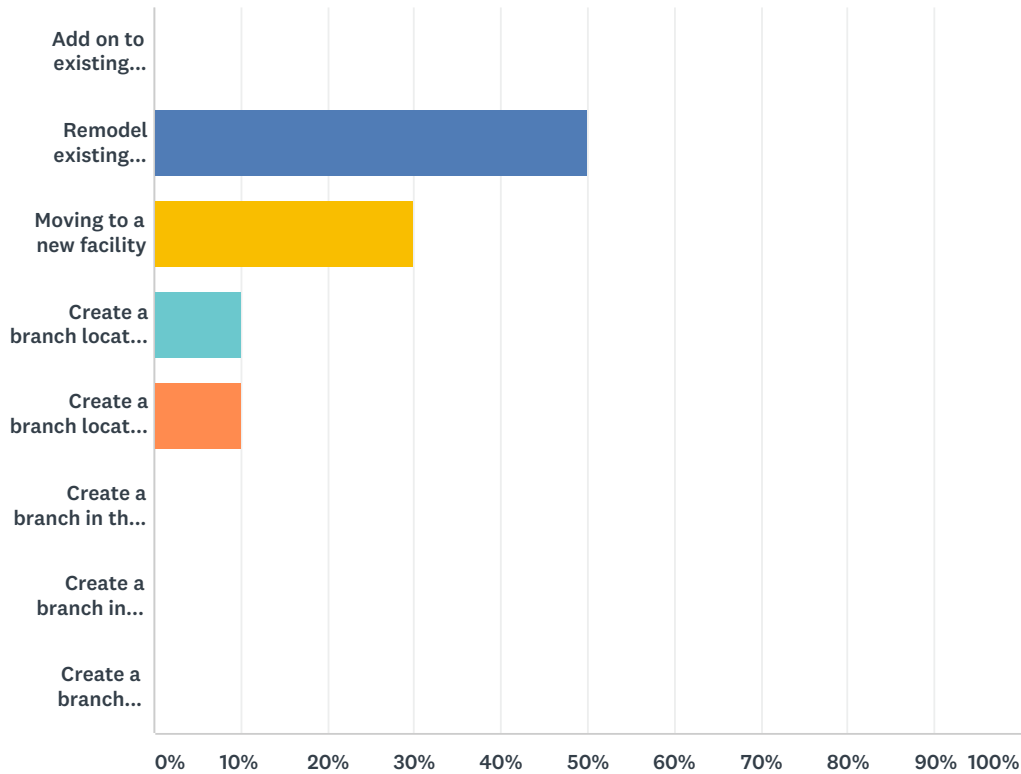


ANSWER CHOICES	RESPONSES
Yes	80.00% 12
No	20.00% 3
TOTAL	15

#	PLEASE DESCRIBE	DATE
1	Add more staff	8/15/2017 12:36 PM
2	growth in same business lines - not facilities	8/15/2017 8:31 AM
3	we plan on expanding lending both commercial and residential	8/10/2017 2:17 PM
4	Acquire new banks in markets we do not currently serve	8/8/2017 1:27 PM
5	attract new representatives	8/8/2017 9:35 AM

## Q43 Which best describes your business expansion plans?

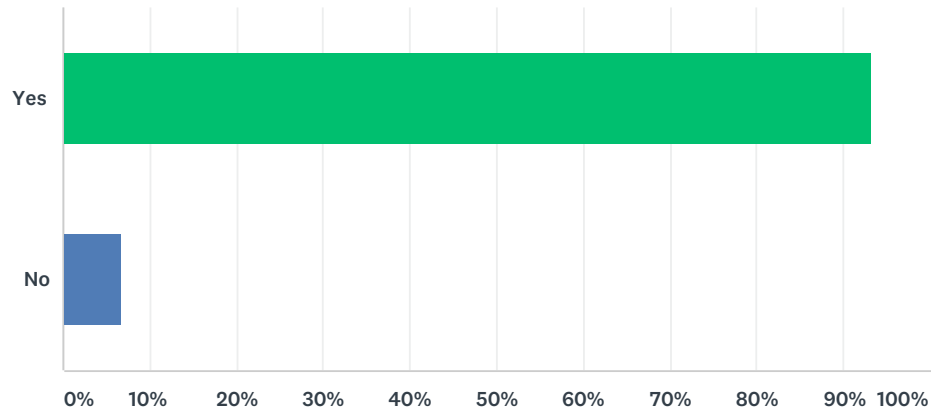
Answered: 10   Skipped: 9



ANSWER CHOICES	RESPONSES	
Add on to existing facility	0.00%	0
Remodel existing facility	50.00%	5
Moving to a new facility	30.00%	3
Create a branch location in Waukesha County	10.00%	1
Create a branch location in the Region (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties)	10.00%	1
Create a branch in the State	0.00%	0
Create a branch in another State	0.00%	0
Create a branch Internationally	0.00%	0
<b>TOTAL</b>		<b>10</b>

Q44 16. Do you plan to expand your workforce in the next three years?

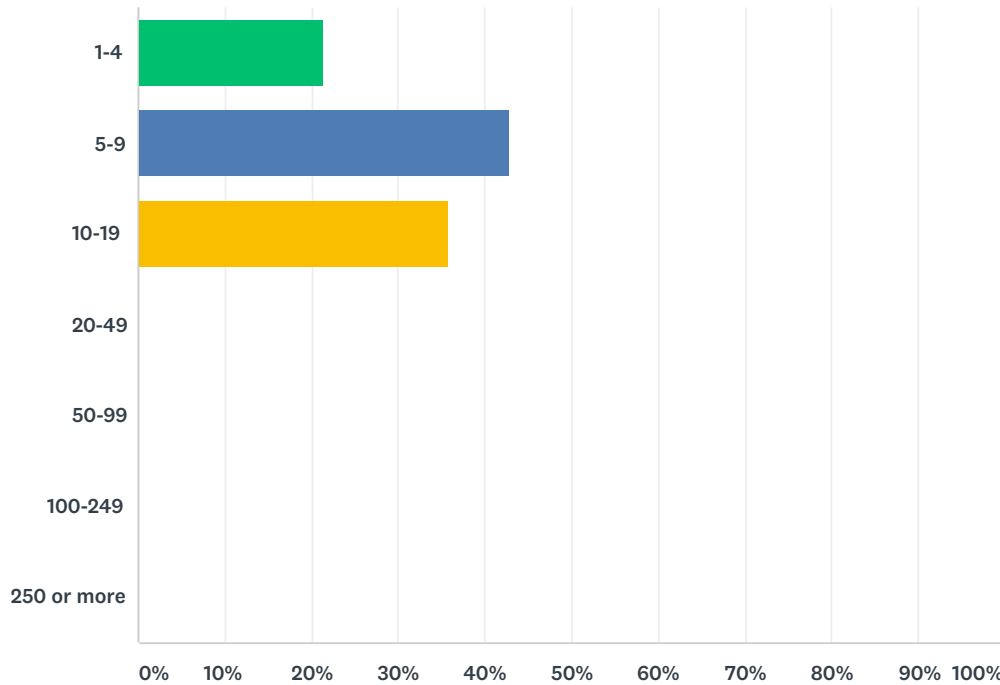
Answered: 15    Skipped: 4



ANSWER CHOICES		RESPONSES	
Yes		93.33%	14
No		6.67%	1
TOTAL			15

## Q45 How many employees do you expect to hire in the next three years?

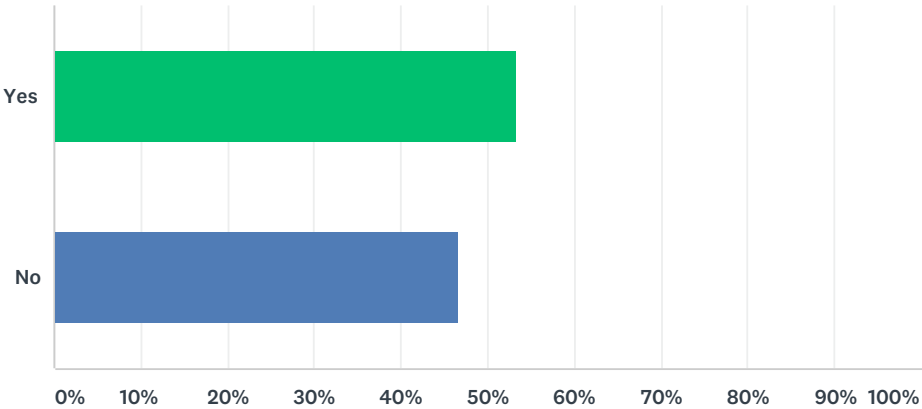
Answered: 14 Skipped: 5



ANSWER CHOICES	RESPONSES	
1-4	21.43%	3
5-9	42.86%	6
10-19	35.71%	5
20-49	0.00%	0
50-99	0.00%	0
100-249	0.00%	0
250 or more	0.00%	0
<b>TOTAL</b>		<b>14</b>

Q47 17. Is staff recruitment impacting your business?

Answered: 15    Skipped: 4

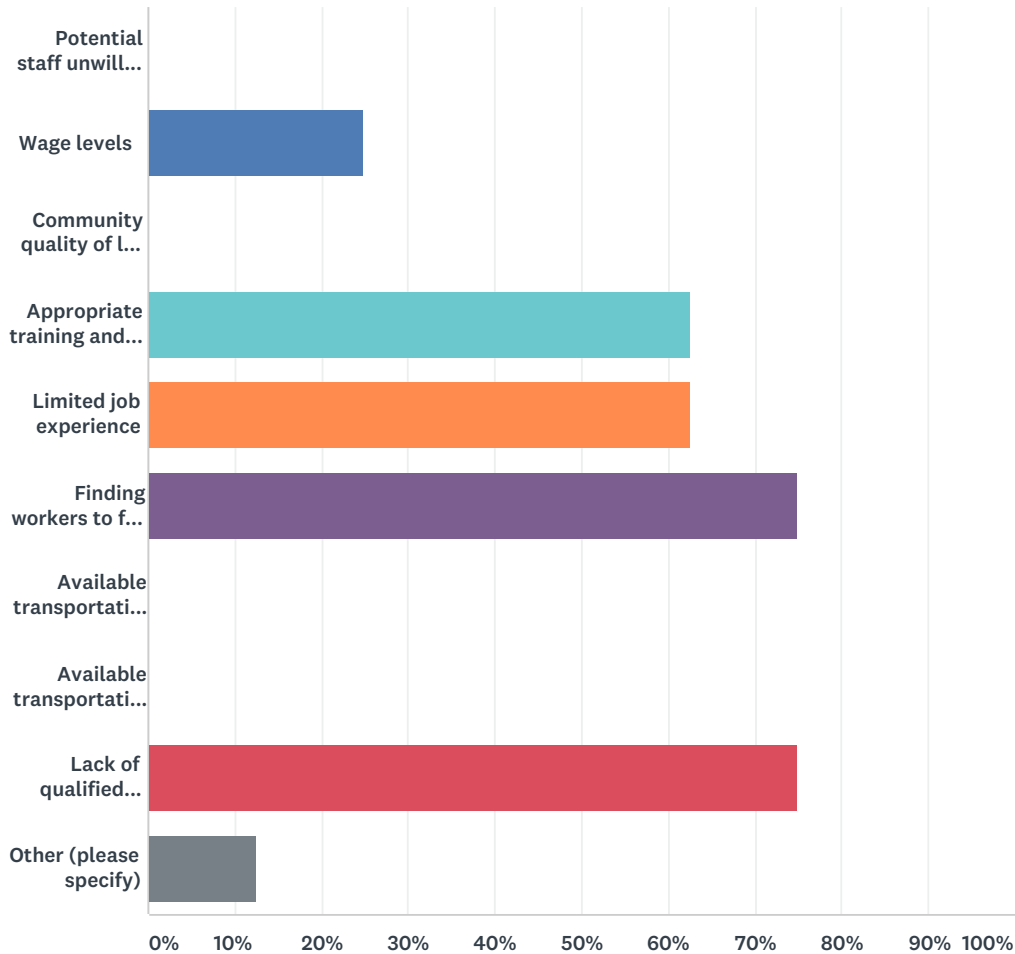


ANSWER CHOICES		RESPONSES	
Yes		53.33%	8
No		46.67%	7
TOTAL			15

## Q48 What are the main challenges for staff recruitment by your business?

Select All that Apply →

Answered: 8 Skipped: 11



ANSWER CHOICES	RESPONSES	
Potential staff unwilling to relocate	0.00%	0
Wage levels	25.00%	2
Community quality of life amenities (parks, culture, entertainment...)	0.00%	0
Appropriate training and / or education	62.50%	5
Limited job experience	62.50%	5
Finding workers to fit the business culture	75.00%	6
Available transportation to work	0.00%	0
Available transportation to work	0.00%	0
Lack of qualified applicants	75.00%	6
Other (please specify)	12.50%	1

Waukesha County Business Survey 2017

Total Respondents: 8		
#	OTHER (PLEASE SPECIFY)	DATE
1	Need people with a work ethic.	8/15/2017 8:32 AM

## Q49 18. What are the top three emerging or new training needs, technology, or workforce skills will be needed in your industry sector in the future?

Answered: 9   Skipped: 10

ANSWER CHOICES		RESPONSES	
1		100.00%	9
2		88.89%	8
3		55.56%	5

#	1	DATE
1	IT	8/15/2017 8:33 AM
2	sales training	8/12/2017 11:15 AM
3	network technology	8/10/2017 2:19 PM
4	Attracting younger clients	8/9/2017 10:15 AM
5	Advanced analytic processing	8/8/2017 5:26 PM
6	Customer Service	8/8/2017 4:33 PM
7	Overall technology	8/8/2017 3:14 PM
8	Teller Training	8/8/2017 1:29 PM
9	Cybersecurity	8/8/2017 9:19 AM

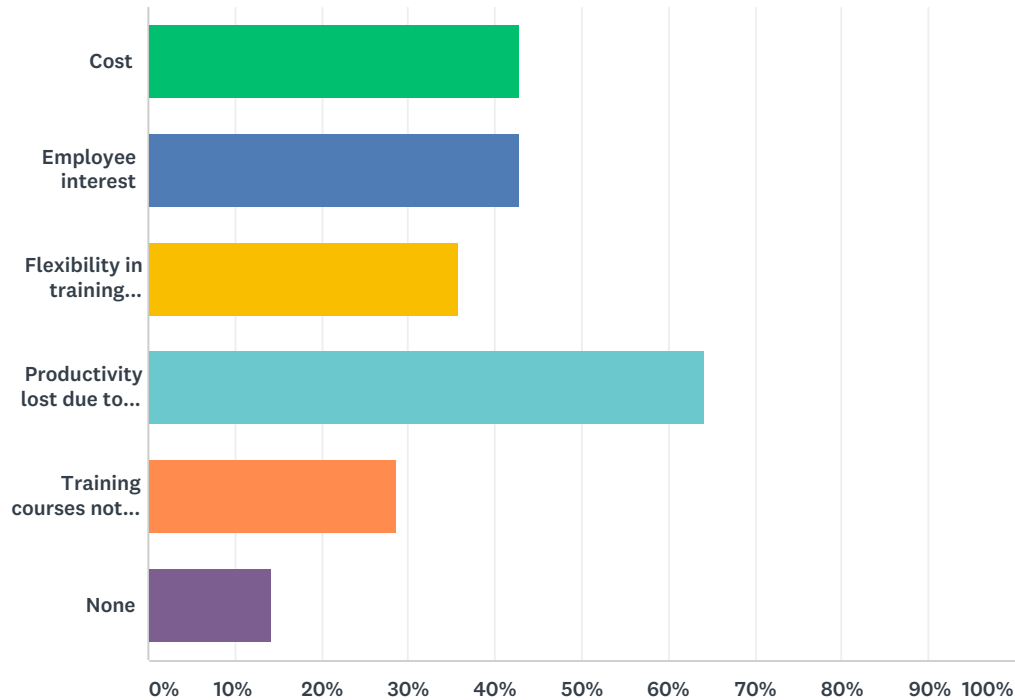
#	2	DATE
1	enhanced marketing	8/12/2017 11:15 AM
2	internal information systems	8/10/2017 2:19 PM
3	Potential clients having the necessary licensing	8/9/2017 10:15 AM
4	Marketing	8/8/2017 5:26 PM
5	Soft Skills	8/8/2017 4:33 PM
6	Training programs for young people	8/8/2017 3:14 PM
7	Credit Training	8/8/2017 1:29 PM
8	Mobile delivery	8/8/2017 9:19 AM

#	3	DATE
1	leadership coaching	8/12/2017 11:15 AM
2	sales training	8/10/2017 2:19 PM
3	Sales agents	8/8/2017 5:26 PM
4	IT Coding	8/8/2017 4:33 PM
5	Sales skills (EQ)	8/8/2017 3:14 PM

## Q50 19. What barriers does your business face when providing training for employees? (Select all that apply)

Answered: 14 Skipped: 5

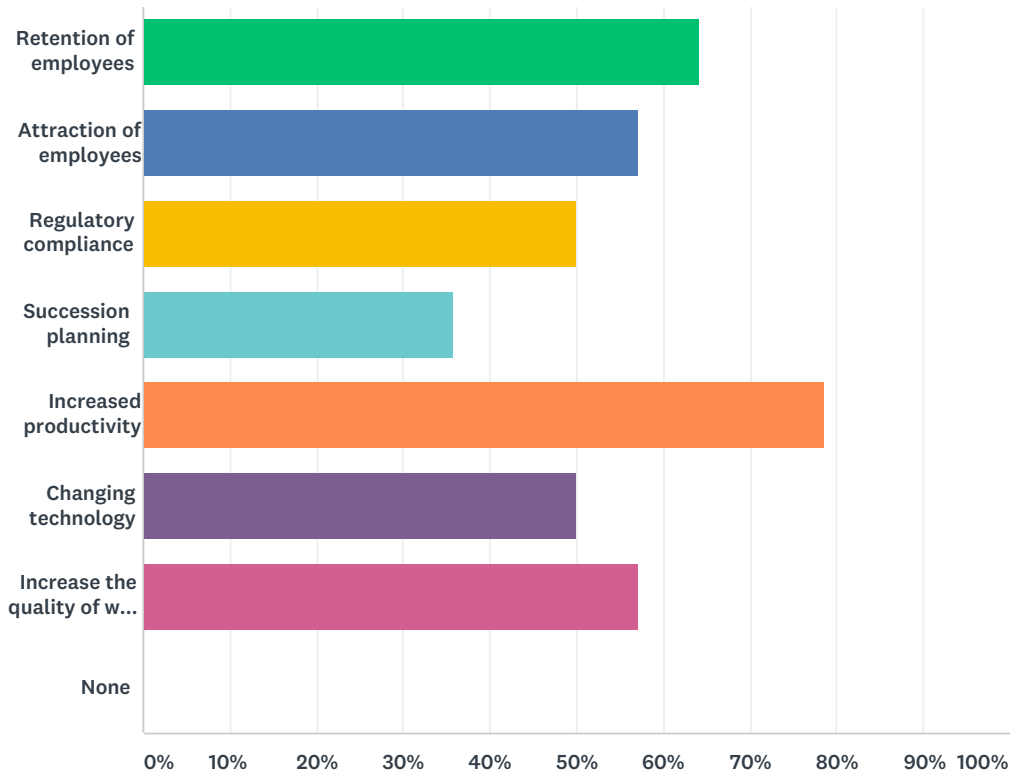


ANSWER CHOICES		RESPONSES	
Cost		42.86%	6
Employee interest		42.86%	6
Flexibility in training delivery (e.g., time and location)		35.71%	5
Productivity lost due to time off the job		64.29%	9
Training courses not available for my business needs		28.57%	4
None		14.29%	2
Total Respondents: 14			

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

## Q51 20. What are the primary factors driving your investment in training? (Select all that apply)

Answered: 14 Skipped: 5

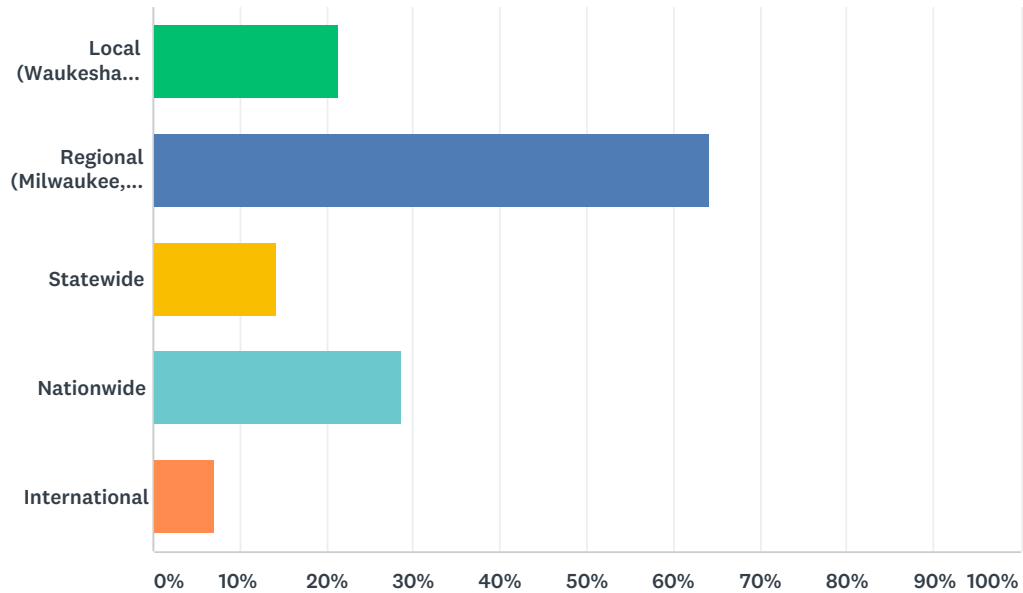


ANSWER CHOICES	RESPONSES	
Retention of employees	64.29%	9
Attraction of employees	57.14%	8
Regulatory compliance	50.00%	7
Succession planning	35.71%	5
Increased productivity	78.57%	11
Changing technology	50.00%	7
Increase the quality of work product	57.14%	8
None	0.00%	0
Total Respondents: 14		

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

## Q52 21. Where are your major business customers or clients located? (Check all that apply)

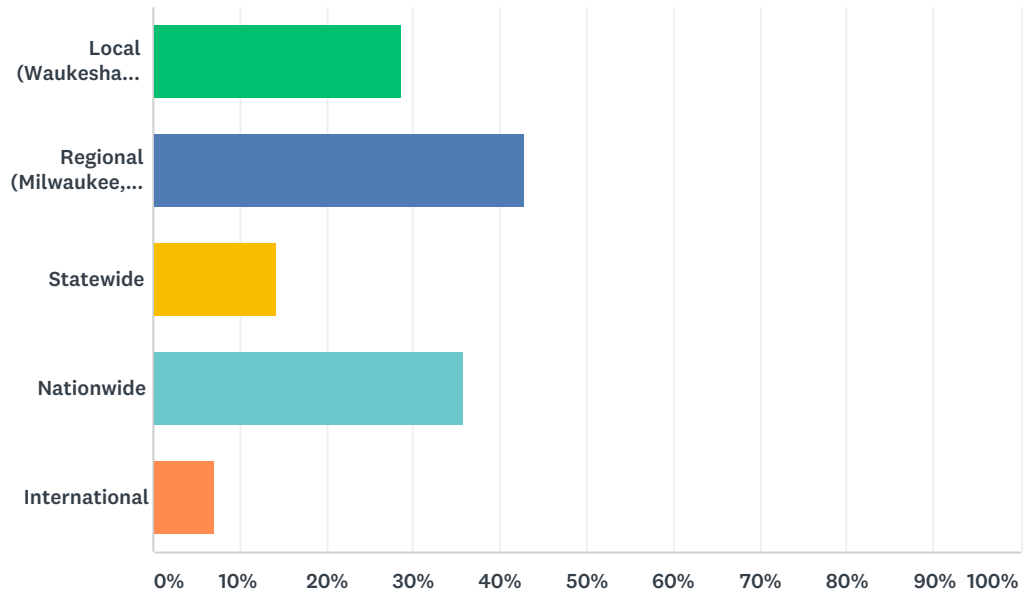
Answered: 14 Skipped: 5



ANSWER CHOICES	RESPONSES	
Local (Waukesha County)	21.43%	3
Regional (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties)	64.29%	9
Statewide	14.29%	2
Nationwide	28.57%	4
International	7.14%	1
Total Respondents: 14		

## Q53 22. Where are your major suppliers located? (Check all that apply)

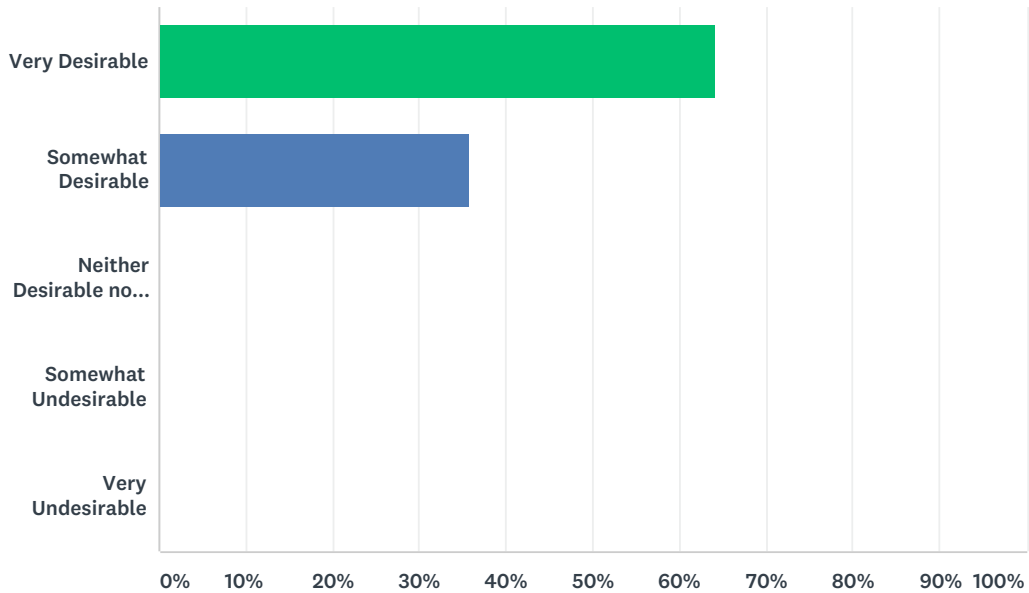
Answered: 14 Skipped: 5



ANSWER CHOICES	RESPONSES	
Local (Waukesha County)	28.57%	4
Regional (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties)	42.86%	6
Statewide	14.29%	2
Nationwide	35.71%	5
International	7.14%	1
Total Respondents: 14		

## Q54 23. How do you consider Waukesha County as a place to do business?

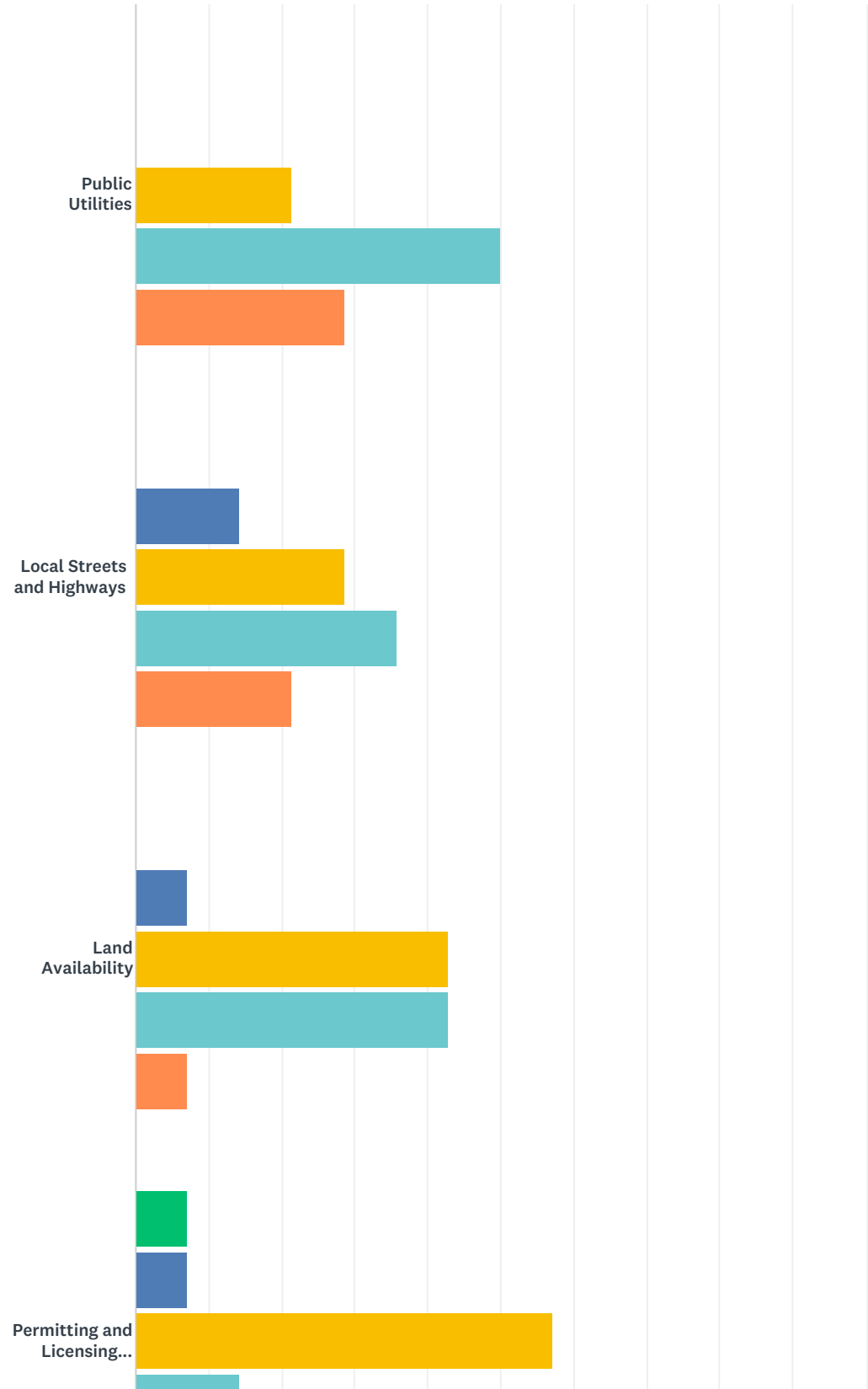
Answered: 14 Skipped: 5



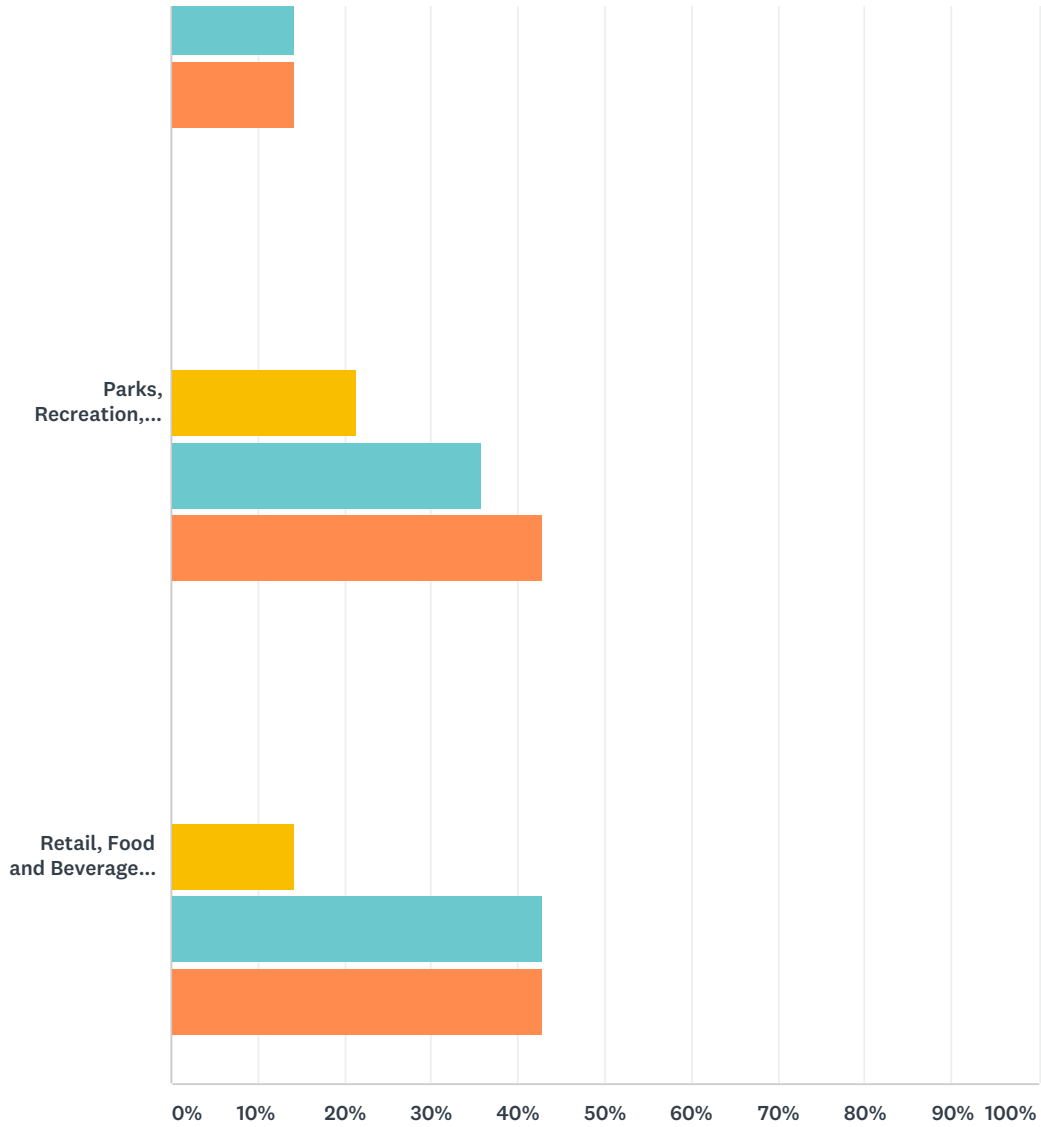
ANSWER CHOICES	RESPONSES	
Very Desirable	64.29%	9
Somewhat Desirable	35.71%	5
Neither Desirable nor Undesirable	0.00%	0
Somewhat Undesirable	0.00%	0
Very Undesirable	0.00%	0
TOTAL		14

Q55 24. How do you rate the following services in the municipality your business is located?

Answered: 14 Skipped: 5



# Waukesha County Business Survey 2017

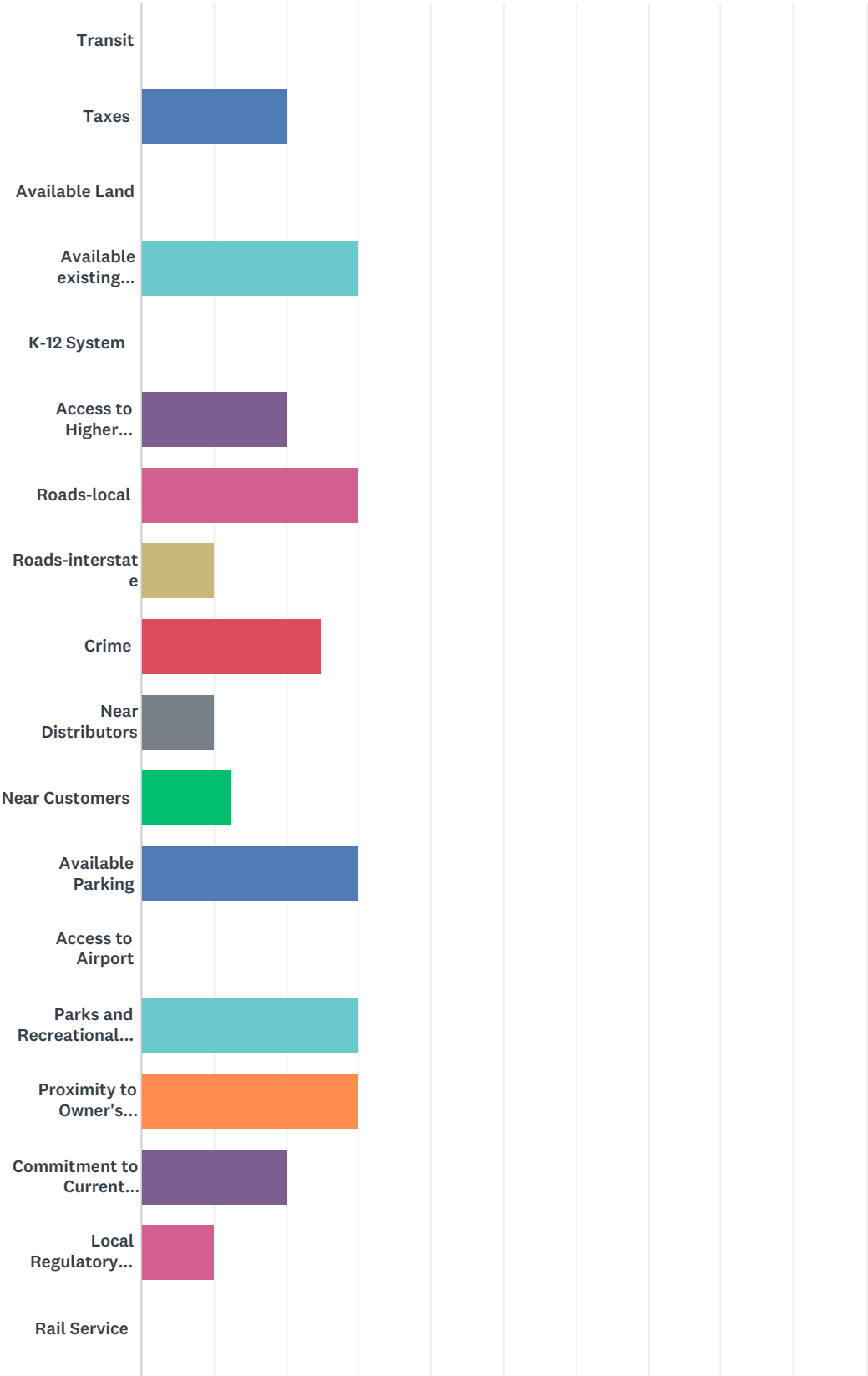


■ Very Unsatisfied
 ■ Unsatisfied
 ■ Neither Satisfied nor Dissatisfied
 ■ Satisfied
 ■ Very Satisfied

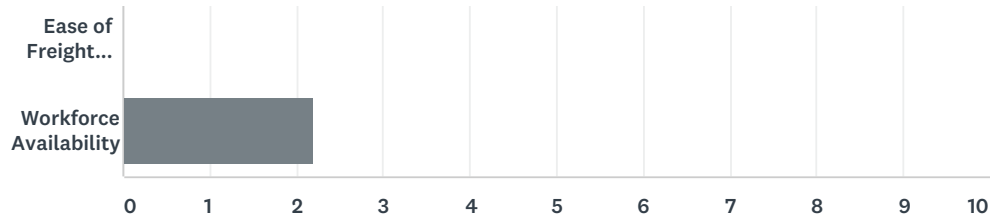
	VERY UNSATISFIED	UNSATISFIED	NEITHER SATISFIED NOR DISSATISFIED	SATISFIED	VERY SATISFIED	TOTAL
Public Utilities	0.00% 0	0.00% 0	21.43% 3	50.00% 7	28.57% 4	14
Local Streets and Highways	0.00% 0	14.29% 2	28.57% 4	35.71% 5	21.43% 3	14
Land Availability	0.00% 0	7.14% 1	42.86% 6	42.86% 6	7.14% 1	14
Permitting and Licensing Assistance	7.14% 1	7.14% 1	57.14% 8	14.29% 2	14.29% 2	14
Parks, Recreation, Cultural Amenities	0.00% 0	0.00% 0	21.43% 3	35.71% 5	42.86% 6	14
Retail, Food and Beverage Services	0.00% 0	0.00% 0	14.29% 2	42.86% 6	42.86% 6	14

Q56 25. If you were going to relocate your business, please choose the top three factors that would be most important (1 most important).

Answered: 12    Skipped: 7



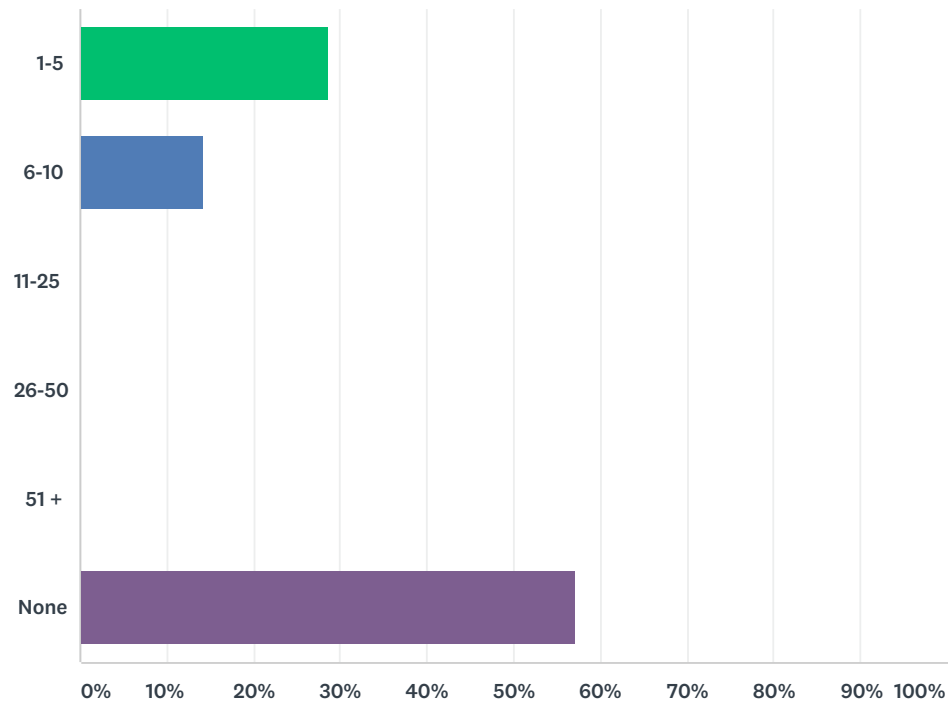
# Waukesha County Business Survey 2017



	FIRST CHOICE	SECOND CHOICE	THIRD CHOICE	TOTAL	WEIGHTED AVERAGE
Transit	0.00% 0	0.00% 0	0.00% 0	0	0.00
Taxes	50.00% 1	0.00% 0	50.00% 1	2	2.00
Available Land	0.00% 0	0.00% 0	0.00% 0	0	0.00
Available existing building	0.00% 0	0.00% 0	100.00% 1	1	3.00
K-12 System	0.00% 0	0.00% 0	0.00% 0	0	0.00
Access to Higher Education	0.00% 0	100.00% 2	0.00% 0	2	2.00
Roads-local	0.00% 0	0.00% 0	100.00% 1	1	3.00
Roads-interstate	100.00% 1	0.00% 0	0.00% 0	1	1.00
Crime	0.00% 0	50.00% 1	50.00% 1	2	2.50
Near Distributors	100.00% 1	0.00% 0	0.00% 0	1	1.00
Near Customers	75.00% 6	25.00% 2	0.00% 0	8	1.25
Available Parking	0.00% 0	0.00% 0	100.00% 1	1	3.00
Access to Airport	0.00% 0	0.00% 0	0.00% 0	0	0.00
Parks and Recreational Opportunities	0.00% 0	0.00% 0	100.00% 1	1	3.00
Proximity to Owner's Residence	0.00% 0	0.00% 0	100.00% 1	1	3.00
Commitment to Current Location	33.33% 1	33.33% 1	33.33% 1	3	2.00
Local Regulatory Environment	100.00% 1	0.00% 0	0.00% 0	1	1.00
Rail Service	0.00% 0	0.00% 0	0.00% 0	0	0.00
Ease of Freight Movement	0.00% 0	0.00% 0	0.00% 0	0	0.00
Workforce Availability	10.00% 1	60.00% 6	30.00% 3	10	2.20

Q57 26. If a bus line were provided near your business, what is the estimated number of employees/customers that would use that service?

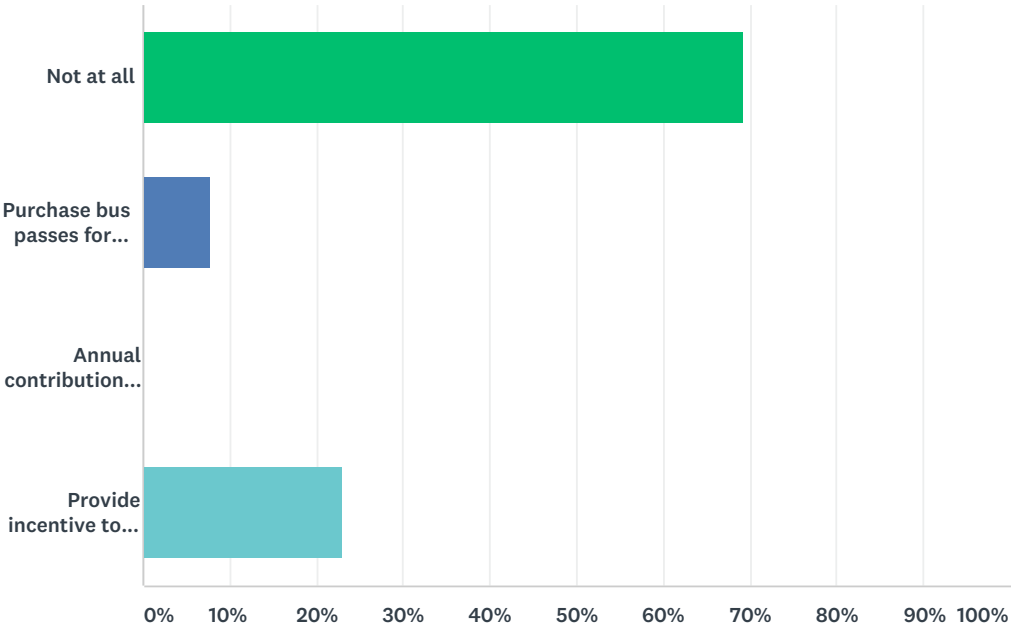
Answered: 14 Skipped: 5



ANSWER CHOICES	RESPONSES	
1-5	28.57%	4
6-10	14.29%	2
11-25	0.00%	0
26-50	0.00%	0
51 +	0.00%	0
None	57.14%	8
TOTAL		14

Q58 27. How willing are you to be a financial partner in providing transit for your business needs?

Answered: 13 Skipped: 6

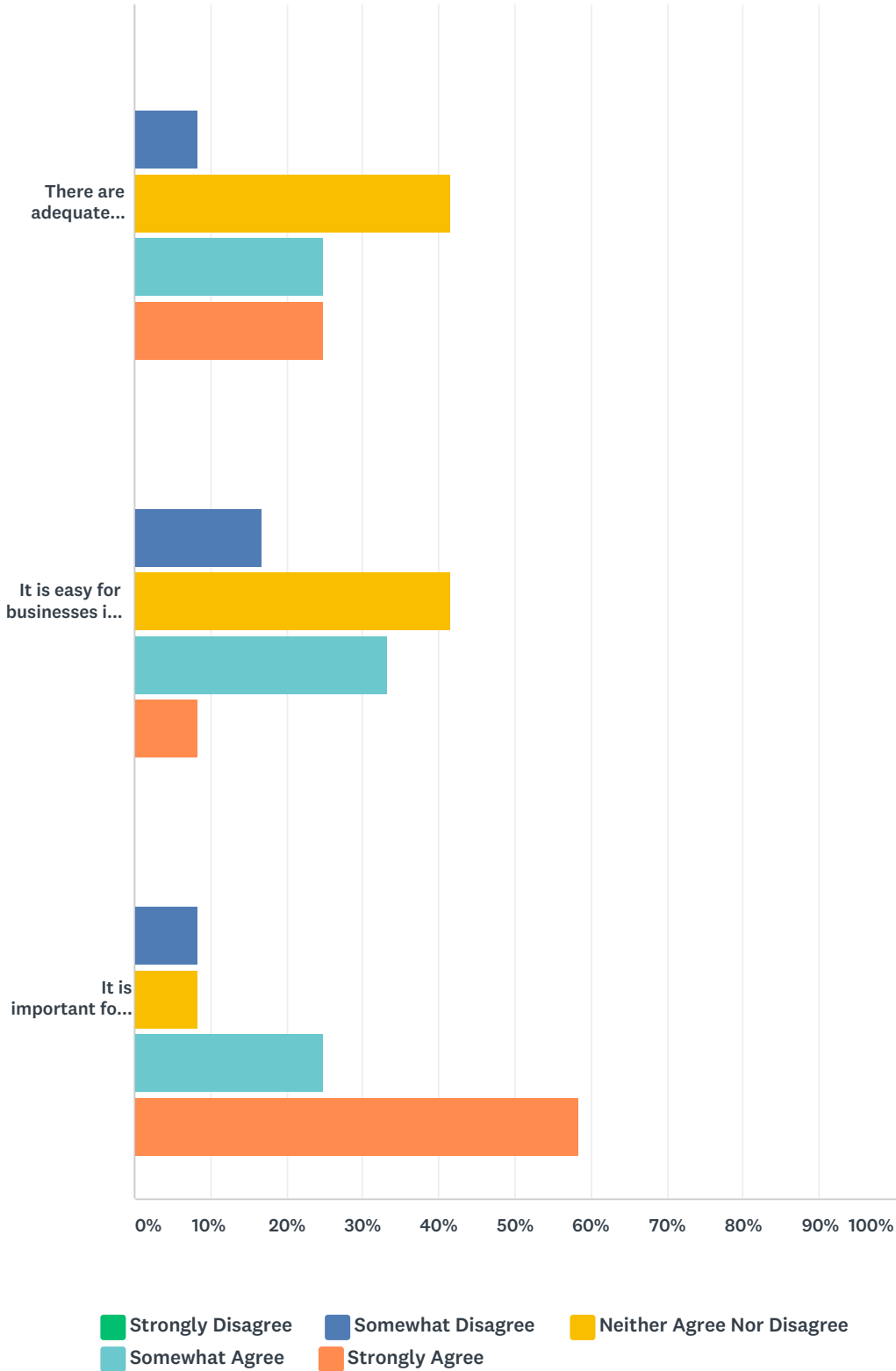


ANSWER CHOICES		RESPONSES	
Not at all		69.23%	9
Purchase bus passes for employees		7.69%	1
Annual contribution for operating costs		0.00%	0
Provide incentive to employees who do not drive		23.08%	3
TOTAL			13

#	OTHER (PLEASE SPECIFY)	DATE
	There are no responses.	

Q59 FINANCIAL AND BUSINESS STARTUP ASSISTANCE28. Please indicate the extent to which you agree with the following?

Answered: 12 Skipped: 7

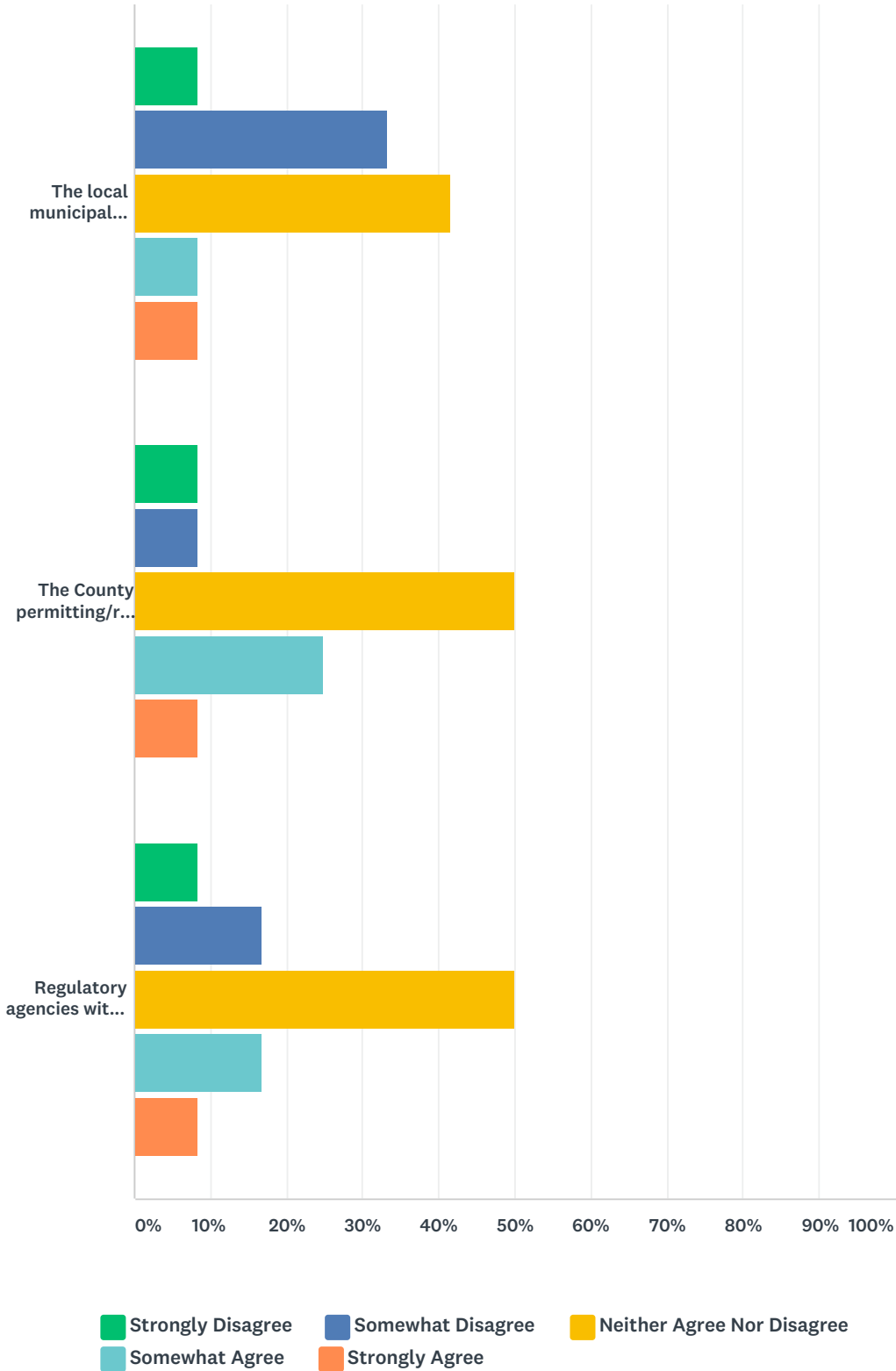


## Waukesha County Business Survey 2017

	STRONGLY DISAGREE	SOMEWHAT DISAGREE	NEITHER AGREE NOR DISAGREE	SOMEWHAT AGREE	STRONGLY AGREE	TOTAL
There are adequate financial resources available to assist business in Waukesha County.	0.00% 0	8.33% 1	41.67% 5	25.00% 3	25.00% 3	12
It is easy for businesses in Waukesha County to identify available financial assistance resources.	0.00% 0	16.67% 2	41.67% 5	33.33% 4	8.33% 1	12
It is important for businesses to have access to Interest rate subsidized funding to support job retention and job growth.	0.00% 0	8.33% 1	8.33% 1	25.00% 3	58.33% 7	12

Q60 29. Please indicate the extent to which you agree with the following statements:

Answered: 12 Skipped: 7



# Waukesha County Business Survey 2017

	STRONGLY DISAGREE	SOMEWHAT DISAGREE	NEITHER AGREE NOR DISAGREE	SOMEWHAT AGREE	STRONGLY AGREE	TOTAL
The local municipal permitting/review staff are helpful and cooperative.	8.33% 1	33.33% 4	41.67% 5	8.33% 1	8.33% 1	12
The County permitting/review staff are helpful and cooperative.	8.33% 1	8.33% 1	50.00% 6	25.00% 3	8.33% 1	12
Regulatory agencies within Waukesha County, and its municipalities, coordinate well on permitting processes.	8.33% 1	16.67% 2	50.00% 6	16.67% 2	8.33% 1	12

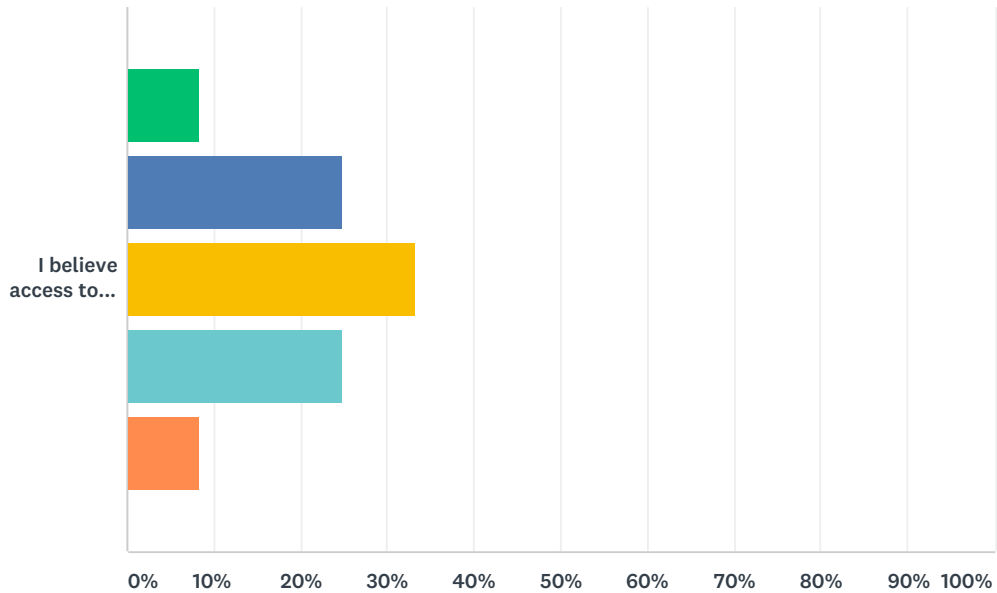
Q61 Any additional feedback you would like to provide about your experiences with local municipal and/or County permitting/review staff.

Answered: 1   Skipped: 18

#	RESPONSES	DATE
1	never worked with them	8/15/2017 8:39 AM

## Q62 WORKFORCE HOUSING30. Please indicate the extent to which you agree with the following statement:

Answered: 12 Skipped: 7



■ Strongly Disagree   
 ■ Somewhat Disagree   
 ■ Neither Agree Nor Disagree  
■ Somewhat Agree   
 ■ Strongly Agree

	STRONGLY DISAGREE	SOMEWHAT DISAGREE	NEITHER AGREE NOR DISAGREE	SOMEWHAT AGREE	STRONGLY AGREE	TOTAL
I believe access to affordable housing is an issue in attracting and retaining employees in Waukesha County.	8.33% 1	25.00% 3	33.33% 4	25.00% 3	8.33% 1	12

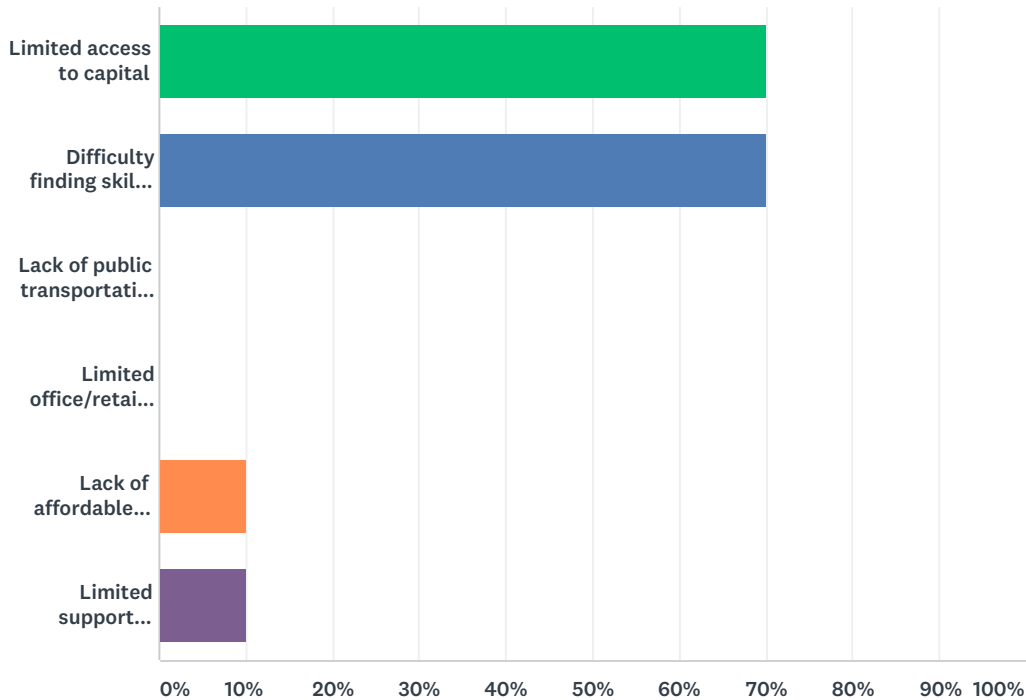
## Q63 ECONOMIC VISIONING31. In what year was your business started?

Answered: 12   Skipped: 7

#	RESPONSES	DATE
1	1987	8/15/2017 2:25 PM
2	1980	8/15/2017 12:44 PM
3	1992	8/15/2017 8:39 AM
4	2004	8/12/2017 11:20 AM
5	1927	8/10/2017 2:23 PM
6	1996	8/9/2017 10:19 AM
7	1923	8/8/2017 5:30 PM
8	1988	8/8/2017 4:37 PM
9	1970	8/8/2017 3:21 PM
10	1933	8/8/2017 1:35 PM
11	1971	8/8/2017 12:39 PM
12	1918	8/8/2017 9:23 AM

## Q64 32. What do you consider to be the primary challenges you faced in starting or growing your business? (Check all that apply)

Answered: 10 Skipped: 9



ANSWER CHOICES	RESPONSES	
Limited access to capital	70.00%	7
Difficulty finding skilled workforce	70.00%	7
Lack of public transportation options	0.00%	0
Limited office/retail space options	0.00%	0
Lack of affordable housing	10.00%	1
Limited support resources (incubators, mentors, counseling, etc.)	10.00%	1
Total Respondents: 10		

#	OTHER (PLEASE SPECIFY)	DATE
1	Ability to attract new clients	8/15/2017 12:45 PM
2	there are organizations claiming to help businesses, but really provide little support	8/15/2017 8:40 AM
3	lack of talent in workforce	8/8/2017 12:40 PM

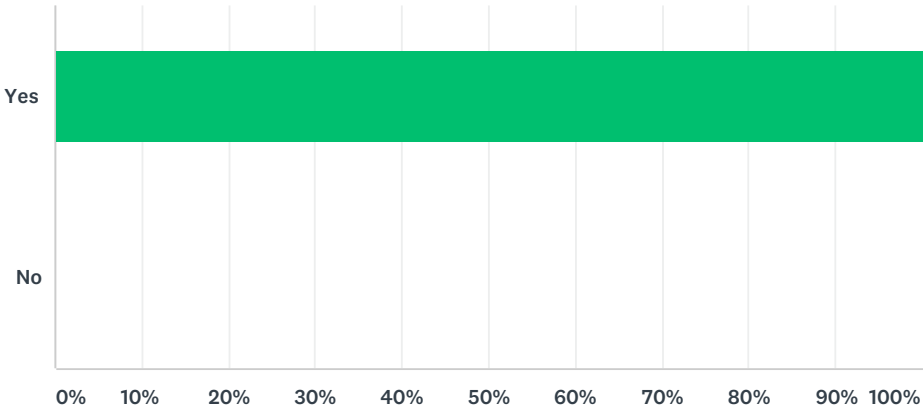
**Q65 33. If you plan to expand your business in Waukesha County in the next 3 years, what assistance do you think you will need?**

Answered: 10   Skipped: 9

#	RESPONSES	DATE
1	none	8/15/2017 12:45 PM
2	qualified, focused workers at all levels access to low interest loans	8/15/2017 8:41 AM
3	community support	8/12/2017 11:23 AM
4	none	8/10/2017 2:24 PM
5	None	8/9/2017 10:19 AM
6	Rent / lease assistance.	8/8/2017 4:38 PM
7	None	8/8/2017 3:22 PM
8	None, self financed.	8/8/2017 1:36 PM
9	none	8/8/2017 12:40 PM
10	None	8/8/2017 9:24 AM

Q66 34. Have your sales grown in the last year?

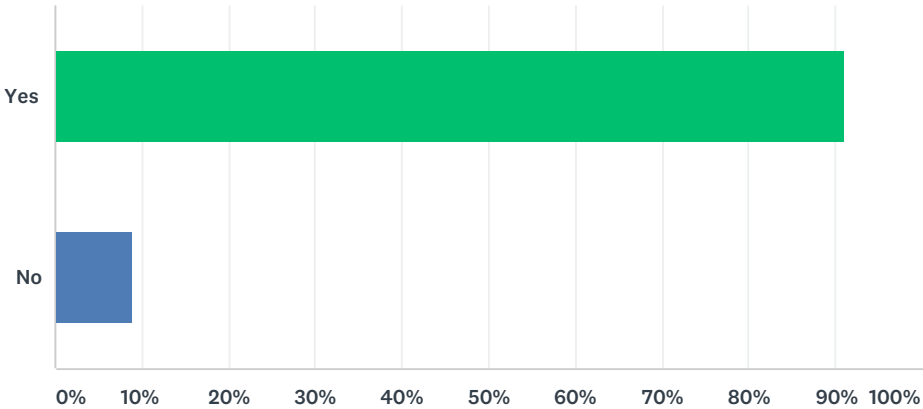
Answered: 12 Skipped: 7



ANSWER CHOICES		RESPONSES	
Yes		100.00%	12
No		0.00%	0
TOTAL			12

Q67 35. Do you project sales to grow in the coming year?

Answered: 11    Skipped: 8



ANSWER CHOICES		RESPONSES	
Yes		90.91%	10
No		9.09%	1
TOTAL			11