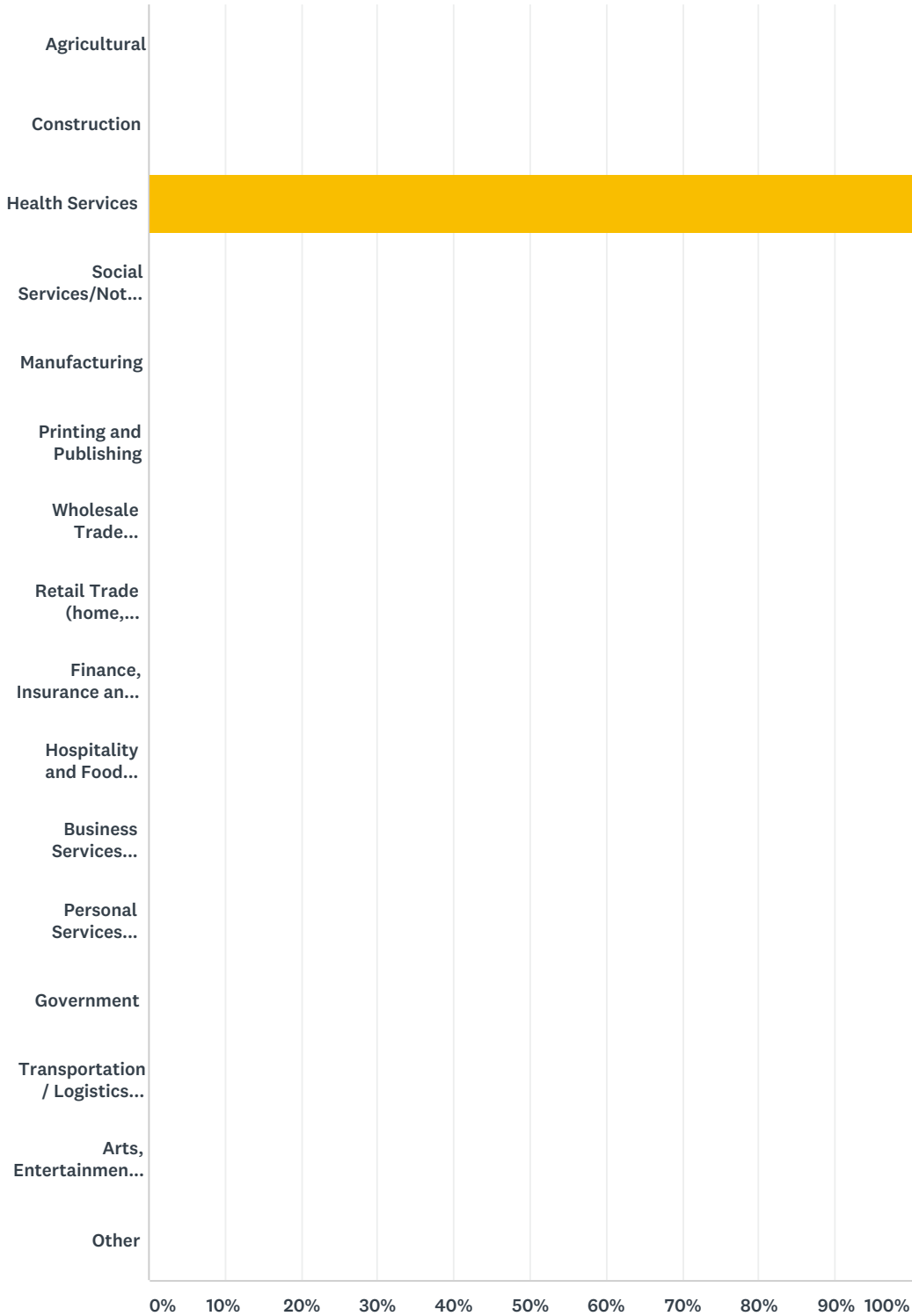


Q1 GENERAL INFORMATION1. Select the Business Sector that best describes your business.

Answered: 6 Skipped: 0



| ANSWER CHOICES | RESPONSES |
|----------------|-----------|
|----------------|-----------|

Waukesha County Business Survey 2017

| | | |
|---|---------|---|
| Agricultural | 0.00% | 0 |
| Construction | 0.00% | 0 |
| Health Services | 100.00% | 6 |
| 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 | 0.00% | 0 |
| 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 | | 6 |

Q18 3. If HEALTH SERVICES AND SOCIAL SERVICES/NOT-FOR-PROFIT is selected...In the next three years, can you identify your top three potential talent needs?

Answered: 4 Skipped: 2

| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| 1 | | 100.00% | 4 |
| 2 | | 75.00% | 3 |
| 3 | | 75.00% | 3 |

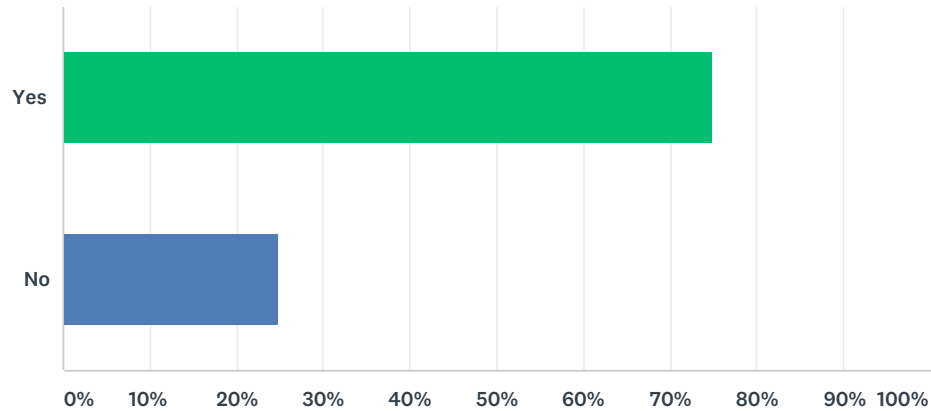
| # | 1 | DATE |
|---|--|--------------------|
| 1 | Speech-Language Pathologists | 8/15/2017 11:52 AM |
| 2 | CBRF Certified Caregivers | 8/15/2017 10:38 AM |
| 3 | Nursing | 8/8/2017 3:13 PM |
| 4 | Caregivers - certified and non certified | 8/8/2017 8:41 AM |

| # | 2 | DATE |
|---|---------------------|--------------------|
| 1 | Physical Therapists | 8/15/2017 11:52 AM |
| 2 | Physician | 8/8/2017 3:13 PM |
| 3 | Nurses | 8/8/2017 8:41 AM |

| # | 3 | DATE |
|---|-------------------------------|--------------------|
| 1 | Physical Therapist Assistants | 8/15/2017 11:52 AM |
| 2 | Advanced Practitioner | 8/8/2017 3:13 PM |
| 3 | Office staff | 8/8/2017 8:41 AM |

Q19 Have you experienced difficulty attracting and/or retaining employees?

Answered: 4 Skipped: 2

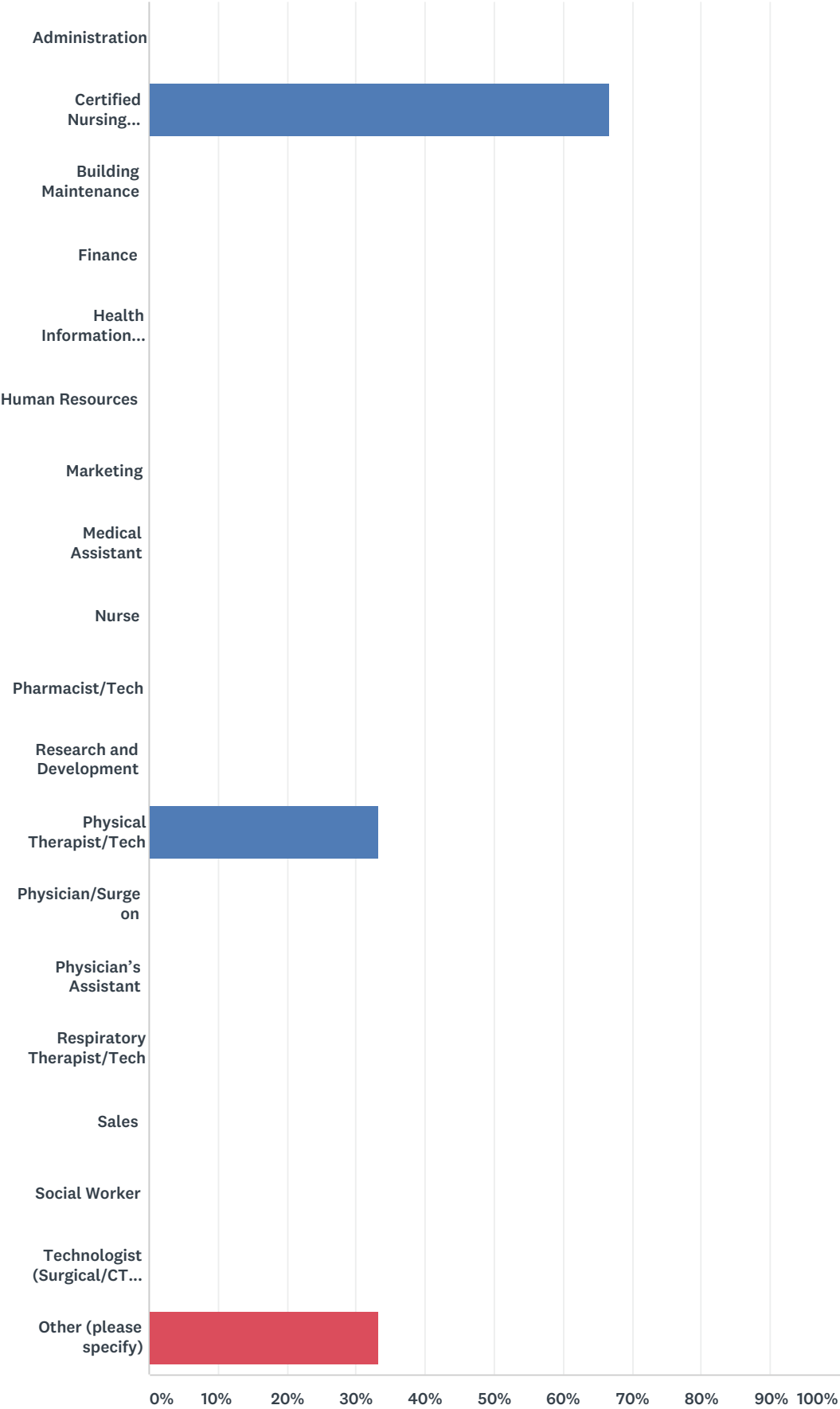


| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Yes | 75.00% | 3 |
| No | 25.00% | 1 |
| TOTAL | | 4 |

Q20 What specific positions has your business experienced difficulty in filling or retaining? (Select all that apply)

Answered: 3 Skipped: 3

Waukesha County Business Survey 2017



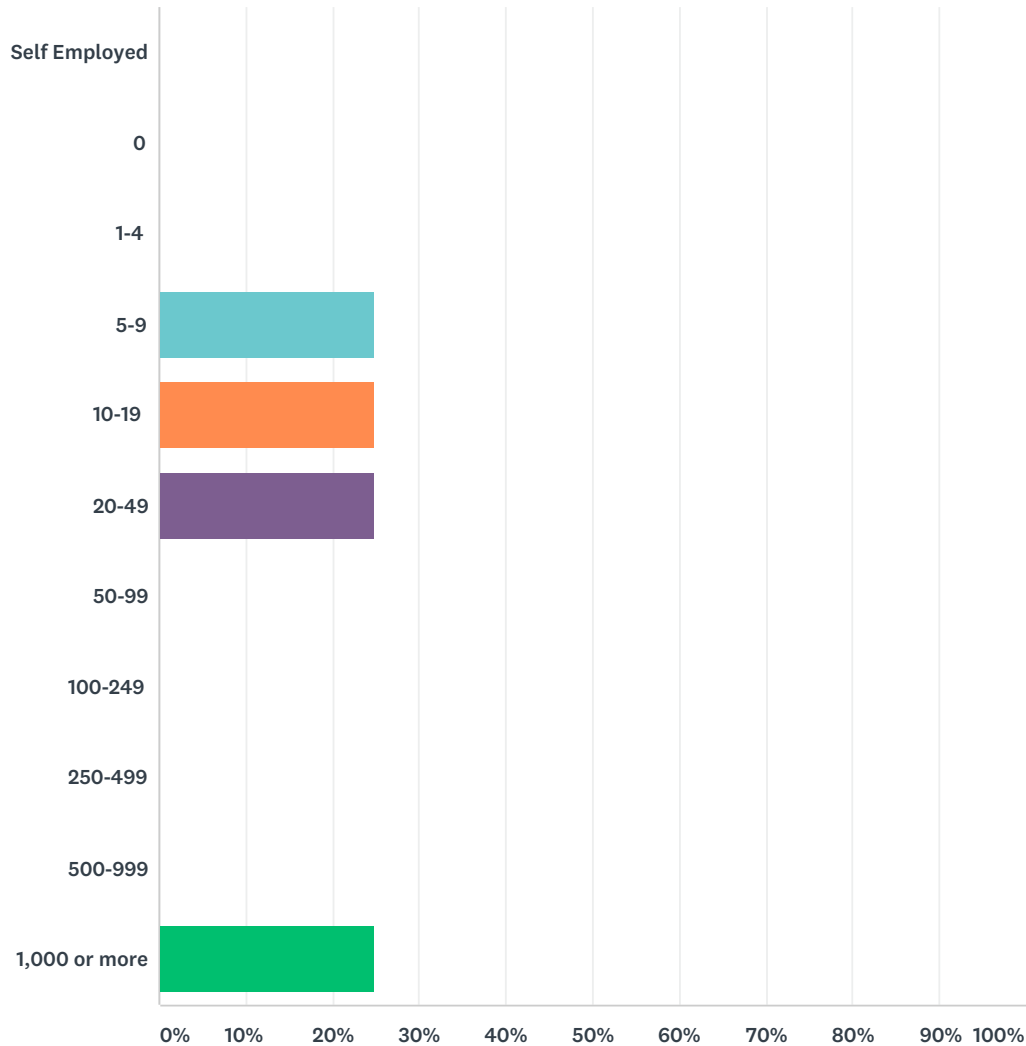
Waukesha County Business Survey 2017

| | | |
|---|--------|---|
| Administration | 0.00% | 0 |
| Certified Nursing Assistant | 66.67% | 2 |
| Building Maintenance | 0.00% | 0 |
| Finance | 0.00% | 0 |
| Health Information Technology | 0.00% | 0 |
| Human Resources | 0.00% | 0 |
| Marketing | 0.00% | 0 |
| Medical Assistant | 0.00% | 0 |
| Nurse | 0.00% | 0 |
| Pharmacist/Tech | 0.00% | 0 |
| Research and Development | 0.00% | 0 |
| Physical Therapist/Tech | 33.33% | 1 |
| Physician/Surgeon | 0.00% | 0 |
| Physician's Assistant | 0.00% | 0 |
| Respiratory Therapist/Tech | 0.00% | 0 |
| Sales | 0.00% | 0 |
| Social Worker | 0.00% | 0 |
| Technologist (Surgical/CT/Radiologic/MRI) | 0.00% | 0 |
| Other (please specify) | 33.33% | 1 |
| Total Respondents: 3 | | |

| # | OTHER (PLEASE SPECIFY) | DATE |
|---|-----------------------------|--------------------|
| 1 | Speech-Language Pathologist | 8/15/2017 11:52 AM |

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

Answered: 4 Skipped: 2



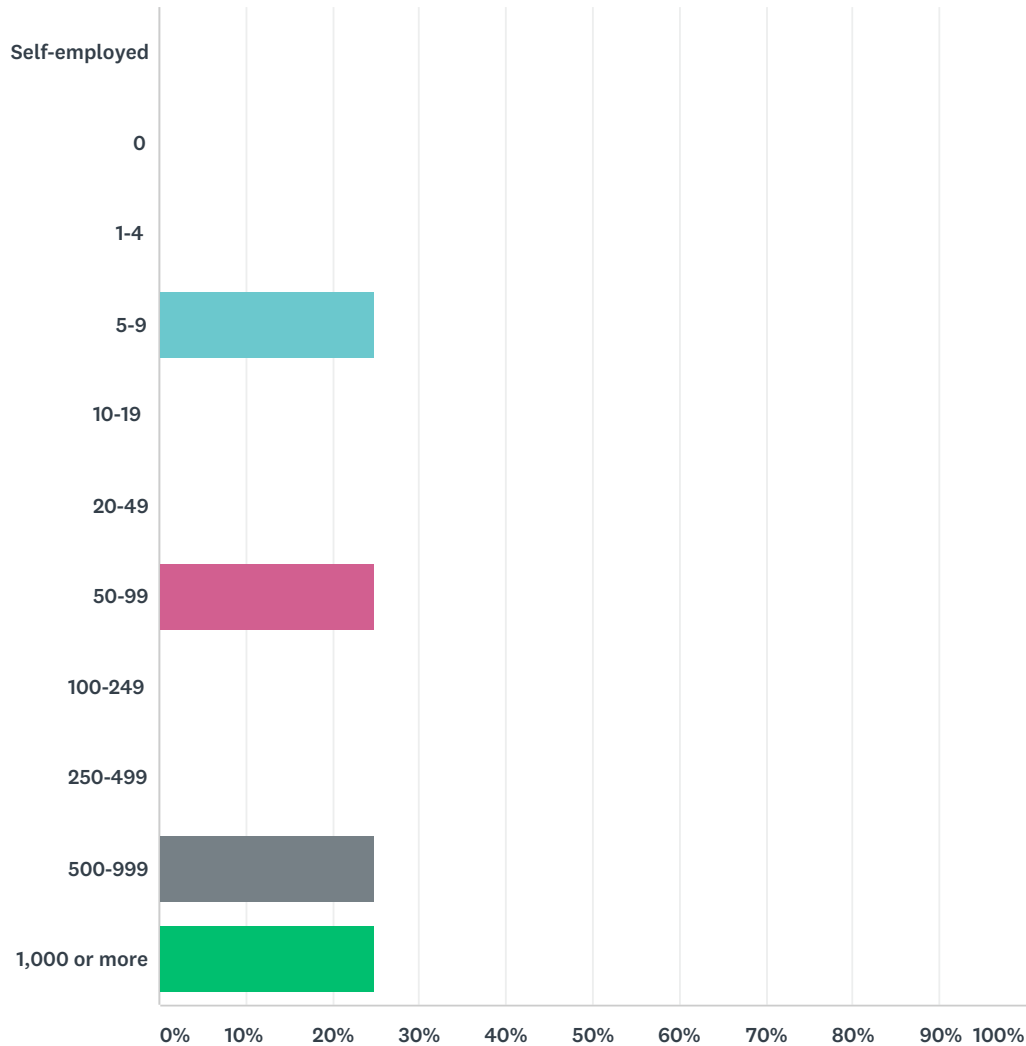
| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Self Employed | 0.00% | 0 |
| 0 | 0.00% | 0 |
| 1-4 | 0.00% | 0 |
| 5-9 | 25.00% | 1 |
| 10-19 | 25.00% | 1 |
| 20-49 | 25.00% | 1 |
| 50-99 | 0.00% | 0 |
| 100-249 | 0.00% | 0 |
| 250-499 | 0.00% | 0 |

Waukesha County Business Survey 2017

| | | |
|---------------|--------|---|
| 500-999 | 0.00% | 0 |
| 1,000 or more | 25.00% | 1 |
| TOTAL | | 4 |

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

Answered: 4 Skipped: 2



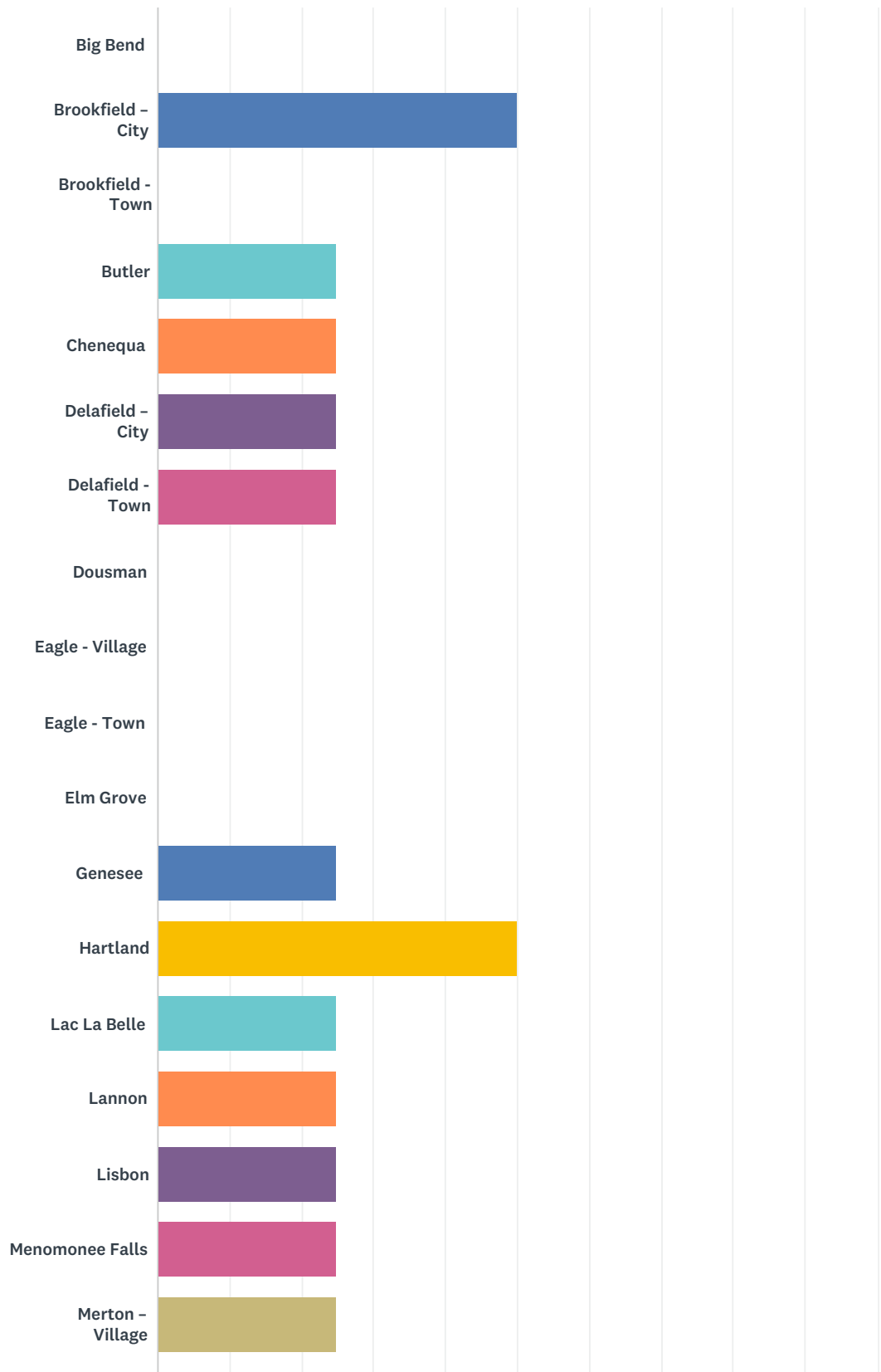
| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Self-employed | 0.00% | 0 |
| 0 | 0.00% | 0 |
| 1-4 | 0.00% | 0 |
| 5-9 | 25.00% | 1 |
| 10-19 | 0.00% | 0 |
| 20-49 | 0.00% | 0 |
| 50-99 | 25.00% | 1 |
| 100-249 | 0.00% | 0 |
| 250-499 | 0.00% | 0 |

Waukesha County Business Survey 2017

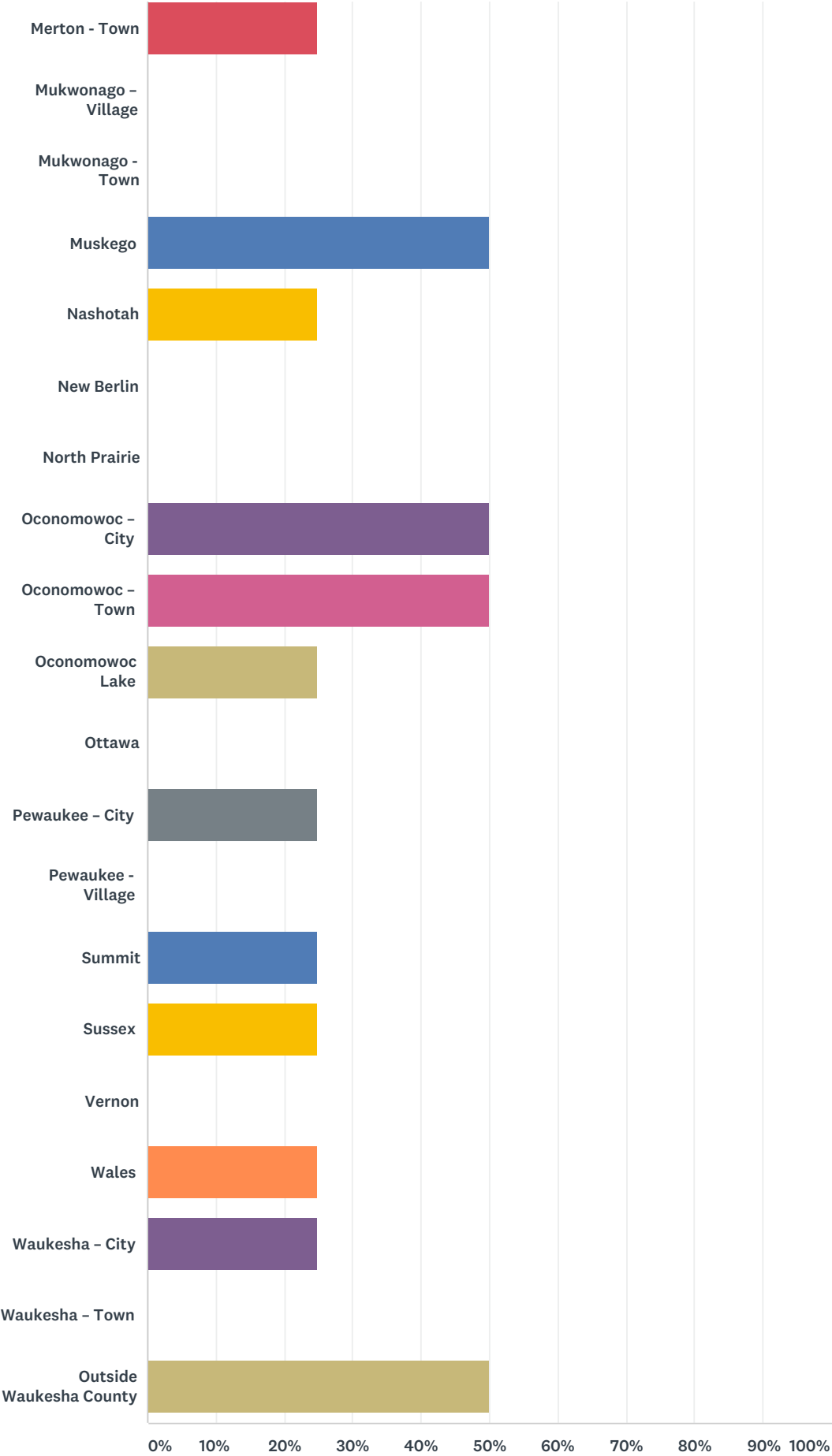
| | | |
|---------------|--------|---|
| 500-999 | 25.00% | 1 |
| 1,000 or more | 25.00% | 1 |
| TOTAL | | 4 |

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

Answered: 4 Skipped: 2



Waukesha County Business Survey 2017



Waukesha County Business Survey 2017

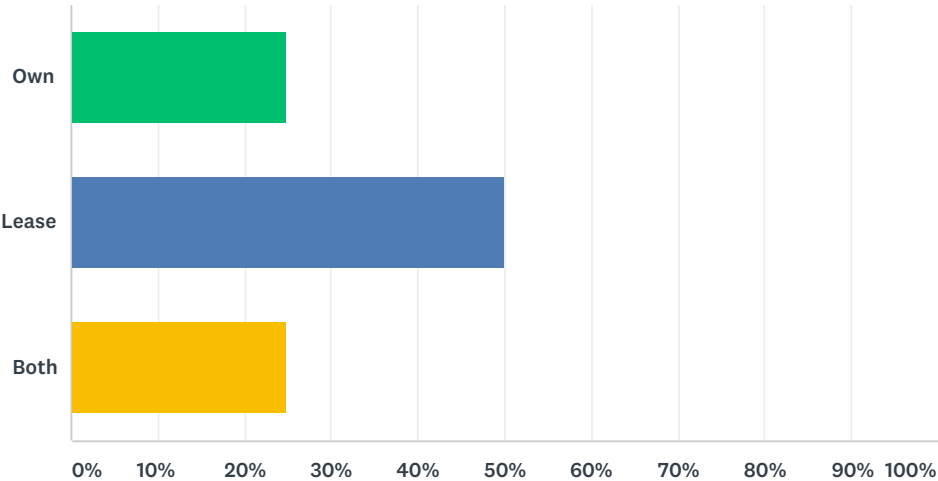
| ANSWER CHOICES | RESPONSES | |
|---------------------|-----------|---|
| Big Bend | 0.00% | 0 |
| Brookfield – City | 50.00% | 2 |
| Brookfield - Town | 0.00% | 0 |
| Butler | 25.00% | 1 |
| Chenequa | 25.00% | 1 |
| Delafield – City | 25.00% | 1 |
| Delafield - Town | 25.00% | 1 |
| Dousman | 0.00% | 0 |
| Eagle - Village | 0.00% | 0 |
| Eagle - Town | 0.00% | 0 |
| Elm Grove | 0.00% | 0 |
| Genesee | 25.00% | 1 |
| Hartland | 50.00% | 2 |
| Lac La Belle | 25.00% | 1 |
| Lannon | 25.00% | 1 |
| Lisbon | 25.00% | 1 |
| Menomonee Falls | 25.00% | 1 |
| Merton – Village | 25.00% | 1 |
| Merton - Town | 25.00% | 1 |
| Mukwonago – Village | 0.00% | 0 |
| Mukwonago - Town | 0.00% | 0 |
| Muskego | 50.00% | 2 |
| Nashotah | 25.00% | 1 |
| New Berlin | 0.00% | 0 |
| North Prairie | 0.00% | 0 |
| Oconomowoc – City | 50.00% | 2 |
| Oconomowoc – Town | 50.00% | 2 |
| Oconomowoc Lake | 25.00% | 1 |
| Ottawa | 0.00% | 0 |
| Pewaukee – City | 25.00% | 1 |
| Pewaukee - Village | 0.00% | 0 |
| Summit | 25.00% | 1 |
| Sussex | 25.00% | 1 |
| Vernon | 0.00% | 0 |

Waukesha County Business Survey 2017

| | | |
|-------------------------|--------|---|
| Wales | 25.00% | 1 |
| Waukesha – City | 25.00% | 1 |
| Waukesha – Town | 0.00% | 0 |
| Outside Waukesha County | 50.00% | 2 |
| Total Respondents: 4 | | |

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

Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Own | 25.00% | 1 |
| Lease | 50.00% | 2 |
| Both | 25.00% | 1 |
| TOTAL | | 4 |

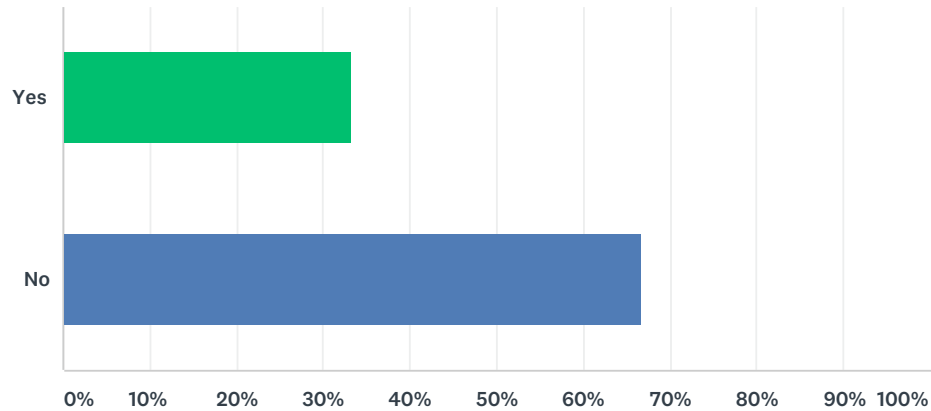
Q39 12. What percent of your facility's square footage are you currently utilizing?

Answered: 3 Skipped: 3

| # | RESPONSES | DATE |
|---|-----------|--------------------|
| 1 | 100 | 8/15/2017 11:53 AM |
| 2 | 100% | 8/8/2017 3:14 PM |
| 3 | 100 | 8/8/2017 8:45 AM |

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

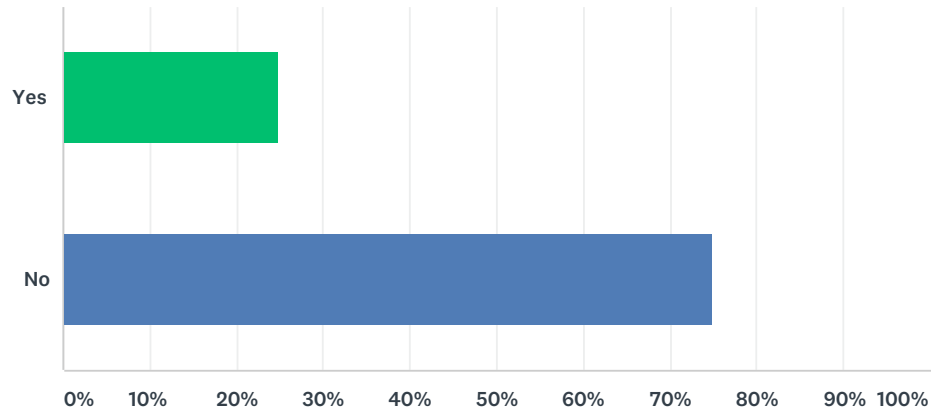
Answered: 3 Skipped: 3



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Yes | 33.33% | 1 |
| No | 66.67% | 2 |
| TOTAL | | 3 |

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

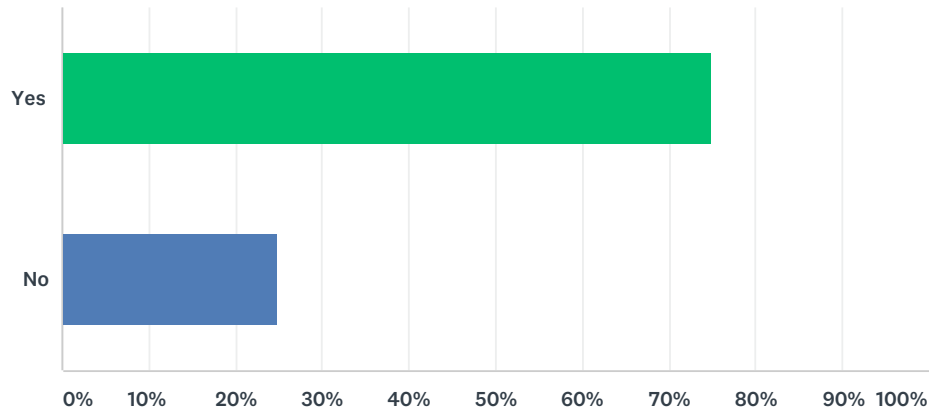
Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| Yes | 25.00% | 1 |
| No | 75.00% | 3 |
| TOTAL | | 4 |

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

Answered: 4 Skipped: 2

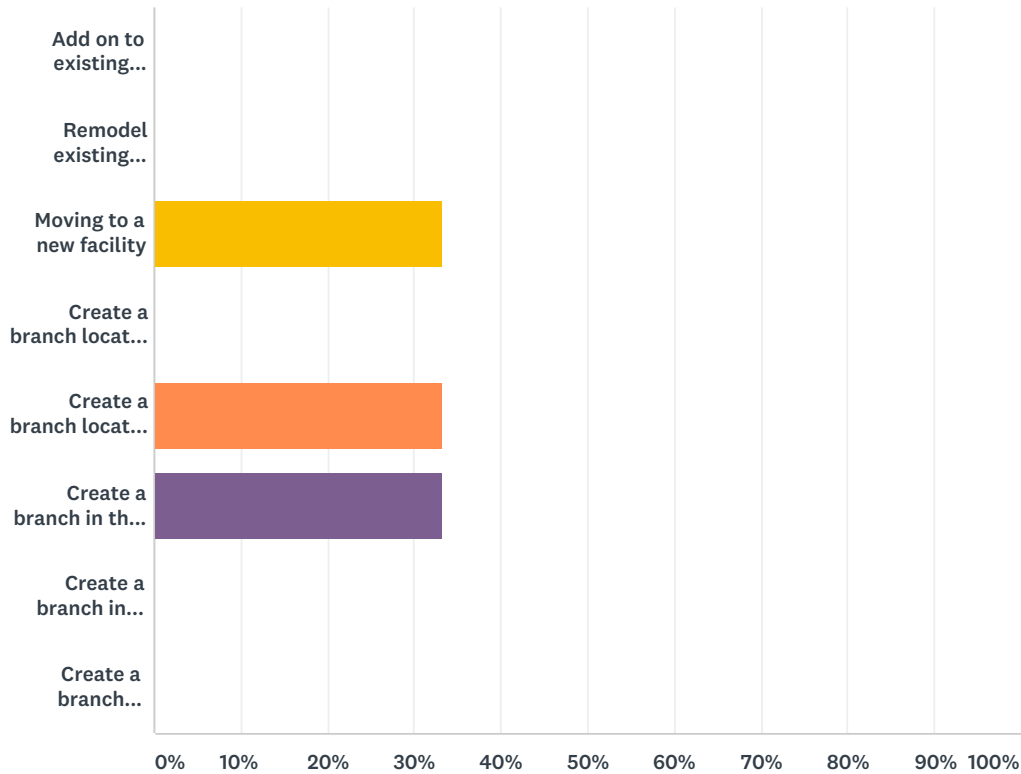


| ANSWER CHOICES | RESPONSES |
|----------------|-----------|
| Yes | 75.00% 3 |
| No | 25.00% 1 |
| TOTAL | 4 |

| # | PLEASE DESCRIBE | DATE |
|---|---|--------------------|
| 1 | We are looking to grow both companies. (Greenfield Rehab and Rehab Resources) | 8/15/2017 11:54 AM |
| 2 | I have an office in West Bend and an office in Menomonee Falls and would like to open an office in Oconomowoc soon. | 8/8/2017 8:46 AM |

Q43 Which best describes your business expansion plans?

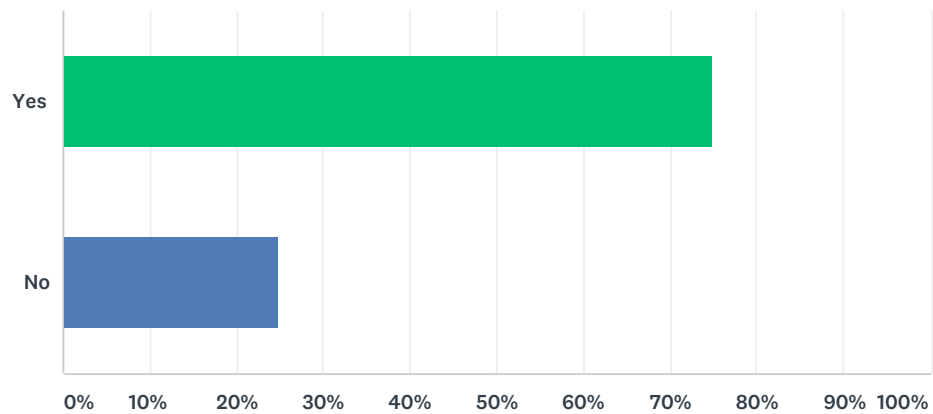
Answered: 3 Skipped: 3



| ANSWER CHOICES | RESPONSES | |
|--|-----------|----------|
| Add on to existing facility | 0.00% | 0 |
| Remodel existing facility | 0.00% | 0 |
| Moving to a new facility | 33.33% | 1 |
| Create a branch location in Waukesha County | 0.00% | 0 |
| Create a branch location in the Region (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties) | 33.33% | 1 |
| Create a branch in the State | 33.33% | 1 |
| Create a branch in another State | 0.00% | 0 |
| Create a branch Internationally | 0.00% | 0 |
| TOTAL | | 3 |

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

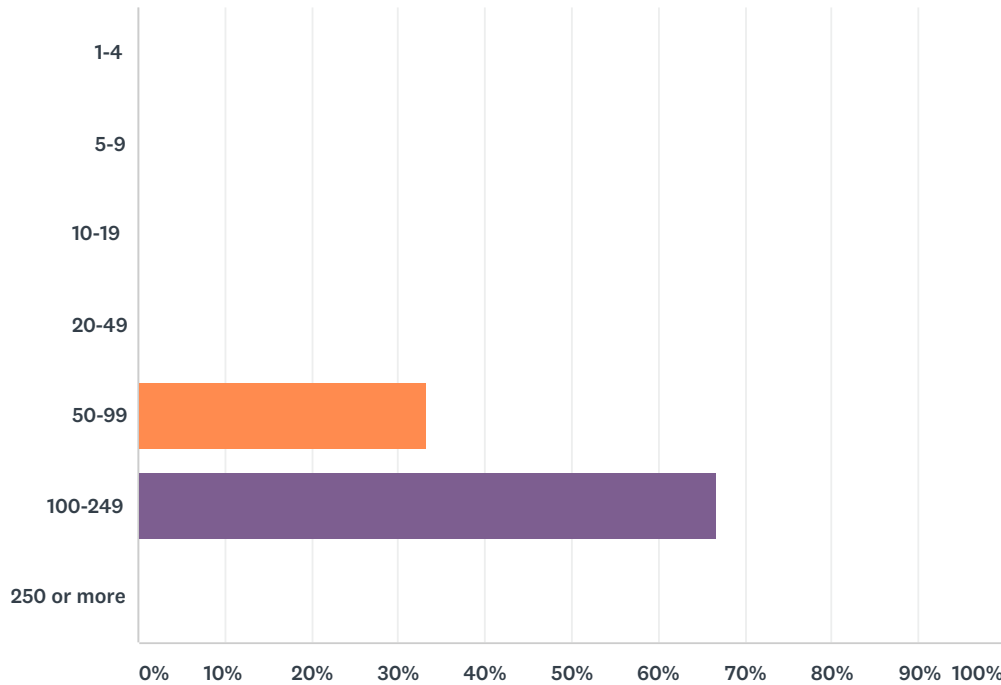
Answered: 4 Skipped: 2



| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| Yes | | 75.00% | 3 |
| No | | 25.00% | 1 |
| TOTAL | | | 4 |

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

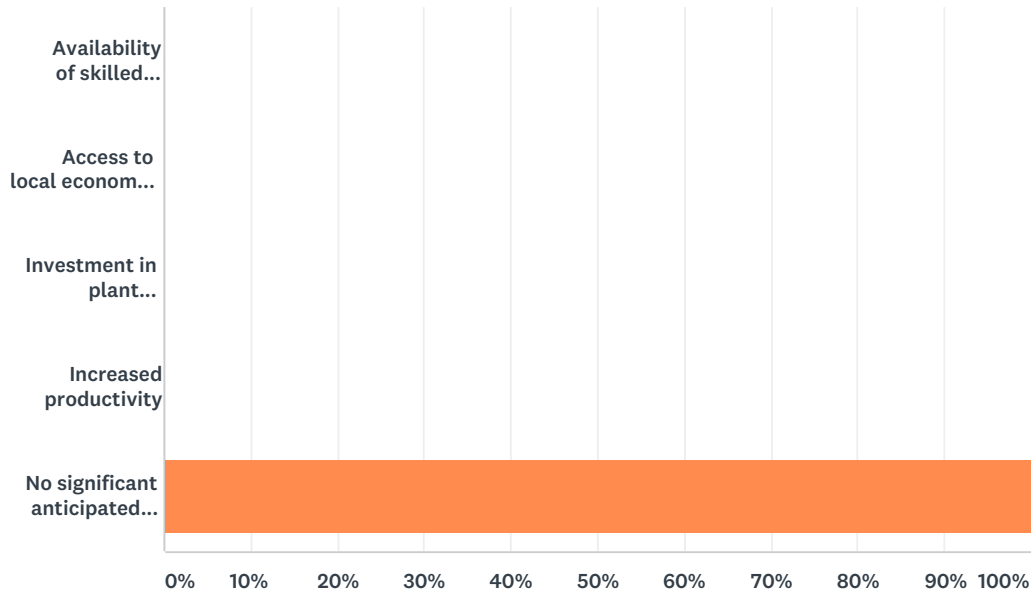
Answered: 3 Skipped: 3



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|----------|
| 1-4 | 0.00% | 0 |
| 5-9 | 0.00% | 0 |
| 10-19 | 0.00% | 0 |
| 20-49 | 0.00% | 0 |
| 50-99 | 33.33% | 1 |
| 100-249 | 66.67% | 2 |
| 250 or more | 0.00% | 0 |
| TOTAL | | 3 |

Q46 What is the primary reason your workforce will not be expanding in the next three years?

Answered: 1 Skipped: 5

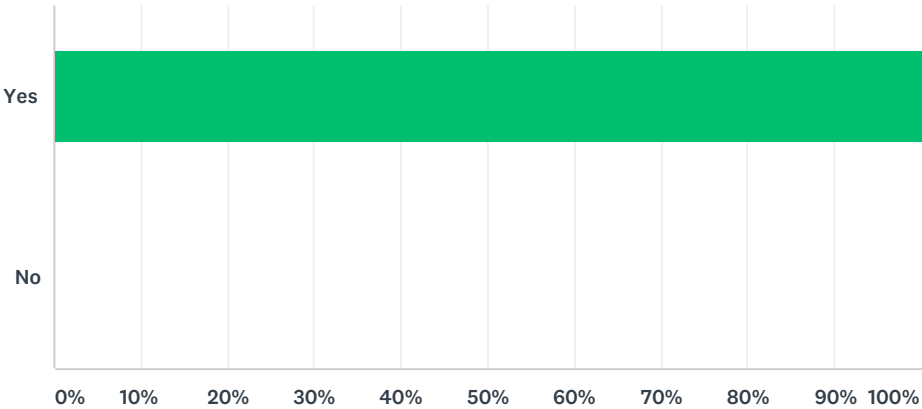


| ANSWER CHOICES | | RESPONSES | |
|---|--|-----------|---|
| Availability of skilled workers | | 0.00% | 0 |
| Access to local economic development grants, loans, and/or assistance | | 0.00% | 0 |
| Investment in plant efficiency and / or automation | | 0.00% | 0 |
| Increased productivity | | 0.00% | 0 |
| No significant anticipated growth in business | | 100.00% | 1 |
| TOTAL | | | 1 |

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

Q47 17. Is staff recruitment impacting your business?

Answered: 4 Skipped: 2

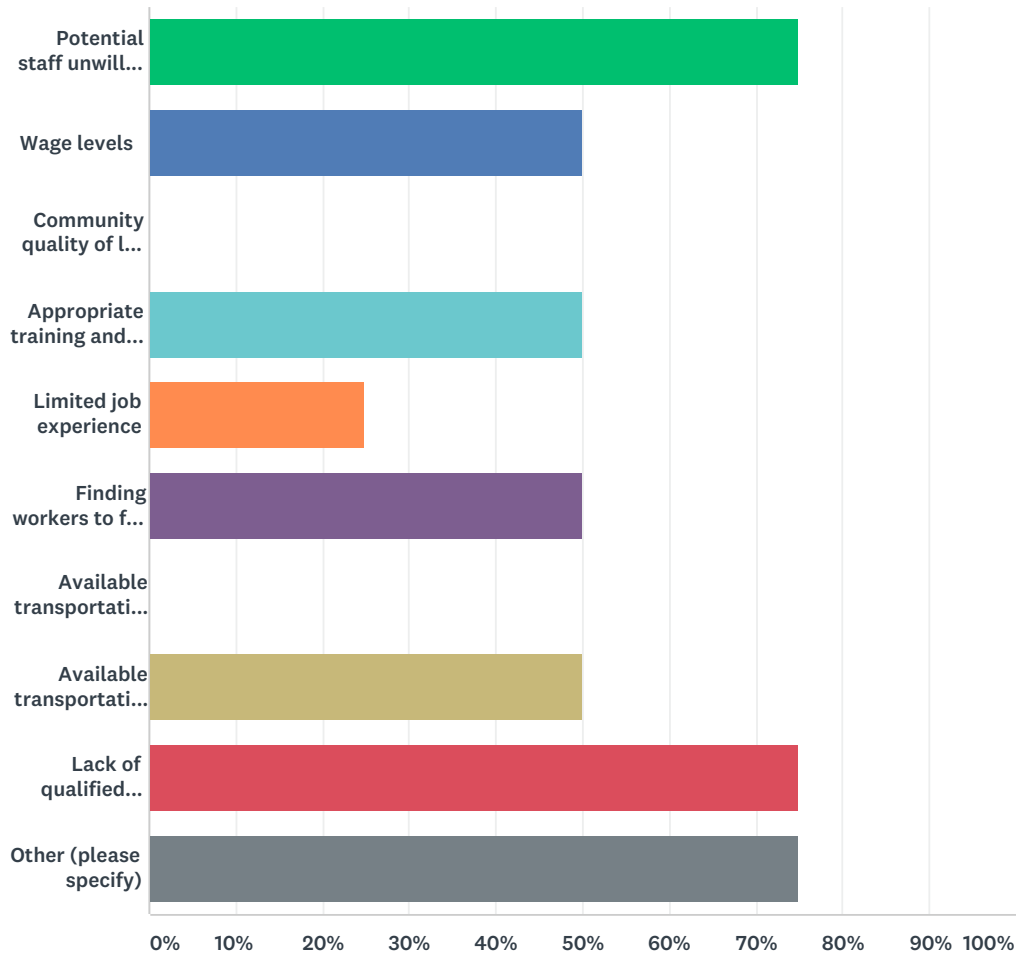


| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| Yes | | 100.00% | 4 |
| No | | 0.00% | 0 |
| TOTAL | | | 4 |

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

Select All that Apply →

Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|--|-----------|---|
| Potential staff unwilling to relocate | 75.00% | 3 |
| Wage levels | 50.00% | 2 |
| Community quality of life amenities (parks, culture, entertainment...) | 0.00% | 0 |
| Appropriate training and / or education | 50.00% | 2 |
| Limited job experience | 25.00% | 1 |
| Finding workers to fit the business culture | 50.00% | 2 |
| Available transportation to work | 0.00% | 0 |
| Available transportation to work | 50.00% | 2 |
| Lack of qualified applicants | 75.00% | 3 |
| Other (please specify) | 75.00% | 3 |

Waukesha County Business Survey 2017

Total Respondents: 4

| # | OTHER (PLEASE SPECIFY) | DATE |
|---|---|--------------------|
| 1 | Many applicants have records that are unacceptable to employ | 8/15/2017 10:42 AM |
| 2 | Rapid growth outpacing recruitment | 8/8/2017 3:16 PM |
| 3 | Many candidates do not have auto insurance and I am unable to hire them if they do not. | 8/8/2017 8:48 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: 4 Skipped: 2

| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| 1 | | 100.00% | 4 |
| 2 | | 100.00% | 4 |
| 3 | | 75.00% | 3 |

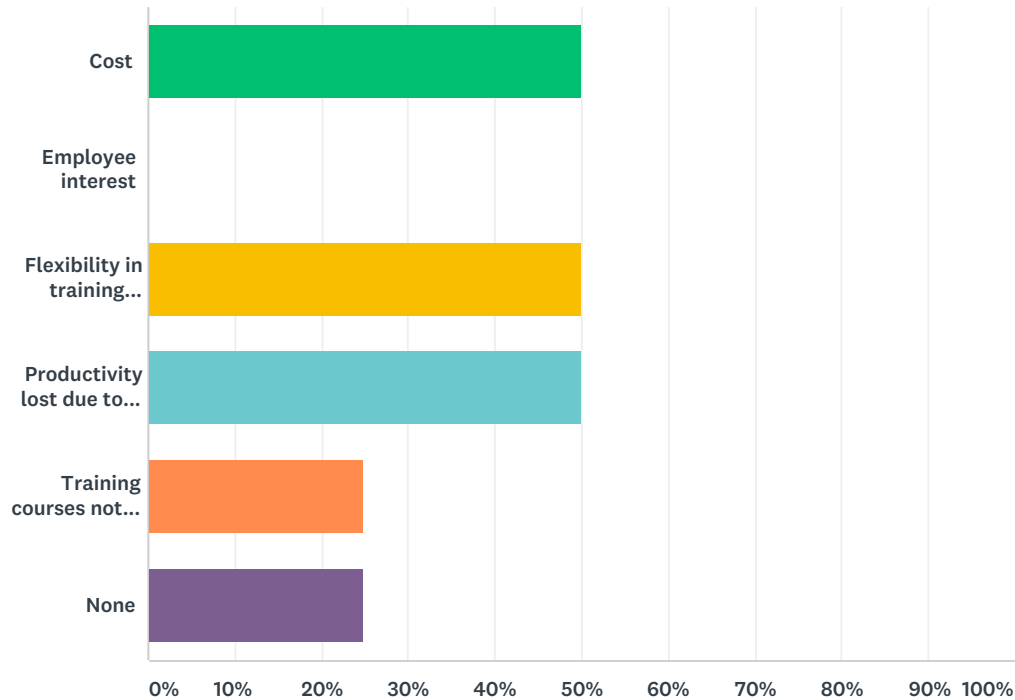
| # | 1 | DATE |
|---|---|--------------------|
| 1 | More qualified candidates (more licensed PT,PTA,SLP, OT) | 8/15/2017 12:10 PM |
| 2 | Approved CBRF training in our area | 8/15/2017 10:43 AM |
| 3 | Computer Skills | 8/8/2017 3:17 PM |
| 4 | Dementia training to effectively assist seniors with this illness | 8/8/2017 8:50 AM |

| # | 2 | DATE |
|---|--|--------------------|
| 1 | Better access to internet, stronger/faster wi-fi connections | 8/15/2017 12:10 PM |
| 2 | Approved CBRF Administrator training in our area | 8/15/2017 10:43 AM |
| 3 | Ability to operate advance technology | 8/8/2017 3:17 PM |
| 4 | Transportation for seniors - need drivers with clear driving records | 8/8/2017 8:50 AM |

| # | 3 | DATE |
|---|---|--------------------|
| 1 | Giving therapists more tech skills resulting in fewer help desk requests. | 8/15/2017 12:10 PM |
| 2 | Service Quality Experience | 8/8/2017 3:17 PM |
| 3 | Caregiver skills training - proper meal prep, best cleaning practices | 8/8/2017 8:50 AM |

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

Answered: 4 Skipped: 2

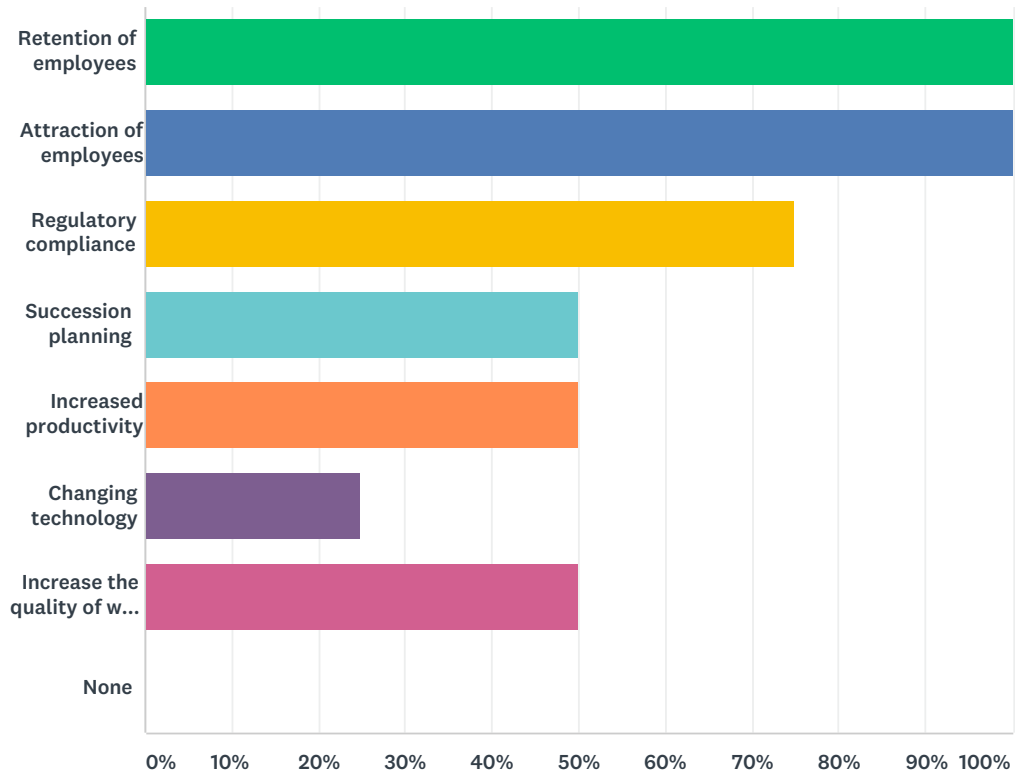


| ANSWER CHOICES | RESPONSES | |
|--|-----------|---|
| Cost | 50.00% | 2 |
| Employee interest | 0.00% | 0 |
| Flexibility in training delivery (e.g., time and location) | 50.00% | 2 |
| Productivity lost due to time off the job | 50.00% | 2 |
| Training courses not available for my business needs | 25.00% | 1 |
| None | 25.00% | 1 |
| Total Respondents: 4 | | |

| # | 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: 4 Skipped: 2

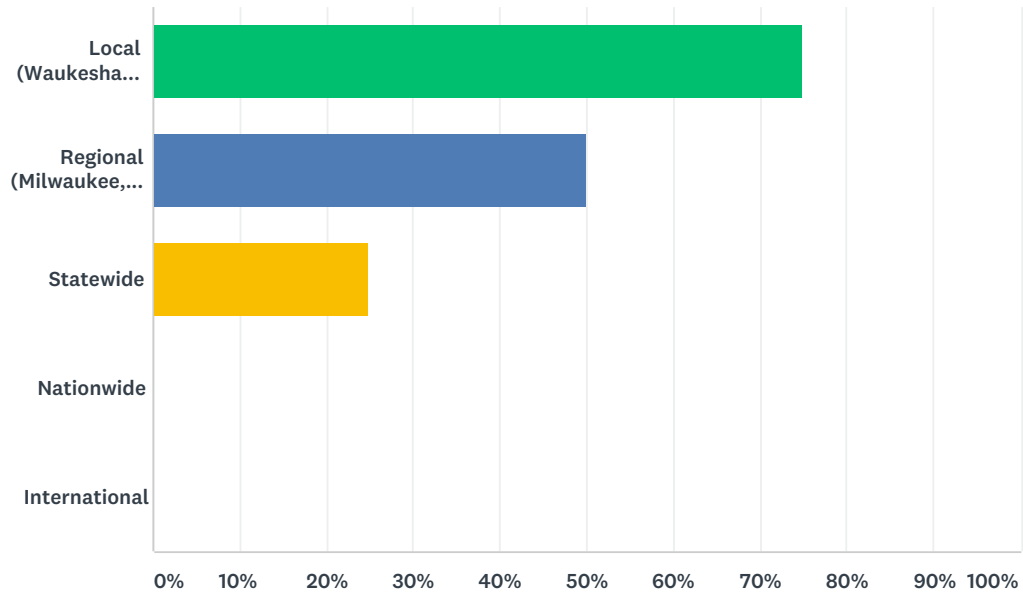


| ANSWER CHOICES | RESPONSES | |
|--------------------------------------|-----------|---|
| Retention of employees | 100.00% | 4 |
| Attraction of employees | 100.00% | 4 |
| Regulatory compliance | 75.00% | 3 |
| Succession planning | 50.00% | 2 |
| Increased productivity | 50.00% | 2 |
| Changing technology | 25.00% | 1 |
| Increase the quality of work product | 50.00% | 2 |
| None | 0.00% | 0 |
| Total Respondents: 4 | | |

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

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

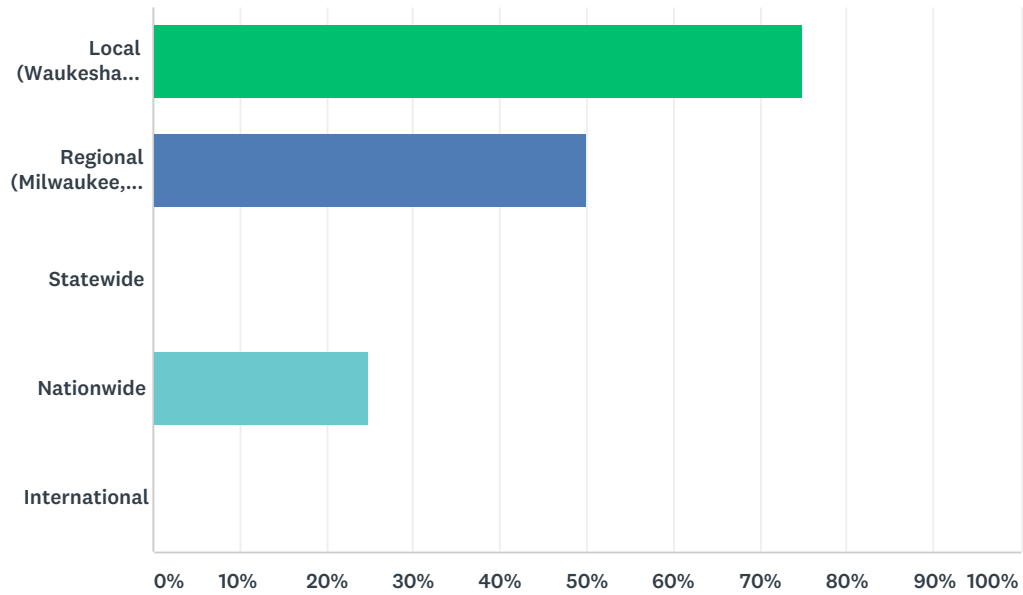
Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|--|-----------|---|
| Local (Waukesha County) | 75.00% | 3 |
| Regional (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties) | 50.00% | 2 |
| Statewide | 25.00% | 1 |
| Nationwide | 0.00% | 0 |
| International | 0.00% | 0 |
| Total Respondents: 4 | | |

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

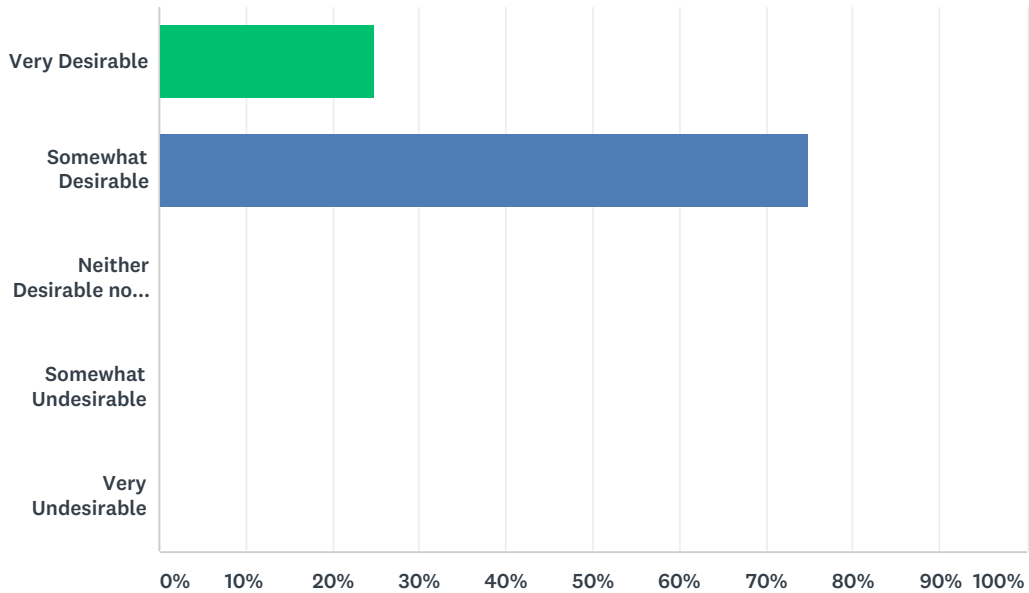
Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|--|-----------|---|
| Local (Waukesha County) | 75.00% | 3 |
| Regional (Milwaukee, Racine, Kenosha, Washington, Ozaukee & Walworth Counties) | 50.00% | 2 |
| Statewide | 0.00% | 0 |
| Nationwide | 25.00% | 1 |
| International | 0.00% | 0 |
| Total Respondents: 4 | | |

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

Answered: 4 Skipped: 2



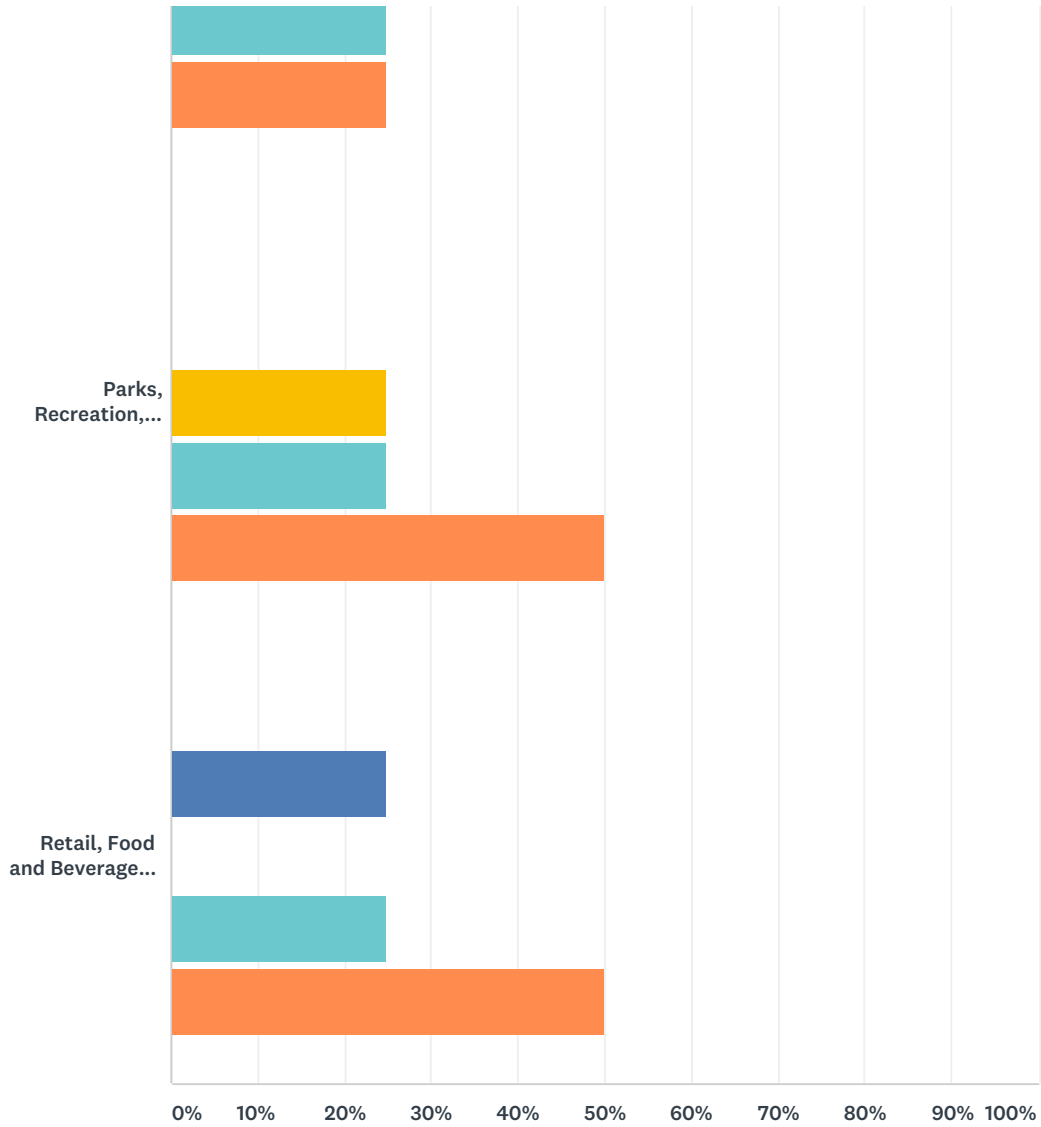
| ANSWER CHOICES | RESPONSES | |
|-----------------------------------|-----------|---|
| Very Desirable | 25.00% | 1 |
| Somewhat Desirable | 75.00% | 3 |
| Neither Desirable nor Undesirable | 0.00% | 0 |
| Somewhat Undesirable | 0.00% | 0 |
| Very Undesirable | 0.00% | 0 |
| TOTAL | | 4 |

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

Answered: 4 Skipped: 2



Waukesha County Business Survey 2017

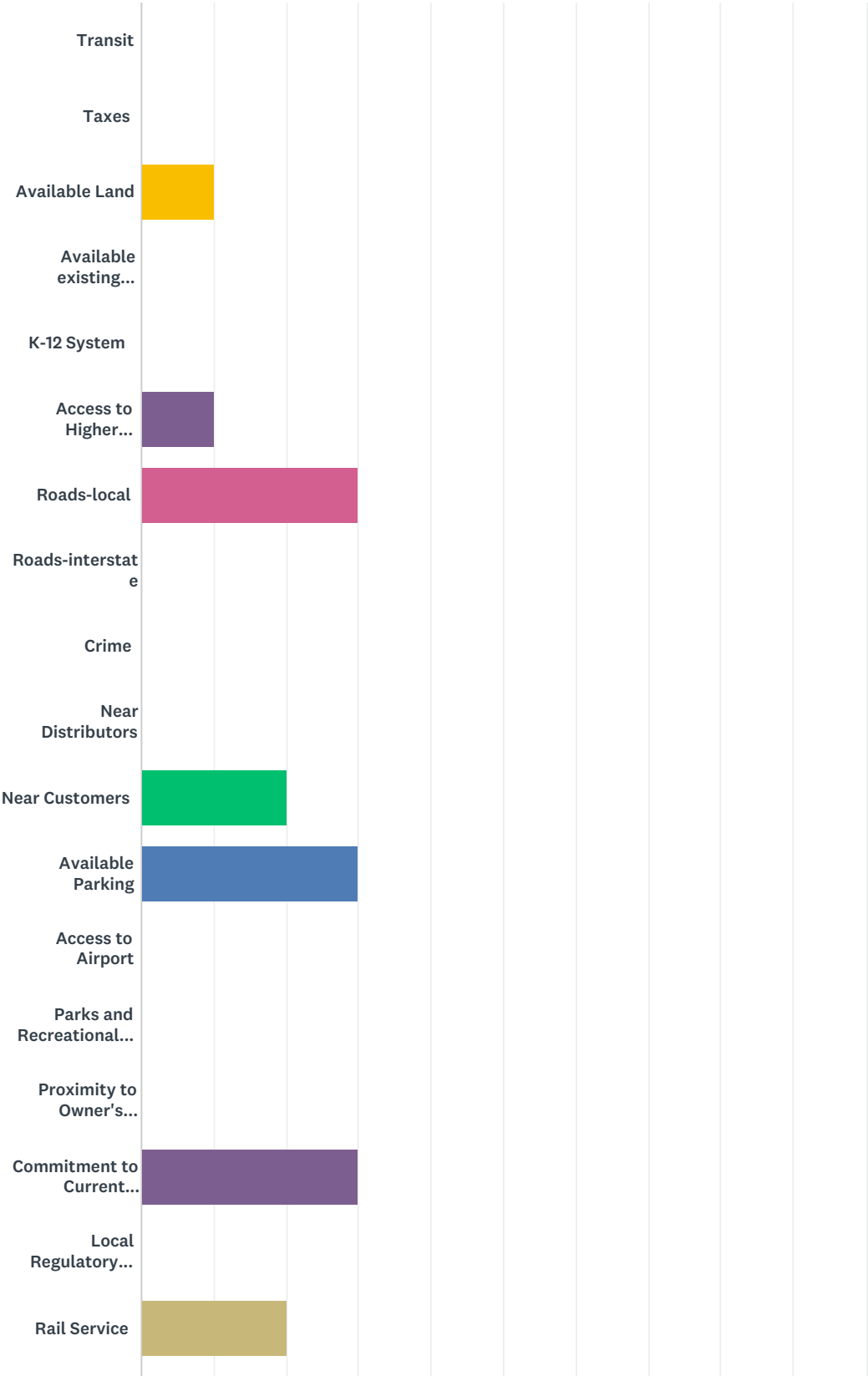


■ Very Unsatisfied
 ■ Unsatisfied
 ■ Neither Satisfied nor Dissatisfied
 ■ Satisfied
 ■ Very Satisfied

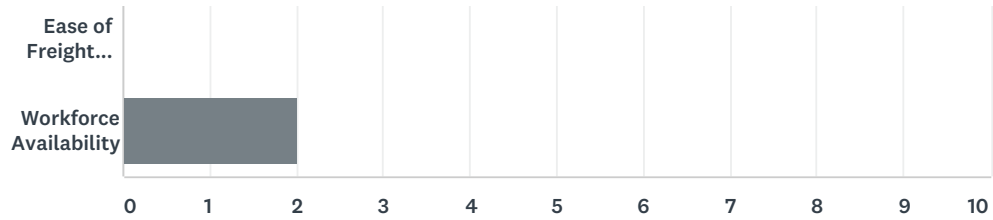
| | VERY UNSATISFIED | UNSATISFIED | NEITHER SATISFIED NOR DISSATISFIED | SATISFIED | VERY SATISFIED | TOTAL |
|---------------------------------------|------------------|-------------|------------------------------------|-------------|----------------|-------|
| Public Utilities | 0.00% 0 | 0.00% 0 | 0.00% 0 | 50.00% 2 | 50.00% 2 | 4 |
| Local Streets and Highways | 0.00% 0 | 0.00% 0 | 25.00% 1 | 25.00% 1 | 50.00% 2 | 4 |
| Land Availability | 0.00% 0 | 0.00% 0 | 50.00% 2 | 25.00% 1 | 25.00% 1 | 4 |
| Permitting and Licensing Assistance | 0.00% 0 | 0.00% 0 | 50.00% 2 | 25.00% 1 | 25.00% 1 | 4 |
| Parks, Recreation, Cultural Amenities | 0.00% 0 | 0.00% 0 | 25.00% 1 | 25.00% 1 | 50.00% 2 | 4 |
| Retail, Food and Beverage Services | 0.00% 0 | 25.00% 1 | 0.00% 0 | 25.00% 1 | 50.00% 2 | 4 |

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: 4 Skipped: 2



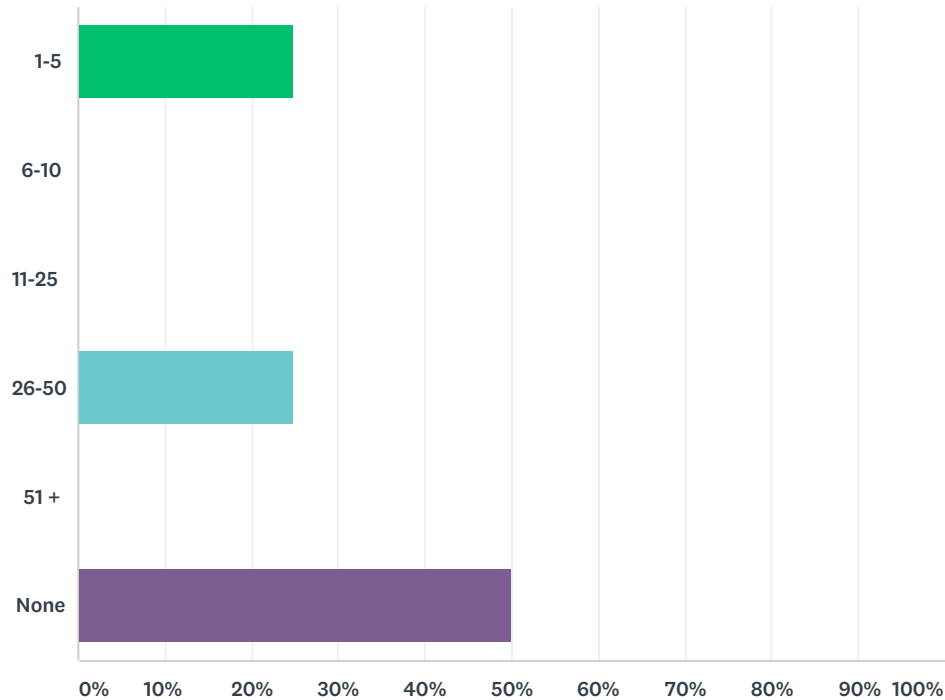
Waukesha County Business Survey 2017



| | FIRST CHOICE | SECOND CHOICE | THIRD CHOICE | TOTAL | WEIGHTED AVERAGE |
|--------------------------------------|--------------|---------------|--------------|-------|------------------|
| Transit | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Taxes | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Available Land | 100.00% 2 | 0.00% 0 | 0.00% 0 | 2 | 1.00 |
| Available existing building | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| K-12 System | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Access to Higher Education | 100.00% 1 | 0.00% 0 | 0.00% 0 | 1 | 1.00 |
| Roads-local | 0.00% 0 | 0.00% 0 | 100.00% 1 | 1 | 3.00 |
| Roads-interstate | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Crime | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Near Distributors | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Near Customers | 0.00% 0 | 100.00% 2 | 0.00% 0 | 2 | 2.00 |
| 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 | 0.00% 0 | 0 | 0.00 |
| Proximity to Owner's Residence | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Commitment to Current Location | 0.00% 0 | 0.00% 0 | 100.00% 1 | 1 | 3.00 |
| Local Regulatory Environment | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Rail Service | 0.00% 0 | 100.00% 1 | 0.00% 0 | 1 | 2.00 |
| Ease of Freight Movement | 0.00% 0 | 0.00% 0 | 0.00% 0 | 0 | 0.00 |
| Workforce Availability | 33.33% 1 | 33.33% 1 | 33.33% 1 | 3 | 2.00 |

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

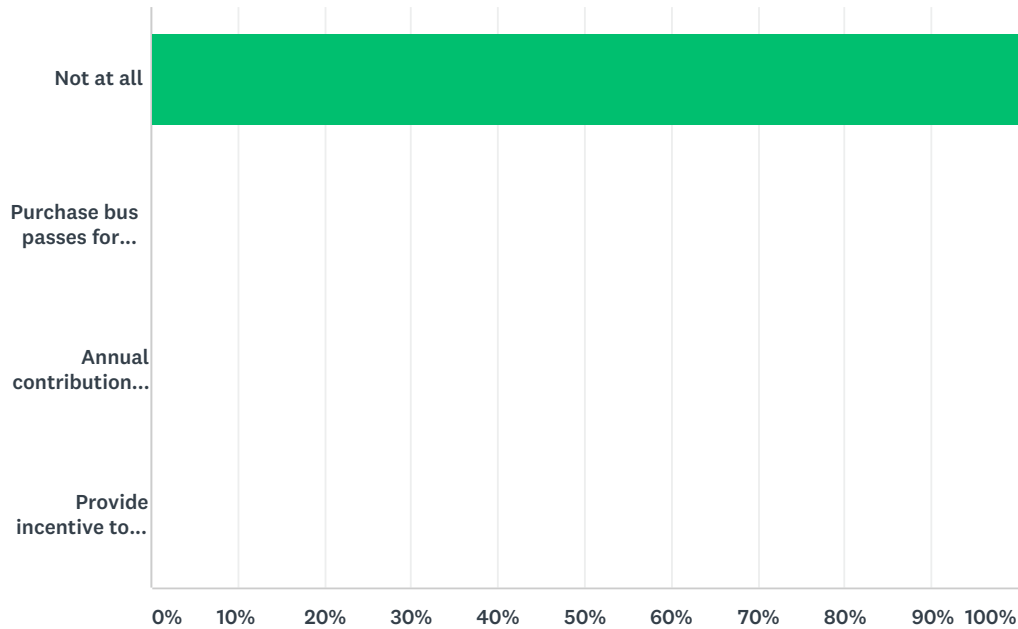
Answered: 4 Skipped: 2



| ANSWER CHOICES | RESPONSES | |
|----------------|-----------|---|
| 1-5 | 25.00% | 1 |
| 6-10 | 0.00% | 0 |
| 11-25 | 0.00% | 0 |
| 26-50 | 25.00% | 1 |
| 51 + | 0.00% | 0 |
| None | 50.00% | 2 |
| TOTAL | | 4 |

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

Answered: 3 Skipped: 3

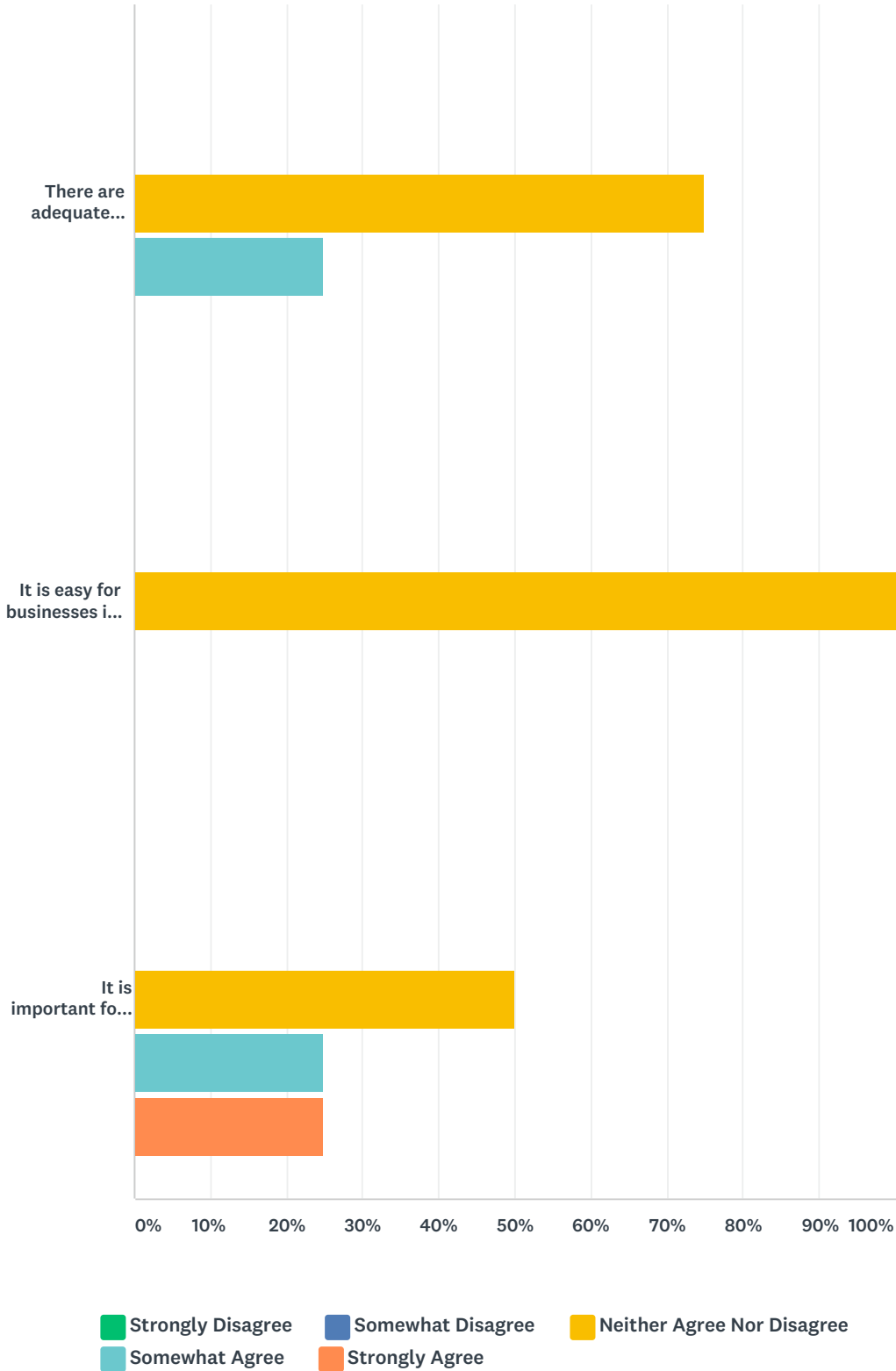


| ANSWER CHOICES | RESPONSES | |
|---|-----------|----------|
| Not at all | 100.00% | 3 |
| Purchase bus passes for employees | 0.00% | 0 |
| Annual contribution for operating costs | 0.00% | 0 |
| Provide incentive to employees who do not drive | 0.00% | 0 |
| TOTAL | | 3 |

| # | OTHER (PLEASE SPECIFY) | DATE |
|---|---|------------------|
| 1 | Transportation is provided for customers when it is needed to ensure continuity of care | 8/8/2017 3:32 PM |
| 2 | We provide services to seniors where they live so the bus line would need to take the employee/caregiver directly to the senior's residence so public transportation does not help our situation. | 8/8/2017 8:56 AM |

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

Answered: 4 Skipped: 2

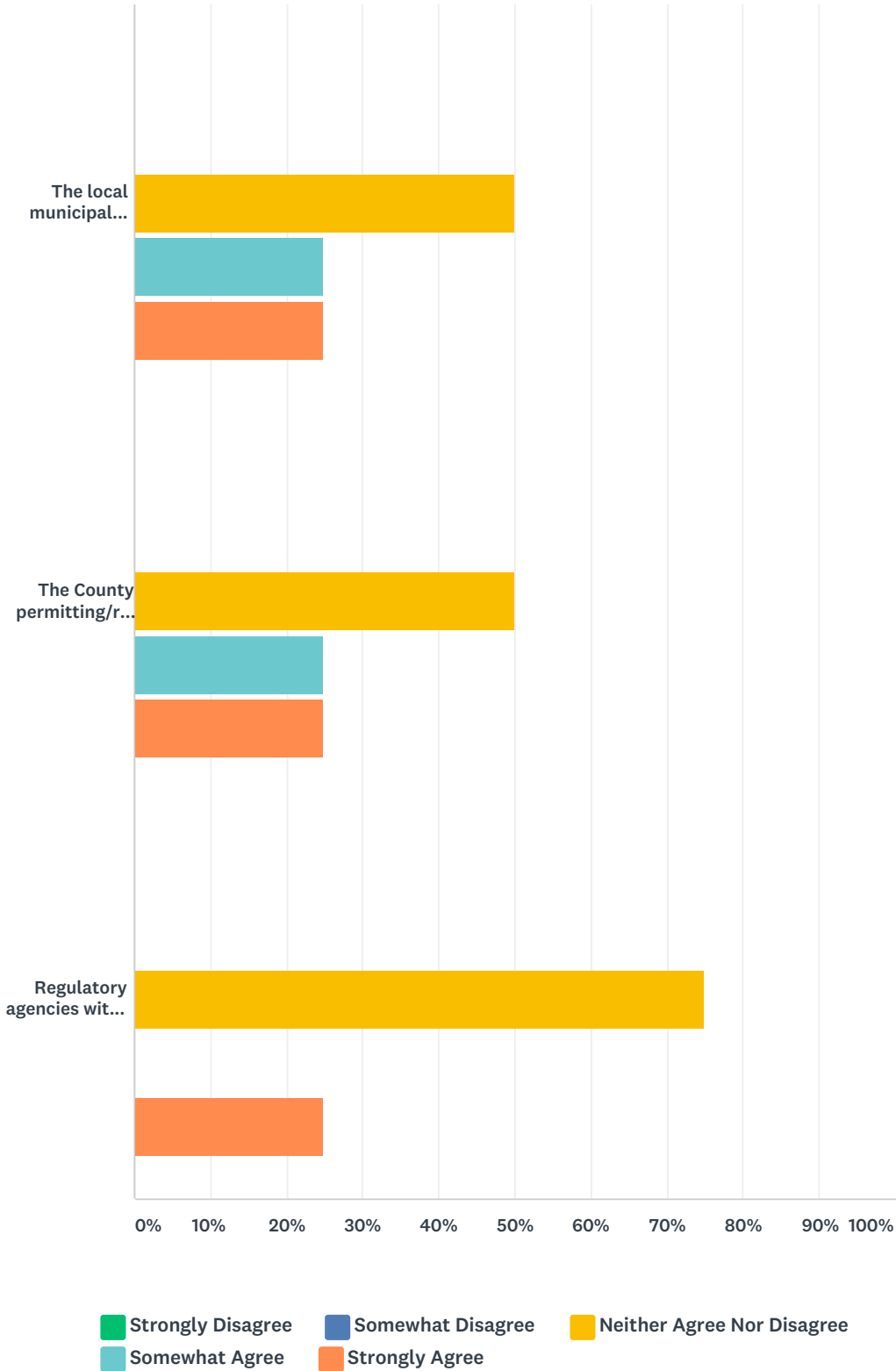


Waukesha County Business Survey 2017

| | 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 | 0.00% 0 | 75.00% 3 | 25.00% 1 | 0.00% 0 | 4 |
| It is easy for businesses in Waukesha County to identify available financial assistance resources. | 0.00% 0 | 0.00% 0 | 100.00% 4 | 0.00% 0 | 0.00% 0 | 4 |
| It is important for businesses to have access to Interest rate subsidized funding to support job retention and job growth. | 0.00% 0 | 0.00% 0 | 50.00% 2 | 25.00% 1 | 25.00% 1 | 4 |

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

Answered: 4 Skipped: 2



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. | 0.00% 0 | 0.00% 0 | 50.00% 2 | 25.00% 1 | 25.00% 1 | 4 |
| The County permitting/review staff are helpful and cooperative. | 0.00% 0 | 0.00% 0 | 50.00% 2 | 25.00% 1 | 25.00% 1 | 4 |
| Regulatory agencies within Waukesha County, and its municipalities, coordinate well on permitting processes. | 0.00% 0 | 0.00% 0 | 75.00% 3 | 0.00% 0 | 25.00% 1 | 4 |

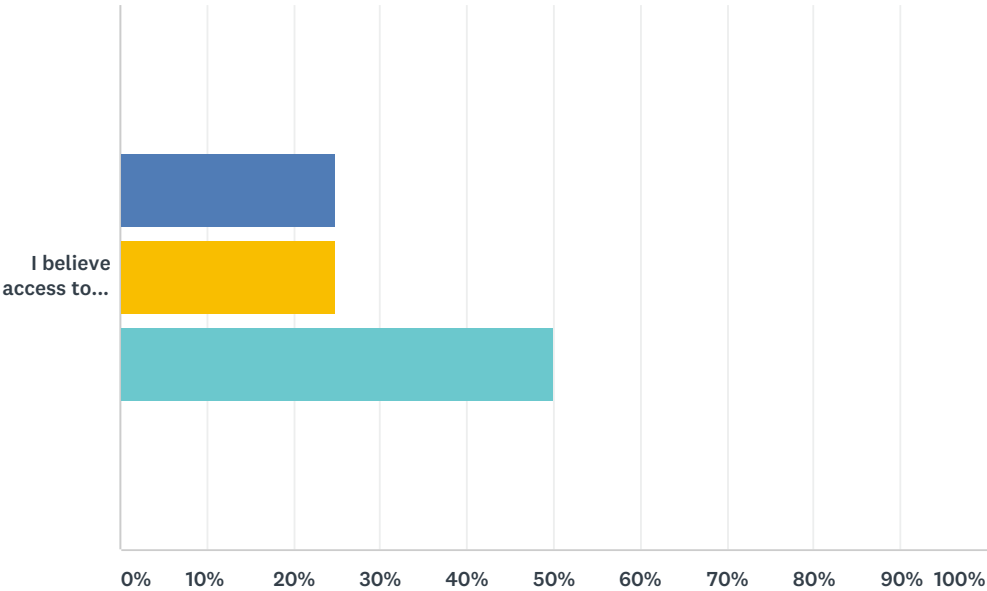
Q61 Any additional feedback you would like to provide about your experiences with local municipal and/or County permitting/review staff.

Answered: 1 Skipped: 5

| # | RESPONSES | DATE |
|---|--|------------------|
| 1 | The only contact I had is with Menomonee Falls Village and employees there are friendly and helpful. | 8/8/2017 8:58 AM |

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

Answered: 4 Skipped: 2



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. | 0.00% 0 | 25.00% 1 | 25.00% 1 | 50.00% 2 | 0.00% 0 | 4 |

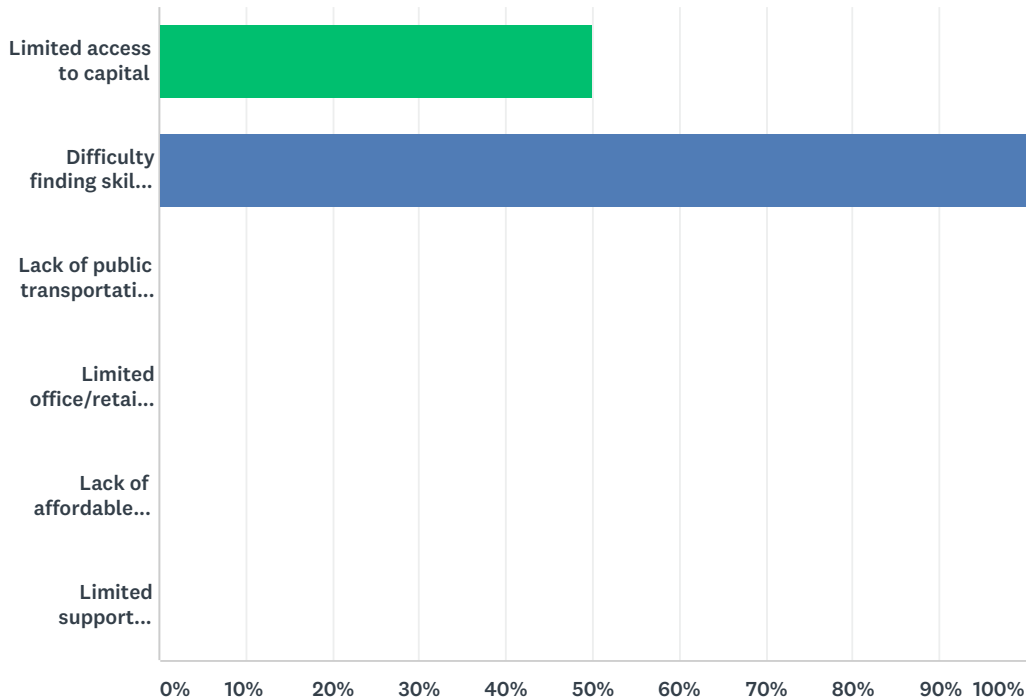
Q63 ECONOMIC VISIONING31. In what year was your business started?

Answered: 4 Skipped: 2

| # | RESPONSES | DATE |
|---|-----------|--------------------|
| 1 | 1967 | 8/15/2017 12:13 PM |
| 2 | 1990 | 8/15/2017 10:47 AM |
| 3 | 1997 | 8/8/2017 3:33 PM |
| 4 | 2010 | 8/8/2017 8:58 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: 2 Skipped: 4



| ANSWER CHOICES | RESPONSES | |
|---|-----------|---|
| Limited access to capital | 50.00% | 1 |
| Difficulty finding skilled workforce | 100.00% | 2 |
| Lack of public transportation options | 0.00% | 0 |
| Limited office/retail space options | 0.00% | 0 |
| Lack of affordable housing | 0.00% | 0 |
| Limited support resources (incubators, mentors, counseling, etc.) | 0.00% | 0 |
| Total Respondents: 2 | | |

| # | OTHER (PLEASE SPECIFY) | DATE |
|---|----------------------------|--------------------|
| 1 | Did not start the business | 8/15/2017 12:13 PM |

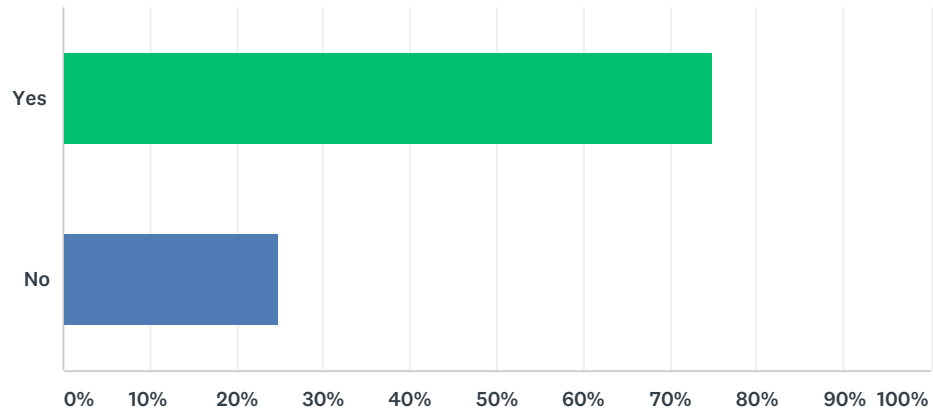
Q65 33. If you plan to expand your business in Waukesha County in the next 3 years, what assistance do you think you will need?

Answered: 2 Skipped: 4

| # | RESPONSES | DATE |
|---|--|--------------------|
| 1 | None | 8/15/2017 12:13 PM |
| 2 | Training and recruiting caregivers for senior home care. | 8/8/2017 9:00 AM |

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

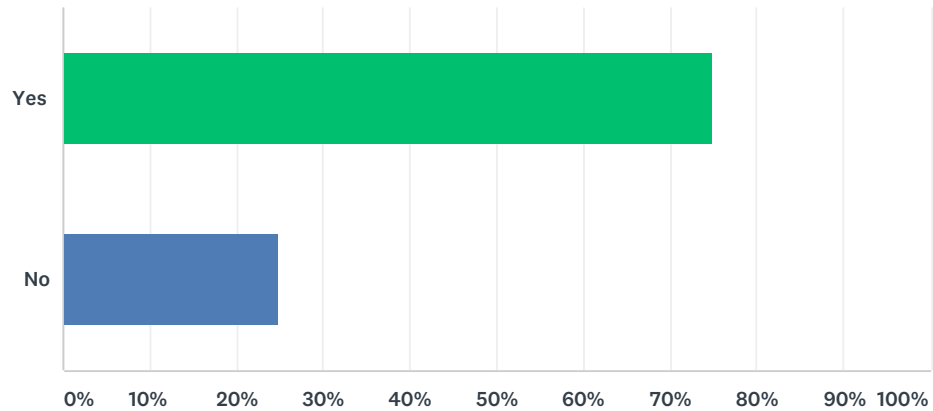
Answered: 4 Skipped: 2



| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| Yes | | 75.00% | 3 |
| No | | 25.00% | 1 |
| TOTAL | | | 4 |

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

Answered: 4 Skipped: 2



| ANSWER CHOICES | | RESPONSES | |
|----------------|--|-----------|---|
| Yes | | 75.00% | 3 |
| No | | 25.00% | 1 |
| TOTAL | | | 4 |