

5. What was your business gross income in 1998, or your most recently completed fiscal year? This information is critical for the success of this survey. Be assured that your response will be held in strict confidence.

My business gross income was \$ _____ in 1998.

If you are unable to provide this specific information, please check the appropriate category below:

_____ Less than \$ 25,000	_____ \$2,000,000 - \$ 2,999,999
_____ \$ 25,000 - \$ 49,999	_____ \$3,000,000 - \$ 3,999,999
_____ \$ 50,000 - \$ 74,999	_____ \$4,000,000 - \$ 4,999,999
_____ \$ 75,000 - \$ 99,999	_____ \$5,000,000 - \$ 5,999,999
_____ \$ 100,000 - \$ 249,999	_____ \$6,000,000 - \$ 6,999,999
_____ \$ 250,000 - \$ 499,999	_____ \$7,000,000 - \$ 7,999,999
_____ \$ 500,000 - \$ 749,999	_____ \$8,000,000 - \$ 8,999,999
_____ \$ 750,000 - \$ 999,999	_____ \$9,000,000 - \$ 9,999,999
_____ \$1,000,000 - \$1,999,999	_____ More than \$10,000,000

6. By what percent has your business gross income increased or decreased in the last 5 years (compare 1998 to 1993)?

Gross has increased by _____% or Gross has decreased by _____%

If your business gross income stayed about the same, check here: _____

If you were not in business in 1993, check here: _____

7. In 1998, how many employees did you have in each of these categories? (Be sure to include yourself.)

_____ Full time (worked 30 hours or more per week, and worked for 9 months or more during the year)

_____ Part time (worked less than 30 hours per week and worked for 9 months or more during the year)

_____ Seasonal (worked any number of hours per week, but worked for less than 9 months of the year)

8. In 1998, how many more employees would you have hired if you could have found qualified workers?

_____ Full time (worked 30 hours or more per week, and worked for 9 months or more during the year)

_____ Part time (worked less than 30 hours per week and worked for 9 months or more during the year)

_____ Seasonal (worked any number of hours per week, but worked for less than 9 months of the year)

9. Five years ago, in 1993, how many employees did you have in each of these categories? (Be sure to include yourself.)

_____ Full time (worked 30 hours or more per week, and worked for 9 months or more during the year)

_____ Part time (worked less than 30 hours per week and worked for 9 months or more during the year)

_____ Seasonal (worked any number of hours per week, but worked for less than 9 months of the year)

If you were not in business in 1993, check here: _____

10. What was the total amount of your payroll (including wages and salaries, employee taxes, and benefits) for the year 1998, or your most recently completed fiscal year? (Be sure to include yourself.)

My total payroll was \$ _____ in 1998.

If you are unable to provide this specific information, you may check the appropriate category below:

_____ Less than \$ 25,000	_____ \$ 750,000 - \$ 999,999
_____ \$ 25,000 - \$ 49,999	_____ \$1,000,000 - \$1,999,999
_____ \$ 50,000 - \$ 99,999	_____ \$2,000,000 - \$2,999,999
_____ \$100,000 - \$ 249,999	_____ \$3,000,000 - \$3,999,999
_____ \$250,000 - \$ 499,999	_____ \$4,000,000 - \$4,999,999
_____ \$500,000 - \$ 749,999	_____ More than \$5,000,000