11. By what percentage has your payroll increased or decreased over the last five years (compare 1998 to 1993)?
   Payroll has increased by ____%        or        Payroll has decreased by ____%

   If your payroll stayed about the same, check here: _______
   If you were not in business in 1993, check here: _______

12. What was your total business tax bill in 1998, or your most recently completed fiscal year (including property, sales and use, excise and income taxes)?
   My total tax bill was $_____

   If you are unable to provide this specific information, you may check the appropriate category below:
   _____Less than $10,000        _____$10,000 - $24,999
   _____$25,000 - $49,999        _____$250,000 - $299,999
   _____$50,000 - $74,999        _____$300,000 - $349,999
   _____$75,000 - $99,999        _____$350,000 - $399,999
   _____$100,000 - $149,999      _____$400,000 - $449,999
   _____$150,000 - $199,999      _____More than $500,000

13. By what percentage has your business tax bill increased or decreased over the last five years (compare 1998 to 1993)?
   Tax bill has increased by ____%        or        Tax bill has decreased by ____%

   If your business tax bill stayed about the same, check here: _______
   If you were not in business in 1993, check here: _______

14. How much total acreage does your company currently occupy? _______ acres
   How much of that land do you actually use for your company's business? _______ acres

15. Below is a list of some of the issues currently facing our industry. Please check the three issues that are most important to you:
   _____ Professional standards
   _____ Lack of qualified labor
   _____ Government regulation / legislation
   _____ Lack of perceived value of green industry goods and services
   _____ Marketing
   _____ Deer damage
   _____ Insect and disease management
   _____ Other (please specify): _______

Thank you for your participation in this survey.

Please return the survey by October 30, 1999, in the enclosed envelope to:
Plant & Soil Science Department
Hills Science Building
The University of Vermont
Burlington, Vermont 05405-0082