

Your Business Outlook

Please let us know how you expect your business to perform. Your response is important because it will help ensure that policymakers have the most accurate and up-to-date information on the performance of the economy. All information you give will be kept strictly confidential and it should take no more than 10 minutes to complete.

1. How do you expect your firm to be performing in 12 months compared to now? (select one)

- Much stronger
- Somewhat stronger
- About the same
- Somewhat weaker
- Much weaker

2. Allowing for normal seasonal influences, what is your business performance and expectations? (select one answer for each)

- | | Up | Same | Down |
|--|--------------------------|--------------------------|--------------------------|
| a. Business performance in past 3 or 4 months | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b. Performance expectations next 3 or 4 months | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

3. Allowing for normal seasonal influences, what are current orders and overtime compared to normal? (select one answer for each)

- | | Above normal | Normal | Below normal | Not applic. |
|-----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| a. Unfilled customer orders | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b. Staff overtime | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

4. Allowing for normal seasonal influences, what are current inventories and receivables compared to normal? (select one answer for each)

- | | Better than normal | Normal | Worse than normal | Not applic. |
|-------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| a. Unsold inventories | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b. Unpaid accounts receivable | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

5. What kinds of capital expenditures do you plan to make within the next 3 or 4 months? (select as many as apply)

- Vehicles
- Computers, communications, office technology
- Process machinery, equipment
- Land, buildings, renovations
- None of the above

6. Currently, what is the general business situation of your company? (select one)

- Good
- Satisfactory
- Bad

7. In the next year, how much do you expect average prices to change? (select % amount)

- Your firm's unit selling prices % (drop-down menu)
- Your firm's individual wages % (drop-down menu)

8. What types of input costs are currently causing difficulties for your business? (select as many as apply)

- Fuel, energy costs
- Wage costs
- Borrowing costs
- Bank account and processing fees
- Foreign currencies
- Product input costs
- Capital equipment, technology costs
- Occupancy costs
- Insurance costs
- Tax, regulatory costs

9. What factors are limiting your ability to increase sales or production? (select as many as apply)

- Insufficient domestic demand
- Insufficient foreign demand
- Foreign competition
- Shortage of skilled labour
- Shortage of unskilled, semi-skilled labour
- Management skills, time constraints
- Shortage of working capital
- Shortage of input products
- Product distribution constraints
- Limited space