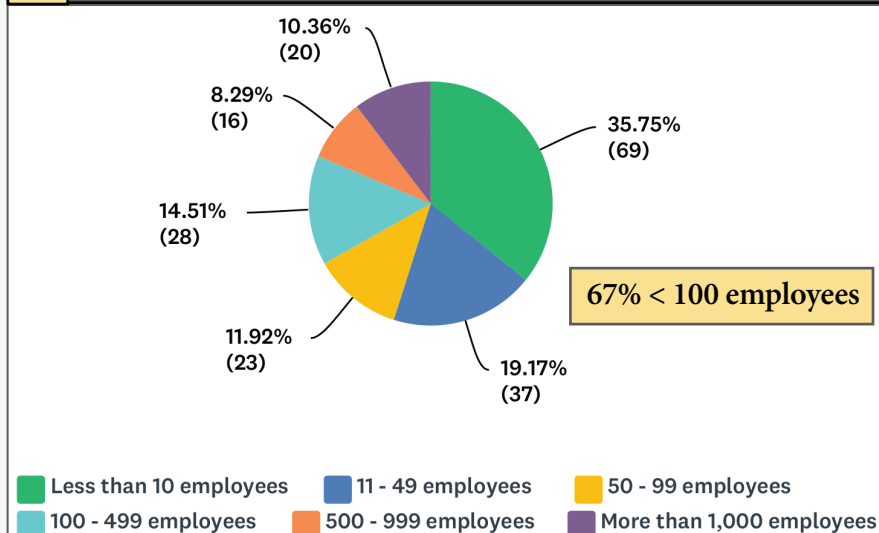




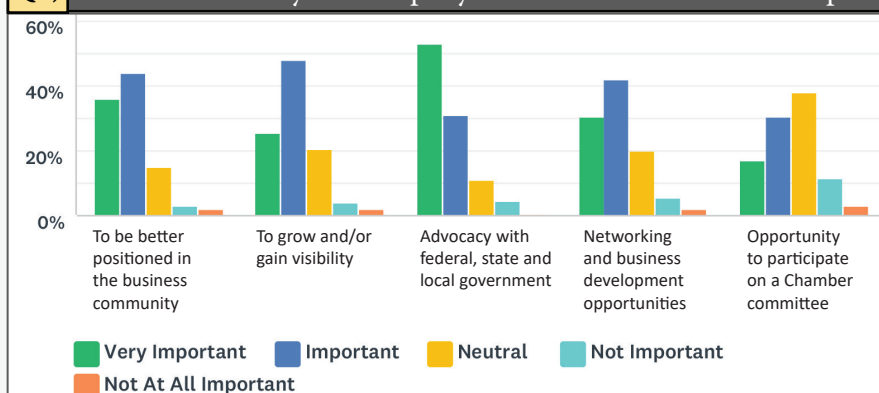
2017 MEMBERSHIP SURVEY RESULTS

196 respondents, 74% completion rate

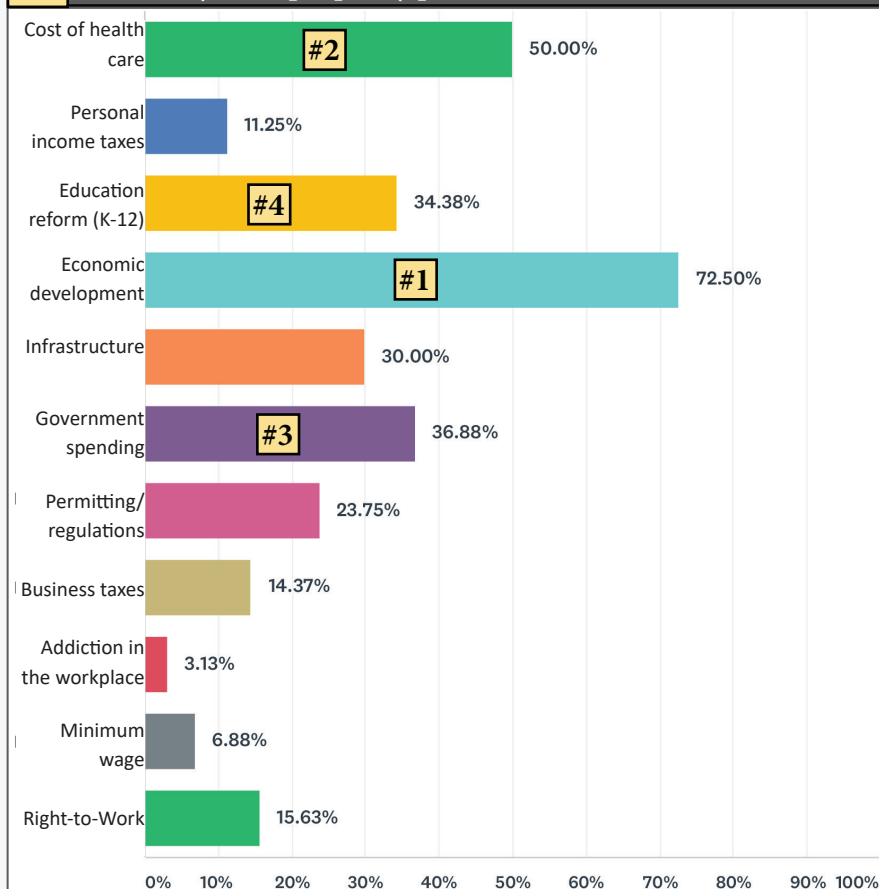
Q1) How many full-time employees do you have in Delaware?



Q3) Rate the value of your company's State Chamber membership.



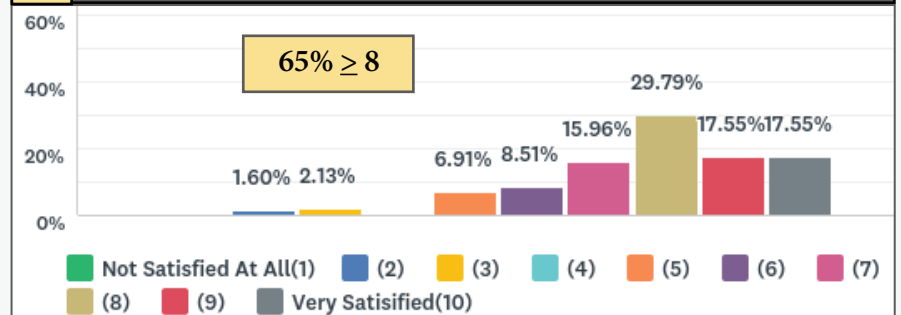
Q5) What are your top 3 policy priorities?



Q7) What would you suggest Delaware do to improve the health of its economy?

1. Improve schools and infrastructure
2. Balance the budget with new revenue sources - cut government expenses
3. Encourage entrepreneurship and a diverse economy - strong business climate to attract new business
4. Streamline land use and permitting process - less regulation overall
5. Implement Right-to-Work legislation
6. More quality jobs - focus on job creation
7. Improve tax structure and slim down government - term limits
8. Reassess property tax
9. Redevelop former industrial sites
10. Address the crime in Wilmington

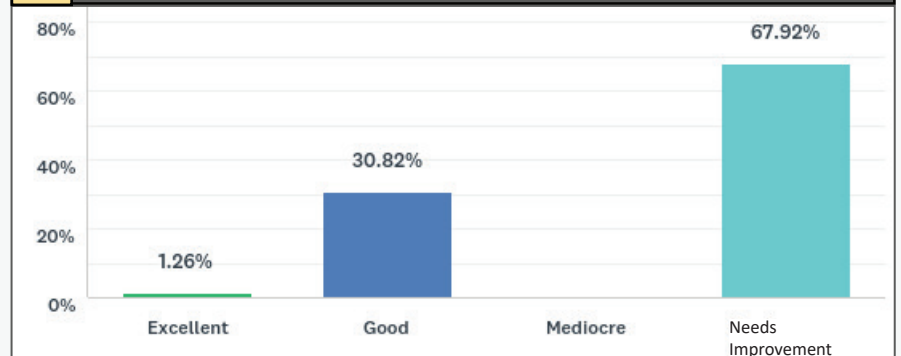
Q2) On a scale of 1-10, rate your satisfaction with the State Chamber.



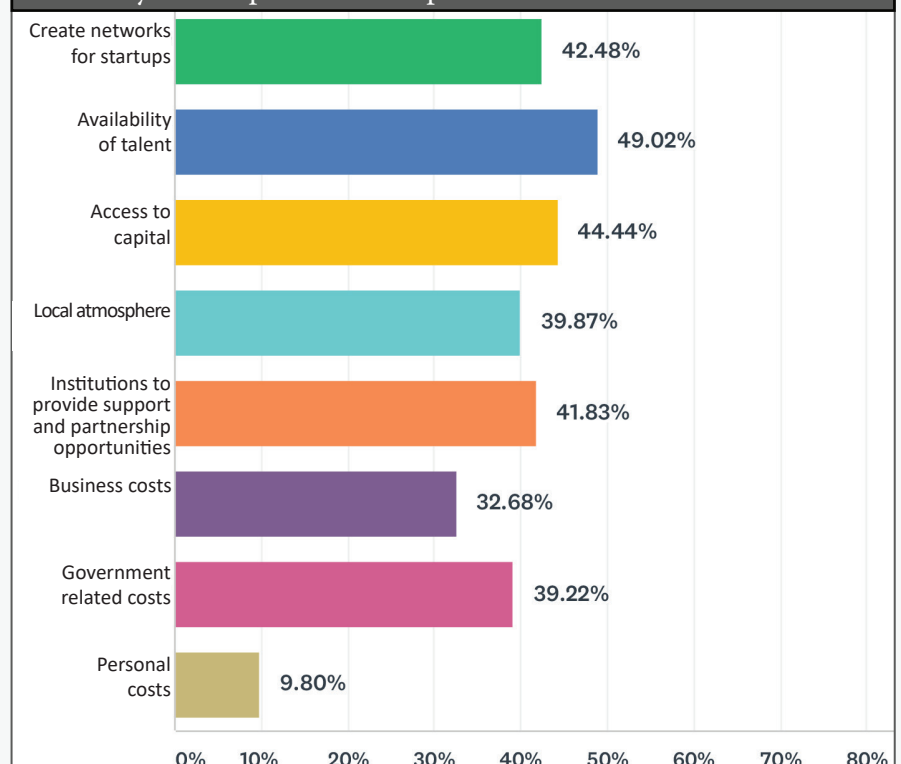
Q4) What would you have the Chamber do differently?

1. More networking events and visibility in Kent and Sussex Counties.
2. Be more responsive to the small business community
 - a. Broaden the base of committee membership and better coordination of meetings
 - b. Seek input directly from small businesses
 - c. Offer more training and workshops
3. Be a better advocate for business interests
 - a. More aggressive with the legislature on pro-business issues
 - b. More advocacy for nonprofits
 - c. Focus on small business
 - d. Coordinate with other business groups
 - e. Bring in more manufacturing
4. Support Right-to-Work
5. More opportunities for young professional involvement

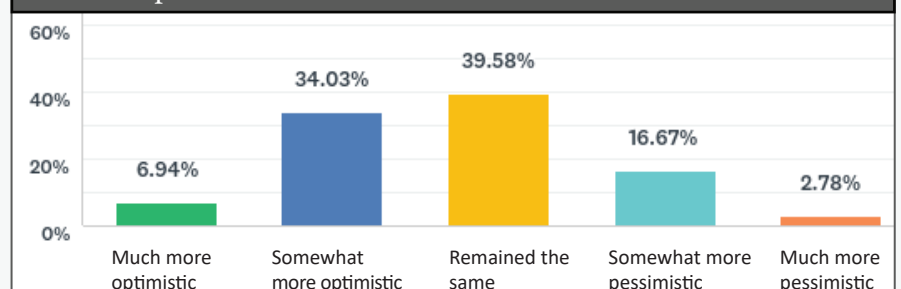
Q6) Rate Delaware's Economy.



Q8) As Delaware grows its entrepreneurial environment, what are the 3 most important elements to creating a thriving startup ecosystem to promote entrepreneurial success?



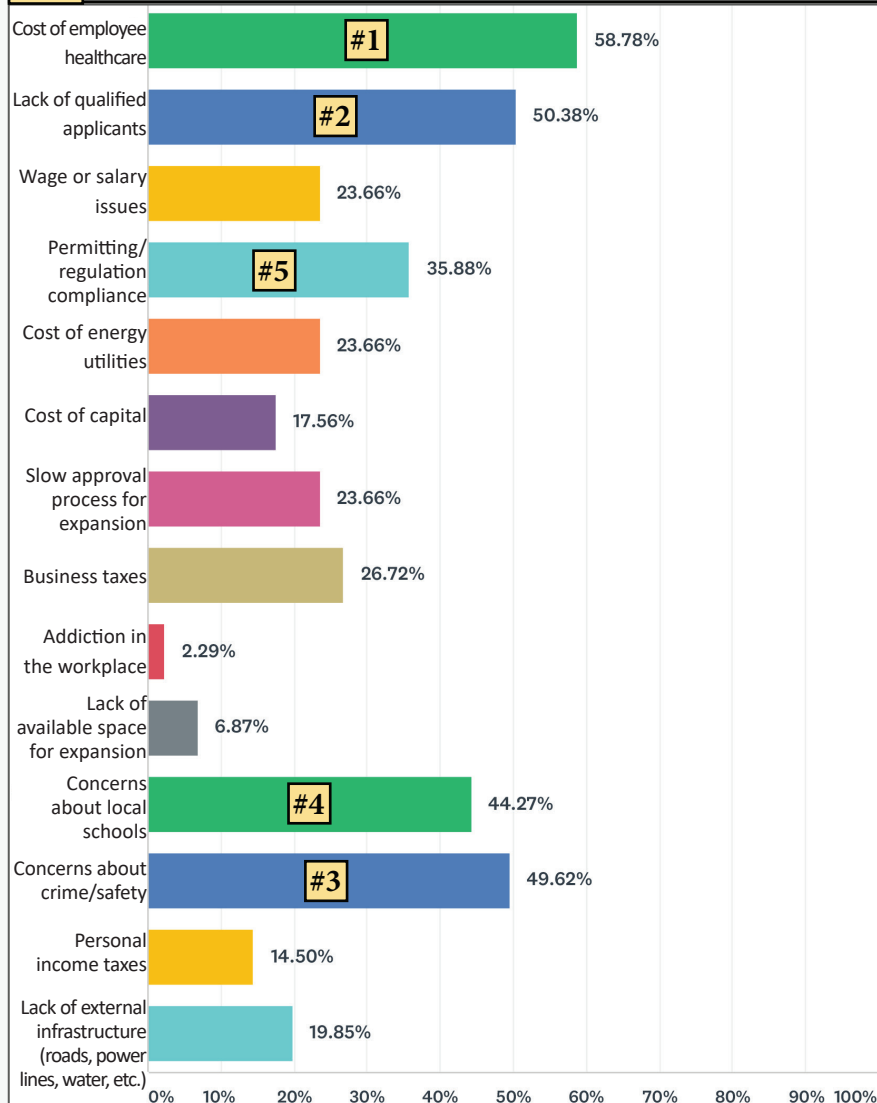
Q9) Compared to your views as 2017 began, would you say your view of the prospects for your company have become more optimistic, more pessimistic or remained the same?



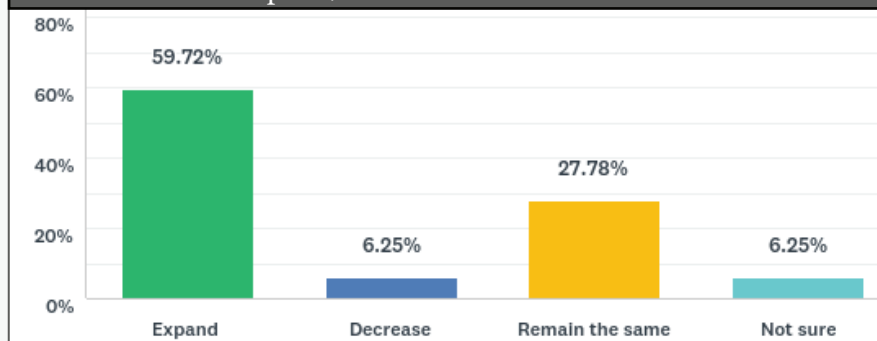


2017 MEMBERSHIP SURVEY RESULTS

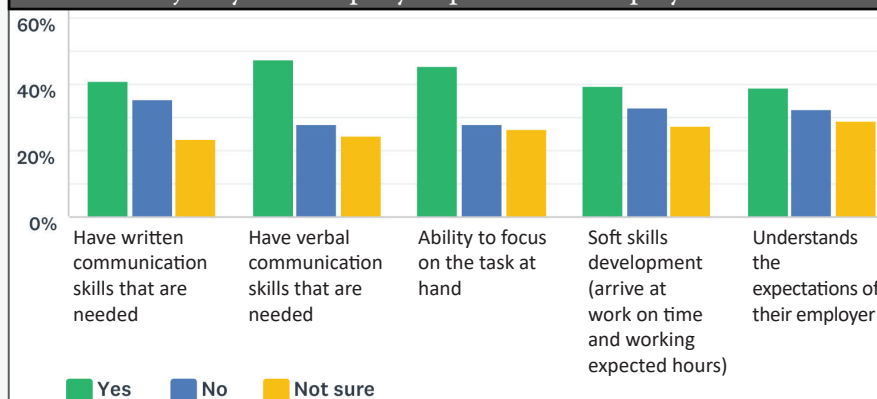
Q10) What are the top 5 obstacles to the growth of your business?



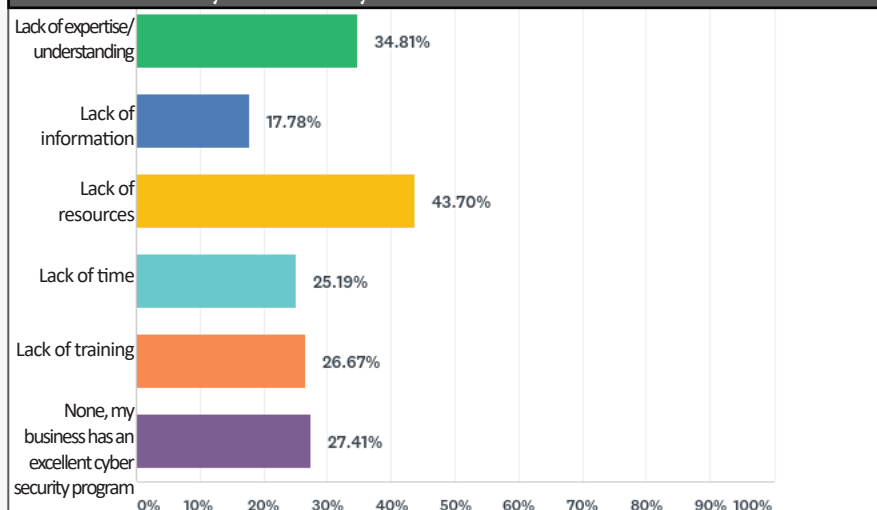
Q14) Looking forward one year, do you expect your company's revenues to expand, decrease or remain the same?



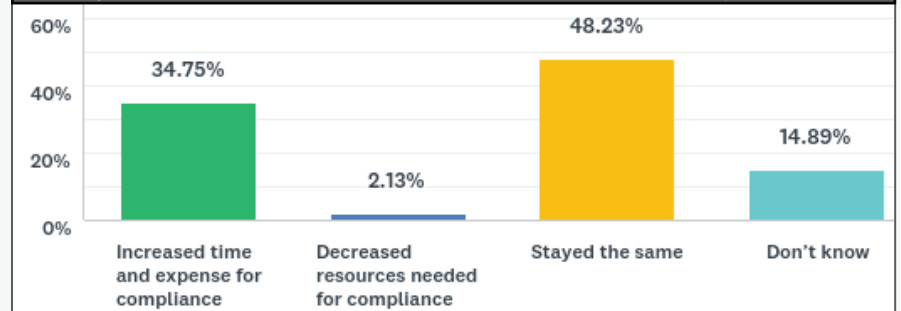
Q16) Do recent college or post-secondary graduates have the skill sets to join your company as productive employees?



Q18) What are the factors that could hinder your company's ability to advance cyber security efforts?



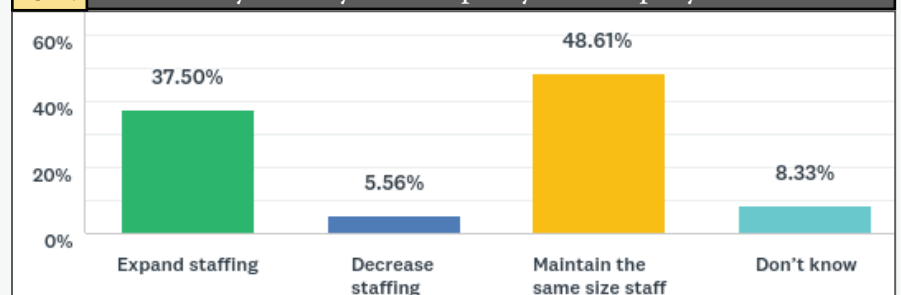
Q11) Compared to one year ago, have the time and resources your company spends completing licensing, compliance or other government requirements increased, decreased or stayed the same?



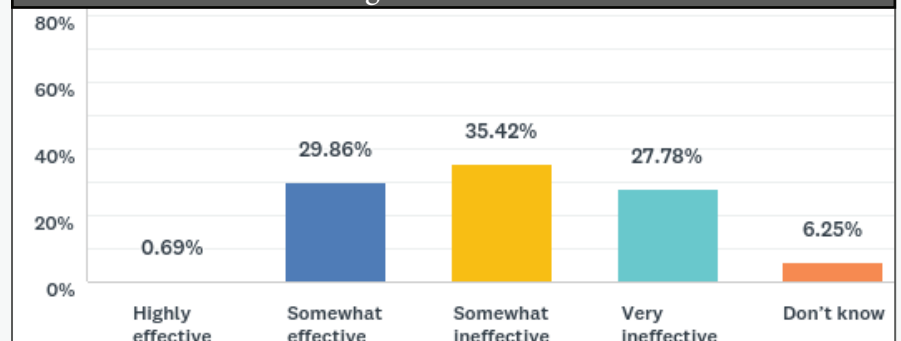
Q12) Over the past year, would you say your company has:



Q13) In the next year, do you anticipate your company will:



Q15) How effective is Delaware's preK-12 education system preparing students to enter college or the workforce?



Q17) What is your company doing to prepare for cyber security threats?

