

Q1: In your opinion, what is the biggest issue holding back Chicago?

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Taxes	20%	19%	22%	5%	15%	24%	21%	42%	22%	23%	17%	22%	17%
Regulation (bureaucracy)	11%	10%	14%	11%	5%	12%	14%	0%	18%	4%	6%	20%	14%
Budget (pensions)	25%	22%	32%	32%	16%	32%	43%	33%	22%	15%	31%	24%	29%
Infrastructure	4%	3%	4%	0%	2%	0%	0%	8%	7%	2%	6%	0%	6%
Education	7%	7%	8%	11%	6%	0%	21%	8%	6%	8%	3%	7%	9%
Cost of living	16%	17%	10%	11%	26%	20%	0%	0%	12%	15%	22%	15%	13%
Employment	19%	22%	10%	32%	31%	12%	0%	8%	13%	34%	17%	12%	13%

Q2: And what is the biggest issue holding back business in Chicago?

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Employment issues	11%	13%	6%	16%	21%	4%	0%	8%	6%	19%	14%	2%	9%
Taxes	26%	22%	38%	11%	19%	36%	21%	50%	29%	23%	25%	17%	34%
Capital access	2%	3%	0%	0%	2%	8%	0%	0%	1%	2%	0%	2%	3%
Bureaucracy	10%	9%	12%	16%	8%	4%	0%	8%	15%	6%	8%	15%	11%
Market demand	3%	3%	0%	16%	2%	0%	7%	0%	2%	4%	0%	2%	0%
Crime	19%	17%	24%	16%	18%	12%	43%	25%	16%	19%	8%	22%	21%
Schools	1%	1%	0%	0%	2%	0%	0%	0%	0%	2%	0%	0%	0%
The economy	20%	22%	12%	16%	16%	24%	14%	8%	25%	13%	22%	34%	14%
Profitability/growth	6%	7%	4%	11%	6%	4%	7%	0%	6%	6%	11%	5%	4%
Competition	4%	4%	4%	0%	6%	8%	7%	0%	1%	8%	6%	0%	3%

Q3: Over the last month, how would you rate business conditions in the Chicago metro area and for the State? Improving, deteriorating, or unchanged?

Chicago metro area

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
They have improved over the last month	25%	30%	10%	37%	35%	24%	21%	8%	16%	36%	42%	17%	13%
They have deteriorated over the last month	57%	49%	78%	47%	45%	48%	64%	75%	68%	40%	53%	54%	73%
They have remained unchanged over the last month	19%	21%	12%	16%	19%	28%	14%	17%	16%	25%	6%	29%	14%

The State

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
They have improved over the last month	28%	33%	14%	26%	40%	28%	21%	25%	19%	30%	42%	27%	20%
They have deteriorated over the last month	52%	49%	62%	68%	40%	56%	57%	50%	68%	51%	47%	51%	56%
They have remained unchanged over the last month	20%	19%	24%	5%	19%	16%	21%	25%	25%	19%	11%	22%	24%

Q4: How important are each of these factors when considering keeping your business in Chicago?

Top 2 Summary

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=1935	N=1460	N=475	N=191	N=654	N=259	N=143	N=93	N=595	N=525	N=348	N=399	N=663
Cost of doing business (e.g., wages, rent costs, etc.)	87%	87%	86%	79%	81%	100%	93%	92%	88%	87%	81%	85%	91%
Level of taxation	82%	81%	86%	74%	84%	88%	93%	75%	79%	79%	81%	83%	84%
Quality of life	83%	83%	82%	79%	94%	76%	86%	75%	76%	81%	86%	88%	79%

Business incubation	62%	63%	58%	74%	68%	76%	50%	42%	54%	70%	61%	59%	59%
Availability of talent	78%	76%	84%	89%	77%	76%	86%	75%	75%	75%	81%	83%	76%
Access to airports and availability of public transportation	71%	70%	74%	74%	82%	76%	79%	42%	62%	66%	72%	76%	71%
Regulation and attitude of local government towards business	85%	85%	84%	95%	89%	88%	100%	75%	76%	91%	81%	83%	84%
Image of city	67%	69%	62%	63%	81%	64%	57%	67%	59%	75%	61%	68%	63%
Proximity of other businesses	60%	63%	50%	74%	68%	72%	50%	42%	50%	74%	67%	54%	50%
Availability of infrastructure and utilities	81%	81%	80%	68%	89%	89%	93%	42%	81%	72%	81%	88%	83%
Availability of parks and open spaces	52%	54%	44%	68%	69%	64%	50%	8%	34%	62%	56%	41%	47%
Quality of local schools	74%	72%	78%	79%	77%	88%	93%	58%	62%	70%	72%	78%	74%
Public safety	88%	89%	82%	89%	97%	88%	93%	83%	78%	89%	89%	88%	86%

Mean Summary

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	1.91	1.90	1.94	1.79	1.74	1.78	1.88	2.37	2.08	1.87	1.87	1.93	1.96
Cost of doing business (e.g., wages, rent costs, etc.)	1.63	1.62	1.64	1.63	1.74	1.36	1.71	1.58	1.60	1.64	1.67	1.71	1.54
Level of taxation	1.71	1.76	1.56	1.68	1.71	1.68	1.50	2.08	1.71	1.70	1.78	1.68	1.70
Quality of life	1.75	1.74	1.78	1.74	1.47	1.84	1.64	2.08	1.94	1.79	1.64	1.71	1.80
Business incubation	2.19	2.15	2.30	1.79	1.94	1.88	2.43	2.92	2.47	2.02	2.17	2.32	2.26
Availability of talent	1.83	1.89	1.66	1.68	1.73	1.80	1.86	2.17	1.91	1.87	1.75	1.73	1.90
Access to airports and availability of public transportation	1.92	1.91	1.96	1.74	1.68	1.92	2.07	2.50	2.06	2.00	1.81	1.83	1.97
Regulation and attitude of local government towards business	1.67	1.67	1.66	1.37	1.61	1.64	1.50	1.92	1.81	1.68	1.67	1.61	1.70
Image of city	2.07	2.03	2.20	2.11	1.84	2.04	2.14	2.42	2.21	2.00	2.03	2.02	2.17
Proximity of other businesses	2.24	2.18	2.40	2.00	1.98	2.00	2.43	2.58	2.51	1.96	2.08	2.41	2.41
Availability of infrastructure and utilities	1.81	1.81	1.80	2.00	1.63	1.64	1.79	2.83	1.81	1.91	1.78	1.76	1.79
Availability of parks and open spaces	2.48	2.40	2.70	1.95	2.10	2.08	2.36	3.50	2.96	2.13	2.31	2.76	2.66
Quality of local schools	2.00	2.00	1.98	1.89	1.77	1.76	1.57	2.50	2.31	1.96	2.03	2.00	2.00
Public safety	1.59	1.59	1.58	1.63	1.37	1.52	1.43	1.75	1.81	1.68	1.56	1.59	1.54

Cost of doing business (e.g., wages, rent costs, etc.)

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	87%	87%	86%	79%	81%	100%	93%	92%	88%	87%	81%	85%	91%
Extremely Important	52%	51%	52%	58%	45%	64%	43%	50%	53%	53%	53%	44%	54%
Very Important	36%	36%	34%	21%	35%	36%	50%	42%	35%	34%	28%	41%	37%
Important	12%	12%	12%	21%	19%	0%	0%	8%	10%	9%	19%	15%	9%
Less Important	1%	1%	2%	0%	0%	0%	7%	0%	1%	4%	0%	0%	0%
Not Important	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Bottom 2	1%	1%	2%	0%	0%	0%	7%	0%	1%	4%	0%	0%	0%
<i>Mean</i>	1.63	1.62	1.64	1.63	1.74	1.36	1.71	1.58	1.60	1.64	1.67	1.71	1.54
<i>Median</i>	1.00	1.00	1.00	1.00	2.00	1.00	2.00	1.00	1.00	1.00	1.00	2.00	1.00
<i>Standard Deviation</i>	0.73	0.72	0.78	0.83	0.77	0.49	0.83	0.67	0.74	0.81	0.79	0.72	0.65

Level of taxation

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	82%	81%	86%	74%	84%	88%	93%	75%	79%	79%	81%	83%	84%
Extremely Important	54%	49%	66%	63%	45%	52%	64%	58%	56%	55%	44%	54%	57%
Very Important	29%	31%	20%	11%	39%	36%	29%	17%	24%	25%	36%	29%	27%
Important	14%	15%	8%	21%	16%	8%	0%	0%	16%	17%	17%	15%	9%
Less Important	3%	2%	4%	5%	0%	0%	7%	8%	3%	4%	3%	0%	3%
Not Important	2%	2%	2%	0%	0%	4%	0%	17%	1%	0%	0%	2%	4%
Bottom 2	5%	4%	6%	5%	0%	4%	7%	25%	4%	4%	3%	2%	7%
<i>Mean</i>	1.71	1.76	1.56	1.68	1.71	1.68	1.50	2.08	1.71	1.70	1.78	1.68	1.70
<i>Median</i>	1.00	2.00	1.00	1.00	2.00	1.00	1.00	1.00	1.00	1.00	2.00	1.00	1.00
<i>Standard Deviation</i>	0.93	0.92	0.95	1.00	0.73	0.95	0.85	1.62	0.95	0.89	0.83	0.91	1.04

Quality of life

	Company size			Title					Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	83%	83%	82%	79%	94%	76%	86%	75%	76%	81%	86%	88%	79%
Extremely Important	47%	47%	44%	58%	60%	44%	64%	17%	34%	51%	50%	41%	44%
Very Important	36%	35%	38%	21%	34%	32%	21%	58%	43%	30%	36%	46%	34%
Important	15%	15%	14%	16%	6%	20%	7%	25%	19%	11%	14%	12%	19%
Less Important	2%	1%	4%	0%	0%	4%	0%	0%	4%	4%	0%	0%	3%
Not Important	1%	1%	0%	5%	0%	0%	7%	0%	0%	4%	0%	0%	0%
Bottom 2	3%	3%	4%	5%	0%	0%	7%	0%	4%	8%	0%	0%	3%
<i>Mean</i>	1.75	1.74	1.78	1.74	1.47	1.84	1.64	2.08	1.94	1.79	1.64	1.71	1.80
<i>Median</i>	2.00	2.00	2.00	1.00	1.00	2.00	1.00	2.00	2.00	1.00	1.00	2.00	2.00
<i>Standard Deviation</i>	0.85	0.85	0.84	1.10	0.62	0.90	1.15	0.67	0.84	1.04	0.72	0.68	0.84

Business incubation

	Company size			Title					Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	62%	63%	58%	74%	68%	76%	50%	42%	54%	70%	61%	59%	59%
Extremely Important	29%	31%	24%	53%	44%	36%	21%	13%	32%	0%	31%	17%	33%
Very Important	33%	33%	34%	21%	24%	40%	29%	42%	41%	38%	31%	41%	26%
Important	30%	29%	32%	21%	29%	24%	36%	42%	32%	28%	31%	34%	29%
Less Important	6%	5%	8%	5%	2%	0%	14%	0%	12%	0%	8%	7%	9%
Not Important	2%	2%	2%	0%	2%	0%	0%	17%	1%	2%	0%	0%	4%
Bottom 2	8%	7%	10%	5%	3%	0%	14%	17%	13%	2%	8%	7%	13%
<i>Mean</i>	2.19	2.15	2.30	1.79	1.94	1.88	2.43	2.92	2.47	2.02	2.17	2.32	2.26
<i>Median</i>	2.00	2.00	2.00	1.00	2.00	2.00	2.00	3.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.99	0.99	0.99	0.98	0.97	0.78	1.02	1.08	0.92	0.89	0.97	0.85	1.14

Availability of talent

	Company size			Title					Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	78%	76%	84%	89%	77%	76%	86%	75%	75%	75%	81%	83%	76%
Extremely Important	46%	43%	52%	47%	55%	44%	43%	33%	40%	45%	43%	44%	44%
Very Important	33%	33%	32%	42%	23%	32%	43%	42%	35%	30%	31%	39%	31%
Important	17%	18%	14%	5%	18%	24%	7%	8%	21%	19%	17%	17%	16%
Less Important	4%	4%	2%	5%	5%	0%	0%	8%	3%	4%	0%	0%	7%
Not Important	2%	2%	0%	0%	0%	0%	7%	8%	1%	2%	3%	0%	1%
Bottom 2	5%	6%	2%	5%	5%	0%	7%	17%	4%	6%	3%	0%	9%
<i>Mean</i>	1.83	1.89	1.66	1.68	1.73	1.80	1.86	2.17	1.91	1.87	1.75	1.73	1.90
<i>Median</i>	2.00	2.00	1.00	2.00	1.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00
<i>Standard Deviation</i>	0.94	0.97	0.80	0.82	0.93	0.82	1.10	1.27	0.93	0.98	0.94	0.74	1.01

Access to airports and availability of public transportation

	Company size			Title					Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	71%	70%	74%	74%	82%	76%	79%	42%	62%	66%	72%	76%	71%
Extremely Important	42%	43%	36%	58%	55%	32%	29%	8%	37%	45%	47%	41%	36%
Very Important	30%	27%	38%	16%	27%	44%	50%	33%	25%	21%	25%	34%	36%
Important	25%	26%	20%	21%	13%	24%	7%	58%	34%	23%	28%	24%	24%
Less Important	5%	4%	6%	5%	5%	0%	14%	0%	4%	11%	0%	0%	4%
Not Important	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Bottom 2	5%	4%	6%	5%	5%	0%	14%	0%	4%	11%	0%	0%	4%
<i>Mean</i>	1.92	1.91	1.96	1.74	1.68	1.92	2.07	2.50	2.06	2.00	1.81	1.83	1.97
<i>Median</i>	2.00	2.00	2.00	1.00	1.00	2.00	2.00	3.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.92	0.92	0.90	0.99	0.88	0.76	1.00	0.67	0.94	1.07	0.86	0.80	0.88

Regulation and attitude of local government towards business

Company size Title Company Revenue

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	85%	85%	84%	95%	89%	88%	100%	75%	76%	91%	81%	83%	84%
Extremely Important	51%	50%	52%	68%	52%	48%	50%	58%	44%	42%	56%	59%	50%
Very Important	35%	35%	32%	26%	37%	40%	50%	17%	32%	49%	25%	24%	34%
Important	13%	13%	14%	5%	10%	12%	0%	8%	22%	9%	17%	15%	13%
Less Important	2%	1%	2%	0%	2%	0%	0%	8%	1%	0%	3%	2%	1%
Not Important	1%	1%	0%	0%	0%	0%	0%	8%	0%	0%	0%	0%	1%
Bottom 2	2%	2%	2%	0%	2%	0%	0%	17%	1%	0%	3%	2%	3%
<i>Mean</i>	1.67	1.67	1.66	1.37	1.61	1.64	1.50	1.92	1.81	1.68	1.67	1.61	1.70
<i>Median</i>	1.00	1.00	1.00	1.00	1.00	2.00	1.00	2.00	2.00	2.00	1.00	1.00	1.00
<i>Standard Deviation</i>	0.80	0.80	0.80	0.60	0.73	0.70	0.52	1.38	0.83	0.64	0.86	0.83	0.86

Image of city

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	67%	69%	62%	63%	81%	67%	57%	67%	59%	75%	61%	68%	63%
Extremely Important	36%	37%	30%	42%	42%	36%	36%	8%	32%	34%	44%	39%	30%
Very Important	32%	31%	32%	21%	39%	28%	21%	58%	26%	42%	17%	29%	33%
Important	24%	23%	26%	26%	13%	32%	36%	17%	29%	17%	31%	22%	27%
Less Important	9%	7%	12%	5%	6%	4%	7%	17%	12%	6%	8%	10%	10%
Not Important	1%	1%	0%	5%	0%	0%	0%	0%	0%	2%	0%	0%	0%
Bottom 2	9%	8%	12%	11%	6%	4%	7%	17%	12%	8%	8%	10%	10%
<i>Mean</i>	2.07	2.03	2.20	2.11	1.84	2.04	2.14	2.42	2.21	2.00	2.03	2.02	2.17
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.99	0.98	1.01	1.20	0.89	0.93	1.03	0.90	1.03	0.96	1.06	1.01	0.98

Proximity of other businesses

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	60%	63%	50%	74%	68%	72%	50%	50%	74%	42%	74%	54%	50%
Extremely Important	26%	29%	16%	37%	37%	36%	7%	17%	13%	40%	33%	17%	16%
Very Important	35%	35%	34%	37%	31%	36%	43%	25%	37%	34%	33%	37%	34%
Important	33%	29%	44%	21%	29%	24%	50%	42%	37%	21%	25%	21%	43%
Less Important	6%	6%	6%	0%	3%	0%	0%	17%	12%	2%	8%	7%	7%
Not Important	2%	2%	0%	5%	0%	4%	0%	0%	1%	4%	0%	2%	0%
Bottom 2	8%	8%	6%	5%	3%	4%	0%	17%	13%	6%	8%	10%	7%
<i>Mean</i>	2.24	2.18	2.40	2.00	1.98	2.00	2.43	2.58	2.51	1.96	2.08	2.41	2.41
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	2.00	2.00	3.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.95	0.98	0.83	1.05	0.90	1.00	0.65	1.00	0.92	1.02	0.97	0.95	0.84

Availability of infrastructure and utilities

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	81%	81%	80%	68%	89%	80%	93%	42%	81%	72%	81%	88%	83%
Extremely Important	42%	41%	46%	32%	48%	60%	36%	0%	41%	42%	44%	37%	44%
Very Important	39%	40%	34%	37%	40%	20%	57%	42%	40%	30%	36%	51%	39%
Important	16%	17%	14%	32%	11%	17%	0%	33%	16%	25%	17%	12%	11%
Less Important	4%	3%	6%	0%	0%	4%	7%	25%	3%	4%	3%	0%	6%
Not Important	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Bottom 2	4%	3%	6%	0%	0%	4%	7%	25%	3%	4%	3%	0%	6%
<i>Mean</i>	1.81	1.81	1.80	2.00	1.63	1.64	1.79	2.83	1.81	1.91	1.78	1.76	1.79
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	1.00	2.00	3.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.83	0.81	0.90	0.82	0.68	0.91	0.80	0.83	0.82	0.90	0.83	0.66	0.87

Availability of parks and open spaces

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)

	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Total	52%	54%	44%	68%	69%	64%	50%	8%	34%	62%	56%	41%	47%
Top 2	25%	27%	18%	47%	34%	36%	21%	0%	12%	38%	28%	15%	20%
Extremely Important	27%	27%	26%	21%	35%	28%	29%	8%	22%	25%	28%	15%	27%
Very Important	27%	27%	26%	21%	19%	28%	43%	42%	28%	26%	31%	32%	21%
Important	20%	17%	28%	11%	10%	8%	7%	42%	35%	9%	14%	22%	30%
Less Important	2%	2%	2%	0%	2%	0%	0%	8%	3%	2%	0%	5%	1%
Not Important	22%	19%	30%	11%	11%	8%	7%	50%	38%	11%	14%	27%	31%
Bottom 2	2.48	2.40	2.70	1.95	2.10	2.08	2.36	3.50	2.96	2.13	2.31	2.76	2.66
<i>Mean</i>	2.00	2.00	3.00	2.00	2.00	2.00	2.00	3.00	3.00	2.00	2.00	3.00	3.00
<i>Median</i>	1.13	1.12	1.13	1.08	1.04	1.00	0.93	0.80	1.09	1.09	1.04	1.11	1.15
<i>Standard Deviation</i>													

Quality of local schools

	Company size				Title					Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	74%	72%	78%	79%	77%	88%	93%	58%	62%	70%	72%	78%	74%
Extremely Important	37%	37%	34%	47%	48%	40%	50%	8%	24%	45%	36%	27%	36%
Very Important	37%	35%	44%	32%	29%	48%	43%	50%	38%	25%	36%	51%	39%
Important	19%	20%	14%	11%	19%	8%	7%	33%	24%	19%	19%	17%	19%
Less Important	7%	7%	6%	5%	3%	4%	0%	0%	13%	11%	6%	5%	4%
Not Important	2%	1%	2%	5%	0%	0%	0%	8%	1%	0%	3%	0%	3%
Bottom 2	8%	8%	8%	11%	3%	4%	0%	8%	15%	11%	8%	5%	7%
<i>Mean</i>	2.00	2.00	1.98	1.89	1.77	1.76	1.57	2.50	2.31	1.96	2.03	2.00	2.00
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.97	0.98	0.96	1.15	0.88	0.78	0.65	1.00	1.03	1.06	1.03	0.81	0.99

Public safety

	Company size				Title					Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	88%	89%	82%	89%	97%	88%	89%	83%	78%	89%	89%	86%	86%
Extremely Important	57%	55%	64%	47%	66%	60%	79%	42%	49%	53%	58%	54%	61%
Very Important	31%	35%	18%	42%	31%	28%	14%	42%	29%	36%	31%	34%	24%
Important	10%	9%	14%	11%	3%	12%	0%	17%	16%	6%	8%	12%	13%
Less Important	2%	1%	4%	0%	0%	0%	0%	0%	4%	2%	3%	0%	1%
Not Important	1%	1%	0%	0%	0%	0%	7%	0%	1%	4%	0%	0%	0%
Bottom 2	3%	2%	4%	0%	0%	0%	7%	0%	6%	6%	3%	0%	1%
<i>Mean</i>	1.59	1.59	1.58	1.63	1.37	1.52	1.43	1.75	1.81	1.68	1.56	1.59	1.54
<i>Median</i>	1.00	1.00	1.00	2.00	1.00	1.00	1.00	2.00	2.00	1.00	1.00	1.00	1.00
<i>Standard Deviation</i>	0.81	0.79	0.88	0.68	0.55	0.71	1.09	0.75	0.97	0.96	0.77	0.71	0.77

Q5: Over the last month, how would you rate Chicago's overall performance in the following categories?

Top 2 Summary

	Company size				Title					Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=1434	N=1132	N=302	N=157	N=544	N=192	N=76	N=64	N=401	N=411	N=318	N=282	N=423
Cost of doing business (e.g., wages, rent costs, etc.)	44%	50%	26%	63%	61%	48%	29%	25%	28%	58%	67%	32%	29%
Level of taxation	39%	43%	24%	53%	52%	52%	21%	25%	24%	51%	53%	39%	21%
Quality of life	52%	57%	36%	68%	65%	60%	43%	25%	40%	60%	67%	51%	39%
Business incubation	55%	60%	38%	68%	69%	68%	43%	33%	38%	62%	69%	54%	41%
Availability of talent	70%	67%	76%	68%	68%	72%	64%	83%	69%	60%	78%	71%	71%
Access to airports and availability of public transportation	78%	77%	82%	74%	84%	64%	71%	92%	78%	66%	81%	85%	81%
Regulation and attitude of local government towards business	47%	53%	30%	63%	63%	44%	29%	8%	40%	58%	61%	44%	33%
Image of city	50%	55%	32%	63%	69%	52%	29%	17%	37%	68%	67%	37%	34%
Proximity of other businesses	66%	65%	66%	68%	71%	68%	64%	58%	60%	64%	67%	66%	66%
Availability of infrastructure and utilities	69%	68%	70%	63%	74%	76%	57%	67%	65%	68%	72%	66%	69%
Availability of parks and open spaces	65%	65%	66%	63%	76%	68%	57%	67%	56%	58%	78%	63%	64%
Quality of local schools	47%	51%	36%	63%	65%	52%	21%	25%	34%	49%	69%	54%	30%

Public safety	38%	43%	22%	47%	61%	44%	14%	8%	22%	51%	56%	27%	26%
---------------	-----	-----	-----	-----	-----	-----	-----	----	-----	-----	-----	-----	-----

Mean Summary

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title				Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	2.52	2.44	2.76	2.21	2.21	2.34	2.95	2.87	2.81	2.41	2.14	2.57	2.76
Cost of doing business (e.g., wages, rent costs, etc.)	2.78	2.61	3.26	2.26	2.37	2.60	3.29	3.50	3.12	2.53	2.28	2.93	3.13
Level of taxation	3.11	2.95	3.58	2.42	2.66	2.76	3.71	3.75	3.59	2.77	2.42	3.17	3.67
Quality of life	2.51	2.40	2.84	2.21	2.29	2.28	2.86	2.83	2.75	2.42	2.06	2.56	2.79
Business incubation	2.49	2.39	2.78	2.21	2.10	2.16	2.86	2.92	2.90	2.32	2.14	2.56	2.76
Availability of talent	2.13	2.13	2.10	1.95	2.05	2.00	2.36	1.92	2.28	2.23	1.72	2.17	2.23
Access to airports and availability of public transportation	1.93	1.95	1.86	1.95	1.82	2.04	2.07	1.58	2.01	2.09	1.92	1.78	1.90
Regulation and attitude of local government towards business	2.76	2.61	3.20	2.32	2.39	2.56	3.21	3.75	3.03	2.49	2.22	2.80	3.21
Image of city	2.74	2.61	3.14	2.32	2.31	2.48	3.43	3.58	3.06	2.30	2.42	3.00	3.09
Proximity of other businesses	2.19	2.21	2.12	1.95	2.03	2.20	2.14	2.33	2.38	2.30	2.08	2.22	2.14
Availability of infrastructure and utilities	2.21	2.18	2.28	2.16	2.02	1.96	2.50	2.08	2.44	2.23	1.94	2.27	2.29
Availability of parks and open spaces	2.20	2.21	2.18	2.11	1.98	2.20	2.50	2.08	2.38	2.43	2.00	2.15	2.16
Quality of local schools	2.72	2.61	3.04	2.37	2.21	2.56	3.50	2.75	3.16	2.64	2.06	2.63	3.16
Public safety	3.02	2.86	3.48	2.53	2.47	2.68	3.93	4.17	3.38	2.62	2.58	3.22	3.41

Cost of doing business (e.g., wages, rent costs, etc.)

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title				Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	44%	50%	26%	63%	61%	48%	29%	25%	28%	58%	67%	32%	29%
Excellent	17%	21%	6%	32%	23%	24%	7%	8%	9%	23%	31%	10%	10%
Good	27%	29%	20%	32%	29%	24%	21%	17%	19%	36%	36%	22%	19%
Fair	29%	30%	26%	26%	26%	32%	29%	8%	35%	23%	14%	46%	31%
Poor	16%	8%	38%	0%	5%	8%	21%	50%	25%	4%	14%	10%	29%
Very Poor	12%	12%	10%	11%	8%	12%	21%	17%	12%	6%	6%	12%	11%
Bottom 2	27%	20%	48%	11%	13%	20%	43%	67%	37%	19%	19%	22%	40%
<i>Mean</i>	2.78	2.61	3.26	2.26	2.37	2.60	3.29	3.50	3.12	2.53	2.28	2.93	3.13
<i>Median</i>	3.00	2.00	3.00	2.00	2.00	3.00	3.00	4.00	3.00	2.00	2.00	3.00	3.00
<i>Standard Deviation</i>	1.23	1.24	1.08	1.24	1.13	1.29	1.27	1.24	1.13	1.31	1.21	1.10	1.15

Level of taxation

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title				Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	39%	43%	24%	53%	52%	52%	21%	25%	24%	51%	53%	39%	21%
Excellent	19%	21%	12%	42%	31%	16%	14%	8%	4%	25%	39%	12%	7%
Good	20%	23%	12%	11%	21%	36%	7%	17%	19%	26%	14%	27%	14%
Fair	20%	21%	18%	21%	21%	20%	14%	17%	21%	15%	25%	20%	21%
Poor	16%	13%	22%	16%	6%	12%	21%	8%	25%	15%	11%	15%	19%
Very Poor	26%	23%	36%	11%	21%	16%	43%	50%	31%	19%	11%	27%	39%
Bottom 2	42%	36%	58%	26%	27%	28%	64%	58%	56%	34%	22%	41%	57%
<i>Mean</i>	3.11	2.95	3.58	2.42	2.66	2.76	3.71	3.75	3.59	2.77	2.42	3.17	3.67
<i>Median</i>	3.00	3.00	4.00	2.00	2.00	2.00	4.00	4.00	4.00	2.00	2.00	3.00	4.00
<i>Standard Deviation</i>	1.46	1.45	1.40	1.47	1.50	1.33	1.49	1.48	1.24	1.46	1.40	1.41	1.32

Quality of life

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title				Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	52%	57%	36%	68%	60%	60%	43%	40%	25%	60%	51%	39%	39%
Excellent	27%	30%	16%	37%	32%	32%	14%	8%	22%	30%	53%	17%	16%
Good	26%	27%	20%	32%	32%	28%	29%	17%	18%	30%	14%	34%	23%
Fair	27%	23%	36%	11%	19%	28%	21%	58%	32%	17%	17%	27%	39%
Poor	14%	11%	20%	16%	6%	4%	29%	17%	19%	13%	8%	20%	13%
Very Poor	8%	8%	8%	5%	10%	8%	7%	0%	9%	9%	8%	2%	10%

Bottom 2	22%	19%	28%	21%	16%	12%	36%	17%	28%	23%	17%	22%	23%
<i>Mean</i>	2.51	2.40	2.84	2.21	2.29	2.28	2.86	2.83	2.75	2.42	2.06	2.56	2.79
<i>Median</i>	2.00	2.00	3.00	2.00	2.00	2.00	3.00	3.00	3.00	2.00	1.00	2.00	3.00
<i>Standard Deviation</i>	1.24	1.25	1.17	1.27	1.26	1.21	1.23	0.83	1.25	1.31	1.35	1.07	1.17

Business incubation

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	55%	60%	38%	68%	69%	68%	43%	33%	38%	62%	69%	54%	41%
Excellent	19%	21%	10%	42%	34%	16%	7%	0%	4%	30%	28%	10%	10%
Good	36%	39%	28%	26%	35%	52%	36%	33%	34%	32%	42%	44%	31%
Fair	30%	25%	44%	11%	21%	32%	36%	42%	38%	21%	19%	32%	40%
Poor	10%	10%	10%	11%	6%	0%	7%	25%	15%	9%	11%	10%	10%
Very Poor	6%	5%	8%	11%	3%	0%	14%	0%	9%	8%	0%	5%	9%
Bottom 2	16%	15%	18%	21%	10%	0%	21%	25%	24%	17%	11%	15%	19%
<i>Mean</i>	2.49	2.39	2.78	2.21	2.10	2.16	2.86	2.92	2.90	2.32	2.14	2.56	2.76
<i>Median</i>	2.00	2.00	3.00	2.00	2.00	2.00	3.00	3.00	3.00	2.00	2.00	2.00	3.00
<i>Standard Deviation</i>	1.09	1.09	1.04	1.40	1.05	0.69	1.17	0.79	1.01	1.22	0.96	0.98	1.06

Availability of talent

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	70%	67%	76%	68%	68%	72%	64%	83%	69%	60%	78%	71%	71%
Excellent	31%	33%	24%	47%	39%	32%	29%	19%	30%	56%	20%	24%	24%
Good	39%	35%	52%	21%	29%	40%	36%	58%	50%	30%	22%	51%	47%
Fair	22%	24%	16%	21%	24%	24%	14%	17%	22%	30%	17%	24%	17%
Poor	5%	4%	6%	11%	5%	4%	14%	0%	1%	6%	6%	2%	4%
Very Poor	4%	5%	2%	0%	3%	0%	7%	0%	7%	4%	0%	2%	7%
Bottom 2	9%	9%	8%	11%	8%	4%	21%	0%	9%	9%	6%	5%	11%
<i>Mean</i>	2.13	2.13	2.10	1.95	2.05	2.00	2.36	1.92	2.28	2.23	1.72	2.17	2.23
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00
<i>Standard Deviation</i>	1.03	1.07	0.91	1.08	1.06	0.87	1.28	0.67	1.03	1.07	0.94	0.86	1.09

Access to airports and availability of public transportation

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	78%	77%	82%	74%	84%	64%	71%	92%	78%	66%	81%	85%	81%
Excellent	39%	39%	36%	42%	45%	32%	36%	50%	32%	36%	39%	44%	37%
Good	40%	37%	46%	32%	39%	32%	36%	42%	46%	30%	42%	41%	44%
Fair	16%	16%	14%	16%	10%	36%	21%	8%	13%	26%	8%	10%	14%
Poor	4%	3%	4%	11%	2%	0%	0%	0%	6%	4%	11%	2%	0%
Very Poor	3%	4%	0%	0%	5%	0%	7%	0%	3%	4%	0%	2%	4%
Bottom 2	7%	7%	4%	11%	6%	0%	7%	0%	9%	8%	11%	5%	4%
<i>Mean</i>	1.93	1.95	1.86	1.95	1.82	2.04	2.07	1.58	2.01	2.09	1.92	1.78	1.90
<i>Median</i>	2.00	2.00	2.00	2.00	2.00	2.00	2.00	1.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	0.97	1.03	0.81	1.03	1.02	0.84	1.14	0.67	0.98	1.06	0.97	0.91	0.95

Regulation and attitude of local government towards business

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	47%	53%	30%	63%	63%	44%	29%	8%	40%	58%	61%	44%	33%
Excellent	20%	23%	8%	26%	35%	16%	7%	8%	9%	21%	42%	12%	11%
Good	28%	29%	22%	37%	27%	27%	21%	0%	31%	38%	19%	32%	21%
Fair	24%	22%	30%	26%	13%	44%	36%	25%	24%	23%	22%	32%	21%
Poor	16%	13%	22%	0%	11%	8%	14%	42%	22%	9%	8%	12%	26%
Very Poor	14%	12%	18%	11%	13%	4%	21%	25%	15%	9%	8%	12%	20%
Bottom 2	29%	25%	40%	11%	24%	12%	36%	67%	37%	19%	17%	24%	46%
<i>Mean</i>	2.76	2.61	3.20	2.32	2.39	2.56	3.21	3.75	3.03	2.49	2.22	2.80	3.21

Median	3.00	2.00	3.00	2.00	2.00	3.00	3.00	4.00	3.00	2.00	2.00	3.00	3.00
Standard Deviation	1.30	1.30	1.21	1.20	1.41	1.00	1.25	1.14	1.22	1.20	1.31	1.19	1.31

Image of city

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	50%	55%	32%	63%	69%	52%	29%	17%	37%	68%	17%	37%	34%
Excellent	22%	25%	12%	42%	31%	16%	7%	17%	13%	30%	33%	12%	14%
Good	28%	31%	20%	21%	39%	36%	21%	0%	24%	38%	33%	24%	20%
Fair	19%	17%	24%	11%	11%	36%	21%	17%	21%	13%	3%	32%	23%
Poor	19%	15%	30%	16%	8%	8%	21%	42%	29%	9%	19%	15%	29%
Very Poor	13%	13%	14%	11%	11%	4%	29%	25%	13%	9%	11%	17%	14%
Bottom 2	32%	28%	44%	26%	19%	12%	50%	67%	43%	19%	31%	32%	43%
Mean	2.74	2.61	3.14	2.32	2.31	2.48	3.43	3.58	3.06	2.30	2.42	3.00	3.09
Median	3.00	2.00	3.00	2.00	2.00	3.00	4.00	3.00	3.00	2.00	2.00	3.00	3.00
Standard Deviation	1.34	1.35	1.25	1.46	1.30	1.01	1.34	1.38	1.27	1.26	1.42	1.26	1.28

Proximity of other businesses

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	66%	65%	66%	68%	71%	68%	64%	58%	60%	64%	67%	66%	66%
Excellent	26%	27%	22%	47%	34%	20%	43%	17%	12%	26%	31%	17%	27%
Good	40%	39%	44%	21%	37%	48%	21%	42%	49%	38%	36%	49%	39%
Fair	28%	25%	34%	21%	24%	24%	21%	33%	34%	21%	28%	32%	30%
Poor	4%	5%	0%	11%	2%	8%	7%	8%	1%	9%	6%	0%	1%
Very Poor	3%	4%	0%	0%	3%	0%	7%	0%	4%	6%	0%	2%	3%
Bottom 2	7%	9%	0%	11%	5%	8%	14%	8%	6%	15%	6%	2%	4%
Mean	2.19	2.21	2.12	1.95	2.03	2.20	2.14	2.33	2.38	2.30	2.08	2.22	2.14
Median	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Standard Deviation	0.96	1.03	0.75	1.08	0.97	0.87	1.29	0.89	0.88	1.14	0.91	0.82	0.94

Availability of infrastructure and utilities

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	69%	68%	70%	63%	74%	76%	57%	67%	65%	68%	72%	66%	69%
Excellent	27%	30%	16%	37%	35%	36%	14%	25%	30%	17%	30%	17%	21%
Good	42%	38%	54%	26%	39%	40%	43%	42%	50%	38%	31%	49%	47%
Fair	20%	20%	18%	26%	18%	16%	29%	33%	16%	19%	19%	27%	16%
Poor	9%	8%	10%	5%	5%	8%	7%	0%	15%	6%	8%	5%	13%
Very Poor	4%	4%	2%	5%	3%	0%	7%	0%	4%	8%	0%	2%	3%
Bottom 2	12%	12%	12%	11%	8%	8%	14%	0%	19%	13%	8%	7%	16%
Mean	2.21	2.18	2.28	2.16	2.02	1.96	2.50	2.08	2.44	2.23	1.94	2.27	2.29
Median	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Standard Deviation	1.04	1.07	0.93	1.17	1.02	0.93	1.09	0.79	1.06	1.17	0.98	0.90	1.04

Availability of parks and open spaces

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	65%	65%	66%	63%	76%	68%	57%	67%	56%	58%	78%	63%	64%
Excellent	30%	30%	28%	37%	34%	32%	29%	25%	24%	25%	31%	32%	31%
Good	36%	35%	38%	26%	42%	36%	29%	42%	32%	34%	47%	32%	33%
Fair	24%	24%	24%	26%	19%	16%	14%	33%	31%	23%	14%	29%	27%
Poor	8%	7%	8%	11%	2%	12%	21%	0%	9%	11%	8%	5%	6%
Very Poor	4%	4%	2%	0%	3%	4%	7%	0%	4%	8%	0%	2%	3%
Bottom 2	11%	11%	10%	11%	5%	16%	29%	0%	13%	19%	8%	7%	9%
Mean	2.20	2.21	2.18	2.11	1.98	2.20	2.50	2.08	2.38	2.43	2.00	2.15	2.16
Median	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Standard Deviation	1.06	1.08	1.00	1.05	0.95	1.15	1.34	0.79	1.08	1.20	0.89	1.01	1.03

Quality of local schools

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	47%	51%	36%	63%	65%	52%	21%	34%	49%	69%	21%	54%	30%
Excellent	20%	23%	12%	21%	37%	16%	0%	17%	10%	19%	47%	20%	7%
Good	27%	28%	24%	42%	27%	36%	21%	8%	24%	30%	22%	34%	23%
Fair	28%	27%	32%	26%	21%	32%	29%	58%	28%	28%	17%	24%	36%
Poor	12%	11%	12%	0%	6%	8%	29%	17%	16%	13%	6%	7%	16%
Very Poor	14%	11%	20%	11%	8%	8%	21%	0%	22%	9%	8%	15%	19%
Bottom 2	25%	23%	32%	11%	15%	16%	50%	17%	38%	23%	14%	22%	34%
<i>Mean</i>	2.72	2.61	3.04	2.37	2.21	2.56	3.50	2.75	3.16	2.64	2.06	2.63	3.16
<i>Median</i>	3.00	2.00	3.00	2.00	2.00	2.00	3.00	3.00	3.00	3.00	2.00	2.00	3.00
<i>Standard Deviation</i>	1.29	1.27	1.29	1.16	1.24	1.12	1.09	0.97	1.30	1.21	1.29	1.30	1.19

Public safety

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	38%	43%	22%	47%	61%	44%	14%	8%	22%	51%	56%	27%	26%
Excellent	19%	22%	10%	32%	32%	20%	0%	0%	10%	26%	25%	12%	14%
Good	19%	21%	12%	16%	29%	24%	14%	8%	12%	25%	31%	15%	11%
Fair	24%	23%	26%	26%	18%	29%	29%	0%	28%	25%	19%	37%	19%
Poor	18%	15%	24%	21%	2%	8%	7%	58%	29%	9%	11%	12%	30%
Very Poor	21%	18%	28%	5%	19%	12%	50%	33%	21%	15%	14%	24%	26%
Bottom 2	38%	33%	52%	26%	21%	20%	57%	92%	50%	25%	25%	37%	56%
<i>Mean</i>	3.02	2.86	3.48	2.53	2.47	2.68	3.93	4.17	3.38	2.62	2.58	3.22	3.41
<i>Median</i>	3.00	3.00	4.00	3.00	2.00	3.00	4.00	4.00	3.00	2.00	2.00	3.00	4.00
<i>Standard Deviation</i>	1.40	1.40	1.30	1.31	1.46	1.25	1.21	0.83	1.23	1.38	1.36	1.31	1.37

Q6: How have your revenue levels changed, if at all, over the last month?

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	35%	41%	18%	58%	44%	44%	7%	8%	28%	51%	50%	24%	21%
Significantly increased	11%	13%	4%	37%	11%	8%	7%	8%	6%	19%	14%	5%	7%
Somewhat increased	24%	27%	14%	21%	32%	36%	0%	0%	22%	32%	36%	20%	14%
No change	29%	25%	38%	21%	26%	28%	29%	50%	29%	19%	19%	39%	34%
Somewhat decreased	29%	25%	40%	16%	23%	24%	36%	42%	35%	25%	19%	32%	34%
Significantly decreased	8%	9%	4%	5%	8%	4%	29%	0%	7%	6%	11%	5%	10%
Bottom 2	37%	34%	44%	21%	31%	28%	64%	42%	43%	30%	31%	37%	44%
<i>Mean</i>	2.99	2.89	3.26	2.32	2.84	2.80	3.79	3.25	3.16	2.66	2.78	3.12	3.26
<i>Median</i>	3.00	3.00	3.00	2.00	3.00	3.00	4.00	3.00	3.00	2.00	2.00	3.00	3.00
<i>Standard Deviation</i>	1.14	1.19	0.90	1.29	1.15	1.04	1.12	0.87	1.05	1.21	1.24	0.95	1.06

Q7: How have your revenue levels changed, if at all, since the start of the coronavirus pandemic?

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	27%	31%	12%	58%	39%	24%	14%	17%	12%	40%	47%	12%	14%
Significantly increased	9%	10%	4%	21%	10%	4%	7%	8%	6%	11%	11%	0%	10%
Somewhat increased	18%	21%	8%	37%	29%	20%	7%	8%	6%	28%	36%	12%	4%
No change	21%	19%	26%	11%	16%	16%	21%	33%	26%	17%	11%	24%	26%
Somewhat decreased	40%	37%	48%	21%	34%	40%	36%	50%	50%	36%	28%	54%	41%
Significantly decreased	13%	13%	14%	11%	11%	20%	29%	0%	12%	8%	14%	10%	19%
Bottom 2	53%	50%	62%	32%	45%	60%	64%	50%	62%	43%	42%	63%	60%
<i>Mean</i>	3.31	3.21	3.60	2.63	3.08	3.52	3.71	3.25	3.56	3.00	2.97	3.61	3.54

Median	4.00	3.00	4.00	2.00	3.00	4.00	4.00	3.00	4.00	3.00	3.00	4.00	4.00
Standard Deviation	1.16	1.21	0.97	1.34	1.22	1.16	1.20	0.97	0.98	1.19	1.30	0.83	1.15

Q8: Where are you focusing your current expansion plans (organic or via M&A), if anywhere?

	Company size			Title							Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
In the Chicago metro area	48%	52%	34%	79%	66%	48%	29%	8%	32%	55%	69%	39%	36%
In the rest of the state	23%	25%	16%	16%	31%	28%	21%	25%	15%	30%	19%	24%	17%
In another Midwest state	24%	23%	24%	16%	26%	20%	29%	50%	19%	25%	28%	24%	20%
In the rest of the U.S. (outside of the Midwest)	20%	17%	26%	26%	11%	20%	36%	33%	19%	21%	22%	10%	23%
Outside the country	5%	3%	12%	16%	2%	0%	7%	8%	6%	2%	2%	2%	11%
We are not currently planning expansions due to public safety concerns	11%	11%	10%	11%	11%	4%	7%	0%	15%	8%	3%	17%	13%
We are not currently planning expansions due to other economic factors	16%	15%	20%	11%	6%	8%	29%	25%	25%	4%	8%	24%	24%
Count	1.45	1.45	1.42	1.74	1.53	1.28	1.57	1.50	1.31	1.43	1.50	1.41	1.44

Q14: How many physical office locations did your company operate in the United States of America prior to stay-at-home orders due to COVID-19?

	Company size			Title							Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Bottom 2	47%	55%	24%	37%	55%	24%	50%	58%	49%	60%	39%	51%	39%
0 - workforce has always been 100% remote	5%	5%	4%	5%	6%	4%	7%	0%	4%	9%	6%	2%	3%
1-5	42%	49%	20%	32%	48%	20%	43%	58%	44%	51%	33%	49%	36%
5-10	18%	19%	14%	21%	16%	40%	7%	17%	13%	11%	28%	24%	14%
11-15	17%	13%	28%	21%	16%	20%	14%	17%	16%	13%	17%	17%	20%
16-20	8%	8%	6%	5%	11%	8%	0%	0%	7%	11%	8%	2%	7%
21+	11%	5%	28%	16%	2%	8%	29%	8%	15%	4%	8%	5%	20%
Top 2	18%	13%	34%	21%	13%	16%	29%	8%	22%	15%	17%	7%	27%
Mean	3.12	2.83	3.96	3.37	2.82	3.32	3.43	2.83	3.22	2.77	3.14	2.83	3.53
Median	3.00	2.00	4.00	3.00	2.00	3.00	2.00	2.00	3.00	2.00	3.00	2.00	3.00
Standard Deviation	1.43	1.25	1.59	1.54	1.22	1.25	1.87	1.27	1.54	1.34	1.36	1.14	1.59

Q9: When do you plan to have the following levels of staff return to the office?

Top 2 Summary

	Company size			Title							Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=269	N=211	N=58	N=34	N=84	N=29	N=16	N=19	N=87	N=64	N=56	N=74	N=75
25% of your employees	63%	68%	50%	83%	69%	54%	46%	67%	58%	56%	79%	78%	51%
50% of your employees	37%	40%	29%	44%	40%	33%	31%	33%	37%	38%	38%	48%	31%
75% of your employees	24%	24%	23%	33%	22%	21%	23%	33%	22%	23%	24%	38%	16%
All of your employees	17%	17%	19%	28%	14%	13%	23%	25%	17%	17%	24%	23%	12%

Mean Summary

	Company size			Title							Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	3.29	3.22	3.49	2.78	3.05	3.45	3.63	3.19	3.53	3.26	2.93	2.92	3.71
25% of your employees	2.21	2.12	2.46	1.67	1.98	2.29	2.77	2.17	2.42	2.25	1.79	1.88	2.57
50% of your employees	2.95	2.88	3.17	2.44	2.74	3.17	3.31	2.83	3.15	3.00	2.62	2.60	3.29
75% of your employees	3.70	3.63	3.90	3.22	3.43	3.75	3.92	3.50	4.05	3.60	3.35	3.23	4.22
All of your employees	4.29	4.24	4.46	3.78	4.03	4.58	4.54	4.25	4.52	4.17	3.97	3.98	4.74

25% of your employees

Company size	Title	Company Revenue
--------------	-------	-----------------

	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	63%	68%	50%	83%	69%	54%	46%	67%	58%	56%	79%	78%	51%
Immediately	41%	42%	38%	50%	47%	33%	31%	42%	37%	33%	47%	45%	40%
1-30 Days	23%	26%	13%	33%	22%	21%	15%	25%	22%	23%	32%	33%	12%
2-3 Months	23%	21%	27%	17%	21%	33%	23%	8%	25%	23%	15%	15%	22%
4-6 Months	8%	6%	17%	0%	9%	8%	15%	25%	6%	4%	6%	5%	15%
7-11 Months	2%	2%	2%	0%	0%	4%	8%	0%	3%	2%	0%	3%	3%
One year or longer	3%	3%	4%	0%	2%	0%	8%	0%	6%	2%	0%	0%	7%
Never	1%	1%	0%	0%	0%	0%	0%	0%	2%	0%	0%	0%	1%
Bottom 2	4%	4%	4%	0%	2%	0%	8%	0%	8%	2%	0%	0%	9%
<i>Mean</i>	2.21	2.12	2.46	1.67	1.98	2.29	2.77	2.17	2.42	2.25	1.79	1.88	2.57
<i>Median</i>	2.00	2.00	2.00	1.00	2.00	2.00	3.00	2.00	2.00	2.00	2.00	2.00	2.00
<i>Standard Deviation</i>	1.33	1.29	1.41	0.77	1.15	1.16	1.64	1.27	1.54	1.16	0.91	1.02	1.65

50% of your employees

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	37%	40%	29%	44%	40%	33%	31%	33%	37%	38%	38%	48%	31%
Immediately	20%	19%	23%	17%	21%	17%	15%	25%	13%	13%	15%	30%	18%
1-30 Days	17%	21%	6%	28%	19%	17%	15%	8%	15%	25%	15%	18%	13%
2-3 Months	29%	30%	27%	50%	36%	17%	31%	25%	22%	17%	41%	28%	25%
4-6 Months	21%	18%	27%	6%	16%	33%	8%	42%	23%	23%	18%	13%	25%
7-11 Months	8%	8%	10%	0%	7%	17%	23%	0%	8%	10%	3%	13%	7%
One year or longer	4%	4%	4%	0%	2%	0%	8%	0%	8%	2%	0%	0%	9%
Never	1%	1%	2%	0%	0%	0%	0%	0%	3%	0%	0%	0%	3%
Bottom 2	5%	4%	6%	0%	2%	0%	8%	0%	11%	2%	0%	0%	12%
<i>Mean</i>	2.95	2.88	3.17	2.44	2.74	3.17	3.31	2.83	3.15	3.00	2.62	2.60	3.29
<i>Median</i>	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
<i>Standard Deviation</i>	1.42	1.38	1.55	0.86	1.25	1.37	1.60	1.27	1.66	1.27	1.13	1.37	1.61

75% of your employees

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	24%	24%	23%	33%	22%	21%	23%	33%	22%	23%	24%	38%	16%
Immediately	15%	14%	17%	17%	16%	17%	15%	8%	14%	13%	12%	25%	12%
1-30 Days	9%	10%	6%	17%	7%	4%	8%	25%	8%	10%	12%	13%	4%
2-3 Months	17%	20%	8%	17%	26%	13%	15%	17%	12%	21%	29%	15%	10%
4-6 Months	25%	25%	27%	39%	29%	29%	23%	25%	17%	27%	29%	23%	24%
7-11 Months	21%	19%	25%	0%	17%	29%	8%	17%	29%	19%	15%	13%	29%
One year or longer	11%	9%	15%	11%	3%	8%	31%	0%	15%	10%	0%	13%	15%
Never	3%	3%	2%	0%	2%	0%	0%	8%	5%	0%	3%	0%	6%
Bottom 2	13%	12%	17%	11%	5%	8%	31%	8%	20%	10%	3%	13%	21%
<i>Mean</i>	3.70	3.63	3.90	3.22	3.43	3.75	3.92	3.50	4.05	3.60	3.35	3.23	4.22
<i>Median</i>	4.00	4.00	4.00	3.00	4.00	4.00	4.00	3.00	4.00	4.00	3.00	3.00	4.00
<i>Standard Deviation</i>	1.63	1.60	1.70	1.52	1.45	1.57	1.85	1.68	1.74	1.50	1.37	1.73	1.66

All of your employees

	Company size			Title				Company Revenue					
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	17%	17%	19%	28%	14%	13%	23%	25%	17%	23%	17%	23%	12%
Immediately	9%	9%	10%	11%	10%	4%	8%	8%	11%	8%	9%	13%	9%
1-30 Days	8%	8%	8%	17%	3%	8%	15%	17%	6%	8%	15%	10%	3%
2-3 Months	12%	13%	8%	6%	21%	8%	8%	0%	9%	8%	9%	15%	10%
4-6 Months	21%	23%	13%	28%	26%	21%	8%	25%	15%	25%	32%	18%	13%
7-11 Months	23%	23%	25%	28%	22%	29%	15%	33%	20%	23%	18%	25%	25%
One year or longer	20%	17%	29%	11%	12%	21%	38%	0%	29%	21%	9%	15%	28%
Never	7%	8%	6%	0%	5%	8%	8%	17%	9%	2%	9%	5%	12%
Bottom 2	27%	25%	35%	11%	17%	29%	46%	17%	38%	23%	18%	20%	40%

Mean	4.29	4.24	4.46	3.78	4.03	4.58	4.54	4.25	4.52	4.17	3.97	3.98	4.74
Median	5.00	4.00	5.00	4.00	4.00	5.00	5.00	4.00	5.00	4.00	4.00	4.00	5.00
Standard Deviation	1.71	1.68	1.79	1.59	1.58	1.56	1.94	1.86	1.81	1.58	1.70	1.75	1.72

Q10: Are you planning to change the amount of office space you will lease due to COVID-19?

	Company size			Business Owner or Equity Partner (D) N=18	President, Chairman, or C-level Executive (E) N=58	Title			Company Revenue				
	Total (A) N=190	Midsize (B) N=142	Enterprise (C) N=48			Managing Director (F) N=24	Senior Vice President (G) N=13	Vice President (H) N=12	Director (I) N=65	Less than \$5M (J) N=48	\$5M – Less than \$10M N=34	\$10M – Less than \$50M (L) N=40	Over \$50M (M) N=68
Total													
We are planning to reduce the amount of office space we will lease after the pandemic, but have not decided to what extent	13%	12%	15%	11%	12%	13%	23%	25%	9%	10%	3%	13%	19%
We are planning to reduce the amount of office space we will lease after the pandemic by 25%	16%	15%	19%	6%	17%	29%	15%	17%	14%	25%	15%	13%	13%
We are planning to reduce the amount of office space we will lease after the pandemic by 50%	13%	13%	10%	11%	12%	21%	15%	0%	12%	17%	18%	10%	9%
We are planning to reduce the amount of office space we will lease after the pandemic by 75%	5%	6%	4%	6%	7%	4%	0%	0%	6%	6%	6%	8%	3%
We are not planning on keeping any office space and plan on ending our lease	4%	5%	2%	6%	5%	4%	0%	8%	3%	2%	9%	3%	4%
We will maintain some amount of office space, but only the bare minimum for meetings etc.	12%	13%	8%	22%	16%	13%	0%	0%	9%	8%	18%	13%	10%
We are not planning on changing our office lease at all and will come back to the office in full once the pandemic is over	31%	31%	31%	22%	28%	13%	38%	42%	40%	17%	29%	43%	35%
We have already renegotiated or ended our lease	6%	5%	10%	17%	3%	4%	8%	8%	6%	15%	3%	0%	6%

Q11: As of this moment, which of the following do you think each of your mayor and governor should prioritize?

	Company size			Business Owner or Equity Partner (D) N=19	President, Chairman, or C-level Executive (E) N=62	Title			Company Revenue				
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50			Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Total													
Limiting the spread of COVID-19	29%	29%	26%	16%	27%	40%	21%	42%	28%	30%	17%	32%	31%
Re-opening businesses and the economy	18%	17%	20%	26%	18%	8%	14%	25%	19%	19%	14%	22%	17%
Eliminating economic and racial inequalities	6%	7%	4%	0%	6%	12%	7%	8%	4%	9%	6%	5%	4%
Public safety	17%	17%	14%	37%	16%	12%	21%	8%	13%	11%	28%	15%	16%
Renewable energy and focusing on environmental solutions	6%	7%	4%	16%	6%	8%	7%	8%	1%	11%	8%	2%	3%
All of these should be prioritized equally	25%	23%	32%	5%	26%	20%	29%	8%	34%	19%	28%	24%	29%

Q12: What condition do you think the following economies will be in 6 months?

Top 2 Summary

	Company size			Business Owner or Equity Partner (D) N=41	President, Chairman, or C-level Executive (E) N=128	Title			Company Revenue				
	Total (A) N=331	Midsize (B) N=275	Enterprise (C) N=56			Managing Director (F) N=44	Senior Vice President (G) N=16	Vice President (H) N=17	Director (I) N=85	Less than \$5M (J) N=115	\$5M – Less than \$10M N=72	\$10M – Less than \$50M (L) N=65	Over \$50M (M) N=79
Top 2 Summary (Average %)													
Chicago's economy	41%	47%	22%	53%	56%	44%	29%	17%	28%	57%	50%	39%	24%
The State's economy	38%	43%	24%	47%	50%	36%	29%	25%	29%	53%	42%	37%	26%
U.S. economy	46%	48%	40%	58%	52%	52%	21%	58%	38%	55%	53%	46%	36%
Global economy	41%	46%	26%	58%	48%	44%	36%	42%	29%	53%	56%	37%	27%

Mean Summary

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	2.82	2.72	3.13	2.59	2.53	2.77	3.09	2.96	3.09	2.49	2.59	2.89	3.16
Chicago's economy	2.89	2.73	3.38	2.58	2.50	2.84	3.07	3.25	3.25	2.40	2.56	3.02	3.36
The State's economy	2.89	2.75	3.32	2.68	2.58	2.76	3.07	3.33	3.16	2.55	2.61	3.07	3.19
U.S. economy	2.72	2.70	2.76	2.58	2.47	2.68	3.14	2.58	2.93	2.51	2.61	2.68	2.94
Global economy	2.80	2.71	3.04	2.53	2.58	2.80	3.07	2.67	3.03	2.49	2.58	2.78	3.14

Chicago's economy

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	41%	47%	22%	53%	56%	44%	29%	17%	28%	57%	50%	39%	24%
Very good	17%	19%	10%	26%	24%	20%	7%	8%	10%	28%	22%	10%	10%
Good	24%	27%	12%	26%	32%	24%	21%	8%	18%	28%	21%	29%	14%
Fair	23%	23%	24%	21%	21%	20%	36%	42%	21%	23%	25%	22%	23%
Bad	27%	23%	38%	16%	15%	24%	29%	33%	40%	17%	22%	27%	36%
Very bad	10%	8%	16%	11%	8%	7%	7%	8%	12%	4%	3%	12%	17%
Bottom 2	37%	31%	54%	26%	23%	36%	36%	42%	51%	21%	25%	39%	53%
<i>Mean</i>	2.89	2.73	3.38	2.58	2.50	2.84	3.07	3.25	3.25	2.40	2.56	3.02	3.36
<i>Median</i>	3.00	3.00	4.00	2.00	2.00	3.00	3.00	3.00	4.00	2.00	2.00	3.00	4.00
<i>Standard Deviation</i>	1.26	1.24	1.19	1.35	1.24	1.34	1.07	1.06	1.19	1.18	1.16	1.21	1.22

The State's economy

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	38%	43%	24%	47%	50%	36%	29%	25%	29%	53%	42%	37%	26%
Very good	15%	17%	8%	21%	18%	28%	0%	8%	9%	23%	28%	5%	7%
Good	24%	26%	16%	26%	32%	8%	29%	17%	21%	30%	14%	32%	19%
Fair	30%	32%	24%	26%	31%	36%	43%	17%	28%	26%	33%	27%	33%
Bad	23%	17%	40%	16%	13%	16%	21%	50%	31%	11%	19%	24%	31%
Very bad	10%	9%	12%	11%	6%	12%	7%	8%	12%	9%	6%	12%	10%
Bottom 2	32%	25%	52%	26%	19%	28%	29%	58%	43%	21%	25%	37%	41%
<i>Mean</i>	2.89	2.75	3.32	2.68	2.58	2.76	3.07	3.33	3.16	2.55	2.61	3.07	3.19
<i>Median</i>	3.00	3.00	4.00	3.00	2.00	3.00	3.00	4.00	3.00	2.00	3.00	3.00	3.00
<i>Standard Deviation</i>	1.19	1.18	1.13	1.29	1.12	1.36	0.92	1.15	1.15	1.23	1.25	1.13	1.08

U.S. economy

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	46%	48%	40%	58%	52%	21%	38%	55%	38%	58%	53%	46%	36%
Very good	14%	14%	14%	32%	16%	24%	0%	8%	7%	23%	19%	2%	11%
Good	32%	34%	26%	26%	35%	28%	21%	50%	31%	32%	33%	44%	24%
Fair	32%	29%	38%	16%	35%	20%	57%	25%	32%	26%	25%	37%	36%
Bad	14%	13%	14%	5%	11%	12%	7%	8%	21%	9%	11%	17%	16%
Very bad	9%	9%	8%	21%	2%	16%	14%	8%	9%	9%	11%	0%	13%
Bottom 2	23%	23%	22%	26%	13%	28%	21%	17%	29%	19%	22%	17%	29%
<i>Mean</i>	2.72	2.70	2.76	2.58	2.47	2.68	3.14	2.58	2.93	2.51	2.61	2.68	2.94
<i>Median</i>	3.00	3.00	3.00	2.00	2.00	2.00	3.00	2.00	3.00	2.00	2.00	3.00	3.00
<i>Standard Deviation</i>	1.14	1.15	1.12	1.54	0.95	1.41	0.95	1.08	1.08	1.22	1.25	0.79	1.18

Global economy

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C- level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	41%	46%	26%	58%	48%	44%	36%	42%	29%	53%	56%	37%	27%
Very good	15%	17%	8%	26%	19%	28%	7%	8%	4%	28%	25%	5%	4%
Good	27%	29%	18%	32%	29%	16%	29%	33%	25%	25%	31%	32%	23%
Fair	33%	29%	44%	11%	32%	24%	21%	42%	43%	25%	17%	46%	39%
Bad	18%	17%	22%	26%	13%	12%	36%	17%	19%	15%	17%	15%	23%
Very bad	9%	9%	8%	5%	6%	20%	7%	0%	9%	8%	11%	2%	11%
Bottom 2	27%	25%	30%	32%	19%	32%	43%	17%	28%	23%	28%	17%	34%
<i>Mean</i>	2.80	2.71	3.04	2.53	2.58	2.80	3.07	2.67	3.03	2.49	2.58	2.78	3.14
<i>Median</i>	3.00	3.00	3.00	2.00	3.00	3.00	3.00	3.00	3.00	2.00	2.00	3.00	3.00
<i>Standard Deviation</i>	1.15	1.18	1.03	1.31	1.14	1.50	1.14	0.89	0.99	1.27	1.34	0.85	1.04

Q13: How do you feel about Gov. J.B. Pritzker's proposed graduated income tax which would raise taxes on people who earn \$250,000 or more a year?

	Company size				Title				Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=184	N=139	N=45	N=16	N=56	N=23	N=12	N=12	N=65	N=50	N=32	N=37	N=65
Top 2	55%	60%	40%	56%	64%	48%	50%	25%	57%	52%	69%	65%	46%
I am strongly in favor of the proposed graduated income tax	32%	35%	22%	44%	34%	30%	17%	8%	34%	20%	47%	41%	28%
I am somewhat in favor of the proposed graduated income tax	24%	26%	18%	13%	30%	17%	33%	17%	23%	32%	22%	24%	18%
I am somewhat opposed to the proposed graduated income tax	18%	19%	16%	25%	16%	26%	17%	33%	14%	26%	19%	14%	15%
I am very opposed to the proposed graduated income tax	26%	20%	44%	19%	20%	26%	33%	42%	29%	22%	13%	22%	38%
Bottom 2	45%	40%	60%	44%	36%	52%	50%	75%	43%	48%	31%	35%	54%
I am not sure about whether I am in favor of or opposed to the proposed graduated income tax	7%	6%	7%	19%	5%	9%	8%	0%	5%	2%	13%	11%	5%
I have never heard of the proposed graduated income tax	2%	1%	4%	0%	5%	0%	8%	0%	0%	4%	0%	0%	3%
<i>Mean</i>	2.39	2.25	2.82	2.19	2.21	2.48	2.67	3.08	2.38	2.50	1.97	2.16	2.65
<i>Median</i>	2.00	2.00	3.00	2.00	2.00	3.00	2.00	3.00	2.00	2.00	2.00	2.00	3.00
<i>Standard Deviation</i>	1.18	1.14	1.23	1.22	1.12	1.20	1.15	1.00	1.23	1.05	1.09	1.19	1.26

Q100: How likely are you to impose the following as your employees return to the office?

Top 2 Summary

	Company size				Title				Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=908	N=675	N=233	N=85	N=293	N=123	N=56	N=52	N=299	N=234	N=172	N=181	N=321
Staggered work hours or work weeks	76%	76%	75%	78%	79%	79%	62%	83%	72%	81%	76%	65%	78%
Testing	81%	80%	81%	89%	84%	84%	54%	67%	80%	83%	82%	78%	79%
Screening at entry	86%	84%	92%	72%	95%	88%	85%	67%	85%	79%	91%	88%	87%
Shutting down common areas (e.g., lunchrooms, conference rooms, hangout spaces)	79%	77%	88%	78%	78%	96%	92%	67%	75%	83%	79%	75%	79%
Face masks in the office	93%	94%	92%	89%	100%	92%	100%	83%	89%	90%	97%	95%	93%
Requiring waivers not to sue over COVID-19	63%	65%	58%	67%	69%	71%	38%	67%	58%	71%	79%	53%	56%

Mean Summary

	Company size				Title				Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	1.79	1.79	1.80	1.81	1.65	1.70	1.95	1.99	1.88	1.80	1.69	1.89	1.79
Staggered work hours or work weeks	1.93	1.94	1.92	1.78	1.79	2.08	2.15	1.67	2.05	1.85	1.97	2.20	1.81
Testing	1.78	1.73	1.96	1.61	1.62	1.67	2.23	2.08	1.88	1.71	1.62	1.90	1.85
Screening at entry	1.64	1.65	1.58	1.78	1.47	1.54	1.69	2.08	1.69	1.83	1.47	1.60	1.60
Shutting down common areas (e.g., lunchrooms, conference rooms, hangout spaces)	1.81	1.85	1.71	2.00	1.76	1.58	1.62	2.17	1.86	1.81	1.79	1.88	1.78
Face masks in the office	1.38	1.39	1.33	1.50	1.22	1.33	1.15	1.75	1.48	1.50	1.29	1.38	1.34
Requiring waivers not to sue over COVID-19	2.21	2.19	2.27	2.17	2.05	2.00	2.85	2.17	2.32	2.06	1.97	2.38	2.34

Staggered work hours or work weeks

	Company size				Title				Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=38	N=40	N=68
Top 2	76%	76%	75%	78%	79%	79%	62%	83%	72%	81%	76%	65%	78%
Very likely	39%	38%	42%	50%	45%	21%	31%	58%	35%	40%	38%	28%	46%
Somewhat likely	37%	38%	33%	28%	34%	58%	31%	25%	37%	42%	38%	38%	32%
Not likely	16%	16%	17%	17%	17%	13%	31%	8%	15%	13%	12%	23%	18%
Not likely at all	8%	8%	8%	6%	3%	8%	8%	8%	12%	6%	12%	13%	4%
Bottom 2	24%	24%	25%	22%	21%	21%	38%	17%	28%	19%	24%	35%	22%
<i>Mean</i>	1.93	1.94	1.92	1.78	1.79	2.08	2.15	1.67	2.05	1.85	1.97	2.20	1.81
<i>Median</i>	2.00	2.00	2.00	1.00	2.00	2.00	2.00	1.00	2.00	2.00	2.00	2.00	2.00

Standard Deviation 0.93 0.92 0.96 0.94 0.85 0.83 0.99 0.98 1.01 0.87 1.00 0.99 0.89

Testing

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	81%	80%	81%	89%	84%	88%	54%	67%	80%	83%	82%	78%	79%
Very likely	46%	51%	31%	50%	55%	50%	31%	33%	40%	52%	59%	38%	40%
Somewhat likely	35%	30%	50%	39%	29%	38%	23%	33%	40%	31%	24%	40%	40%
Not likely	15%	16%	10%	11%	14%	8%	38%	25%	12%	10%	15%	18%	16%
Not likely at all	5%	4%	8%	0%	2%	4%	8%	8%	6%	6%	3%	5%	4%
Bottom 2	19%	20%	19%	11%	16%	13%	46%	33%	20%	17%	18%	23%	21%
Mean	1.78	1.73	1.96	1.61	1.62	1.67	2.23	2.08	1.88	1.71	1.62	1.90	1.85
Median	2.00	1.00	2.00	1.00	1.00	1.00	2.00	2.00	2.00	1.00	1.00	2.00	2.00
Standard Deviation	0.87	0.86	0.87	0.70	0.79	0.82	1.01	1.00	0.91	0.90	0.85	0.87	0.85

Screening at entry

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	86%	84%	92%	72%	95%	88%	85%	67%	85%	79%	91%	88%	87%
Very likely	55%	56%	52%	56%	60%	58%	54%	33%	52%	48%	62%	55%	56%
Somewhat likely	31%	28%	40%	17%	34%	29%	31%	33%	32%	31%	29%	33%	31%
Not likely	10%	11%	6%	22%	3%	13%	8%	25%	9%	10%	9%	10%	10%
Not likely at all	4%	5%	2%	6%	2%	0%	8%	8%	6%	10%	0%	3%	3%
Bottom 2	14%	16%	8%	28%	5%	13%	15%	33%	15%	21%	9%	13%	13%
Mean	1.64	1.65	1.58	1.78	1.47	1.54	1.69	2.08	1.69	1.83	1.47	1.60	1.60
Median	1.00	1.00	1.00	1.00	1.00	1.00	1.00	2.00	1.00	2.00	1.00	1.00	1.00
Standard Deviation	0.83	0.87	0.71	1.00	0.65	0.72	0.95	1.00	0.88	1.00	0.66	0.78	0.79

Shutting down common areas (e.g., lunchrooms, conference rooms, hangout spaces)

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	79%	77%	88%	78%	78%	96%	92%	67%	75%	83%	79%	75%	79%
Very likely	44%	44%	44%	33%	48%	46%	46%	33%	43%	42%	47%	40%	46%
Somewhat likely	36%	33%	44%	44%	29%	50%	46%	33%	32%	42%	32%	35%	34%
Not likely	16%	18%	10%	11%	21%	4%	8%	17%	20%	10%	15%	23%	18%
Not likely at all	4%	5%	2%	11%	2%	0%	0%	17%	5%	6%	6%	3%	3%
Bottom 2	21%	23%	13%	22%	22%	4%	8%	33%	25%	17%	21%	25%	21%
Mean	1.81	1.85	1.71	2.00	1.76	1.58	1.62	2.17	1.86	1.81	1.79	1.88	1.78
Median	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Standard Deviation	0.86	0.89	0.74	0.97	0.84	0.58	0.65	1.11	0.90	0.87	0.91	0.85	0.84

Face masks in the office

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue				
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	93%	94%	92%	89%	100%	92%	100%	89%	90%	83%	97%	95%	93%
Very likely	71%	70%	75%	67%	78%	75%	85%	50%	66%	65%	74%	68%	76%
Somewhat likely	22%	24%	17%	22%	22%	17%	15%	33%	23%	25%	24%	28%	16%
Not likely	5%	4%	8%	6%	0%	8%	0%	8%	8%	6%	3%	5%	4%
Not likely at all	2%	3%	0%	6%	0%	0%	0%	8%	3%	4%	0%	0%	3%
Bottom 2	7%	6%	8%	11%	0%	8%	0%	17%	10%	11%	3%	5%	7%
Mean	1.38	1.39	1.33	1.50	1.22	1.33	1.15	1.75	1.48	1.50	1.29	1.38	1.34
Median	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Standard Deviation	0.68	0.69	0.63	0.86	0.42	0.64	0.38	0.97	0.77	0.80	0.52	0.59	0.70

Requiring waivers not to sue over COVID-19

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title			Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)			Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)

Total	N=190	N=142	N=48	N=18	N=58	N=24	N=13	N=12	N=65	N=48	N=34	N=40	N=68
Top 2	63%	65%	58%	67%	69%	71%	38%	67%	58%	71%	79%	53%	56%
Very likely	32%	31%	33%	39%	38%	33%	23%	25%	26%	33%	38%	25%	31%
Somewhat likely	32%	34%	25%	28%	31%	38%	15%	42%	32%	38%	41%	28%	25%
Not likely	21%	20%	23%	11%	19%	25%	15%	25%	25%	19%	6%	33%	24%
Not likely at all	16%	15%	19%	22%	12%	4%	46%	8%	17%	10%	15%	15%	21%
Bottom 2	37%	35%	42%	33%	31%	29%	62%	33%	42%	29%	21%	48%	44%
Mean	2.21	2.19	2.27	2.17	2.05	2.00	2.85	2.17	2.32	2.06	1.97	2.38	2.34
Median	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Standard Deviation	1.06	1.04	1.13	1.20	1.03	0.88	1.28	0.94	1.05	0.98	1.03	1.03	1.13

Q101: If you have children (operating under the assumption schools re-open optionally) will you send your children back to school this fall?

Preschool/daycare

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
I will definitely send them back in person this fall if given the option	11%	12%	8%	21%	10%	8%	7%	8%	12%	13%	17%	10%	7%
I will send them back this fall, but only for online classes	14%	17%	4%	11%	19%	20%	7%	8%	9%	17%	8%	17%	11%
I will send them back this fall for a hybrid of online and in person classes	6%	6%	6%	5%	5%	4%	7%	8%	7%	11%	8%	0%	4%
I will not send them back to school this fall for either in person or online classes	5%	5%	4%	5%	10%	8%	0%	0%	0%	9%	3%	2%	3%
I will not send them back, but will allow them to take online classes from home	8%	9%	4%	11%	11%	8%	14%	0%	3%	13%	8%	2%	6%
I will not send them back to school because I am planning to continue homeschooling them from now on	6%	7%	2%	5%	5%	16%	0%	0%	4%	8%	6%	7%	3%
I am letting my children make their own decision on whether to go back to school this fall in person, online, or for a hybrid of both.	1%	1%	0%	0%	0%	0%	0%	0%	1%	0%	3%	0%	0%
N/A - I do not have children in this age group	52%	45%	72%	42%	40%	36%	64%	75%	63%	28%	47%	61%	66%

K-8

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
I will definitely send them back in person this fall if given the option	11%	9%	18%	5%	13%	8%	14%	8%	12%	6%	11%	12%	14%
I will send them back this fall, but only for online classes	17%	20%	8%	11%	18%	24%	14%	8%	18%	19%	22%	22%	10%
I will send them back this fall for a hybrid of online and in person classes	8%	9%	6%	5%	15%	4%	0%	8%	6%	9%	6%	7%	9%
I will not send them back to school this fall for either in person or online classes	4%	5%	0%	11%	5%	4%	0%	0%	3%	4%	8%	2%	3%
I will not send them back, but will allow them to take online classes from home	12%	13%	8%	21%	15%	20%	14%	8%	4%	21%	11%	5%	10%
I will not send them back to school because I am planning to continue homeschooling them from now on	6%	7%	2%	0%	10%	8%	7%	0%	4%	8%	6%	7%	4%
I am letting my children make their own decision on whether to go back to school this fall in person, online, or for a hybrid of both.	4%	4%	2%	11%	5%	0%	0%	0%	3%	8%	6%	0%	1%
N/A - I do not have children in this age group	39%	33%	56%	37%	21%	32%	50%	67%	50%	26%	31%	44%	49%

High school

	Company size			Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Title Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	Company Revenue		
	Total (A)	Midsize (B)	Enterprise (C)								\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70

I will definitely send them back in person this fall if given the option	11%	11%	10%	5%	15%	8%	7%	25%	7%	4%	22%	15%	7%
I will send them back this fall, but only for online classes	15%	17%	6%	5%	18%	20%	14%	8%	13%	21%	22%	7%	10%
I will send them back this fall for a hybrid of online and in person classes	7%	8%	4%	5%	8%	16%	0%	8%	4%	8%	11%	2%	7%
I will not send them back to school this fall for either in person or online classes	5%	5%	2%	11%	3%	8%	7%	0%	3%	11%	6%	0%	1%
I will not send them back, but will allow them to take online classes from home	12%	13%	6%	5%	16%	12%	0%	0%	13%	15%	11%	10%	10%
I will not send them back to school because I am planning to continue homeschooling them from now on	4%	5%	2%	16%	3%	4%	0%	8%	1%	9%	3%	0%	3%
I am letting my children make their own decision on whether to go back to school this fall in person, online, or for a hybrid of both.	3%	3%	2%	5%	2%	8%	0%	0%	1%	6%	3%	0%	1%
N/A - I do not have children in this age group	46%	38%	68%	47%	35%	24%	71%	50%	56%	26%	22%	66%	60%

College

	Company size			Business Owner or Equity Partner (D) N=19	President, Chairman, or C-level Executive (E) N=62	Title				Company Revenue			
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50			Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
I will definitely send them back in person this fall if given the option	12%	11%	14%	16%	18%	12%	0%	25%	6%	11%	17%	7%	13%
I will send them back this fall, but only for online classes	9%	11%	4%	16%	8%	16%	7%	17%	4%	15%	8%	10%	4%
I will send them back this fall for a hybrid of online and in person classes	7%	7%	6%	0%	5%	4%	14%	0%	10%	9%	6%	2%	7%
I will not send them back to school this fall for either in person or online classes	7%	7%	4%	11%	6%	12%	0%	0%	6%	11%	14%	0%	3%
I will not send them back, but will allow them to take online classes from home	7%	9%	2%	5%	6%	12%	7%	0%	7%	9%	3%	7%	7%
I will not send them back to school because I am planning to continue homeschooling them from now on	1%	1%	0%	0%	0%	4%	0%	0%	0%	2%	0%	0%	0%
I am letting my children make their own decision on whether to go back to school this fall in person, online, or for a hybrid of both.	5%	4%	6%	0%	2%	12%	0%	8%	6%	4%	3%	10%	3%
N/A - I do not have children in this age group	54%	51%	64%	53%	55%	28%	71%	50%	60%	38%	50%	63%	63%

Q103: If you had to select, where should a Chicago casino be located?

	Company size			Business Owner or Equity Partner (D) N=19	President, Chairman, or C-level Executive (E) N=62	Title				Company Revenue			
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50			Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Within greater downtown Chicago.	27%	25%	32%	32%	29%	24%	14%	42%	25%	30%	28%	29%	23%
The old Michael Reese Hospital site in Bronzeville, south of McCormick Place and near the lake.	16%	14%	20%	16%	19%	12%	14%	8%	15%	19%	6%	10%	21%
A vacant parcel in Lawndale at Kostner Avenue and Roosevelt Road on the West Side.	6%	8%	0%	5%	8%	0%	7%	0%	7%	8%	6%	7%	4%
McCormick Place Lakeside Center (East Building) along the lakefront.	26%	27%	24%	16%	19%	40%	36%	17%	29%	17%	25%	37%	27%
Next to Harborside International Golf Center in the Chicago Port District on the Far Southeast Side.	9%	8%	10%	11%	6%	12%	0%	17%	9%	11%	17%	5%	4%
South Works (the former U.S. Steel site) on the Far South Side.	11%	11%	10%	16%	13%	4%	14%	0%	10%	11%	8%	5%	14%
A parcel of land at Pershing Road and State Street, near Guaranteed Rate Field on the South Side.	7%	7%	4%	5%	5%	8%	14%	17%	4%	4%	11%	7%	6%

Q104: How important are the following to you?

Top 2 Summary

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=355	N=268	N=87	N=33	N=113	N=46	N=26	N=20	N=117	N=98	N=65	N=71	N=121
The General Assembly to enact tort reform	87%	89%	82%	79%	90%	96%	93%	75%	84%	89%	89%	88%	84%
The General Assembly to adopt pension reform	91%	90%	92%	95%	92%	88%	93%	92%	88%	96%	92%	85%	89%

Mean Summary

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	1.58	1.57	1.59	1.53	1.50	1.56	1.50	1.67	1.66	1.56	1.49	1.62	1.61
The General Assembly to enact tort reform	1.66	1.62	1.76	1.63	1.53	1.64	1.57	1.83	1.76	1.60	1.53	1.63	1.77
The General Assembly to adopt pension reform	1.50	1.52	1.42	1.42	1.47	1.48	1.43	1.50	1.56	1.51	1.44	1.61	1.44

The General Assembly to enact tort reform

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	87%	89%	82%	79%	90%	96%	93%	75%	84%	89%	89%	88%	84%
Very important	48%	49%	44%	58%	56%	40%	50%	42%	41%	51%	58%	49%	40%
Somewhat important	39%	39%	38%	21%	34%	56%	43%	33%	43%	38%	31%	39%	44%
Not very important	13%	11%	16%	21%	10%	4%	7%	25%	15%	11%	11%	12%	14%
Not at all important	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Bottom 2	13%	11%	18%	21%	10%	4%	7%	25%	16%	11%	11%	12%	16%
<i>Mean</i>	1.66	1.62	1.76	1.63	1.53	1.64	1.57	1.83	1.76	1.60	1.53	1.63	1.77
<i>Median</i>	2.00	2.00	2.00	1.00	1.00	2.00	1.00	2.00	2.00	1.00	1.00	2.00	2.00
<i>Standard Deviation</i>	0.71	0.68	0.80	0.83	0.67	0.57	0.65	0.83	0.76	0.69	0.70	0.70	0.75

The General Assembly to adopt pension reform

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70
Top 2	91%	90%	92%	95%	92%	88%	92%	92%	88%	96%	92%	85%	89%
Very important	62%	59%	68%	63%	63%	64%	64%	58%	59%	53%	67%	56%	69%
Somewhat important	29%	31%	24%	32%	29%	24%	29%	33%	29%	43%	25%	29%	20%
Not very important	8%	9%	6%	5%	6%	12%	7%	8%	9%	4%	6%	12%	10%
Not at all important	2%	1%	2%	0%	2%	0%	0%	0%	3%	0%	3%	2%	1%
Bottom 2	10%	10%	8%	5%	8%	12%	7%	8%	12%	4%	8%	15%	11%
<i>Mean</i>	1.50	1.52	1.42	1.42	1.47	1.48	1.43	1.50	1.56	1.51	1.44	1.61	1.44
<i>Median</i>	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
<i>Standard Deviation</i>	0.71	0.71	0.70	0.61	0.69	0.71	0.65	0.67	0.78	0.58	0.73	0.80	0.74

Q105: When will you be ready to attend the following in person?

Top 2 Summary

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Top 2 Summary (Average %)	N=362	N=292	N=70	N=48	N=148	N=31	N=14	N=30	N=91	N=111	N=90	N=72	N=89
Board meetings	39%	42%	28%	63%	53%	24%	14%	42%	28%	45%	58%	37%	24%
Team meetings	43%	46%	32%	37%	61%	32%	21%	58%	32%	47%	56%	44%	31%
Small-group lunch/breakfast	41%	42%	36%	53%	48%	28%	43%	67%	29%	42%	50%	41%	34%
Business-related meetings/dinners	34%	37%	24%	58%	40%	24%	21%	50%	25%	42%	47%	39%	19%
Trade show or conference	26%	27%	20%	42%	35%	16%	0%	33%	19%	34%	39%	15%	19%

Mean Summary

	Company size			Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)
Total	3.24	3.09	3.66	2.74	2.80	3.66	3.84	2.85	3.56	2.91	2.73	3.07	3.85
Board meetings	3.18	3.01	3.66	2.47	2.66	3.60	3.86	2.83	3.60	2.85	2.53	3.05	3.83
Team meetings	3.02	2.89	3.40	2.89	2.53	3.48	3.50	2.42	3.32	2.87	2.44	2.73	3.59

Small-group lunch/breakfast	2.93	2.85	3.14	2.53	2.73	3.32	2.86	2.33	3.19	2.77	2.47	2.68	3.41
Business-related meetings/dinners	3.28	3.12	3.76	2.47	2.90	3.64	3.93	3.08	3.62	2.83	2.97	2.95	3.97
Trade show or conference	3.79	3.60	4.34	3.32	3.16	4.24	5.07	3.58	4.09	3.21	3.22	3.93	4.43

Board meetings

	Company size			Title							Company Revenue		
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50	Business Owner or Equity Partner (D) N=19	President, Chairman, or C- level Executive (E) N=62	Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Total	39%	42%	28%	63%	53%	24%	14%	42%	28%	45%	58%	37%	24%
Top 2	20%	19%	22%	26%	29%	12%	14%	33%	12%	15%	28%	27%	16%
Immediately	19%	23%	6%	37%	24%	12%	0%	8%	16%	30%	31%	10%	9%
1-30 Days	20%	21%	16%	11%	18%	24%	29%	25%	19%	23%	19%	24%	14%
2-3 Months	20%	20%	20%	16%	15%	24%	21%	17%	25%	23%	11%	15%	26%
4-6 Months	11%	9%	14%	11%	10%	12%	14%	8%	10%	6%	6%	20%	11%
7-11 Months	11%	8%	20%	0%	5%	16%	21%	8%	16%	4%	6%	5%	23%
One year or longer	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Never	12%	8%	22%	0%	5%	16%	21%	8%	18%	4%	6%	5%	24%
Bottom 2	3.18	3.01	3.66	2.47	2.66	3.60	3.86	2.83	3.60	2.85	2.53	3.05	3.83
<i>Mean</i>	3.00	3.00	4.00	2.00	2.00	4.00	4.00	3.00	4.00	3.00	2.00	3.00	4.00
<i>Median</i>	1.63	1.52	1.86	1.35	1.51	1.58	1.66	1.70	1.63	1.31	1.44	1.61	1.75
<i>Standard Deviation</i>													

Team meetings

	Company size			Title							Company Revenue		
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50	Business Owner or Equity Partner (D) N=19	President, Chairman, or C- level Executive (E) N=62	Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Total	43%	46%	32%	37%	61%	32%	21%	58%	32%	47%	58%	44%	31%
Top 2	25%	25%	24%	32%	32%	12%	14%	50%	19%	26%	36%	27%	17%
Immediately	18%	21%	8%	5%	29%	20%	7%	8%	13%	21%	19%	17%	14%
1-30 Days	20%	21%	18%	32%	13%	20%	29%	8%	24%	15%	25%	29%	16%
2-3 Months	17%	15%	20%	16%	11%	16%	21%	17%	21%	23%	8%	12%	19%
4-6 Months	11%	9%	16%	5%	8%	20%	21%	17%	9%	8%	6%	12%	16%
7-11 Months	10%	9%	12%	11%	6%	12%	7%	0%	13%	8%	6%	2%	17%
One year or longer	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Never	10%	9%	14%	11%	6%	12%	7%	0%	15%	8%	6%	2%	19%
Bottom 2	3.02	2.89	3.40	2.89	2.53	3.48	3.50	2.42	3.32	2.87	2.44	2.73	3.59
<i>Mean</i>	3.00	3.00	3.00	3.00	2.00	3.00	3.00	1.00	3.00	3.00	2.00	3.00	4.00
<i>Median</i>	1.65	1.59	1.78	1.66	1.55	1.61	1.51	1.68	1.68	1.58	1.48	1.43	1.77
<i>Standard Deviation</i>													

Small-group lunch/breakfast

	Company size			Title							Company Revenue		
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50	Business Owner or Equity Partner (D) N=19	President, Chairman, or C- level Executive (E) N=62	Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Total	41%	42%	36%	53%	48%	28%	43%	67%	29%	42%	50%	41%	34%
Top 2	24%	25%	20%	37%	26%	20%	21%	50%	16%	23%	42%	27%	14%
Immediately	17%	17%	16%	16%	23%	8%	21%	17%	13%	19%	8%	15%	20%
1-30 Days	28%	27%	30%	21%	23%	32%	21%	8%	37%	30%	25%	34%	23%
2-3 Months	16%	17%	12%	11%	16%	12%	21%	17%	16%	17%	17%	12%	16%
4-6 Months	9%	9%	10%	16%	8%	16%	14%	0%	6%	9%	3%	12%	10%
7-11 Months	7%	5%	10%	0%	5%	12%	0%	0%	10%	2%	6%	0%	14%
One year or longer	1%	1%	2%	0%	0%	0%	0%	8%	1%	0%	0%	0%	3%
Never	8%	6%	12%	0%	5%	12%	0%	8%	12%	2%	6%	0%	17%
Bottom 2	2.93	2.85	3.14	2.53	2.73	3.32	2.86	2.33	3.19	2.77	2.47	2.68	3.41
<i>Mean</i>	3.00	3.00	3.00	2.00	3.00	3.00	3.00	1.00	3.00	3.00	2.00	3.00	3.00
<i>Median</i>	1.55	1.51	1.65	1.50	1.46	1.65	1.41	1.87	1.53	1.34	1.52	1.33	1.72
<i>Standard Deviation</i>													

Business-related meetings/dinners

	Company size			Title							Company Revenue		
	Total (A) N=200	Midsize (B) N=150	Enterprise (C) N=50	Business Owner or Equity Partner (D) N=19	President, Chairman, or C- level Executive (E) N=62	Managing Director (F) N=25	Senior Vice President (G) N=14	Vice President (H) N=12	Director (I) N=68	Less than \$5M (J) N=53	\$5M – Less than \$10M N=36	\$10M – Less than \$50M (L) N=41	Over \$50M (M) N=70
Total	34%	37%	24%	58%	40%	24%	21%	50%	25%	42%	47%	39%	19%
Top 2	16%	17%	14%	26%	19%	8%	7%	25%	13%	23%	17%	20%	9%
Immediately	18%	21%	10%	32%	21%	16%	14%	25%	12%	19%	31%	20%	10%

2-3 Months	23%	23%	20%	21%	29%	20%	21%	0%	22%	25%	19%	24%	21%
4-6 Months	22%	21%	22%	11%	16%	36%	14%	25%	25%	25%	17%	24%	20%
7-11 Months	10%	9%	12%	11%	10%	0%	21%	17%	10%	6%	6%	7%	17%
One year or longer	12%	9%	20%	0%	5%	20%	21%	8%	16%	4%	11%	5%	21%
Never	1%	0%	2%	0%	0%	0%	0%	0%	1%	0%	0%	0%	1%
Bottom 2	12%	9%	22%	0%	5%	20%	21%	8%	18%	4%	11%	5%	23%
<i>Mean</i>	3.28	3.12	3.76	2.47	2.90	3.64	3.93	3.08	3.62	2.83	2.97	2.95	3.97
<i>Median</i>	3.00	3.00	4.00	2.00	3.00	4.00	4.00	2.00	4.00	3.00	3.00	3.00	4.00
<i>Standard Deviation</i>	1.58	1.50	1.72	1.31	1.41	1.52	1.64	1.78	1.63	1.38	1.56	1.41	1.61

Trade show or conference

	Company size				Title						Company Revenue			
	Total (A)	Midsize (B)	Enterprise (C)	Business Owner or Equity Partner (D)	President, Chairman, or C-level Executive (E)	Managing Director (F)	Senior Vice President (G)	Vice President (H)	Director (I)	Less than \$5M (J)	\$5M – Less than \$10M	\$10M – Less than \$50M (L)	Over \$50M (M)	
Total	N=200	N=150	N=50	N=19	N=62	N=25	N=14	N=12	N=68	N=53	N=36	N=41	N=70	
Top 2	26%	27%	20%	42%	35%	16%	0%	33%	19%	34%	39%	15%	19%	
Immediately	14%	14%	12%	26%	18%	8%	0%	17%	10%	23%	14%	7%	10%	
1-30 Days	12%	13%	8%	16%	18%	8%	0%	17%	9%	11%	25%	7%	9%	
2-3 Months	19%	22%	10%	5%	27%	16%	14%	17%	18%	26%	25%	20%	10%	
4-6 Months	19%	20%	14%	21%	18%	20%	14%	17%	19%	17%	17%	32%	13%	
7-11 Months	14%	11%	20%	16%	6%	16%	21%	8%	18%	8%	3%	20%	20%	
One year or longer	22%	19%	32%	16%	13%	32%	50%	25%	22%	15%	14%	15%	36%	
Never	2%	1%	4%	0%	0%	0%	0%	0%	4%	0%	3%	0%	3%	
Bottom 2	24%	19%	36%	16%	13%	32%	50%	25%	26%	15%	17%	15%	39%	
<i>Mean</i>	3.79	3.60	4.34	3.32	3.16	4.24	5.07	3.58	4.09	3.21	3.22	3.93	4.43	
<i>Median</i>	4.00	4.00	5.00	4.00	3.00	4.00	5.00	3.00	4.00	3.00	3.00	4.00	5.00	
<i>Standard Deviation</i>	1.73	1.67	1.81	1.89	1.58	1.64	1.14	1.88	1.72	1.69	1.68	1.40	1.76	