

MEMBER POLICY SURVEY 2017 REPORT

OVERVIEW

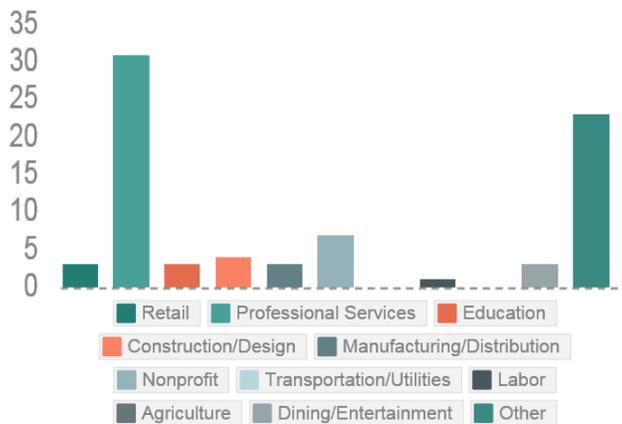
From February through April 2017, a survey was conducted among members of the Henderson Chamber of Commerce, Henderson Development Association, Henderson Chamber of Commerce Foundation and IMPAC. The purpose of the survey was to discover, broadly, state and local policy issues that may be impacting the local business community.

From the table of data collected via 109 respondents, the most significant items are as follows:

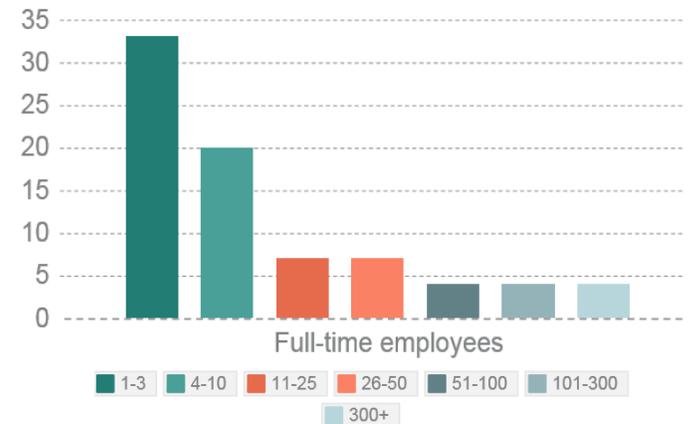
- While revenue increases over the previous year were reported (38%), respondents believe they need to generate more revenue to hire and when doing so, cite finding qualified workers as a primary challenge.
- When considering to hire new employees, respondents largely cited (26%) “economic uncertainty” as a primary obstacle before proceeding with the decision to hire. Through shared input, respondents felt general political uncertainty were present at all levels of government.
- Respondents, while still concerned about taxes and regulations year-over-year, are quick to list “workforce development” matters as their increasing second concern, in terms of finding qualified workers to expand their business. In 2016, respondents cited “taxes” as their secondary concern.

**Average external surveys receive a 10-15% response rate. This survey received an 11.9% response rate.*

RESPONDING BUSINESS SECTORS

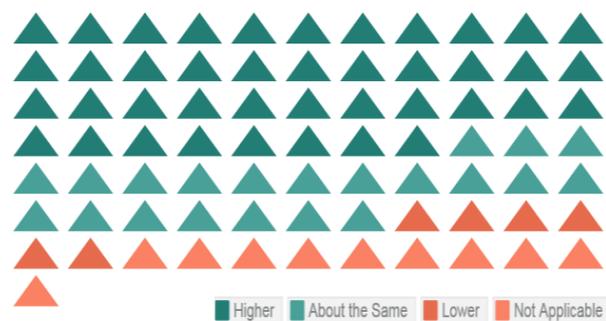


RESPONDENT FULL-TIME STAFF



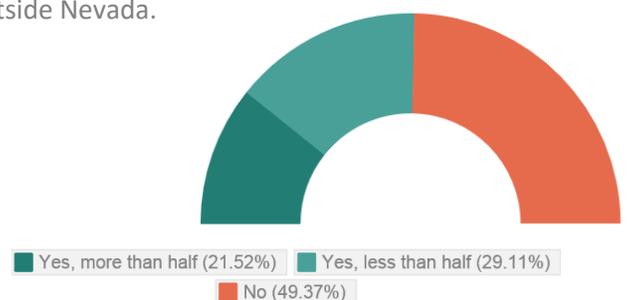
REVENUE GROWTH

38% of businesses reported experiencing higher revenues over the previous year.



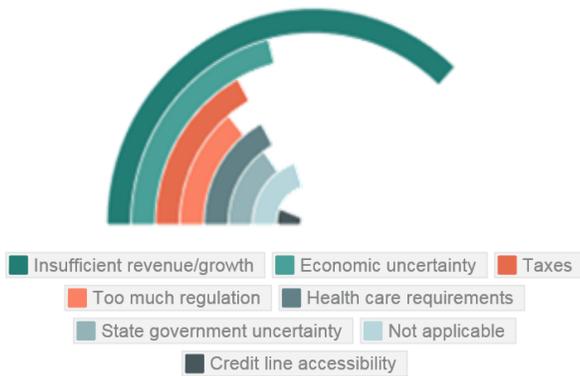
BUSINESS MARKETS

Of respondents, 50% conduct out-of-state business, with 21% of those doing more than half of their business outside Nevada.



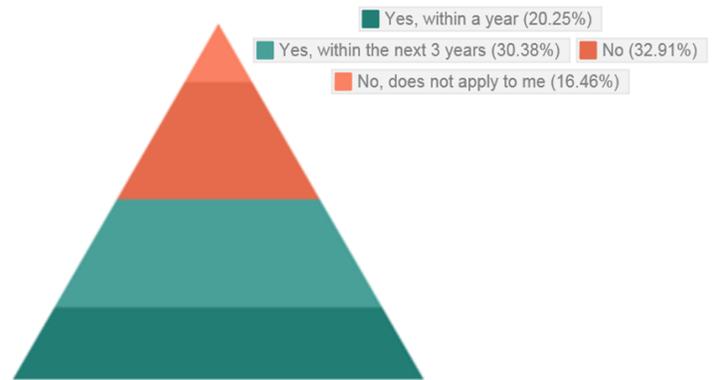
HIRING

When asked, respondents stated that economic uncertainty was a primary factor (similar to 2016) preventing them from hiring additional personnel.



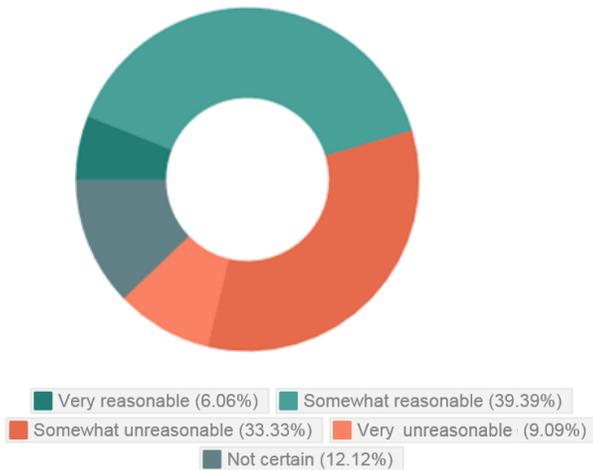
SPACE GROWTH

Consistent to 2016, nearly half of respondents cited plans to expand business space within a three-year period.



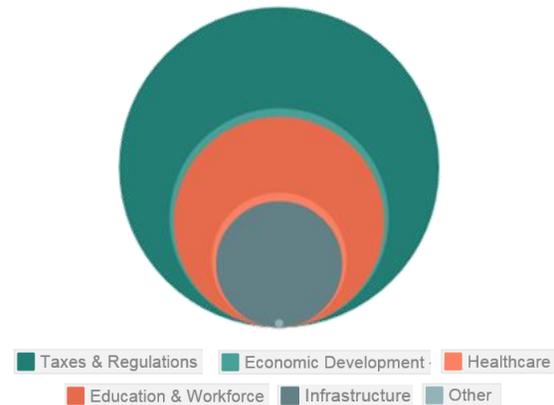
STATE REGULATIONS

Overall, respondents fell to both sides of the spectrum in terms of whether state regulations were reasonable.



KEY ISSUES

Overwhelmingly, respondents felt state legislators should address taxes and regulations relating to policies impacting their business and ability to add jobs to their organization.



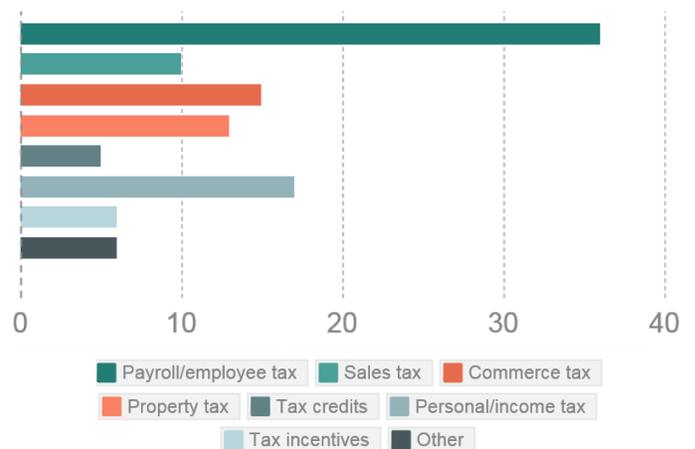
PERSONAL BUSINESS OBSTACLES

When asked about the most significant issue that their business was currently facing, respondents cited various reasons, yet continued, year-over-year, to cite too much regulation and taxation as their primary challenge.

- Taxes and regulations hindering business*
- Lack of new clients/lead generation due to lack of business growth*
- Difficulty in finding qualified workers*
- Difficulty in accessing lines of credit/funding*
- Concern of healthcare law impacts
- Challenge in keeping up with legal laws/amendments
- Lack of state funding for programs

*Most mentioned

TAXES: BIGGEST IMPACT TO BUSINESS



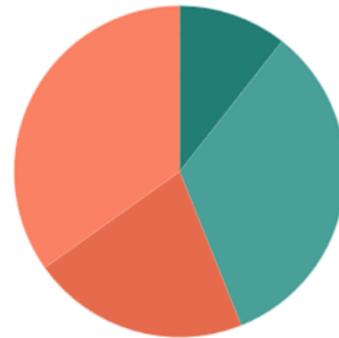
ECONOMIC DEVELOPMENT NEEDS

Respondents reported that to grow business, investments in job diversification and development were required, followed by education.



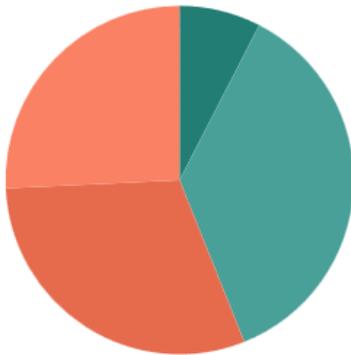
FEDERAL POLICY IMPACT

Impact that federal policy has on respondent's business:



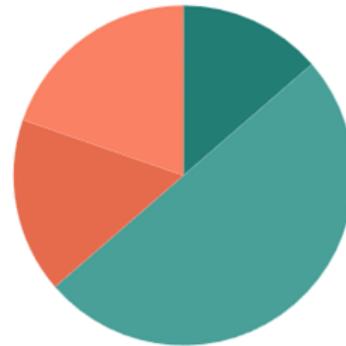
STATE POLICY IMPACT

Impact that state policy has on respondent's business:



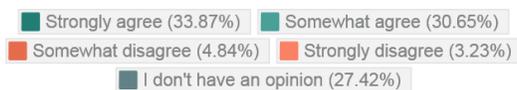
LOCAL POLICY IMPACT

Impact that local policy has on respondent's business:



CHAMBER ADVOCACY

When asked, respondents strongly agreed and somewhat agreed (at a combined 60%) that the Henderson Chamber of Commerce's business advocacy efforts met their needs, with 7% citing it did not.



Respectfully submitted by:

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