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About the Data:

This report represents information gathered from 41 companies from across Grant County between January 2006 and June 2007. Surveys were conducted with business owners, CEO's, plant managers, and human resource managers. *(Not all companies responded to all questions.)*

Companies & Industries

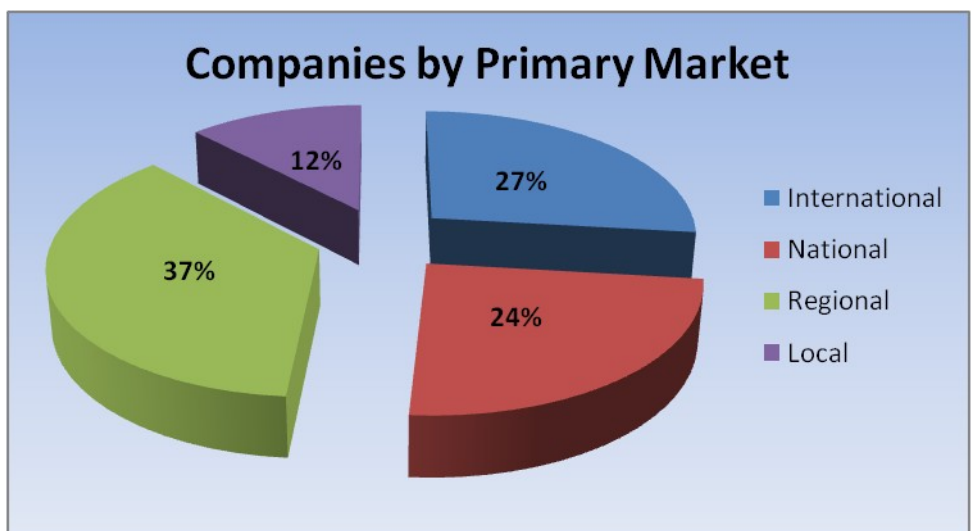
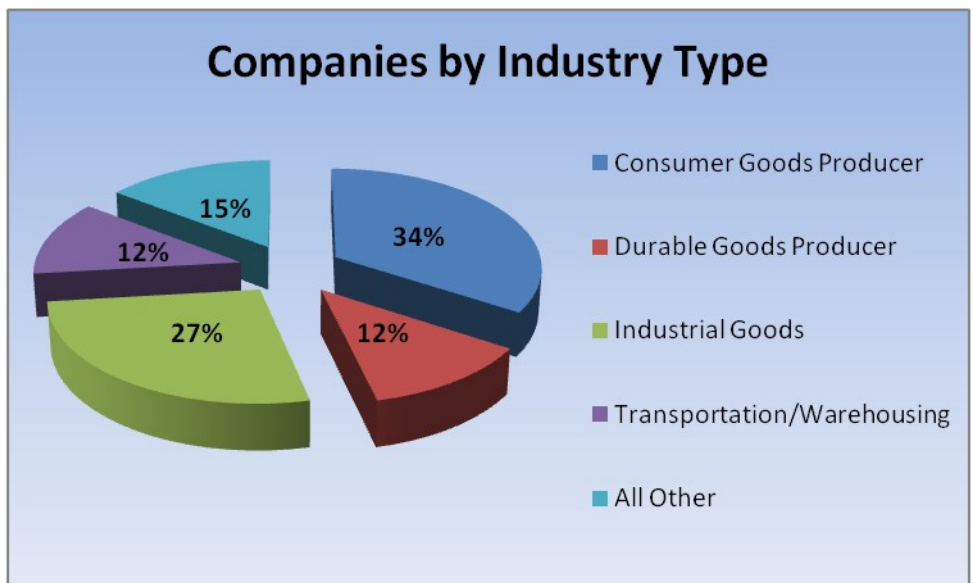
- 30 (73%) of the companies manufacture, produce, or add value to a product or commodity.
- 5 (12%) of the companies are transportation or warehousing businesses.

Employees

- The 41 companies surveyed represent 3,832 employees.
- The average number of employees per company is 93.
- The median number of employees per company is 50.
- 12 (29%) of the companies have 100 or more employees.
- 17 (41%) of the companies have 20 to 99 employees.
- 1,026 (27%) of employees are unionized.

Market & Growth

- 25 (61%) of the companies indicated their market share is increasing.
- 27 (66%) of the companies indicated their sales are increasing.
- 24 (59%) of the companies are planning to expand in the next three years.



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Strengths/Weaknesses:

Companies were asked: “what are the communities strengths and weaknesses as a place to do business.

- 19 (46%) of the companies indicated that “Low Business Costs” are a strength of the community.
- 12 (29%) of the companies indicated that the “Lack of Skilled/Unskilled Labor” is a weakness of the community.

The following tables list all responses for Strengths and Weaknesses:

Strengths	
<i>Ranked by the number of companies that indicated the topic was a strength</i>	
Low Business Costs	19
Workforce Attributes	8
Positive Business Climate	7
Stable Community & Economy	6
Infrastructure	3
Location	3
Quality of Life	3
Customer Access	2
Transportation Network	2
Business Services	1
Community Leadership	1

Weaknesses	
<i>Ranked by the number of companies that indicated the topic was a weakness</i>	
Lack of Skilled Labor	11
Infrastructure	7
Lack of Retail Diversity	6
Lack of Business Services	5
Lack of Community Services	3
Negative Business Climate	2
Transportation Network	2
Customer Access	2
High Business Costs	1
Affordable Housing	1
Lack of Unskilled Labor	1
Community Leadership	1

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Workforce Data:

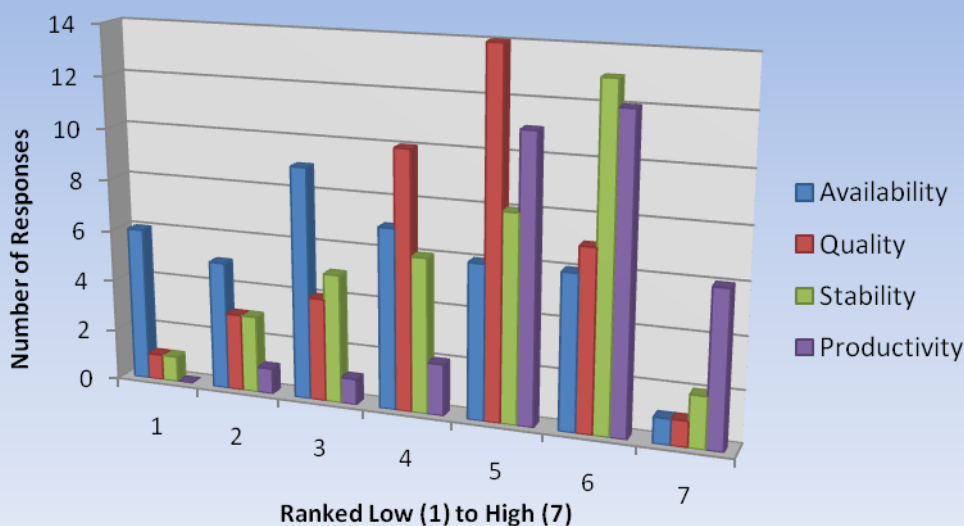
- 33 (80%) of the companies have problems recruiting for specific skills or positions
- 17 (41%) of the companies said recruitment problems are related to the industry and 15 (37%) of the companies said recruitment problems are related to the community.
- 2 (5%) of the companies said the number of unfilled positions is increasing, 26 (63%) of the companies said the number of unfilled positions is stable and 10 (24%) of the companies said the number of unfilled positions is decreasing.

Positions With Recruitment Problems

Ranked by the number of companies experiencing recruitment problems with that position

Supervisors & Management	7
CDL Drivers	6
High Technology	4
Welders	4
Electricians	3
Production/Industrial Operators	3
Diesel Mechanics	2
Maintenance Mechanics	2
Forklift Operators	2
Clerical	2

Workforce Evaluation



Average Workforce Evaluation Score

Ranked on a scale of 1 to 7 (1=low, 7=high)

Availability 3.60

Quality 4.55

Stability 4.68

Productivity 5.22

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Utility/Services Data:

Companies were asked to rank their satisfaction with utility providers and the quality of the services provided by the community.

- Companies were most satisfied with the electric utility provided by the Grant County PUD.
- Companies indicated that the Public Service that provided the most quality service was fire protection.
- All utility providers had an average satisfaction ranking greater than 4.
- 20 (87%) of the public services had an average quality ranking of greater than 4.

Average Public Services Quality Score

Ranked on a scale of 1 to 7 (1=low, 7=high)

Police Protection	5.03	Fire Protection	5.66
Ambulance	5.46	Health Care	5.29
Child Care	3.18	Schools (K-12)	5.13
Tech College	4.67	Comm. College	5.52
College/University	4.50	Public Transport.	4.38
Traffic Control	4.17	Streets & Roads	4.86
Highways	5.43	Airline Service	2.50
Air Cargo	4.44	Trucking	5.56
Tax Assessment	4.19	Building Permits	5.03
Reg. Enforcement	4.51	Comm. Planning	3.63
Comm. Services	4.32	County Services	4.77
Chamber	5.53		

Average Utility

Satisfaction Score

*Ranked on a scale of 1 to 7
(1=low, 7=high)*

Water	5.23
Sewer	4.80
Natural Gas	4.79
Electric	5.51
Telecom	4.88
Cellular	4.86
Internet Access	5.09
Internet Speed	5.18