

Manufacturing Sector Survey

Company Name:

Date:

Contact Name:

Title:

Phone:

Email:

Company Affiliates/Subsidiaries:

Facility Address:

Type of product(s)/services:

Capabilities:

Capacities:

Present on Connectory.com: [] Yes [] No

NAICS Code(s):

How long have you been operating at this location?

Check the box that best describes the situation of your company:

- Company owns the site
- Company leases current site; LEASE EXPIRATION (month/year): _____.
- Company leases or rents site MONTHLY

Number of Employees:

Total:

Locally:

Union Name (s):

How does that compare with 2002? More than 2002 [] Same [] Fewer [] N/A []

GROWTH OUTLOOK:

1. Please check each box below following a statement that is true for your company:

A. The company has expanded in the last 1 to 3 years

B. During the next 1 to 3 years, company expects to expand and by how much:

1. employment

2. sales

3. building

4. equipment

5. product line or service

6. who is buying your product

- C. Company has experienced increasing sales during the past 3 years
- D. Company has experienced decreasing sales during the past 3 years
- E. Company has experienced stable sales during the past 3 years
- F. Company perceived its industry to be in recession or general downturn
- G. Major customers have closed or relocated during the past 3 years
- H. Major suppliers have closed or relocated during the past 3 years
- I. Company is considering plans to relocate:
 - 1. Within the city
 - 2. Within the county
 - 3. Outside of the city
 - 4. Outside of the county

At what percent of production capacity is your local facility operating? _____%

2. Hiring/Layoffs

PLEASE INDICATE NUMBER OF POSITIONS IN EACH CATEGORY

	Administrative	Technical	Middle Management	Senior Management
Hiring				
Have you hired in the last 12 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Are you currently hiring? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Will you be hiring in the next 6 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Will you be hiring off in the next 12 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Layoffs				
Have you laid off in the last 12 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Are you currently laying off? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Will you be laying off in the next 6 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				
Will you be laying off in the next 12 months? <input type="checkbox"/> No <input type="checkbox"/> Yes				

Reasons for layoffs (please check all that apply):

- Downsizing
 Economy
 Plant closure
 Cut costs
 Out of County Relocation
 Other, please explain. _____

6. Is your company currently challenged by any of the following issues? (Check all that apply)

- Utilities Cost and Availability
 Physical Space
 Vandalism
 Capital Financing
 Labor
 Transportation
 Production Process
 Taxes
 Government Regulation
 Environmental Issues
 Support Services
 Infrastructure
 Gas
 Water
 Electricity
 Sewer
 Fiber Optic
 Marketing
 Short Term Financing
 Other _____

3. What are the primary barriers that could impede the growth of your company?

- Lack of Customers/Demand
 Lack of Space
 Level of Taxes
 Lack of adapted workforce
 Other, please explain. _____

WORKFORCE / LABOR CLIMATE:

1. How many of your full-time employees are in the following occupations:

- Professional/managerial
 Technical
 Sales
 Administrative/clerical
 Craftsmen/Skilled labor
 General/Unskilled labor

2. Consider the following labor-skill classes, and circle the number that best represents your opinion of their availability for employment locally and the quality of basic skills possessed by new employees:

1=Excellent 2=Good 3=Average 4=Poor 5=No Opinion

<i>Skill Class</i>	<i>Availability</i>	<i>Quality of skills</i>
Professional/ Management	1 2 3 4 5	1 2 3 4 5
Skilled	1 2 3 4 5	1 2 3 4 5
Semi-skilled	1 2 3 4 5	1 2 3 4 5
Unskilled	1 2 3 4 5	1 2 3 4 5
Clerical	1 2 3 4 5	1 2 3 4 5
Other _____	1 2 3 4 5	1 2 3 4 5

3. If recruiting personnel is difficult, what factors contribute to these difficulties? (Check all that apply):

- Labor supply shortage
 Skills not adequate
 Lack of public transportation
 Affordable housing
 Available housing
 General/Cost of living
 Other _____

4. Please identify how the following areas are currently being provided:

Human resources functions	IN-HOUSE	CONTRACTED
Recruiting and pre-screening	()	()
Interviewing job candidates	()	()
Employee testing	()	()
Employee training	()	()
Management training	()	()
Assessment of training and specifications	()	()
Strategic business planning	()	()
Employee benefits	()	()
Outplacement lay-off assistance	()	()

5. Has your company participated in any state-sponsored job training programs?

If yes, which one(s)?

6. Have you worked with any college or organization locally to provide customized training for your employees? If yes, which one(s)? What type of training was provided?

7. Would you be interested in job training programs designed to meet your needs?

If yes, what specific types of training?

8. Select among the following statements of which best describes your view of the labor general climate in your area:

() Labor/ management relations are good and continue to encourage high productivity among local business.

() I have heard labor/ management relations are poor; BUT I haven't seen any evidence of it lately.

() Labor/ management relations are poor; labor activity is discouraging productivity in our area.

() Other: _____.

BUSINESS LOCATION / CLIMATE:

1. How many square feet is this facility?

2. Please list or describe the major advantages to operating your business in the following areas?

San Diego/ (East/North/South) County

State of California

3. Please list the major difficulties in operating your business in the following areas?

San Diego/ (East/North/South) County

State of California

4. If you were selecting a location for your business today, what area would you choose?

San Diego/ (East/North/South) County

Why?

State of California

Why?

Other

Why?

Are you pleased with this location as a place of business? Yes No

If yes, what are the primary benefits of this location:

If no, what are the main barriers to doing business at this location, and what other location (s) would you consider:

Why haven't you relocated?

5. What recommendations do you have for improving the business climate or quality of life in these areas?

San Diego/ (East/North/South) County

State of California

6. Is local infrastructure (highways, airports, ports, etc) helpful or un-helpful with your business' supply chain?

San Diego/ (East/North/South) County

State of California

MARKETS/PRODUCTS

**1. Do you do business with federal, state or local governments?
If yes, which government agencies?**

Do you contract with the government or are you a subcontractor? If you subcontract, can you name your industry primes/OEMs?

2. What are your company top products and their markets?

	Product Outlook	Customers (Industry Type)	Current/Future
1.			
2.			
3.			
4.			

3. What type of raw materials, components or services is your company currently purchasing outside of the county?

4. Tell us about unique capabilities or specialty materials you work with, that may be of interest to other businesses in the region:

5. Among those, are there any that you would rather purchase locally?

In the City: *Why? Why not?*

6. Who is your Market/Customer Base?

7. What markets does your company serve? (Indicate % of total sales in each market)

___% Local ___% County (outside of city) ___% State (outside of county)
___% National (outside of state) ___% International (Total should equal 100%)

In the Region (East/North/South) County: *Why? Why not?*

BUSINESS ASSISTANCE PROGRAMS:

Are you aware of the following programs/services offered?

	Yes	No	More information requested
Workforce training	[]	[]	[]
Workforce recruitment	[]	[]	[]
Permit assistance	[]	[]	[]
ADA tax credits	[]	[]	[]
Enterprise Zone	[]	[]	[]
Foreign Trade Zone	[]	[]	[]
Connectory	[]	[]	[]
Small business finance	[]	[]	[]

ADDITIONAL COMMENTS: