

A Survey of 300 Business Owners and Executives in the State of Kansas for the



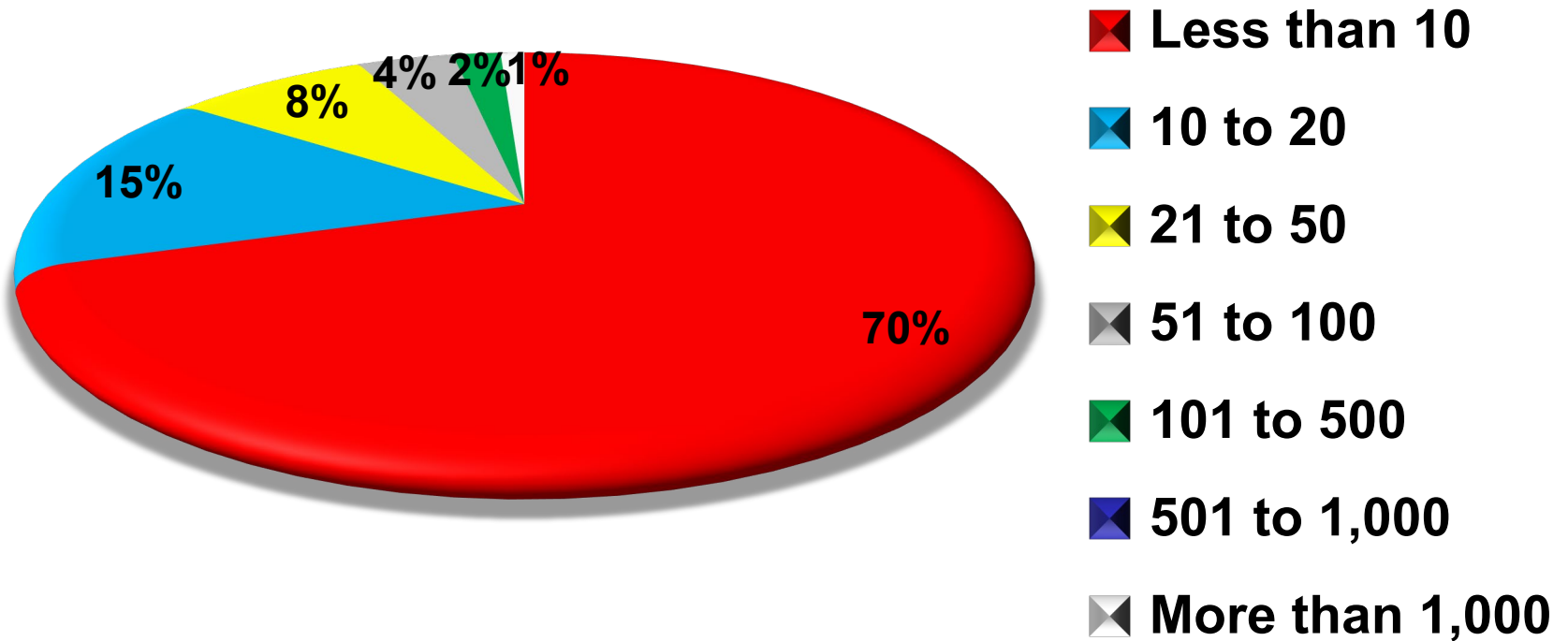
Margin of Error: +/- 5.6%

Interviewing Conducted November 30 – December 7, 2021

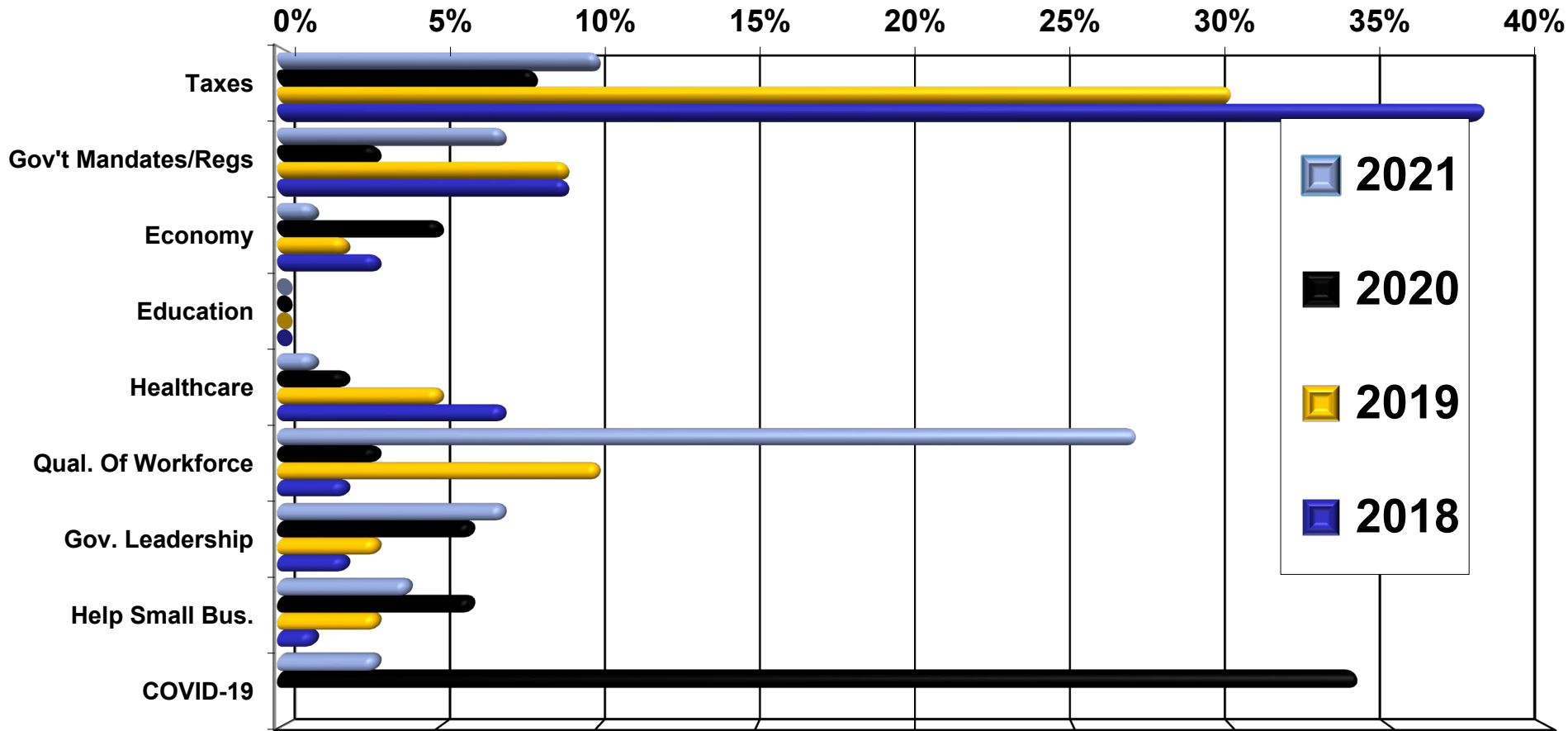
Pat McFerron
President
Cole Hargrave Snodgrass & Associates



Number of Employees in Businesses Polled



Most Important Issues for Kansas Business (Open Ended)



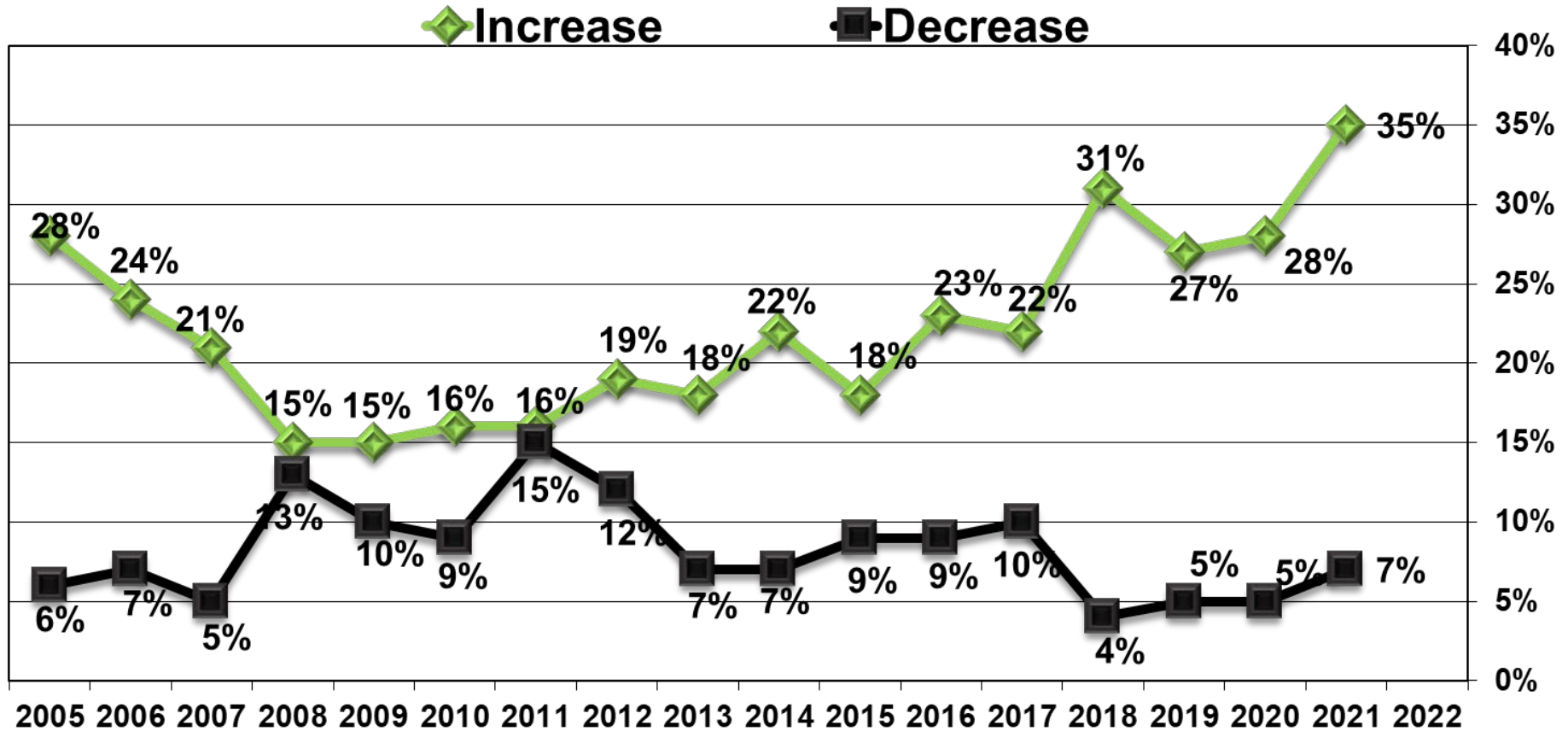
Most Important Issues for Kansas Business?



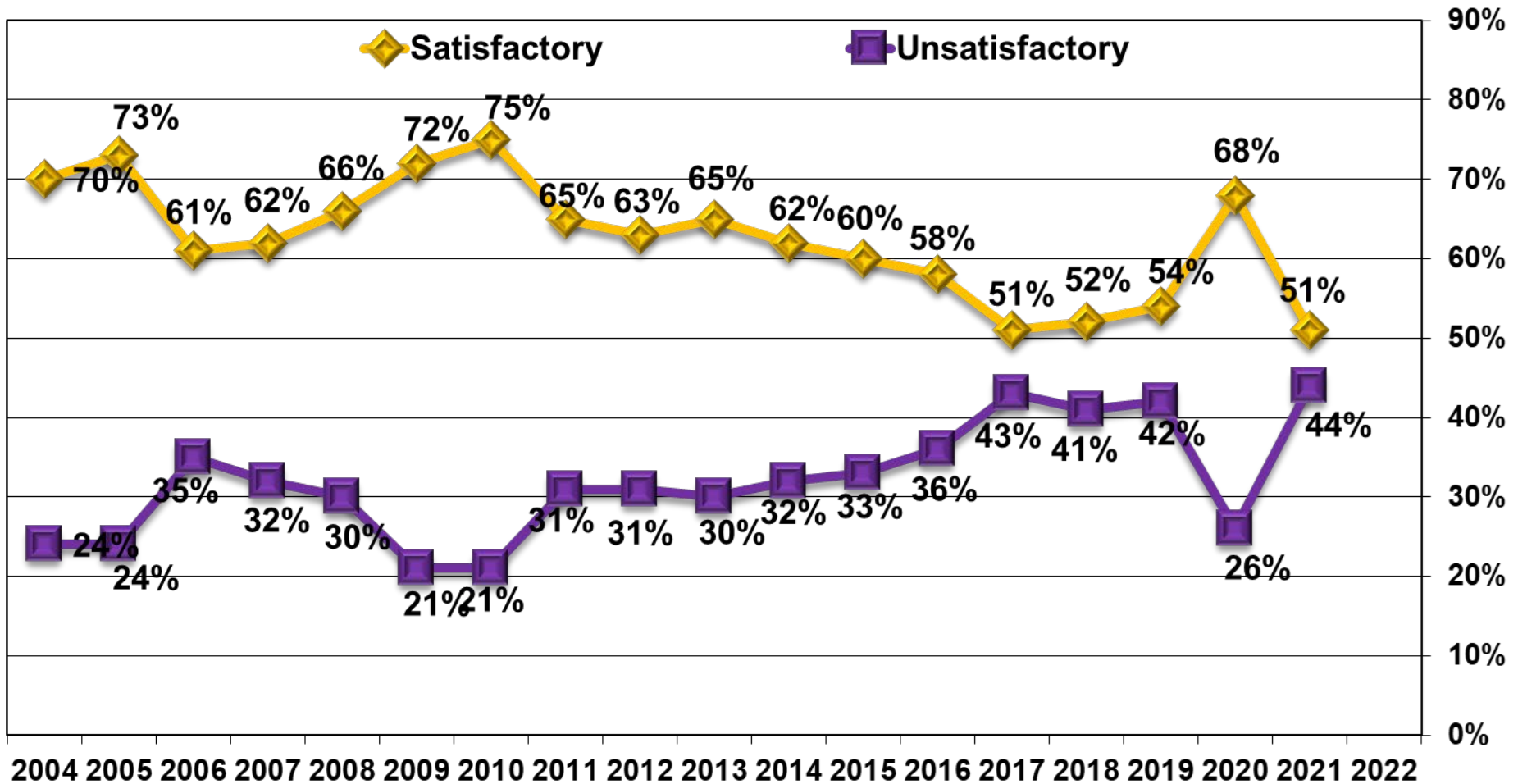
Most Important to Profitability? (Up to 2 Selected)

	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Workers' comp	7%	8%	9%	10%	9%	11%	5%	8%	8%	8%	18%	13%	19%	4%
Unemployment comp	11%	6%	6%	5%	5%	5%	5%	5%	5%	8%	6%	7%	3%	1%
Manage health costs	27%	34%	36%	35%	37%	44%	34%	33%	31%	30%	32%	38%	32%	23%
Lower taxes on business	44%	52%	54%	48%	45%	38%	41%	40%	40%	30%	34%	49%	43%	35%
Decrease regs/mandates	30%	25%	22%	26%	27%	30%	27%	29%	26%	23%	21%	22%	18%	13%
Stop frivolous lawsuits	7%	10%	9%	8%	10%	12%	14%	16%	15%	16%	15%	16%	13%	13%
Limit growth of government	25%	16%	17%	15%	18%	21%	23%	13%	11%	12%	13%	14%	17%	16%
Economic incentives	10%	12%	15%	13%	15%	12%	17%	17%	15%	17%	15%	20%	18%	13%
Reduce fuel/energy costs	26%	14%	14%	13%	11%	10%	12%	19%	31%	24%	28%	21%	20%	42%

Workforce Size Over Next Year

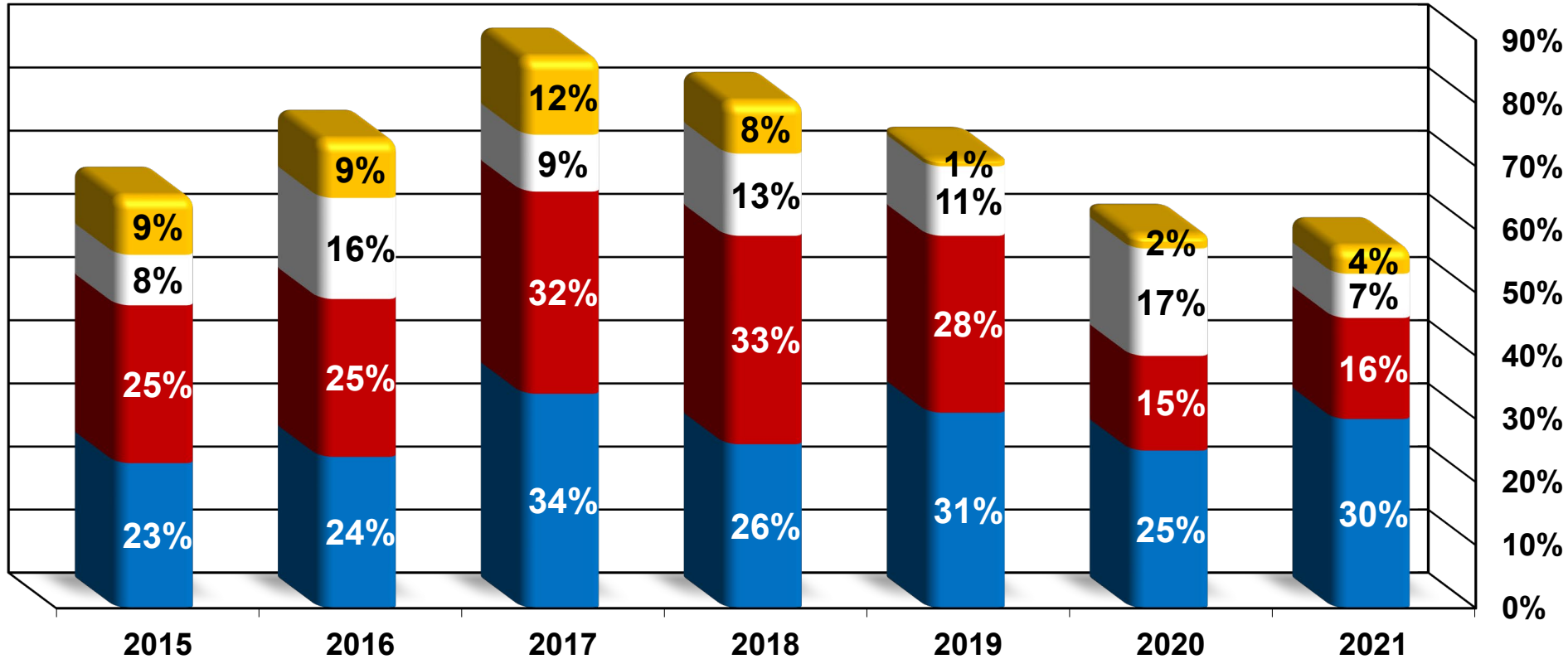


Satisfaction with Workforce?



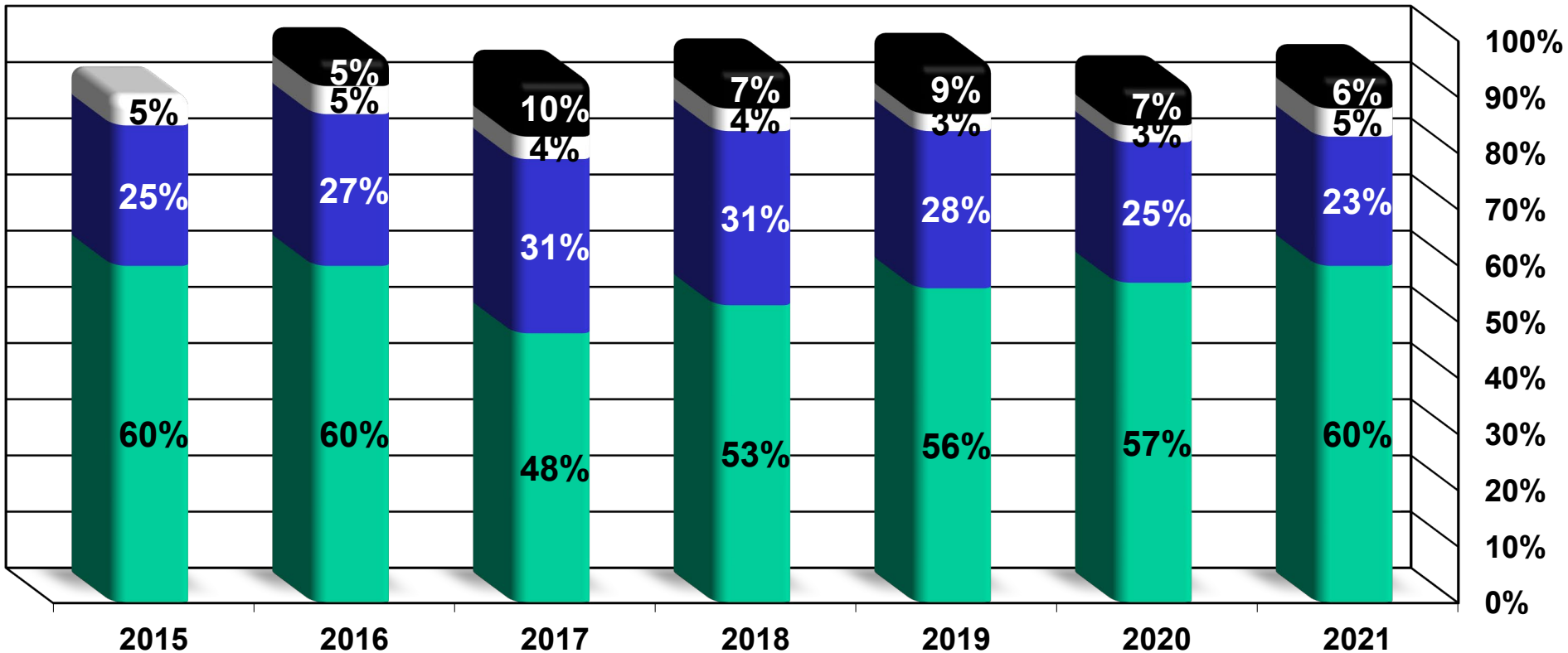
Why Not Rate Workforce Higher? (Open Ended)

■ Will to Work
 ■ Lack Education
 ■ Too Easy to Get Benefits
 ■ Miscellaneous



Greatest Concern with Kansas Workforce?

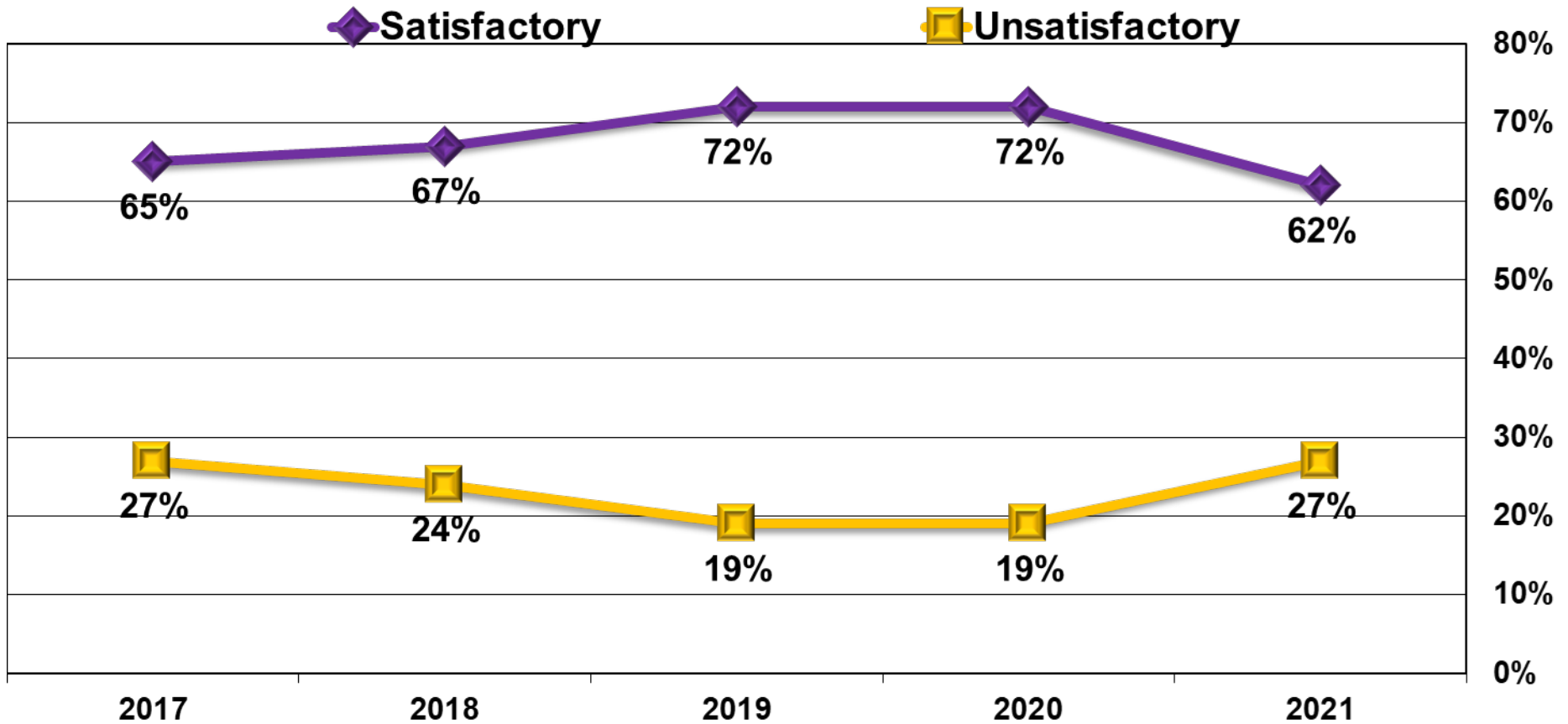
■ Soft Skills ■ Technical Skills ■ Employees w/ Degrees ■ Pass Drug Test



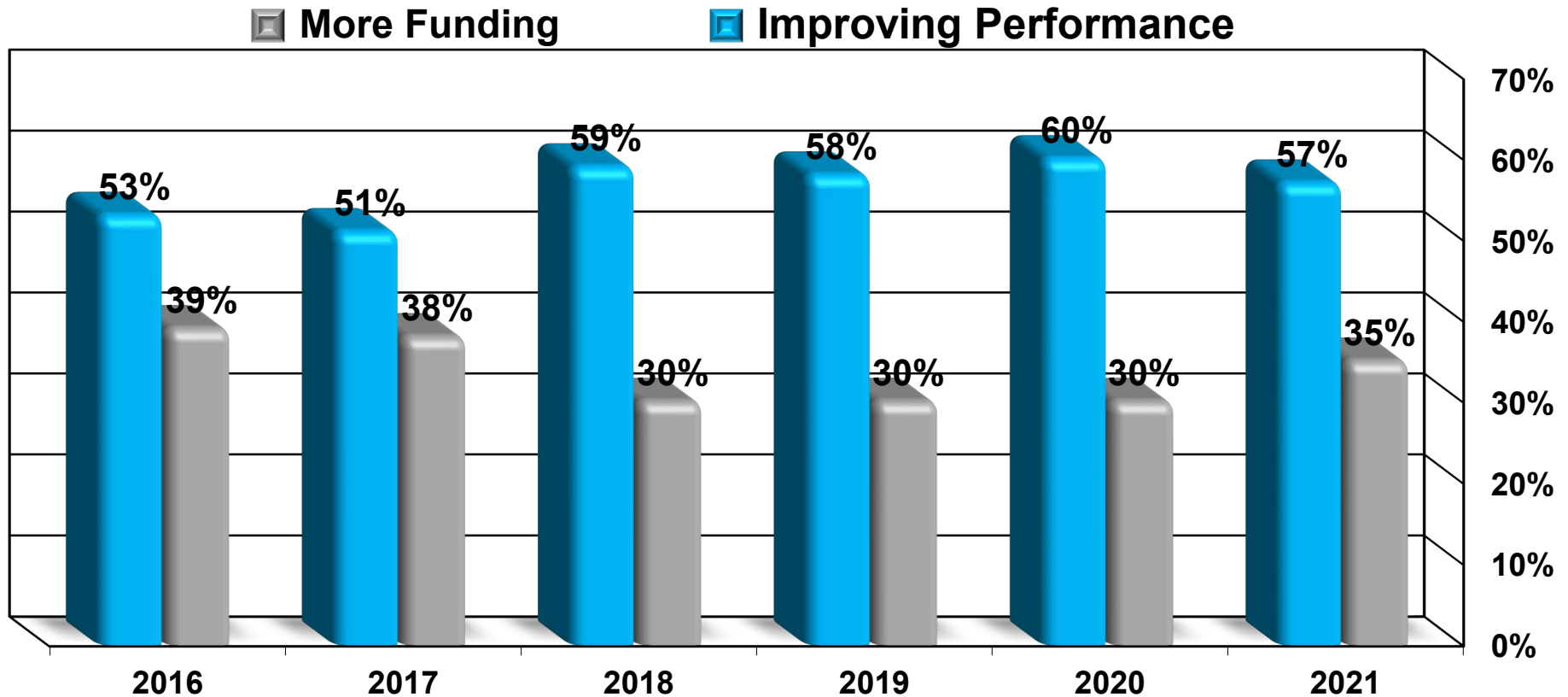
Importance of Workforce Development Projects?

HOW IMPORTANT FOR KANSAS?	EXTREMELY IMPORTANT	VERY IMPORTANT	SOMEWHAT / NOT IMPORTANT
Creating work-based learning like internships and apprenticeships	46%	40%	2%
Understanding the value of middle skill jobs and industry certifications	45%	45%	9%
Improving academic standards	42%	38%	18%
Increasing participation in STEM fields	41%	42%	15%

Satisfaction With Public School System?

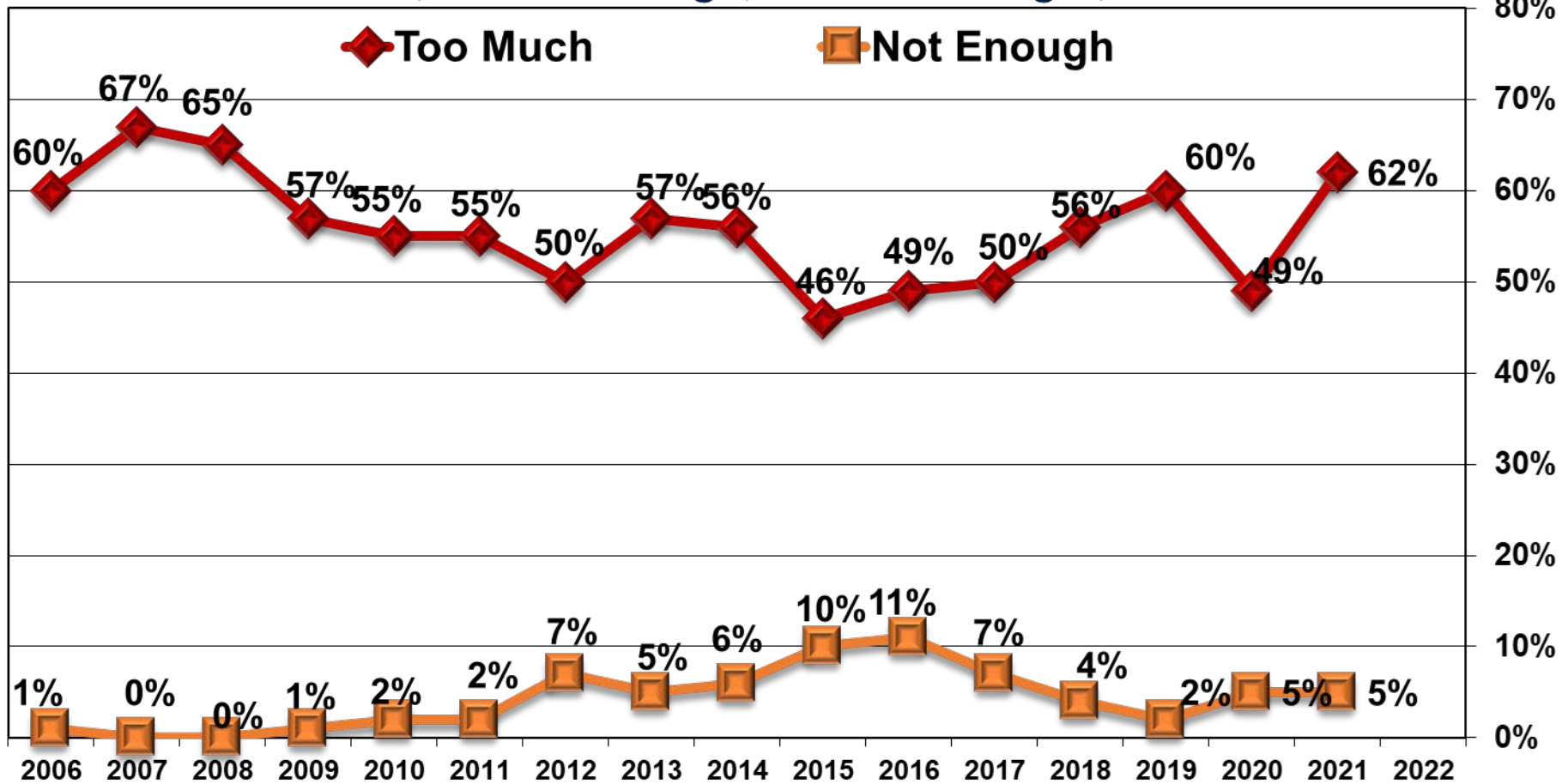


More Important for Improving Education?



How Much Paid in Taxes? (State and Local)

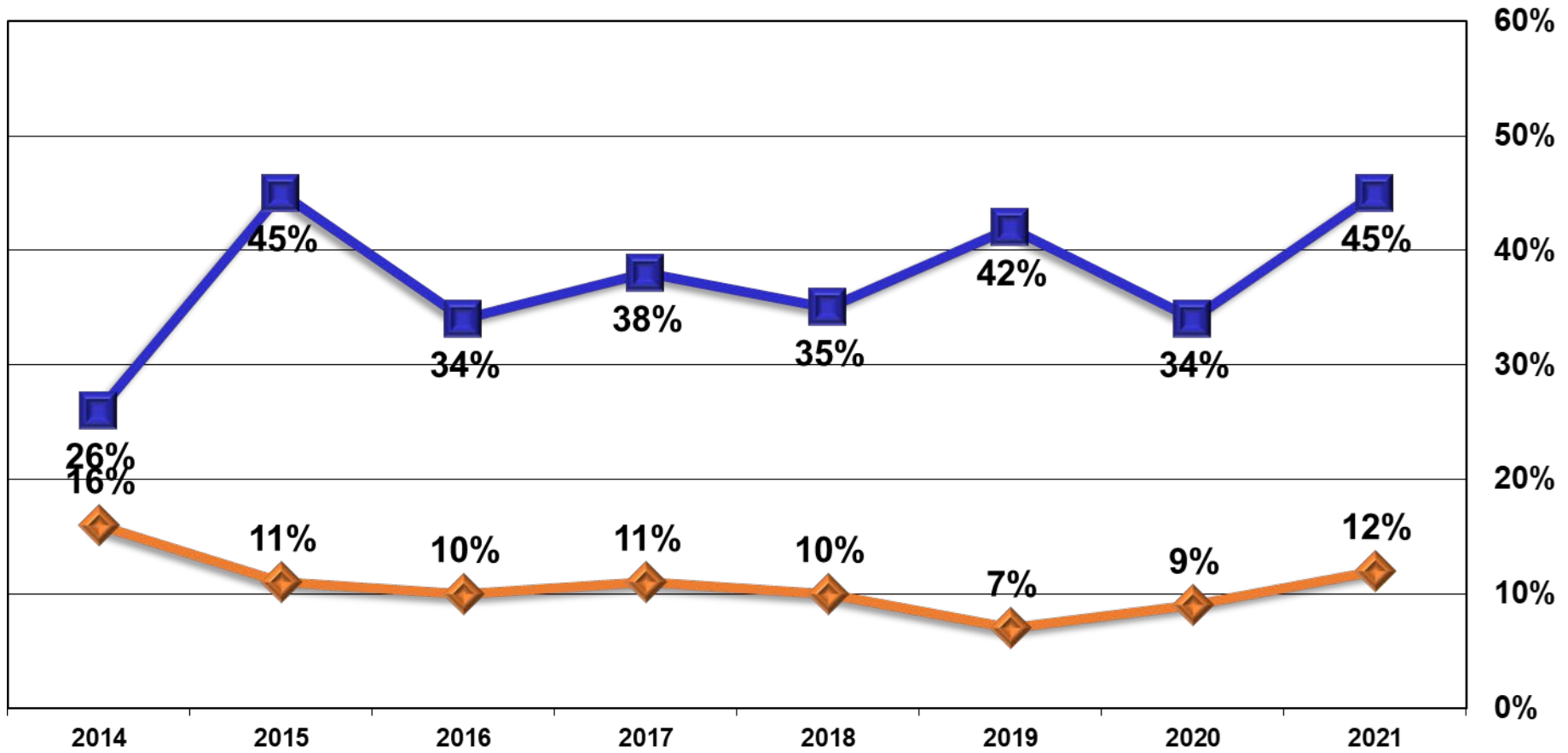
62% Too Much; 5% Not Enough; 33% About Right; 0% Undecided



Change State Sales Tax?

◆ Increase

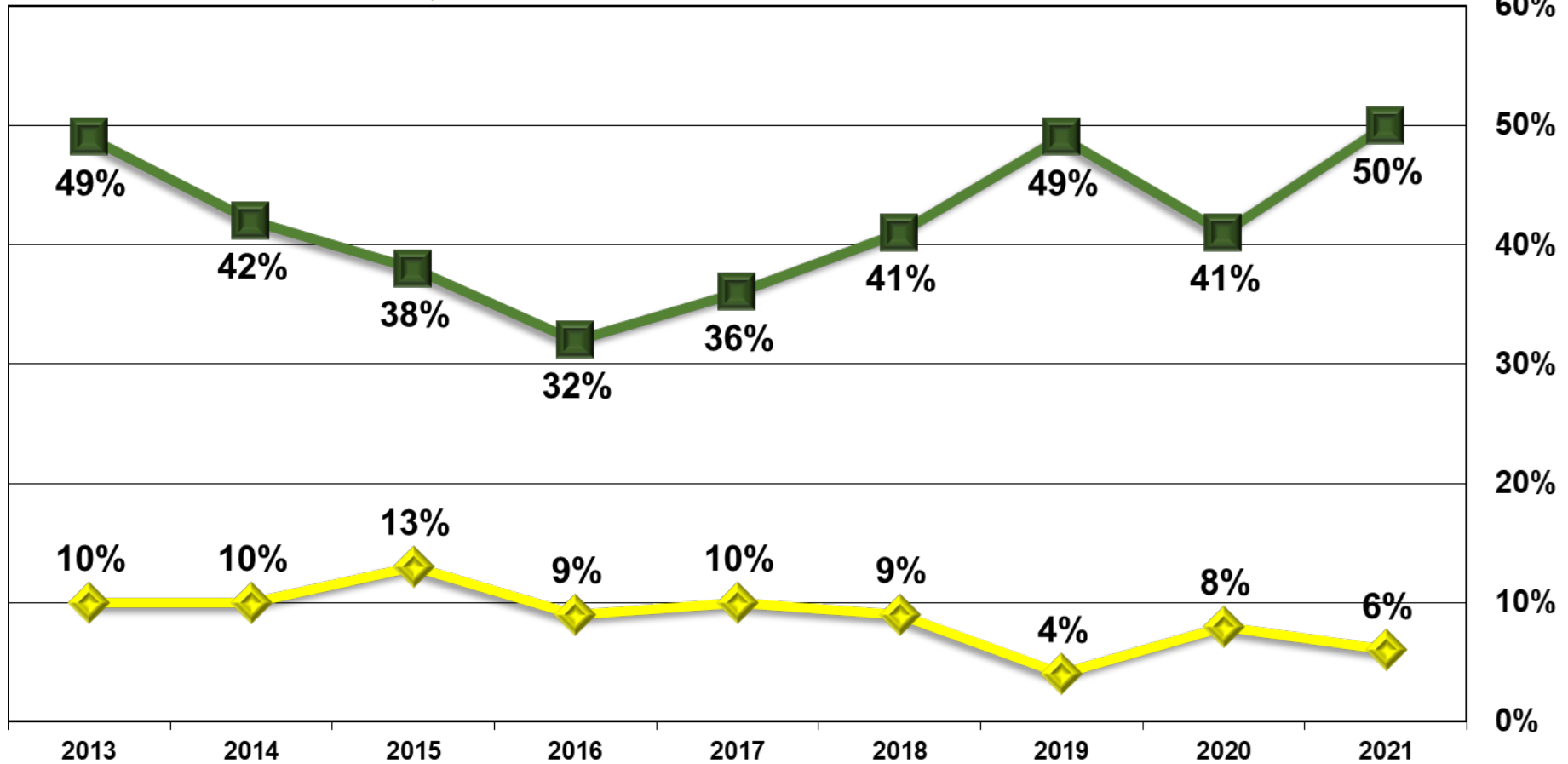
■ Decrease



Change Personal Income Tax?

◆ Increase

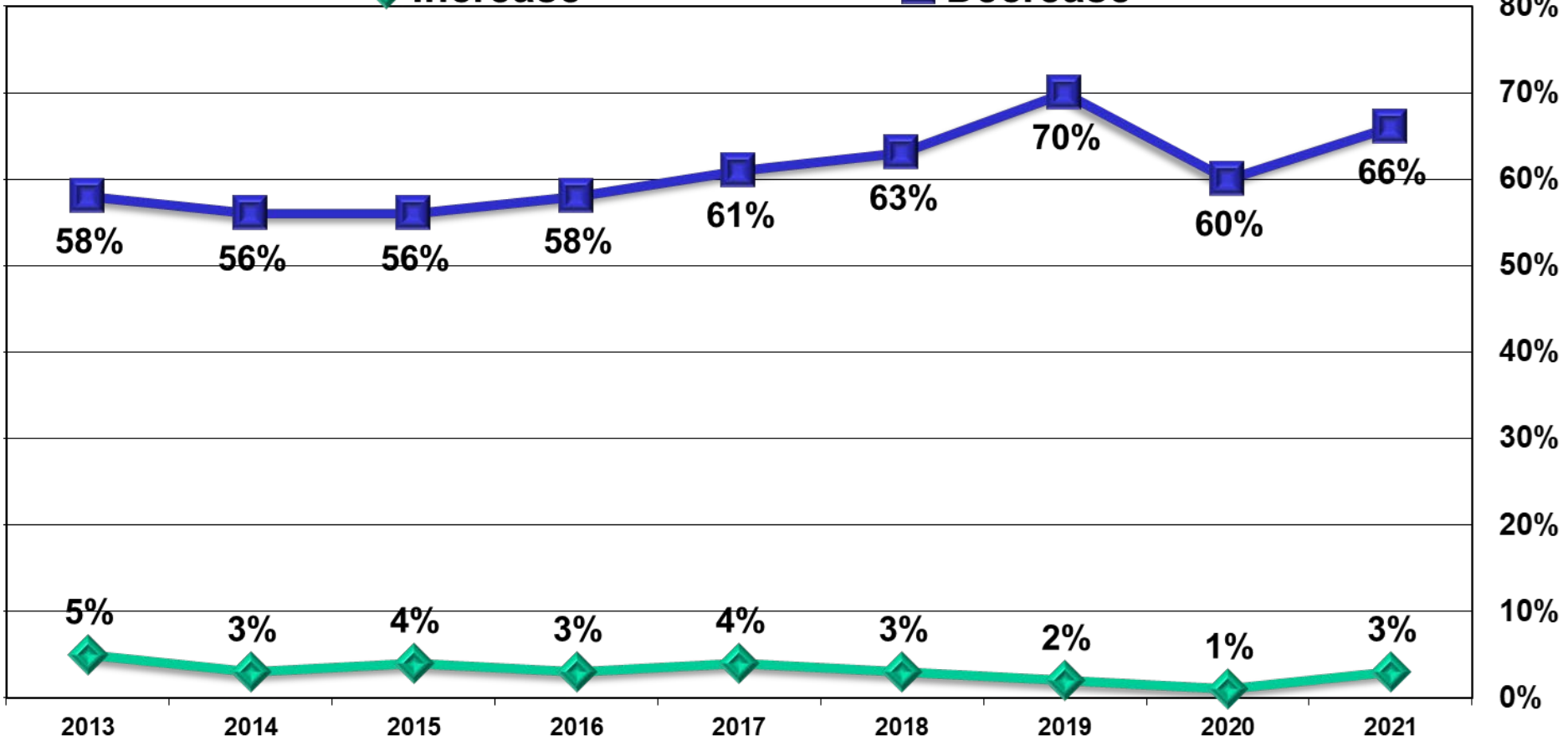
■ Decrease



Change Property Tax?

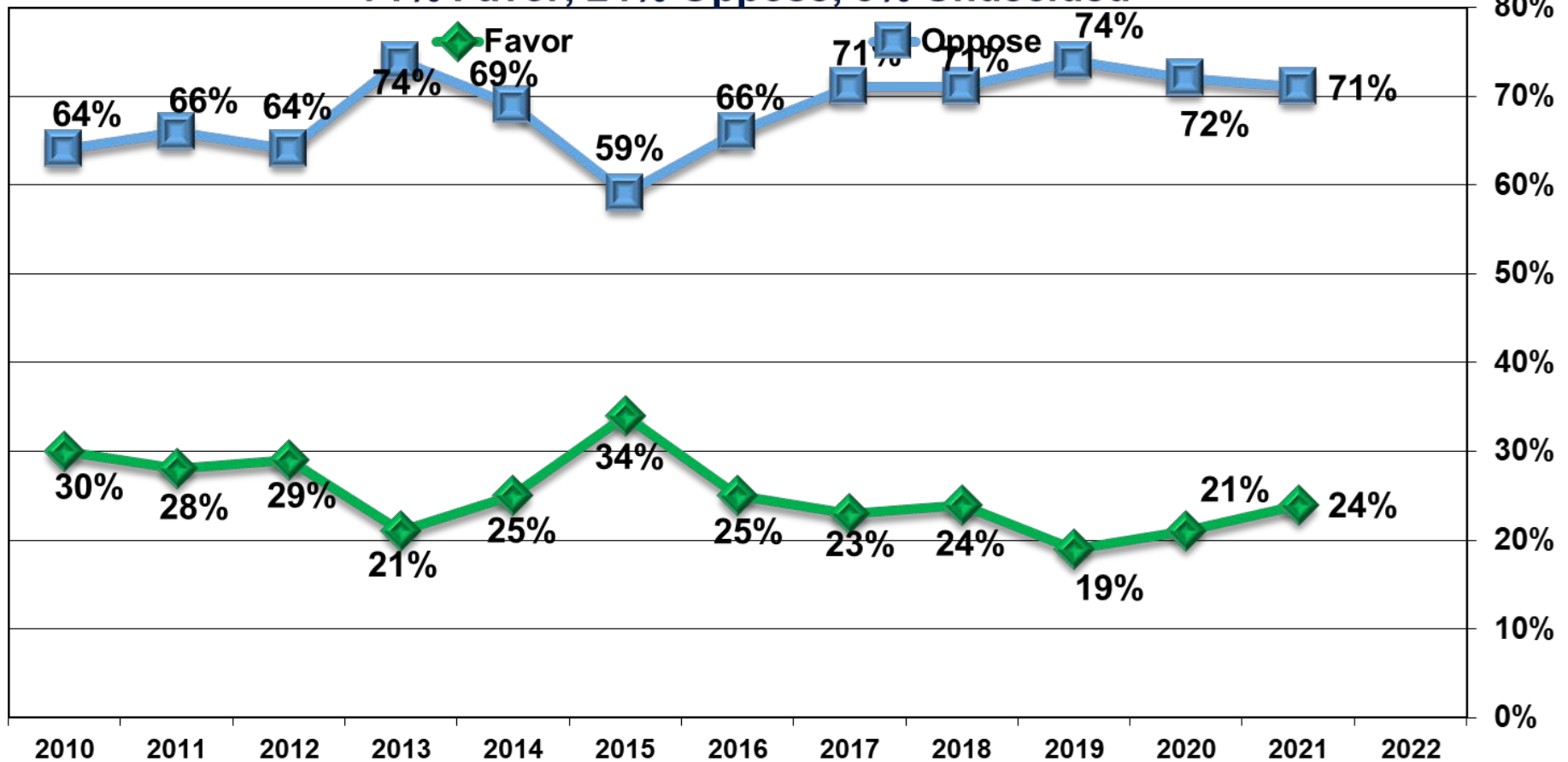
 Increase

 Decrease

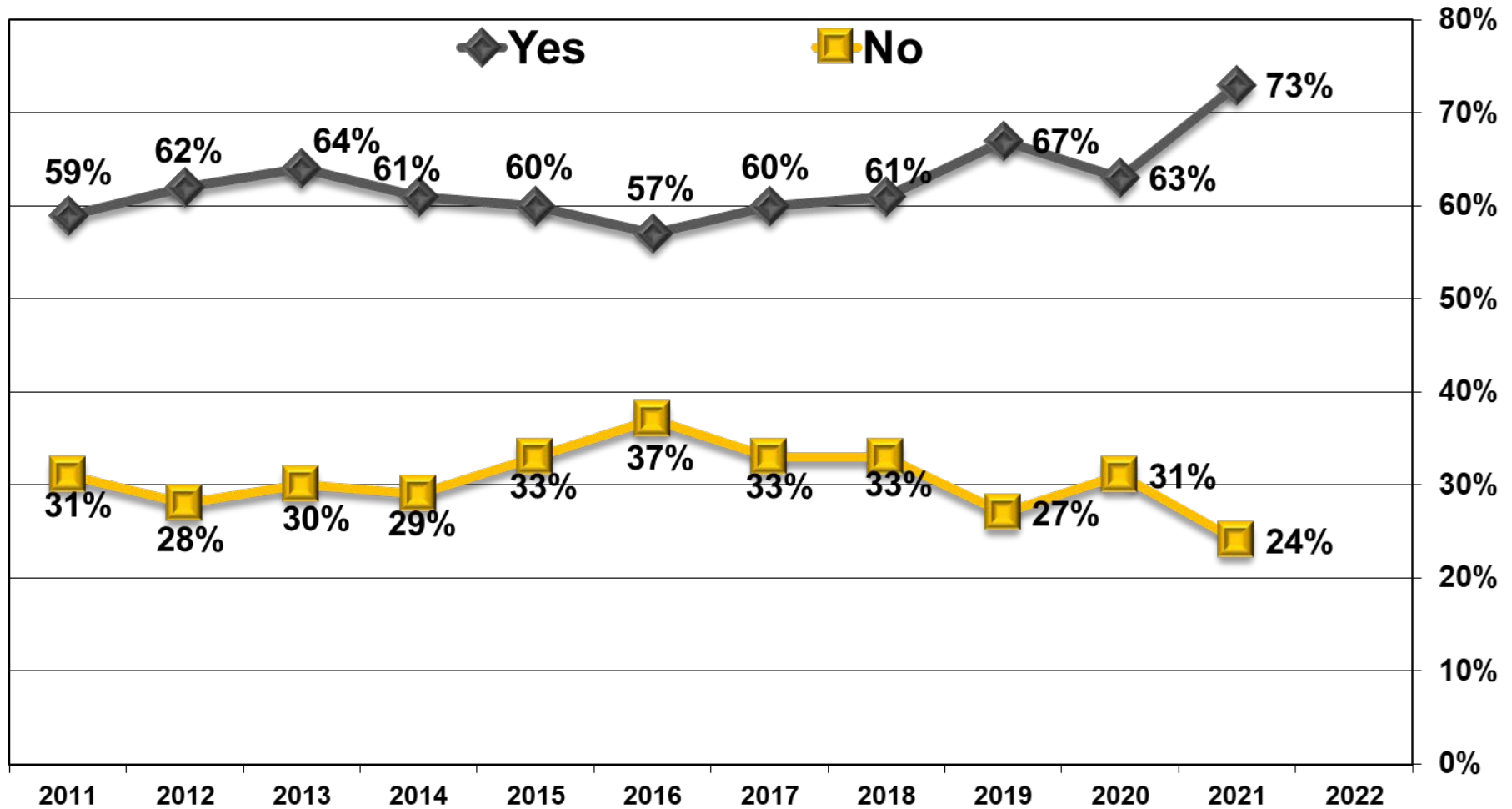


Institute a Sales Tax on Professional Services?

71% Favor; 24% Oppose; 5% Undecided



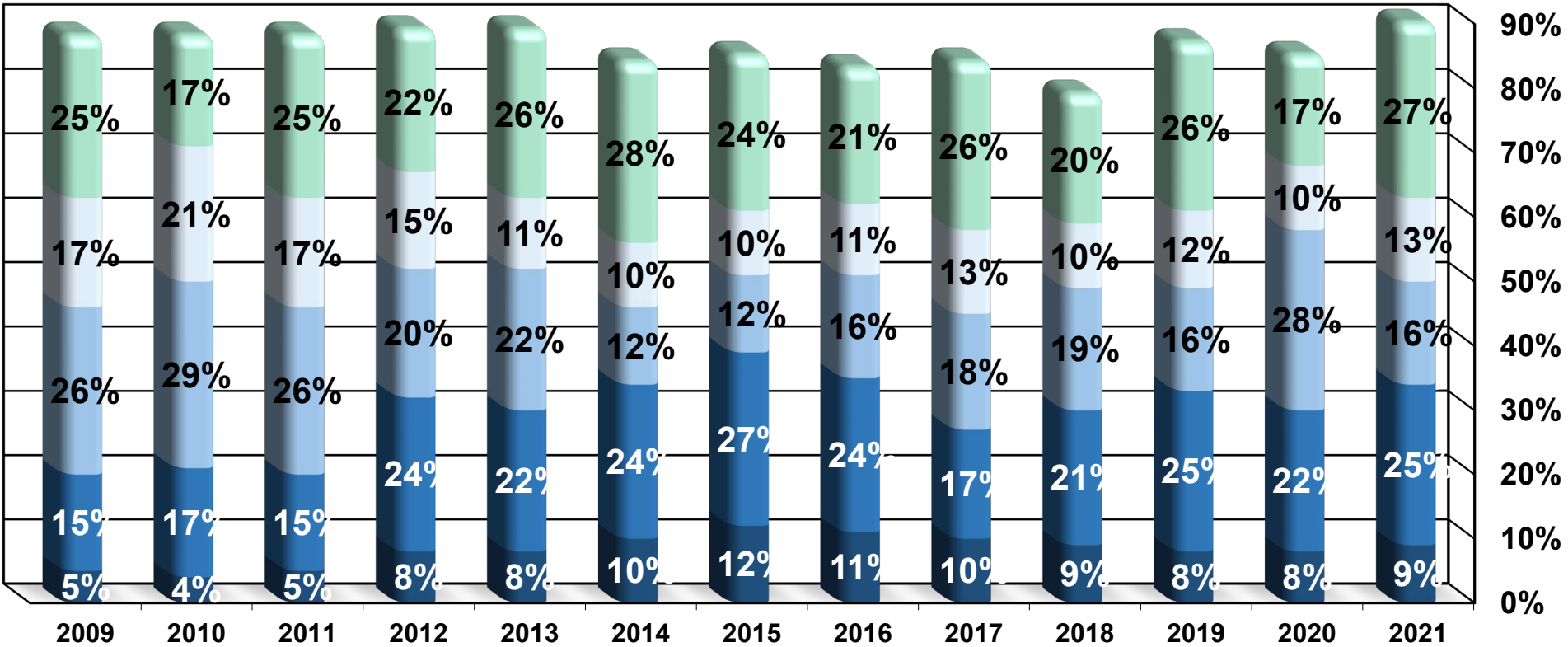
Would it Help the Kansas Economy to Lower Taxes?



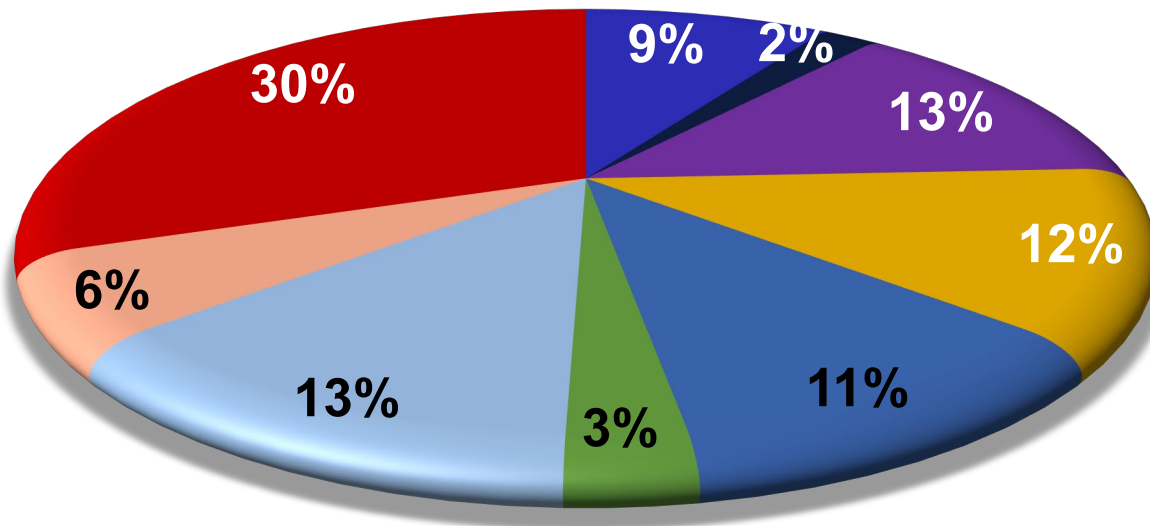
How Much Should Be Cut?

**9% Never Cut; 25% Cut Up To 5%; 16% Cut 6% - 10%; 13% Cut More Than 10%;
27% Never Raise; 10% Undecided**

■ Raise Taxes / Never Cut
 ■ Cut Up to 5%
 ■ Cut 6 - 10%
 ■ Cut More than 10%
 ■ Never Raise Taxes



Action for Kansas Gov't to Recover Quickly From COVID-19

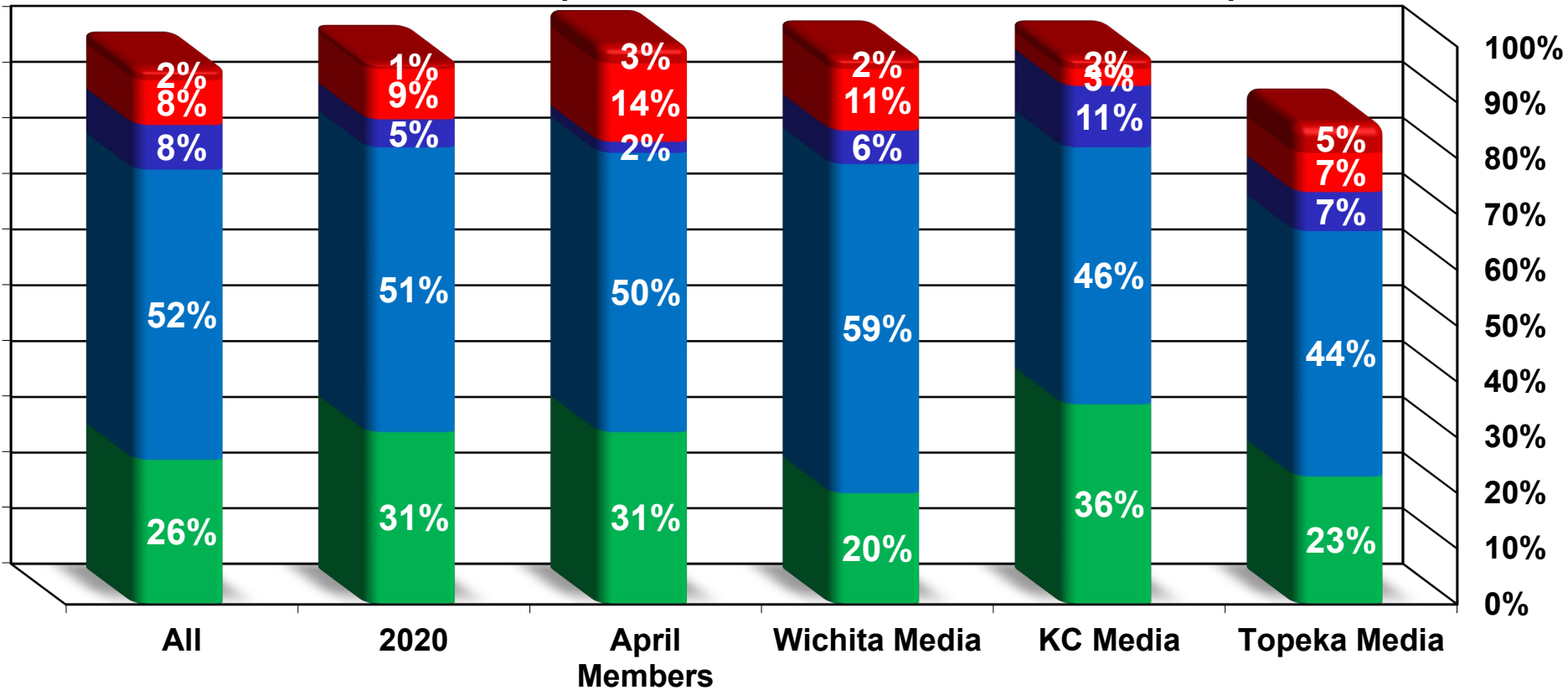


- Against Restrictions
- For Restrictions
- Government Criticism
- Stop Handouts
- Be Pro-Business
- Mandate Vaccine
- Leave Business Alone
- Misc.
- Undecided

Effect on Supply Lines from COVID-19?

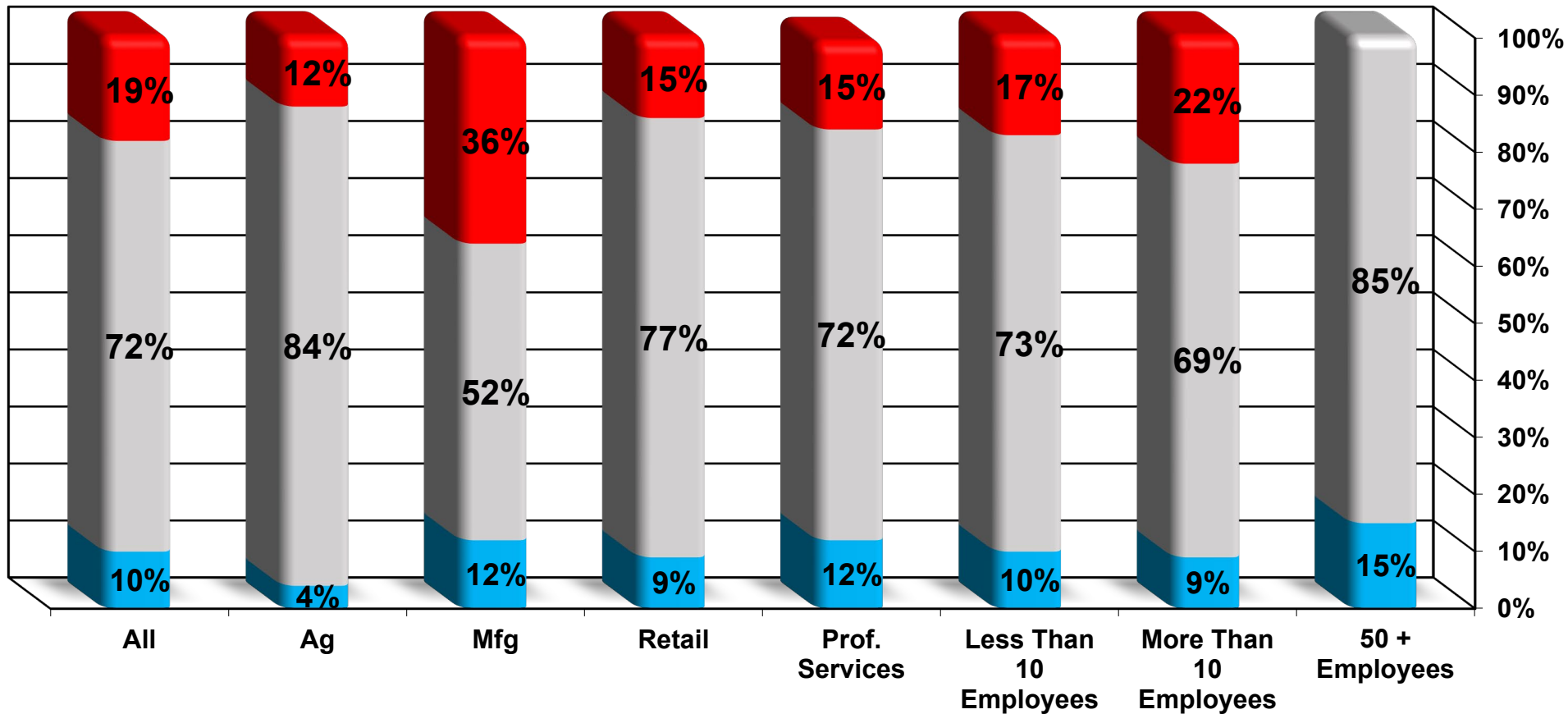
26% No Effect; 52% Difficult to Get Supplies; 8% Impossible to Get Supplies; 8% More Difficult to Provide Customers; 2% Impossible to Provide Customers; 3% Uncertain

■ No Effect
 ■ Difficult to Get
 ■ Impossible to Get
 ■ Difficult to Provide
 ■ Impossible to Provide



Preferred COVID-19 Vaccine Response by Kansas Gov't?

- Gov. Should Mandate
- Gov. Should Prohibit Mandate
- Businesses Get to Choose

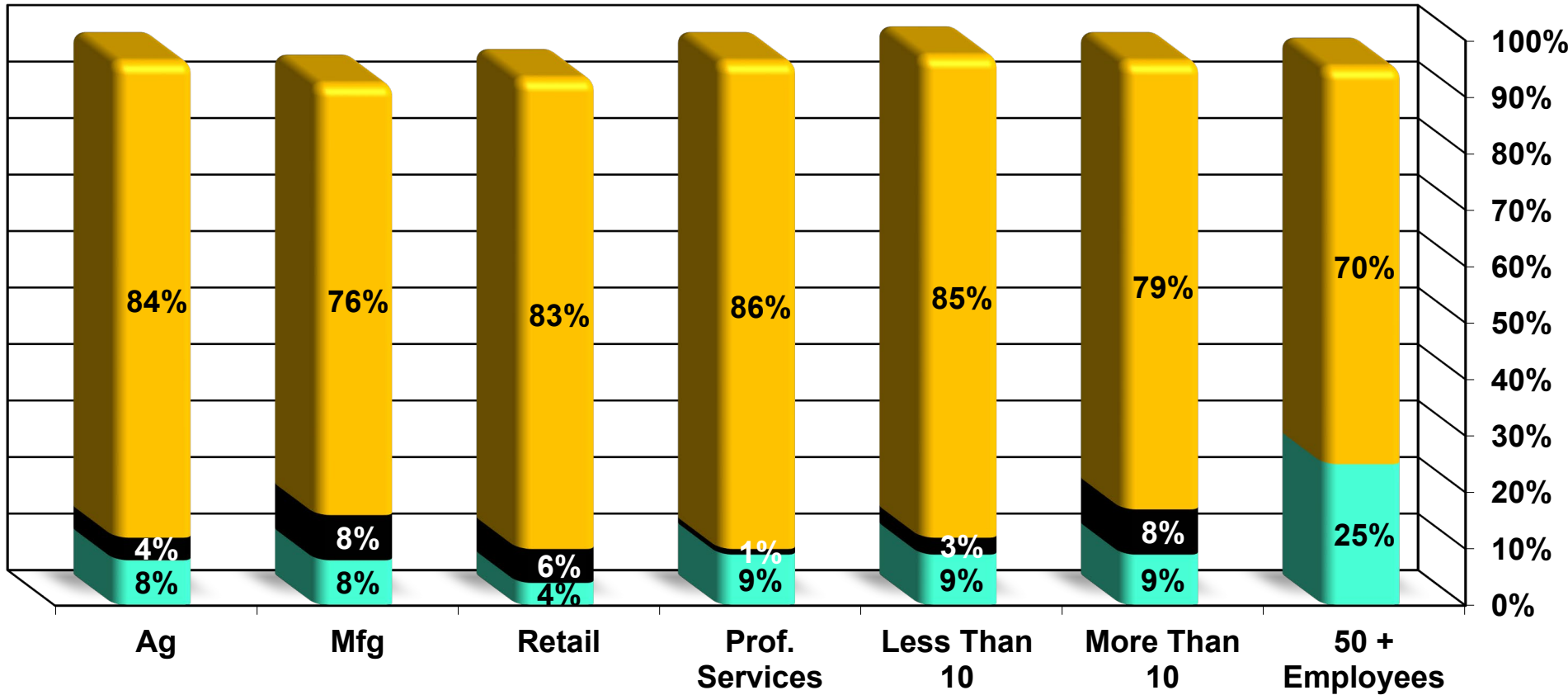


Your Business' Approach to Vaccine?

■ Mandate All

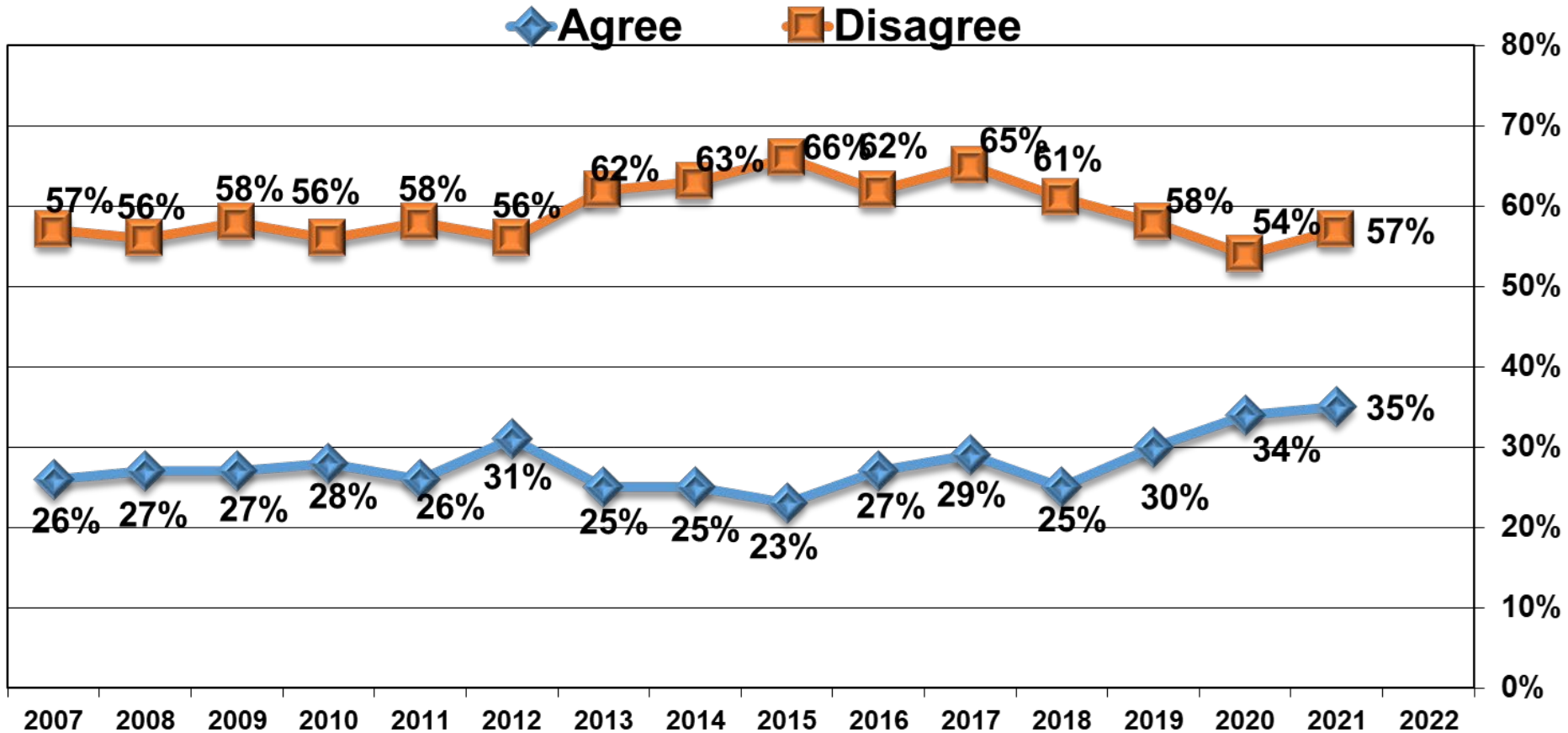
■ Mandate Some

■ Employees Decide



Kansas Has Best Business Climate in America?

12% Strongly Agree; 23% Somewhat Agree; 36% Somewhat Disagree; 21% Strongly Disagree; 8% Undecided



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