

# Chelsea Business Alliance

## Business Questionnaire Interactive Polling

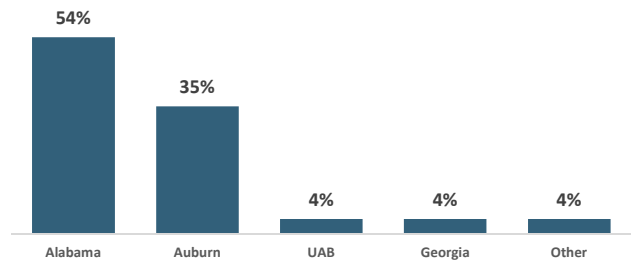
11-Sep-19

Active Participants: 30 of 30

### Results by Question

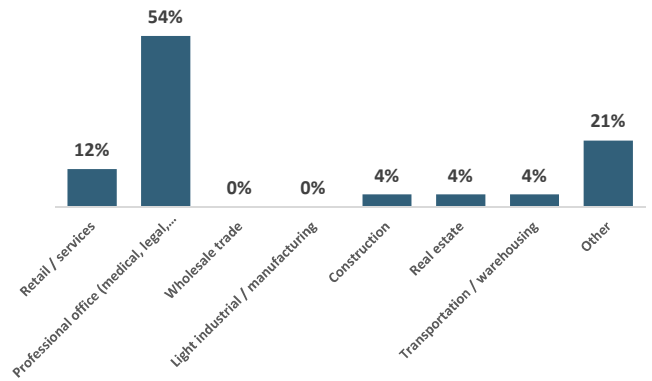
#### 1. Who is the best college football team? (Multiple Choice) (Practice)

| Responses | Percent | Count |
|-----------|---------|-------|
| Alabama   | 54%     | 14    |
| Auburn    | 35%     | 9     |
| UAB       | 4%      | 1     |
| Georgia   | 4%      | 1     |
| Other     | 4%      | 1     |
| Totals    | 100%    | 26    |



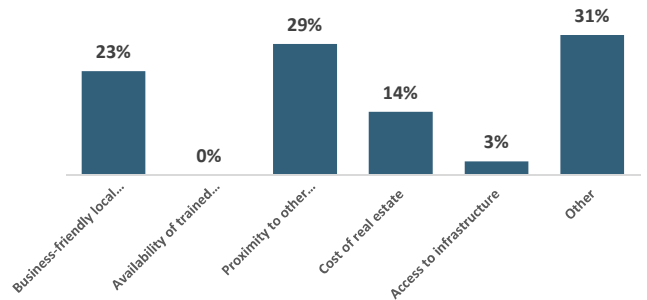
#### 2. What type of company do you own / work for? (Multiple Choice)

| Responses                                       | Percent | Count |
|---|---------|-------|
| Retail / services                               | 12%     | 3     |
| Professional office (medical, legal, financial) | 54%     | 13    |
| Wholesale trade                                 | 0%      | 0     |
| Light industrial / manufacturing                | 0%      | 0     |
| Construction                                    | 4%      | 1     |
| Real estate                                     | 4%      | 1     |
| Transportation / warehousing                    | 4%      | 1     |
| Other   | 21%     | 5     |
| Totals  | 100%    | 24    |



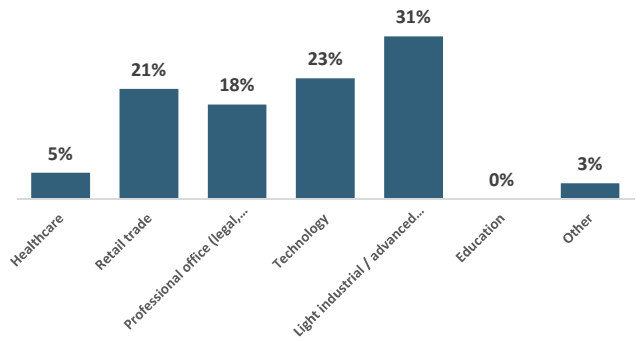
#### 3. Why did you choose to locate your business in Chelsea? (choose 2) (Multiple Choice - Multiple Response)

| Responses  | Percent | Count |
|--|---------|-------|
| Business-friendly local government                   | 23%     | 8     |
| Availability of trained workforce                    | 0%      | 0     |
| Proximity to other businesses, clients, or suppliers | 29%     | 10    |
| Cost of real estate                                  | 14%     | 5     |
| Access to infrastructure                             | 3%      | 1     |
| Other  | 31%     | 11    |
| Totals   | 100%    | 35    |



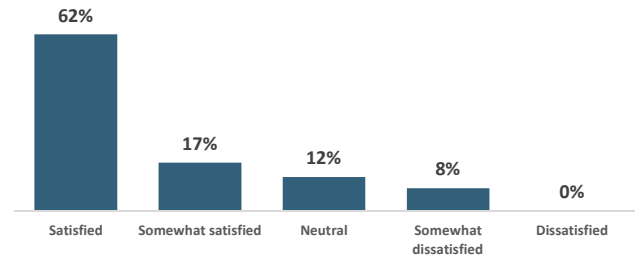
4. What business sectors should the City recruit and promote? (choose 2) (Multiple Choice - Multiple Response)

| Responses   | Percent | Count |
|---|---------|-------|
| Healthcare  | 5%      | 2     |
| Retail trade  | 21%     | 8     |
| Professional office (legal, financial, engineering, etc.) | 18%     | 7     |
| Technology  | 23%     | 9     |
| Light industrial / advanced manufacturing                 | 31%     | 12    |
| Education   | 0%      | 0     |
| Other   | 3%      | 1     |
| Totals  | 100%    | 39    |



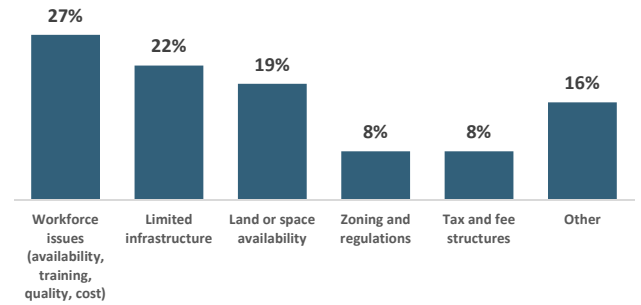
5. How satisfied are you with Chelsea as a place to do business? (Multiple Choice)

| Responses             | Percent | Count |
|-----------------------|---------|-------|
| Satisfied             | 62%     | 15    |
| Somewhat satisfied    | 17%     | 4     |
| Neutral               | 12%     | 3     |
| Somewhat dissatisfied | 8%      | 2     |
| Dissatisfied          | 0%      | 0     |
| Totals                | 100%    | 24    |



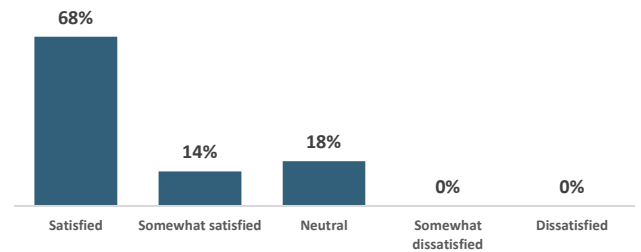
6. Besides the economy and access to capital what are the greatest threats to your business in the next 5 years? (choose 2) (Multiple Choice - Multiple Response)

| Responses  | Percent | Count |
|--|---------|-------|
| Workforce issues (availability, training, quality, cost) | 27%     | 10    |
| Limited infrastructure                                   | 22%     | 8     |
| Land or space availability                               | 19%     | 7     |
| Zoning and regulations                                   | 8%      | 3     |
| Tax and fee structures                                   | 8%      | 3     |
| Other  | 16%     | 6     |
| Totals   | 100%    | 37    |



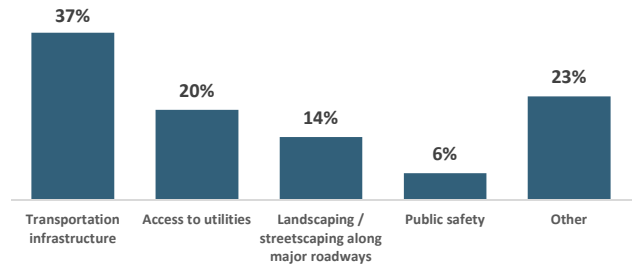
7. How satisfied are you with the services you receive from the City relative to the taxes and fees you pay? (Multiple Choice)

| Responses             | Percent | Count |
|-----------------------|---------|-------|
| Satisfied             | 68%     | 15    |
| Somewhat satisfied    | 14%     | 3     |
| Neutral               | 18%     | 4     |
| Somewhat dissatisfied | 0%      | 0     |
| Dissatisfied          | 0%      | 0     |
| Totals                | 100%    | 22    |



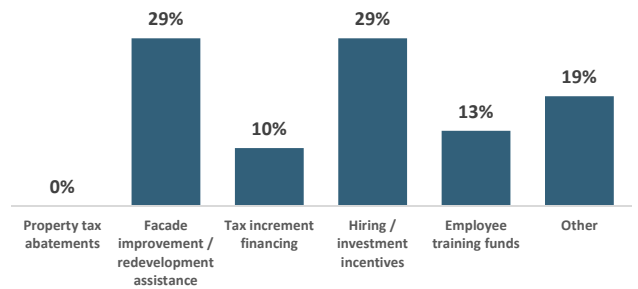
8. What City services should be improved to help your business? (choose 2) (Multiple Choice - Multiple Response)

| Responses  | Percent | Count |
|--|---------|-------|
| Transportation infrastructure                    | 37%     | 13    |
| Access to utilities                              | 20%     | 7     |
| Landscaping / streetscaping along major roadways | 14%     | 5     |
| Public safety                                    | 6%      | 2     |
| Other  | 23%     | 8     |
| Totals   | 100%    | 35    |



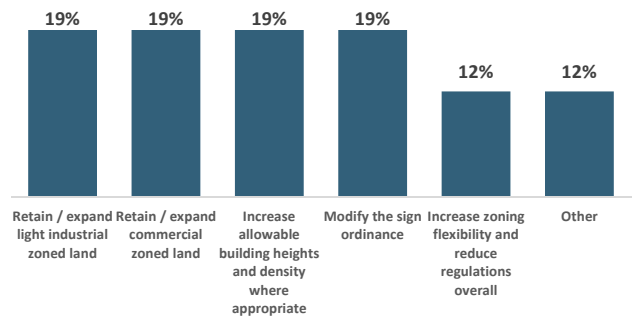
9. What City financial programs would benefit your benefit most? (choose 2) (Multiple Choice - Multiple Response)

| Responses                                     | Percent | Count |
|---|---------|-------|
| Property tax abatements                       | 0%      | 0     |
| Facade improvement / redevelopment assistance | 29%     | 9     |
| Tax increment financing                       | 10%     | 3     |
| Hiring / investment incentives                | 29%     | 9     |
| Employee training funds                       | 13%     | 4     |
| Other   | 19%     | 6     |
| Totals  | 100%    | 31    |



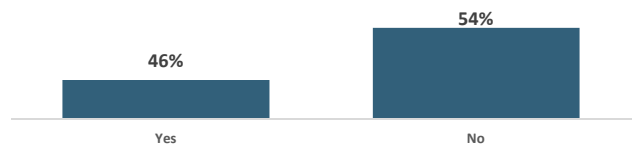
10. How could zoning and land use regulations better support your business? (choose all that apply) (Multiple Choice - Multiple Response)

| Responses   | Percent | Count |
|---|---------|-------|
| Retain / expand light industrial zoned land                       | 19%     | 6     |
| Retain / expand commercial zoned land                             | 19%     | 6     |
| Increase allowable building heights and density where appropriate | 19%     | 6     |
| Modify the sign ordinance   | 19%     | 6     |
| Increase zoning flexibility and reduce regulations overall        | 12%     | 4     |
| Other   | 12%     | 4     |
| Totals  | 100%    | 32    |



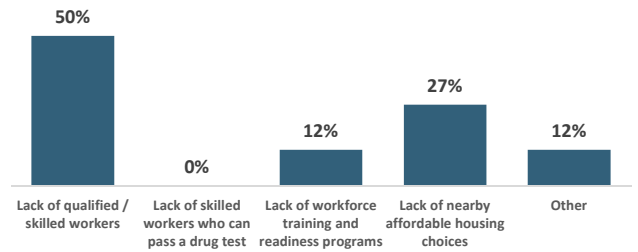
11. Are you aware of any potential new development or redevelopment that would be affected by the Highway 280 Overlay District? (Multiple Choice)

| Responses | Percent | Count |
|-----------|---------|-------|
| Yes       | 46%     | 11    |
| No        | 54%     | 13    |
| Totals    | 100%    | 24    |



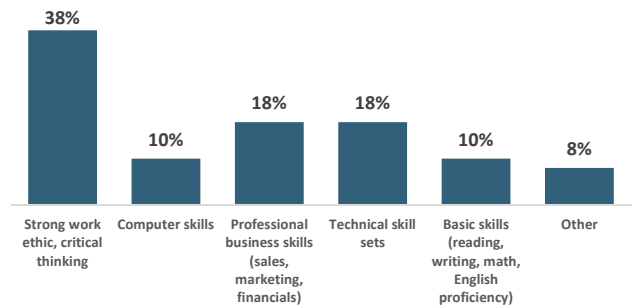
12. What are the most pressing workforce development issues facing your business? (choose all that apply) (Multiple Choice - Multiple Response)

| Responses   | Percent | Count |
|---|---------|-------|
| Lack of qualified / skilled workers               | 50%     | 13    |
| Lack of skilled workers who can pass a drug test  | 0%      | 0     |
| Lack of workforce training and readiness programs | 12%     | 3     |
| Lack of nearby affordable housing choices         | 27%     | 7     |
| Other   | 12%     | 3     |
| Totals  | 100%    | 26    |



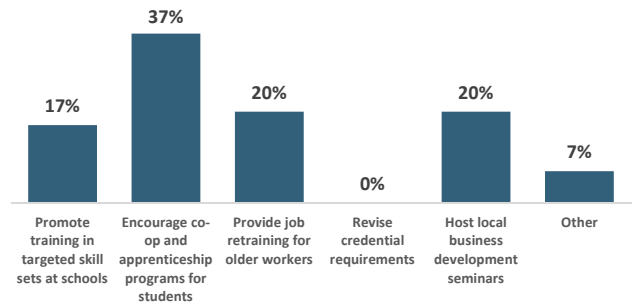
13. What employee skills are you looking for? (choose all that apply) (Multiple Choice - Multiple Response)

| Responses   | Percent | Count |
|---|---------|-------|
| Strong work ethic, critical thinking                        | 38%     | 15    |
| Computer skills   | 10%     | 4     |
| Professional business skills (sales, marketing, financials) | 18%     | 7     |
| Technical skill sets  | 18%     | 7     |
| Basic skills (reading, writing, math, English proficiency)  | 10%     | 4     |
| Other   | 8%      | 3     |
| Totals  | 100%    | 40    |



14. How could the City better promote an adequate workforce? (choose all that apply) (Multiple Choice - Multiple Response)

| Responses  | Percent | Count |
|--|---------|-------|
| Promote training in targeted skill sets at schools       | 17%     | 5     |
| Encourage co-op and apprenticeship programs for students | 37%     | 11    |
| Provide job retraining for older workers                 | 20%     | 6     |
| Revise credential requirements                           | 0%      | 0     |
| Host local business development seminars                 | 20%     | 6     |
| Other  | 7%      | 2     |
| Totals   | 100%    | 30    |



15. Which of the following should the City focus on the most? (choose 2) (Multiple Choice - Multiple Response)

| Responses   | Percent | Count |
|---|---------|-------|
| Preserve attractive "image" for the City                            | 31%     | 12    |
| Provide high quality commercial, office, and light industrial space | 5%      | 2     |
| Attract new companies   | 28%     | 11    |
| Retain existing companies   | 5%      | 2     |
| Promote business travel and tourism                                 | 3%      | 1     |
| Promote entrepreneurship and small businesses                       | 28%     | 11    |
| Other   | 0%      | 0     |
| Totals  | 100%    | 39    |

