



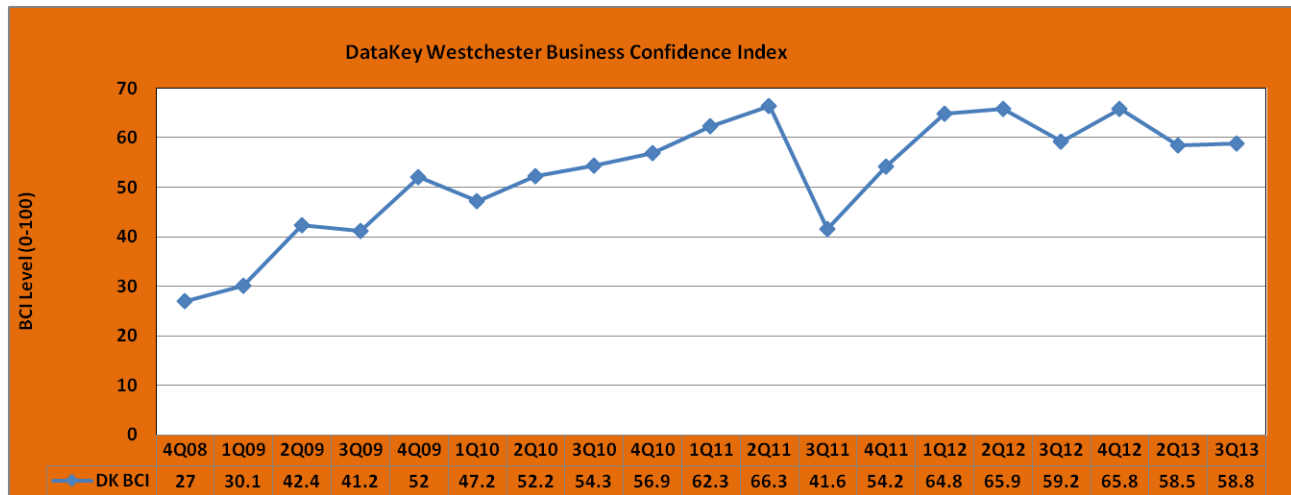
# Business Confidence Index - 3Q-2013

Prepared by DataKey Consulting, LLC

DataKey Consulting

## 3Q-2013 – Westchester Business Confidence Index Remains Steady

The Westchester Business Confidence Index is sponsored by the Business Council of Westchester and designed/conducted by DataKey Consulting®. The Index focuses on key business metrics, such as trends in staffing levels, top line revenues, bottom line profits, capital spending budgets, and other industry performance data. Critical data was captured and analyzed against comparison points of one quarter and one year ago.



(Note: a score of 50 means an equal number of businesses are optimistic about the future as are pessimistic)

*The 3Q-2013 Westchester Business Confidence Index reading of 58.8 (on a scale of 1 to 100) indicates a cautiously optimistic outlook continued from the previous quarter (58.5). This quarter’s reading of 58.8 is a fraction of a point (0.4 points) lower than the index (59.2) of the same quarter last year, and represents a steady pattern in business outlooks.*

The Westchester unemployment rate of 6.2% in July continues to consistently run below the national (7.6%, per Bloomberg) and state (7.5%, per NYS Department of Labor) rates of unemployment, but at the time of the survey, businesses were still cautious about the near future due to concerns about the local (County Executive election) and federal (government shut down and debt ceiling deadline) political issues. As one Business Council of Westchester member commented, *“If our federal government can get out of the way, we will be fine!”* In addition, member responses show that confidence is being driven by slightly optimistic revenue and profit outlooks. As another member stated, *“Plenty of business is available - just need to keep reinventing services to remain relevant. At least for now the wild economic uncertainty is behind us, so companies are once again spending where appropriate.”*

