



PA Chamber of Business and Industry

Highlights of the

TH

20 ANNUAL PENNSYLVANIA ECONOMIC SURVEY

September 2010

conducted by



50

2000

20th Annual Pennsylvania Economic Survey

Executive Summary & Analysis

General Overview (Perceptions of business climate, inc. sales, hiring and investments)

Following are the key highlights of the survey:

- Concerns about the economy and the ongoing recession (at 33%) continue to dominate the minds of most employers as the single most important problem affecting their company today. **This closely mirrors last year's record high of 34% who were concerned about the economy.** Behind the economy, concern about both taxes (13%) and health care costs (9%) are other key issues mentioned by employers as top concerns, also consistent with last year's survey.
- Only twelve (12) percent currently rate Pennsylvania as a "very" friendly place to do business, down from 19% last year and **now a record low in the three years this question has been included in the survey.** In comparison, 64% believe Pennsylvania is "somewhat" business-friendly while 20% say it is "not at all" business-friendly.
- Eight (8) percent of employers think the business climate in the state has gotten better in the past 12 months, up slightly from 4% last year. However, 52% still think the business climate has gotten worse although this represents a drop from a high of 67% in 2009. **This suggests only a slight increase in optimism with a majority of employers yet to be convinced we have turned the corner economically.**
- Thirty-two (32) percent of employers say they would consider leaving Pennsylvania if they could, showing no change from 32% last year but still down from a record high of 40% in 2003.
- Twenty-four (24) percent of employers report that their sales receipts have increased during the last 12 months, up from a record low 18% last year. This shows signs of a partial rebound for a small handful of employers, but prior to last year still represents record lows as far back as 2003. **In terms of future sales looking ahead, 29% expect sales to increase, which is virtually unchanged from 32% last year and still representing a record low in the last nine years of surveys.**
- Twelve (12) percent report increases in the size of their workforces during the last 12 months, a slight gain from 11% in 2009 but still a record low since the PA Chamber began keeping this data in 2005. **In terms of future prospects for hiring, only 13% project to add or hire staff in the next 12 months, which is down from 17% last year and now a new record low in more than 9 years.** Since a combined 78% of employers say their workforces will either decrease or stay about the same, this suggests the state's employers will continue to add jobs at a snail's pace.
- Seventeen (17) percent of employers report making "major" investments in technology or equipment during the last 12 months, **down one point from 18% last year and now representing a record 9-year low since the PA Chamber began keeping this data in 2002.** Moreover, only 10% expect to make major investments in technology or equipment over the next 12 months, down from 14% last year and also representing a record low.



**PA Chamber of Business and Industry
20th Annual Pennsylvania Economic Survey
Sample Size: 650 Pennsylvania Employers**

N= 350 PA Chamber Members

N= 300 Non-Members

Q1. Generally speaking, would you rate the overall business climate in Pennsylvania—that is, how it is to do business in this state—as excellent, good, fair or poor?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Excellent	13	02%	00%	04%
2. Good	175	27%	27%	27%
3. Fair	306	47%	51%	42%
4. Poor	146	22%	19%	26%
5. Undecided	9	01%	02%	01%

Q2. Do you think the business climate in Pennsylvania has gotten better, gotten worse or stayed about the same during the past 12 months?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Better	49	08%	08%	07%
2. Worse	339	52%	51%	53%
3. Stayed same	250	38%	39%	38%
4. Undecided	10	02%	01%	02%

Q3. What do you believe is the single most important issue affecting your company or business today? That is, the one that most seriously impacts on your ability to be competitive in today's marketplace? (DO NOT READ CHOICES- ONE ANSWER ONLY)

			<u>Members</u>	<u>Non-Mbrs</u>
1. Taxes	87	13%	13%	13%
2. Healthcare costs (specific)	56	09%	11%	05%
3. Workforce development, training	12	02%	03%	01%
4. Mandates/regulations/Min. Wage	33	05%	06%	04%
5. Other insurance costs, WC, UC	11	02%	02%	02%
6. Environmental/EPA/OSHA/red tape	6	01%	01%	01%
7. Foreign/out-of-state competition	5	01%	01%	00%
8. Economy (general)	214	33%	28%	39%
9. Human resources/personnel issues	3	00%	00%	01%
10. Transportation/infrastructure	5	01%	01%	00%
11. Increased costs of goods and services	26	04%	04%	04%
12. Staying competitive in marketplace	31	05%	05%	05%
13. Electronic commerce/internet	1	00%	00%	00%
14. Credit availability/can't get loan	30	05%	04%	05%
15. Government/politicians (general)	27	04%	05%	04%
16. Energy/fuel/delivery costs	5	01%	01%	01%
17. Inadequate financing/start-up costs	5	01%	01%	00%
18. Undecided/none	64	10%	11%	08%
19. Other	29	04%	04%	05%

Q4. How business-friendly would you rate Pennsylvania - very friendly, somewhat friendly, or not at all business-friendly?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Very friendly	79	12%	10%	15%
2. Somewhat friendly	417	64%	68%	59%
3. Not at all business-friendly	131	20%	20%	21%
4. Undecided	22	03%	02%	05%

Q5. If you could, would you consider leaving Pennsylvania?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Yes	211	32%	31%	34%
2. No	412	63%	64%	63%
3. Undecided	21	03%	03%	03%

Q5b. If yes, where would you go? (CHECK ALL THAT APPLY)

[N=211]

			<u>Members</u>	<u>Non-Mbrs</u>
1. Delaware	15	07%	07%	07%
2. New Jersey	0	00%	00%	00%
3. Maryland	7	03%	05%	02%
4. Virginia	5	02%	03%	02%
5. New York	0	00%	00%	00%
6. Ohio	4	02%	00%	04%
7. North Carolina	15	07%	06%	08%
8. South Carolina	17	08%	08%	08%
9. West (general)	15	07%	07%	07%
10. Mid Atlantic (general)	2	01%	01%	01%
11. Southwest (general)	19	09%	12%	05%
12. Other	58	27%	23%	32%
13. Undecided	70	33%	39%	27%
14. Refuse	3	01%	02%	01%

Q6. Would you rate the quality of the workforce in Pennsylvania in terms of being able to meet the business community's demand for skilled or trained workers as excellent, good, fair or poor?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Excellent	89	14%	14%	14%
2. Good	312	48%	49%	47%
3. Fair	176	27%	27%	27%
4. Poor	47	07%	06%	09%
5. Undecided	24	04%	04%	04%

Q7. I would like to read you a list of issues some people believe can be a deterrent to business growth and job creation in Pennsylvania and after each item, please tell me if you think it is a major deterrent, a minor deterrent or no deterrent at all?

(ROTATE A – G)

A. Our transportation system including its roads, bridges, highways and mass transit systems – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	232	36%	33%	39%
2. Minor	252	39%	41%	37%
3. No deterrent	158	24%	25%	23%
4. Undecided	7	01%	01%	01%

B. Our workers' compensation system – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	244	37%	39%	36%
2. Minor	251	39%	42%	34%
3. No deterrent	110	17%	15%	19%
4. Undecided	44	07%	03%	11%

C. Our tax structure – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	402	62%	61%	62%
2. Minor	195	30%	31%	29%
3. No deterrent	39	06%	06%	06%
4. Undecided	12	02%	01%	02%

D. Our environmental regulations – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	164	25%	24%	27%
2. Minor	313	48%	51%	45%
3. No deterrent	136	21%	20%	22%
4. Undecided	38	06%	05%	07%

E. Our employment law regulations and mandates - a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	221	34%	36%	32%
2. Minor	262	40%	45%	34%
3. No deterrent	116	18%	14%	23%
4. Undecided	49	08%	05%	11%

F. The cost of healthcare – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	542	83%	85%	81%
2. Minor	65	10%	09%	11%
3. No deterrent	33	05%	04%	07%
4. Undecided	9	01%	01%	02%

G. Our unemployment compensation system – a major deterrent, a minor deterrent or no deterrent at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	243	37%	40%	34%
2. Minor	257	40%	41%	38%
3. No deterrent	112	17%	14%	21%
4. Undecided	38	06%	05%	07%

Q8. Which TWO of the following eight taxes most hinder job creation and economic growth in Pennsylvania – the corporate net income tax (and by this we mean either the tax rate itself or its apportionment formula based on property, payroll and sales), the capital stock & franchise tax, the personal income tax, the property tax, the sales tax, the estate tax, the gross receipts tax, or business privilege tax? (ROTATE ITEMS – PROBE FOR TWO ANSWERS)

			<u>Members</u>	<u>Non-Mbrs</u>
1. CNI-rate itself	157	24%	28%	20%
2. CNI-apportionment formula	77	12%	16%	07%
3. CS/FT	76	12%	17%	06%
4. PIT	138	21%	18%	25%
5. Property	228	35%	37%	33%
6. Sales	72	11%	09%	13%
7. Estate	66	10%	09%	11%
8. Gross receipts	67	10%	10%	10%
9. Business privilege	92	14%	11%	17%
10. Undecided	105	16%	15%	18%
11. None/other	39	06%	06%	06%
12. Refuse	8	01%	01%	01%

Q9. Which TWO of the following eight issues should be the top legislative priorities (for the state's elected leaders to focus on?) for the Pennsylvania Chamber to focus on in its dealings with the state's elected officials? (ROTATE ITEMS – PROBE FOR TWO ANSWERS)

			<u>Members</u>	<u>Non-Mbrs</u>
83	(13%)	1. Reducing workers' compensation insurance	14%	11%
363	(56%)	2. Controlling the costs of healthcare	59%	52%
210	(32%)	3. Lowering business taxes	29%	36%
123	(19%)	4. Cutting down on regulations and mandates	18%	20%
65	(10%)	5. Better training and development of the workforce to meet the demand for skilled workers	09%	11%
205	(31%)	6. Reforming the legal system including cutting down on frivolous lawsuits	31%	32%
56	(09%)	7. Increasing economic incentives including higher state funding for economic development programs	10%	06%
74	(11%)	8. Reforming the unemployment compensation system	13%	10%
23	(03%)	9. Undecided (DO NOT READ)	03%	04%
22	(03%)	10. None/other (DO NOT READ)	03%	04%

Now, this next section deals with state and federal business issues....

Q10. A state law enacted in 2004 includes a mandate for electric utility companies to include alternative energy sources such as wind, solar and bio-mass as a certain percentage of their electric supply mix to customers. What is the best approach to pursuing alternative energy in the Commonwealth? (ROTATE CHOICES A AND B)

			<u>Members</u>	<u>Non-Mbrs</u>
548	(84%)	1. (A) Let the free enterprise system determine which alternate energy options are most viable, or...	88%	80%
58	(09%)	2. (B) Allow state government to require how much and what types of alternative energy must be purchased by consumers, or...	08%	10%
19	(03%)	3. None/other (DO NOT READ)	02%	04%
21	(03%)	4. Undecided (DO NOT READ)	01%	06%
5	(01%)	5. Refuse (DO NOT READ)	01%	01%

Q11. Currently, the Rendell Administration and state legislature in Harrisburg have proposed legislation that would further increase the percentage of alternative energy that utility companies would be required to use. This increase would occur before the initial mandates have been fully implemented. Do you think the implementation of these new mandates will increase or decrease the cost of electricity, or will it have no impact on cost?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	479	74%	74%	73%
2. Decrease	28	04%	05%	03%
3. No impact	67	10%	09%	11%
4 Undecided	67	10%	09%	11%
5. Refuse	9	01%	01%	01%

With Pennsylvania's unemployment compensation trust fund becoming increasingly more in debt, which of the following proposals, if any, do you support as a way to ensure the long term solvency of the system?

(ROTATE Q12 – Q14)

Q12. Disallowing unemployment benefits for those simultaneously receiving severance payments?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Support	418	64%	66%	62%
2. Oppose	166	25%	25%	26%
3. Undecided	59	09%	08%	10%
4. Other	3	00%	00%	01%
5. Refuse	5	01%	01%	01%

Q13. Strengthening provisions to require that those collecting unemployment are looking for work?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Support	594	91%	93%	89%
2. Oppose	33	05%	05%	06%
3. Undecided	17	03%	02%	04%

Q14. Amending the UC Law to provide a more consistent standard for what is considered willful misconduct?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Support	537	83%	83%	82%
2. Oppose	42	06%	06%	07%
3. Undecided	60	09%	09%	09%
4. Other	4	01%	01%	00%
5. Refuse	7	01%	01%	01%

Q15. Despite the recent increase in the minimum wage which took effect last summer, some lawmakers want to institute an automatic increase in the state minimum wage tied to the Consumer Price Index. What impact would this increase have on your business: a positive impact, a negative impact or no impact at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Positive	45	07%	04%	10%
2. Negative	207	32%	32%	31%
3. No impact	383	59%	62%	55%
4. Undecided	13	02%	02%	02%

(IF NEGATIVE, ASK Q15b)

Q15b. How would your business be negatively impacted? (DO NOT READ CHOICES - CHECK ALL THAT APPLY)

[N=207]

				<u>Members</u>	<u>Non-Mbrs</u>
1. Hiring freeze	31	15%	19%	10%	
2. Layoffs/reduce workforce	37	18%	19%	17%	
3. Reduce hours	11	05%	05%	06%	
4. Raise prices on customers	75	36%	33%	41%	
5. Other	59	28%	30%	26%	
6. Undecided	23	11%	08%	15%	

Q16. Federal lawmakers are considering legislation known as the Employee Free Choice Act that would make it easier for employees to unionize, while another provision would provide for mandatory binding arbitration. Under binding arbitration, a federal arbitrator would decide on a new contract that would dictate wages, benefits, and working conditions at the company if an employer and union cannot come to terms on a new contract within a specified period of time. Generally speaking, do you favor or oppose passage of this Employee Free Choice Act? (TEST INTENSITY)

				<u>Members</u>	<u>Non-Mbrs</u>
1. Strongly favor	44	07%	Total Favor: 22%	17%	28%
2. Somewhat favor	101	16%	Total Oppose: 66%	72%	59%
3. Strongly oppose	349	54%			
4. Somewhat oppose	80	12%			
5. Undecided	59	09%		08%	10%
6. Refuse	17	03%		03%	03%

Q17. If enacted, what impact would this legislation have on your ability to hire or make investments- a major impact, a minor impact, or no impact at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	176	27%	29%	24%
2. Minor	137	21%	23%	19%
3. No impact	275	42%	39%	46%
4. Undecided	35	05%	05%	06%
5. Refuse	28	04%	04%	04%

Q18. Federal lawmakers are considering legislation that would cap businesses' carbon emissions across the country at a certain level. What impact would a carbon restriction mandate have on your business – a positive impact, a negative impact or no impact at all? (TEST INTENSITY – if negative or positive, would you say it will have a very or just somewhat negative or positive impact...)

				<u>Members</u>	<u>Non-Mbrs</u>
1. Very positive	13	02%	Total Positive: 05%	03%	06%
2. Somewhat positive	16	03%	Total Negative: 27%	27%	27%
3. Very negative	96	15%			
4. Somewhat negative	77	12%			
5. No Impact	404	62%		64%	60%
6. Undecided	24	04%		03%	04%
7. Refuse	20	03%		03%	04%

Q19. Do you support or oppose the new health care reform law recently enacted by President Obama and Congress in Washington? (Test Intensity...)

				<u>Members</u>	<u>Non-Mbrs</u>
1. Strongly support	59	09%	Total Support: 20%	20%	21%
2. Somewhat support	73	11%		69%	62%
3. Strongly oppose	374	58%	Total Oppose: 66%		
4. Somewhat oppose	53	08%			
5. Undecided	68	10%		09%	12%
6. Refuse	23	03%		03%	05%

(IF SUPPORT IN Q19, ASK Q20A; IF OPPOSE IN Q19, ASK Q20B; IF UNDECIDED SKIP TO Q21)

Q20A. You just indicated you support the new health care reform law. In your own words can you please tell me why? (CHECK ALL THAT APPLY)

[N=132]

				<u>Members</u>	<u>Non-Mbrs</u>
1. Will cover insured/improve access	56	42%		42%	42%
2. The right thing to do/societal obligation	48	37%		33%	41%
3. Will help reduce costs/employers	23	17%		19%	15%
4. Will help improve quality/care	7	05%		01%	10%
5. Other	14	11%		13%	08%
6. Undecided	5	04%		03%	05%
7. Refuse	1	01%		01%	00%

Q20B. You just indicated you oppose the new health care reform law. In your own words can you please tell me why? (VERBATIM AND CHECK ALL THAT APPLY)

[N=428]

				<u>Members</u>	<u>Non-Mbrs</u>
1. Will lead to higher insurance premiums	103	24%		19%	31%
2. Will force employers to drop insurance plans	11	03%		02%	04%
3. Will lead to layoffs of employees	14	03%		03%	03%
4. Will decrease quality of care/cause rationing	39	09%		11%	07%
5. Will lead to higher taxes	52	12%		15%	09%
6. Will explode state/national budgets	32	07%		07%	07%
7. Gov't should stay out of healthcare/private sector	136	32%		26%	39%
8. Other	89	21%		24%	17%
9. Undecided	37	09%		10%	07%
10. Refuse	5	01%		01%	02%

Q20C. Type verbatim response here _____

Q21. What impact will this new law have on your ability to hire or your company's profitability – a major impact, a minor impact or no impact at all?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	234	36%	37%	35%
2. Minor	132	20%	25%	15%
3. No Impact	172	26%	21%	33%
4. Undecided	73	11%	13%	09%
5. Refuse	39	06%	05%	08%

Q22. Do you currently provide a healthcare plan for your employees?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Yes	387	59%	74%	41%
2. No	215	33%	21%	49%
3. Undecided	9	01%	01%	02%
4. Refuse	39	06%	04%	08%

(IF YES TO Q22, CONTINUE; IF NO, SKIP TO Q25)

Q23. In comparison to last year, have your health insurance premiums increased, decreased or remained about the same?

[N=387]

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	326	84%	85%	82%
2. Decrease	12	03%	03%	03%
3. Stay same	35	09%	09%	09%
4. Undecided	11	03%	02%	04%
5. Refuse	2	01%	00%	01%

(IF INCREASE IN Q23, CONTINUE; IF DECREASE OR STAY THE SAME, SKIP TO Q25)

Q24. As a result of an increase in premiums, have you shifted additional costs to employees, reduced benefits, dropped coverage or taken some other action? (CHECK ALL THAT APPLY)

[N=326]

			<u>Members</u>	<u>Non-Mbrs</u>
1. Shifted costs	115	35%	36%	35%
2. Reduced benefits	62	19%	20%	17%
3. Dropped Coverage	22	07%	07%	05%
4. Undecided	7	02%	02%	03%
5. Other	46	14%	14%	14%
6. Made no changes/ate the costs	142	44%	41%	49%
7. Refuse	2	01%	00%	01%

This last section of the poll deals with various economic indicators for your business over the last 12 months and in the future...we appreciate your patience...

Q25. During the last 12 months, did the sales for your company increase over the previous year, decrease or stay about the same?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	156	24%	27%	20%
2. Decrease	256	39%	38%	41%
3. Stay same	181	28%	28%	28%
4. Undecided	9	01%	01%	02%
5. Refuse	47	07%	06%	09%

Q26. For the next 12 months, do you expect sales for your company to increase, decrease or stay about the same?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	191	29%	30%	28%
2. Decrease	109	17%	15%	19%
3. Stay same	262	40%	45%	34%
4. Undecided	40	06%	04%	09%
5. Refuse	47	07%	05%	10%

Q27. During the last 12 months, did the size of your workforce increase over the previous year, decrease or stay about the same?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	76	12%	14%	09%
2. Decrease	165	25%	27%	23%
3. Stay same	360	55%	52%	59%
4. Refuse	47	07%	06%	09%

Q28. For the next 12 months, do you expect the size of your workforce to increase, decrease or stay about the same?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Increase	84	13%	14%	12%
2. Decrease	61	09%	11%	08%
3. Stay same	446	69%	69%	68%
4. Undecided	13	02%	02%	02%
5. Refuse	45	07%	05%	09%

Q29. During the last 12 months, did your company make major investments, minor investments or no investments at all on such things as expansion or purchase of machinery or equipment, technology or other improvements in comparison to the previous year?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	109	17%	19%	15%
2. Minor	162	25%	28%	21%
3. No Improvements	326	50%	48%	52%
4. Undecided	6	01%	00%	02%
5. Refuse	46	07%	05%	10%

Q30. For the next 12 months, do you expect your company to make major investments, minor investments or no investments at all on such things as expansion or purchase of machinery or equipment, technology or other improvements?

			<u>Members</u>	<u>Non-Mbrs</u>
1. Major	65	10%	10%	10%
2. Minor	198	31%	35%	25%
3. No Improvements	319	49%	48%	51%
4. Undecided	22	03%	02%	05%
5. Refuse	46	07%	05%	10%

Q31. What is your current position within the company? (DO NOT READ CHOICES – ONE ANSWER ONLY)

			<u>Members</u>	<u>Non-Mbrs</u>
423	(65%)	1. President/CEO/owner/chairman	59%	73%
47	(07%)	2. Vice president/COO	11%	03%
27	(04%)	3. CFO/Accountant/Financial-related /controller	06%	01%
131	(20%)	4. Professional – human resources, directors, administrative, attorneys, consultants, managers	21%	18%
12	(02%)	5. Other	02%	02%
10	(02%)	6. Refuse	01%	02%

Number of employees [from record]:

			<u>Members</u>	<u>Non-Mbrs</u>
1.	1-4 employees	324 50%	39%	63%
2.	5-9 employees	110 17%	15%	19%
3.	10-19 employees	74 11%	12%	11%
4.	20-49 employees	64 10%	14%	05%
5.	50-99 employees	26 04%	07%	01%
6.	100-249 employees	13 02%	02%	02%
7.	250-499 employees	7 01%	02%	00%
8.	500-999 employees	2 00%	01%	00%
9.	1,000-4,999 employees	10 02%	03%	00%
10.	5,000+ employees	10 02%	03%	00%

Business description (SIC Code) [from record]:

			<u>Members</u>	<u>Non-Mbrs</u>
1.	Agriculture	23 03%	02%	05%
2.	Mining	2 00%	00%	01%
3.	Construction	53 08%	04%	13%
4.	Manufacturing	82 13%	17%	07%
5.	Transportation	36 06%	07%	04%
6.	Wholesale trade	46 07%	07%	07%
7.	Retail trade	100 15%	11%	21%
8.	Finance, insurance, real estate	38 06%	07%	05%
9.	Services	247 38%	39%	36%
10.	Other	23 03%	06%	00%

Area [from record]:

			<u>Members</u>	<u>Non-Mbrs</u>
1. Northwest	23	03%	02%	06%
2. Southwest	45	07%	03%	12%
3. The "T"/Central	113	17%	19%	16%
4. Northeast/Lehigh Valley	105	16%	18%	14%
5. South Central	238	37%	52%	17%
6. Southeast	70	11%	03%	20%
7. Allegheny County	37	06%	01%	11%
8. Philadelphia	20	03%	02%	04%

The margin of error for a sample size of 300 is +/-5.64%

The margin of error for a sample size of 350 is +/-5.24%
