

2011 Sumter County Business Survey

How many Full-Time workers does your business currently employ within Sumter County?

	Response Ratio
1-10	67.2%
11-20	3.4%
21-50	1.7%
More than 50	8.6%
No Responses	18.9%
Total	100%

How many Part-Time workers does your business currently employ within Sumter County?

	Response Ratio
1-10	34.4%
11-20	1.7%
21-50	1.7%
More than 50	1.7%
None	39.6%
No Responses	20.6%
Total	100%

How many additional Full-Time workers does your business plan to employ in the next two years?

	Response Ratio
0	37.9%
1-10	31.0%
11-20	1.7%
21-50	0.0%
More than 50	1.7%
Anticipating Reductions	3.4%
No Responses	24.1%
Total	100%

How many additional Part-Time workers does your business plan to employ in the next two years?

	Response Ratio
0	39.6%
1-10	25.8%
11-20	0.0%
21-50	0.0%
More than 50	1.7%
Anticipating Reductions	5.1%
No Responses	27.5%
Total	100%

How many years has your business been located in Sumter County?

	Response Ratio
Less than 1 year	6.8%
1-3 years	8.6%
3-5 years	5.1%
5-10 years	3.4%
10-20 years	12.0%
more than 20 years	32.7%
No Responses	31.0%
Total	100%

Is your business...

	Response Ratio
Owned and operated solely or predominantly in Sumter County	50.0%
Part of a chain or a satellite office of a business with headquarters outside Sumter County	17.2%
No Responses	32.7%
Total	100%

Mark the category that most closely defines your business: (Mark one only)

	Response Ratio
Hospitality/lodging	10.3%
Food or restaurant services	5.1%
Manufacturing	5.1%
Agriculture	1.7%
Arts, entertainment or recreation	3.4%
Communications or information	1.7%
Construction/skilled trades	6.8%
Employment services	1.7%
Finance or insurance	6.8%
Visitor attraction	1.7%
Health care or social assistance	5.1%
Marketing/sales/ customer service	3.4%
Personal svcs. (Barber, lawn svc, etc.)	0.0%
Computers, hardware, software, IT	1.7%
Professional, scientific or technical services	1.7%
Real estate, rental/leasing/sales	1.7%
Retail	5.1%
Transportation	0.0%
Wholesale trade or distribution	0.0%
Education	1.7%
No Responses	34.4%
Total	100%

Where is your business located?

Response Ratio

Bushnell	21.0%
Center Hill	7.8%
Coleman	0.0%
Webster	7.8%
Wildwood	34.2%
The Villages	10.5%
Oxford	5.2%
Sumterville	10.5%
Lake Panasoffkee	13.1%
Other Unincorporated Sumter	5.2%
Total	100%

Does your company import or export products or services outside the United States?

Response Ratio

Import	1.7%
Export	1.7%
Both	1.7%
None	56.8%
Not Sure	3.4%
No Responses	34.4%
Total	100%

If yes, to where? (Mark all that apply)

	Response Ratio
Canada	25.0%
Mexico	50.0%
Central America	25.0%
South America	50.0%
Europe	25.0%
Middle East	25.0%
Africa	0.0%
Asia	0.0%
Pacific Rim	0.0%
Other	25.0%
Total	100%

Which of the following describes your company's internet usage? (Mark all that apply)

	Response Ratio
Research	63.1%
Marketing/Advertising	73.6%
Training	42.1%
Employee recruitment	28.9%
Banking	50.0%
Sales of products/ services	36.8%
Purchase of products/ supplies	63.1%
Business news	52.6%
Business e-mail	76.3%
Reservations	34.2%
Bookkeeping/ Accounting	26.3%
Do not use internet	2.6%
Other	2.6%
Total	100%

Please mark your rating for each of the following:

1 = Excellent, 2 = Good, 3 = Fair, 4 = Poor, 5 = No Opinion

	1	2	3	4	5
The performance of your business in Sumter County	22%	54%	19%	3%	3%
Police protection in the county	27%	59%	0%	8%	5%
Fire protection in the county	24%	51%	11%	0%	14%
EMS Services	27%	51%	11%	0%	11%
Protection from crime against businesses	14%	65%	5%	5%	11%
The public secondary school system as preparation for college	19%	38%	14%	5%	24%
The public vocational school system as preparation for the workplace	5%	19%	14%	22%	41%
The availability of job training programs	0%	14%	19%	32%	35%
Availability of daycare services	3%	32%	19%	8%	38%
County government's recruitment of new businesses to the area	8%	24%	14%	38%	16%
Availability of qualified workers/employees	0%	24%	43%	24%	8%
Availability of arts and entertainment	3%	16%	19%	54%	8%
Availability of visitor information services	3%	24%	35%	30%	8%
Availability of recreational areas, parks	8%	41%	35%	16%	0%
Availability of small business education	0%	24%	38%	30%	8%
Availability of venture capital	0%	14%	16%	35%	35%
Capacity of road and highway systems	5%	43%	38%	11%	3%
Condition of road and highway systems	5%	41%	46%	8%	0%
Water/Sewer services	3%	32%	30%	16%	19%
Gas Services	0%	30%	24%	19%	27%
Electric services	19%	54%	11%	5%	11%
Availability of internet services	5%	57%	22%	11%	5%
Cell phone services	3%	43%	35%	16%	3%

Based on your experience or opinions please indicate how easy or difficult it is for a business in Sumter County to:

1 = Very Easy, 2 = Somewhat Easy, 3 = Somewhat Difficult, 4 = Very Difficult, 5 = No Opinion

	1	2	3	4	5
Meet utility service requirements	19%	38%	8%	0%	35%
Meet building codes	11%	43%	11%	5%	30%
Obtain business permits	11%	43%	16%	5%	24%
Obtain licenses	22%	32%	14%	8%	24%
Meet commercial zoning requirements	8%	22%	24%	14%	32%
Meet fire codes	11%	35%	14%	5%	35%
Meet landscaping codes	16%	27%	16%	5%	35%

Please indicate how much you agree or disagree with each of the following statements about the business climate in Sumter County.

1 = Strongly Agree, 2 = Somewhat Agree, 3 = Somewhat Disagree, 4 = Strongly Disagree, 5 = No Opinion

	1	2	3	4	5
County government employees treat businesses as valued customers	22%	44%	17%	8%	8%
City government employees treat businesses as valued customers	28%	28%	25%	0%	19%
Business taxes in Sumter are lower compared to surrounding counties	22%	36%	6%	6%	31%
Recreation and parks make Sumter attractive to new businesses	3%	39%	31%	8%	19%
Sumter is the best area in Central FL to locate and operate a business	22%	47%	11%	8%	11%
Lower housing costs in Sumter make it easier to recruit new businesses	11%	39%	25%	6%	19%
The future for businesses in Sumter County is very bright	17%	47%	22%	8%	6%
More daycare/childcare programs needed	19%	19%	14%	0%	47%
Current zoning codes negatively impact business growth	14%	33%	6%	6%	42%
High school grads are educationally qualified to enter the workforce	8%	36%	22%	11%	22%
Current environmental regulations negatively impacting business growth	22%	22%	14%	8%	33%
Business loans are difficult to get	25%	25%	6%	3%	42%
There are an adequate number of local suppliers	6%	39%	31%	11%	14%
The internet is an important tool for my business	61%	31%	0%	0%	8%
Quality of life is an important factor in retaining businesses	64%	33%	0%	0%	3%
Quality of life is an important factor in attracting new businesses	64%	33%	0%	0%	3%
There will be enough good paying jobs in Sumter County for my children	0%	22%	25%	42%	11%
The quiet and open space (life) of Sumter County is very important	53%	39%	3%	0%	6%
Recruiting new high pay jobs requires bus. and govt to work together	72%	17%	6%	0%	6%

Indicate the one state or local tax or fee that most hurts your business. (Mark One)

Response Ratio

Sales taxes	5.1%
Property taxes	24.1%
Intangible taxes	0.0%
Tangible taxes	0.0%
Utilities taxes	3.4%
Franchise fees	1.7%
Impact fees	12.0%
Service fees	1.7%
Toll on local telephone calls within county	0.0%
Fire tax	5.1%
Bed tax	3.4%
Other	5.1%
No Responses	37.9%
Total	100%

Please rate each of the following educational programs in Sumter County:

1 = Excellent, 2 = Good, 3 = Fair, 4 = Poor, 5 = No Opinion

	1	2	3	4	5
Primary school system (grades K-8)	31%	31%	6%	6%	28%
Secondary school system (grades 9-12)	25%	28%	11%	8%	28%
Secondary vocational school system (gr. 9-12)	11%	22%	17%	14%	36%
Charter school system	25%	19%	3%	6%	47%
One and two-year vocational school programs	3%	19%	11%	22%	44%
Technical education	3%	19%	14%	22%	42%
Community college system	11%	39%	19%	6%	25%
Four-year college/university systems	8%	11%	19%	19%	42%

Now please indicate how much you agree or disagree with each of the following statements about education and job training in Sumter County.

1 = Strongly Agree, 2 = Somewhat Agree, 3 = Somewhat Disagree, 4 = Strongly Disagree, 5 = No Opinion

	1	2	3	4	5
The school system is responsive to the training needs of my business	6%	14%	14%	22%	44%
There are an adequate number of job training programs for my employees	3%	8%	25%	33%	31%
I am satisfied with the quality of existing job training programs	0%	8%	25%	31%	36%
I am satisfied with the frequency of job training programs	0%	11%	25%	25%	39%

What employee skills are necessary for your business now? Mark all skills you currently need.

	Response Ratio
Accounting / Bookkeeping	44.4%
Analytical Thinking	44.4%
Computer Programming	47.2%
Database Management	44.4%
Graphic Art & Design	25.0%
Internet/Web	55.5%
Interpersonal Communications	58.3%
Leadership Skills	63.8%
Problem Solving Skills	83.3%
Quantitative Analysis	22.2%
Telephone Etiquette	61.1%
Selling Skills	52.7%
Spreadsheet Skills	38.8%
Mechanical / Technical	41.6%
Typing	30.5%
Verbal Communications	77.7%
Writing Skills	55.5%
Total	100%

What employee skills do you expect to need in the next 2 years? Mark all skills that you expect to need.

	Response Ratio
Accounting / Bookkeeping	36.1%
Analytical Thinking	41.6%
Computer Programming	25.0%
Database Management	41.6%
Graphic Art & Design	25.0%
Internet/Web	44.4%
Interpersonal Communications	41.6%
Leadership Skills	61.1%
Problem Solving Skills	72.2%
Quantitative Analysis	22.2%
Telephone Etiquette	50.0%
Selling Skills	52.7%
Spreadsheet Skills	36.1%
Mechanical / Technical	47.2%
Typing	25.0%
Verbal Communications	69.4%
Writing Skills	44.4%
Total	100%

Please indicate how aware you are of each item.

1 = Currently Using, 2 = Aware But Not Using, 3 = Not Aware

	1	2	3
Sumter County Emergency Management Plan including Preparedness	17%	46%	37%
Ways to sell my products to government agencies	11%	20%	69%
Sumter County's school-to-work training programs	11%	37%	51%
Enterprise Florida (state economic development agency)	11%	40%	49%
Florida Chamber of Commerce	17%	60%	23%
Florida High Tech Corridor	9%	29%	63%
Work Force Central Florida	23%	49%	29%
Sumter County Chamber of Commerce	54%	34%	11%
Daycare (childcare) programs	14%	51%	34%
Service Corps of Retired Executives (SCORE)	14%	54%	31%
Import/ export assistance programs	0%	20%	80%
Small Business Development Center (SBDC)	3%	40%	57%
Certified Development Corporation (CDC)	3%	9%	89%
Abilities of Florida	0%	11%	89%
NASA Technology Outreach Program (TRDA)	0%	26%	74%
The Florida Manufacturing Technology Center (FMTC)	3%	11%	86%
Electronic Commerce Resource Center (ECRC)	0%	14%	86%
Entrepreneur assistance programs	0%	14%	86%
Employee health insurance programs	17%	17%	66%
Lake-Sumter Community College small business training	9%	49%	43%