Marion Community Index

Quarter 1 2022

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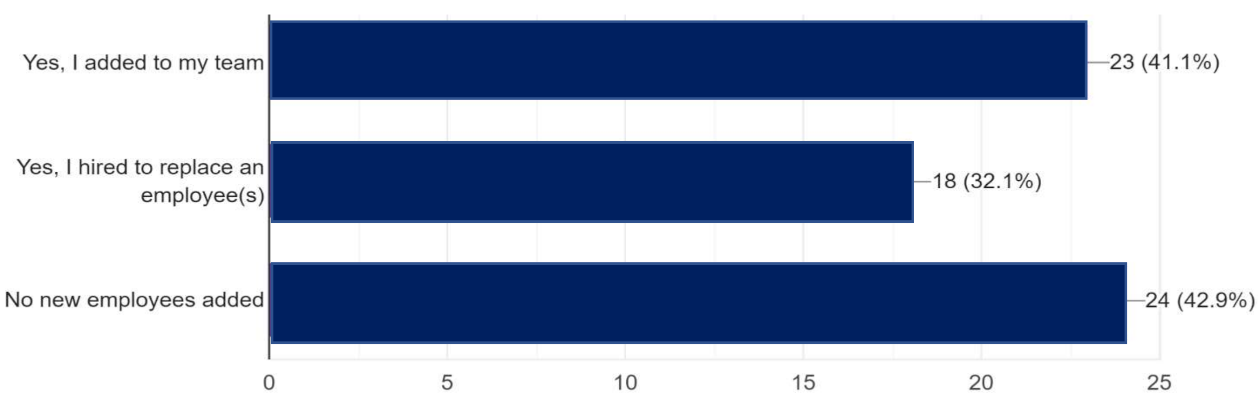
The first Marion Community Index survey was published April 8, 2022. The goal is to measure health, challenge, optimism, and opportunities of the local Marion business community. MEDCO's 190 business investors were asked to participate in the survey. Fifty-six responses were received (30% response rate).

Sales Growth:	Yes	No	Stay the Same
In comparison to the same quarter last year, did you experience sales gro	64%	18%	18%
In the next quarter, do you expect sales to grow?	79%	7%	14%
In the next year, do you expect sales to grow?	77%	11%	13%

Material Prices:	Inc.	Dec.	Stay the Same
Over the past quarter, did your material prices…	96%	1%	2%
In the next quarter, do you anticipate material prices to…	88%	2%	11%
In the next year, do you anticipate material prices to…	86%	5%	9%

Over the past quarter, did you hire new employees? (select all that apply)



Workforce Needs:	Inc.	Dec.	Stay the Same
In the next quarter, do you anticipate your workforce needs to…	50%	2%	48%
In the next year, do you anticipate your workforce needs to…	57%	2%	41%

What is the primary challenge of your business	Now	In Six Months
Workforce attraction	27%	25%
Workforce retention	11%	9%
Costs of materials/Inflation	30%	27%
Supply Chain	20%	25%
Business Climate (COVID, infrastructure, regulations, taxes, politics)	13%	14%

Comments on primary challenges:

Not easy to get things when needed

Lead times combined with costs of materials

Growth being held back by shortage of labor and supply chain issues

Workforce attraction, very competitive for skilled workers

Hiring and retaining employees continues to get more and more difficult

Daily operations disrupted by excessive lead times

Paying employees to remain idle due to materials not being available