THE MORRIS LEATHERMAN COMPANY CITY OF BLOOMINGTON 3128 Dean Court BUSINESS STUDY Minneapolis, Minnesota 55416 FINAL OCTOBER 2024 Α. Is this a private business, a non- PRIVATE.....CONTINUE profit organization or a church or NON-PROFIT......CONTINUE place of worship? CHURCH. THANK & TERMINATE B. Are you the owner or chief-YES......GO TO #1 decision maker at this location? NO......ASK C Could I speak with that individual? (IF UNAVAILABLE, ASK:) Could I have the person's name and the best time to call back to reach (him/her)? PERSON: BEST TIME/DAY: TELEPHONE NUMBER: _____ of the Morris Leatherman Company, a statewide survey research firm located in Minneapolis. We've been retained by the City of Bloomington to speak with a random sample of Bloomington businesses about issues facing the community. This survey is being taken because the City is interested in identifying ways the City can serve the needs of the business community. I want to assure you that all individual responses will be held strictly confidential; only summaries of the entire sample will be reported. Your business name will not be referred to anywhere in the results. Do you have a few minutes now to help us with this survey? What is your type of business? (DO NOT READ LIST) MEDICAL/HEALTH CARE......6% MANUFACTURING......9%

2.	How long has your business been located in Bloomington?	TWO YEARS OR LESS1% THREE TO FIVE YEARS4% SIX TO TEN YEARS15% 11 TO 15 YEARS17% SIXTEEN TO TWENTY YRS.26% OVER TWENTY YEARS38% REFUSED0%
3.	What was the primary reason you located your business in Bloomington?	DON'T KNOW/REFUSED3% LOCATION15% CUSTOMER BASE25% SPACE AVAILABILITY17% CLOSE TO HOME11% BOUGHT EXISTING2% CORPORATE DECISION14% QUALITY OF LIFE6% QUALITY OF SCHOOLS1% WORKFORCE5% LIVED IN BLOOMINGTON1%
Cont	inuing	
4.	How would you rate the business climate in Bloomington - excellent, good, only fair, or poor?	EXCELLENT
	IF "ONLY FAIR" OR "POOR," ASK: (n=11	1)
	5. Why did you rate the business fair/poor)?	climate as (only
	LACK OF BUSINESSES/CUSTOMERS,	73%; HIGH TAXES, 27%.
6.	Is there anything the City government of Bloomington can do to improve the business climate in the city?	DON'T KNOW/REFUSED8% NOTHING71% TAX INCENTIVES6% LOWER TAXES13% LESS REGULATIONS2% SCATTERED1%

IF A RESPONSE IS GIVEN, ASK: (n=93)

7. Specifically, what would you like the City government do about _____?

UNSURE, 4%; FEWER SIGNAGE REGULATIONS, 7%; LOWER BUSINESS TAXES, 61%; LESS REGULATIONS, 12%; MORE TAX INCENTIVES, 3%; SMALL BUSINESS INVESTEMENTS, 4%; EXPEDITE ROAD CONSTRUCTION, 2%; REDUCE CRIME 2%; SCATTERED, 5%.

- 8. How optimistic are you about the VERY OPTIMISTIC......43% future of your business in Bloomington - are you very optimistic,
 somewhat optimistic, not too optimistic, or not at all optimistic?

 SOMEWHAT OPTIMISTIC...2%
 NOT TOO OPTIMISTIC...2%
 NOT AT ALL OPTIMISTIC...0%
 DON'T KNOW/REFUSED....5%
- 9. What do you think is the most serious issue facing your business in Bloomington?

UNSURE, 2%; NOTHING, 23%; HIGH TAXES, 17%; INFLATION/ECONOMY, 22%; HIGH LEASES, 15%; LACK OF CUSTOMERS/BUSINESS, 5%; LACK OF WORKFORCE/STAFF, 2%; MUCH COMPETITION, 3%; COST OF DOING BUSINESSES, 3%; WEATHER, 2%; SCATTERED, 6%.

For each of the following, please tell me if it is a very serious issue, somewhat serious issue, or not a serious issue for your business. (ROTATE)

		VRS	SMS	NTS	DKR
10.	Amount of city taxes?	30%	52%	15%	3%
11.	Access to capital?	4%	41%	53%	3%
12.	General economic conditions?	43%	32%	25%	1%
13.	Cost of doing business?	32%	40%	28%	1%
14.	Traffic congestion?	14%	23%	62%	1%
15.	Health care costs?	10%	29%	61%	1%
16.	High rent or lease?	30%	38%	31%	1%
17.	Lack of customers?	14%	19%	67%	1%
18.	Availability or access to				
	high speed internet?	8%	17%	74%	2%
19.	Availability of public transportation?	6%	13%	79%	2%
20.	Crime rates?	14%	42%	44%	1%
21.	City regulations and enforcement?	11%	27%	62%	1%

Turning to your current workforce....

22.	How many full-time employees work at this location?	NONE .0% 1-10 .45% 11-20 .27% 21-50 .20% 51-99 .5% 100 OR MORE .3% DON'T KNOW .0% REFUSED .0%
23.	How many part-time employees work at this location?	NONE 11% 1-10 61% 11-20 19% 21-50 5% 51-99 2% 100 OR MORE 3% DON'T KNOW 0% REFUSED 0%
24.	Did the number of full-time employees working at this location increase, decrease, or remain about the same during the past twenty-four months?	INCREASE
25.	During the next twenty-four months will the number of full-time employees working at this location increase, decrease, or remain about the same?	INCREASE
26.	Have you changed where and how employees work after the pandemic?	YES
	IF "YES," ASK: (n=17)	
	27. What changes have you made?	
	LESS IN-PERSON CONTACT, 12%; CONTACTLESS PAYMENTS, 12%; BAMEETINGS, 29%; SAFETY PROTCOL	ARRIER GLASS, 12%; VIRTUAL
	28. Have or will these changes impact how much space you need for employees at your business location?	NO77%

29.	Are your employees all on salary, all hourly, all commission, or is it a combination?	ALL SALARY
	IF "HOURLY" OR "COMBINATION," ASK:	(n=355)
	30. What percent of your hourly employees are paid \$22 an hour or more?	NONE .6% 1% TO 25% .19% 26% TO 39% .19% 40% TO 49% .23% 50% TO 60% .24% OVER 60% .10%
31.	Do you currently have apprenticeship or internship opportunities? (IF "NO," ASK:) How likely are you to offer these in the future - very likely, somewhat likely, or not too likely?	NO/VERY LIKELY13% NO/SOMEWHAT LIKELY33% NO/NOT TOO LIKELY42%
32.	Do you currently offer health insurance to your employees?	YES
	IF "YES," ASK: (n=302)	
	For each of the following, please to insurance to them?	ell me if you offer health
		YES NO DKR
	33. Full-time salaried employees?34. Full-time hourly employees?35. Part-time employees?	97% 1% 2% 95% 4% 1% 21% 78% 1%
36.	What percent of your workforce lives in Bloomington?	NONE .3% LESS THAN 50% .17% 50% TO 60% .19% 61% TO 70% .18% 71% TO 80% .31% OVER 80% .12%
37.	What is the average commute time of your employees to and from work?	UNSURE

38.	What percent of your workforce uses public transit to get to and from work?	NONE
39.	Do you provide resources to employees to encourage alternative forms of transportation to get to work?	YES
40.	Do you currently have electric vehicle charging stations at your business? (IF "NO," ASK:) Do you have any plans to install them in the next few years?	NO/YES
work	uld like to ask you about the overall force. For each of the following, plely what percentage of your workforcep.	ease tell me approx-
41.	Non-high school graduates?	0%
42.	High school graduates?	0%
43.	Technical or vocational school graduates?	0%
44.	College graduates?	0%
45.	How would you rate the quality of the labor pool for your business - excellent, good, only fair, or poor?	EXCELLENT

Why do you feel that way? LACK OF TRAINING, 17%; POOR WORK ETHIC, 50%; LACK OF INTEREST IN JOB, 17%; ADDICTED TO CELLPHONE, 17%. EXCELLENT.....20% 47. How would you rate the quantity of the labor pool for your business - excellent, good, only fair, or ONLY FAIR......4% POOR.....0% poor? DON'T KNOW/REFUSED....1% IF "ONLY FAIR" OR "POOR," ASK: (n=17) 48. Why do you feel that way? LACK OF WORKERS, 41%; CHANGE JOBS FREQUENTLY, 35%; POOR WORK ETHIC, 12%; EXPECT HIGH WAGES, 12%. IF "ONLY FAIR" OR "POOR" IN EITHER QUESTION #45 OR #47, ASK: (n=17)For your business, would you ALREADY IMPACTING.....77% 49. say this issue is already im-COUPLE OF YEARS.....24% LONG RANGE CONCERN....0% pacting your ability to do business, will it start to DON'T KNOW/REFUSED....0% impact your ability to do business within a couple of years, or is it more of a long-range concern? 50. What employment skills and compet-DON'T KNOW/REFUSED....1% CUSTOMER SERVICE.....33% encies are most important to your COMMUNICATION.....13% company? ARTS/VISUAL......3% TECHNOLOGY.....7% WORK ETHIC.....12% ATTENTION TO DETAILS..14% SALES.....4% TRADE SKILLS......3% SCATTERED.....2%

IF "ONLY FAIR" OR "POOR," ASK: (n=12)

51.	What employment skills and competencies, if any, need to be improved for the future?	DON'T KNOW/REFUSED2% NONE
52.	Do you think the availability of hou problem for the retention and recrui your business? (IF "YES," ASK:) Wh you like to see made available in the	tment of employees at lat type of housing would
	UNSURE, 1%; NO, 96%; AFFORDABLE, 2	%; SCATTERED, 2%.
Cont	inuing	
53.	Has traffic congestion impacted your business?	YES
	IF "YES," ASK: (n=134)	
	54. Has it impacted your ability to attract and retain employees, customers and clients, or both?	EMPLOYEES
55.	Do you believe Bloomington has enough public transportation options?	YES
	IF "NO," ASK: (n=8)	
	56. Has the lack of public transportation options impacted your ability to attract and retain employees, clients and customers, or both?	EMPLOYEES
57.	How important is access to the air- port and freeways to your business - is it very important, somewhat important, not too important, or not at all important?	SOMEWHAT IMPORTANT70% NOT TOO IMPORTANT13%

Let'	Let's now talk about City services					
58.	How would you rate the City of Bloomington's attitudes and responsiveness toward local businesses - excellent, good, only fair, or poor? EXCELLENT					
	IF "ONLY FAIR" OR "POOR," ASK: (n=28)					
	59. Why did you rate them as (only fair/poor)?					
	TOO MUCH CONSTRUCTION, 43%; ROAD CLOSURES HURT BUSINESS, 29%; DON'T LISTEN, 29%.					
60.	How much do you follow the work of A LOT					
61.	From what you know, how would you rate the job performance of the Mayor and City Council - excel-lent, good, only fair, or poor? EXCELLENT					
62.	During the past year, have you had contact on an official basis with anyone working for the City of DON'T KNOW1% Bloomington?					
	IF "YES," ASK: (n=77)					
	63. In general, were you satisfied SATISFIED					
	IF "DISSATISFIED," ASK: (n=0)					
	64. Why were you dissatisfied?					
	NOT APPLICABLE.					
65.	All in all, do you think things POSITIVE DIRECTION89% in Bloomington are headed in a posi-WRONG TRACK6% tive direction, or are things off on the wrong track? POSITIVE DIRECTION89% DON'T KNOW					

- IF "WRONG TRACK," ASK: (n=22)
- 66. Why do you feel things are off on the wrong track?

 TAXES TOO HIGH, 32%; POOR ECONOMY, 36%; ROAD CLOSURES/
 CONSTRUCTION, 27%; SCATTERED, 5%.
- - IF "ONLY FAIR" OR "POOR," ASK: (n=26)
 - 68. Why did you rate the value as (only fair/poor)?

 TAXES TOO HIGH, 54%; RISING CRIME, 31%; COST OF DOING BUSINESS IS TOO HIGH, 15%.

For your information, approximately 15% of business property taxes goes to the City of Bloomington to fund city services.

69. Does this information, change your MUCH BETTER..........4% perception of the value of city ser- SOMEWHAT BETTER......69% vices? (IF "YES," ASK:) Does it SOMEWHAT WORSE.......2% make it a much better value, some- MUCH WORSE...........1% what better value, somewhat worse, value or much worse value? DON'T KNOW/REFUSED.....1%

Changing topics....

I am going to read you a list of business assistance programs and services which the City of Bloomington offers. For each one, please tell me if you were aware the City offered it. Then for each one you are aware of, please tell me from what you have heard or seen, if you would rate the service or program as excellent, good, only fair, or poor.

NOT AWA AWA AWA DK/

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		AWA	EXC	GOO	FAI	POO	REF
70.	City navigation - city staff						
	guides a business through the per-						
	mitting process, answer questions,						
	and connect them with resources?	31%	20%	49%	1%	0%	0%
71.	Business Engagement Visits - city						
	staff and technical advisors make						
	monthly visits to businesses?	36%	24%	34%	5%	1%	0%

						AWA POO	
72.	Business Welcome Visits - city staff visit new businesses to pro-						
73.	vide resources and connections? Business Resources E-Subscribe	46%	16%	28%	10%	1%	0%
74.	newsletter? Bloom in Bloomington - a youth	37%	12%	36%	12%	4%	0%
	internship program, matching 16-24 year olds with local businesses and local government?	43%	18%	24%	11%	4%	0%
75.	Bloomington Economic Partnership - a public-private partnership between the City, large employers, community organizations, regional economic development partners, government,						
76.	<pre>and academic institutions? Welcoming Wednesdays - a free drop- in for technical business</pre>	41%	14%	33%	9%	2%	1%
77.	assistance? Elevate Hennepin - free technical	41%	19%	30%	7%	2%	1%
	assistance to small businesses?	52%	12%	26%	8%	1%	1%
78.	Open to Business - free business consulting?	47%	19%	31%	2%	1%	1%
79.	Bloomington Business Connections - free business networking events?	170	14%	200	7%	2%	1%
80.	CEO Start - a free 10-week program for budding entrepreneurs and small	4/0	140	296	10	20	10
0.1	business owners?	54%	9%	24%	10%	3%	1%
81.	Hatch Bloomington - a pitch competition where the winner receives \$100,000 towards a brick-and-mortar						
0.0	location?	53%	7%	29%	10%	1%	1%
82.	SAC Small Business Citywide Credit Program - allows for SAC unit						
83.	credits for qualified businesses? SAC Small Business Deferral Program - allows small businesses to defer	57%	15%	23%	4%	1%	1%
	SAC payments for five years at a low interest rate?	55%	13%	23%	8%	1%	1%
84. 85.	Site & Façade Improvement Program? Business Retention Program - a forgivable one-year loan allowing up to \$15,000 for moving expenses to	53%	10%				
	a business if dislocated due to private redevelopment?	59%	12%	19%	7%	1%	3%

Some cities and counties are helping to create business incubators, a physical location, for startup businesses to find work space, funding, classes, and workshops.

86.	Do you think this sounds like a good idea? (WAIT FOR RESPONSE) Do you feel strongly that way?				
87.	How likely are you to use a business incubator - very likely, somewhat likely, not too likely, or not at all likely?	VERY LIKELY			
Some cities and counties are forming partnerships with their local school district or community colleges to enhance career, technical and vocational programs and offerings.					
88.	Do you think these partnerships are a good idea or a bad idea? (WAIT FOR RESPONSE) Do you feel strongly that way?	GOOD IDEA/STRONGLY21% GOOD IDEA			
89.	Do you think these partnerships could help benefit your business in the future?	YES			
Turn	ing to communications				
90.	What is your primary source of information about Bloomington City government, services and activities?	DON'T KNOW/REFUSED1% "BRIEFING" NEWSLETTER.35% E-MAILS FROM CITY12% CITY WEBSITE32% CITY SOCIAL MEDIA11% LANDLORD/PROPERTY OWNER4% CITY E-SUBSCRIPTIONS2% SCATTERED4%			

91.	How would you prefer to receive this information from the City?	DON'T KNOW/REFUSED1% "BRIEFING" NEWSLETTER.36% E-MAILS FROM CITY14% CITY WEBSITE31% CITY SOCIAL MEDIA13% LANDLORD/PROPERTY OWNER2% CITY E-SUBSCRIPTIONS2% SCATTERED2%
92.	Overall, how informed do you feel about Bloomington City government, services and activities - very informed, somewhat informed, not too informed, or not at all informed?	VERY INFORMED12% SOMEWHAT INFORMED59% NOT TOO INFORMED26% NOT AT ALL INFORMED2% DON'T KNOW/REFUSED2%
Let'	s talk about your business location f	for a moment
93.	Which of the following areas of the you consider your business location	=
	IN MALL OF AMERICA. 494 STRIP. SOUTH LOOP. 35W CORRIDOR. OLD SHAKOPEE ROAD. LYNDALE AVENUE. PENN AMERICAN. NORMANDALE LAKES. WEST BLOOMINGTON INDUSTRIAL ARS SOMETHING ELSE (
	IF "494 STRIP" OR "OLD SHAKOPEE ROAI	O," ASK: (n=105)
	94. Are you east or west of 35W?	EAST
95.	Does your business own the build- ing in which you are located, or are you a tenant?	OWN
96.	Is your business home-based?	YES

13

Within the next five years, does your business have plans to....

				YES	NO	DKR	
98. 99.	Downsize i	Bloomington? In Bloomington In Bloomington Outside of Bloo	?	1%	89% 97% 98% 98%	1%	
	IF "YES" 1	TO #100, ASK:	(n=5)				
		nere one major cate outside o		_	nning t	0	
	SPAC	E NEEDS, 60%;	CHEAPER RENT	C/LEASE, 40	96.		
		nich city are ness?	you planning	to relocate	e your		
	MINN 20%.	EAPOLIS, 60%;	SAINT PAUL,	20%; SAIN	r Louis	PARK,	
Now,	just a few	more question	ns for demogr	aphic purpo	ses	•	
103.	Could you tell me your position or title in this company?						
	MANAGER, 47%; OWNER, 26%; SUPERVISOR, 11%; MANAGING PARTNER, 4%; CEO/CFO, 3%; PRESIDENT, 2%; SCATTERED, 7%.						
104.	In what ci	lty do you live	e?				
	BLOOMINGTON, 71%; MINNEAPOLIS, 11%; RICHFIELD, 6%; EDINA, 5%; SCATTERED, 7%.						
	IF "NOT IN	BLOOMINGTON,	" ASK: (n=114	.)			
	105. Could	d you tell me ?	one or two re	easons why	you liv	e in	
	CITY HOUS NATU	RE, 18%; CLOS, 10%; CLOSE ING/NEIGHBORHORE/LAKES, 2%; I/PEACEFUL, 2%	ENOUGH TO JOE OD, 10%; SCH DIVERSITY, 8	3, 10%; HOOL DISTRI B%; SAFE,	CT, 4%;		
106.	neapolis ((IF "YES,' of the Cha	neard of the Ro Chamber of Common 'ASK:) Are you amber of Common ASK:) Have you the past?	merce? ou a member rce?	YES/YES YES/NO/YES YES/NO/NO.			

107.	What is your age, please? (READ CATEGORIES, IF NEEDED)	25 AND UNDER
108.	Which of the following categories rethnicity - American Indian or Alas or African American, Latino or Lati Hawaiian or Other Pacific Islander, ethnicity not listed? (IF "NOT LISTED," ASK:) What would	kan Native, Asian, Black na or Latinx, Native White, or is your race or that be?
	AMERICAN INDIAN/ALASKAN NATIVE ASIAN BLACK/AFRICAN AMERICAN LATINO/LATINA/LATINX NATIVE HAWAIIAN/OTHER PACIFIC WHITE NOT LISTED (DON'T KNOW/REFUSED	
109.	What is your gender identity?	MALE