

A Survey of 300 Business Owners and Executives in the State of Kansas for the



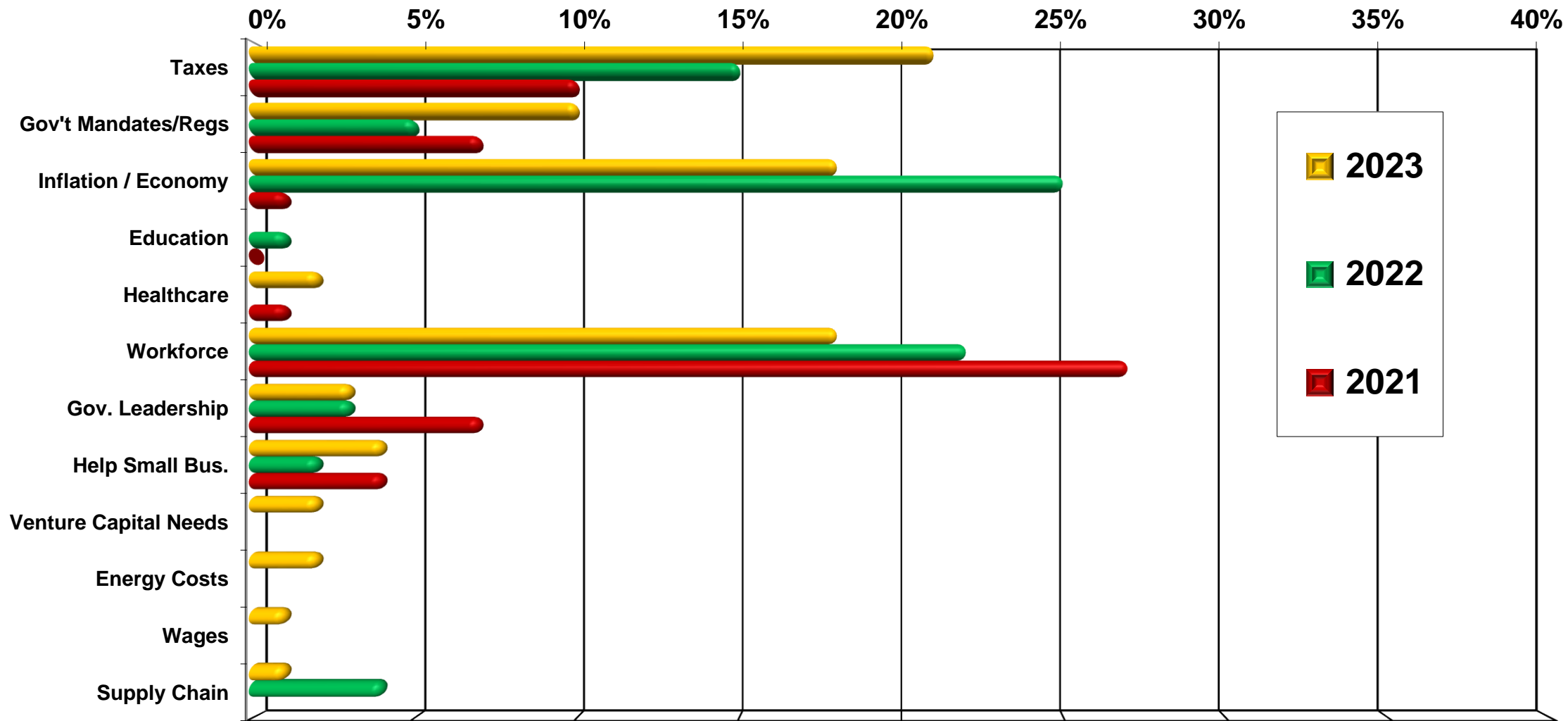
Margin of Error: +/- 5.6%

Interviewing Conducted November 20 – December 4, 2023

Pat McFerron
President
Cole Hargrave Snodgrass & Associates



Most Important Issues for Kansas Business (Open Ended)

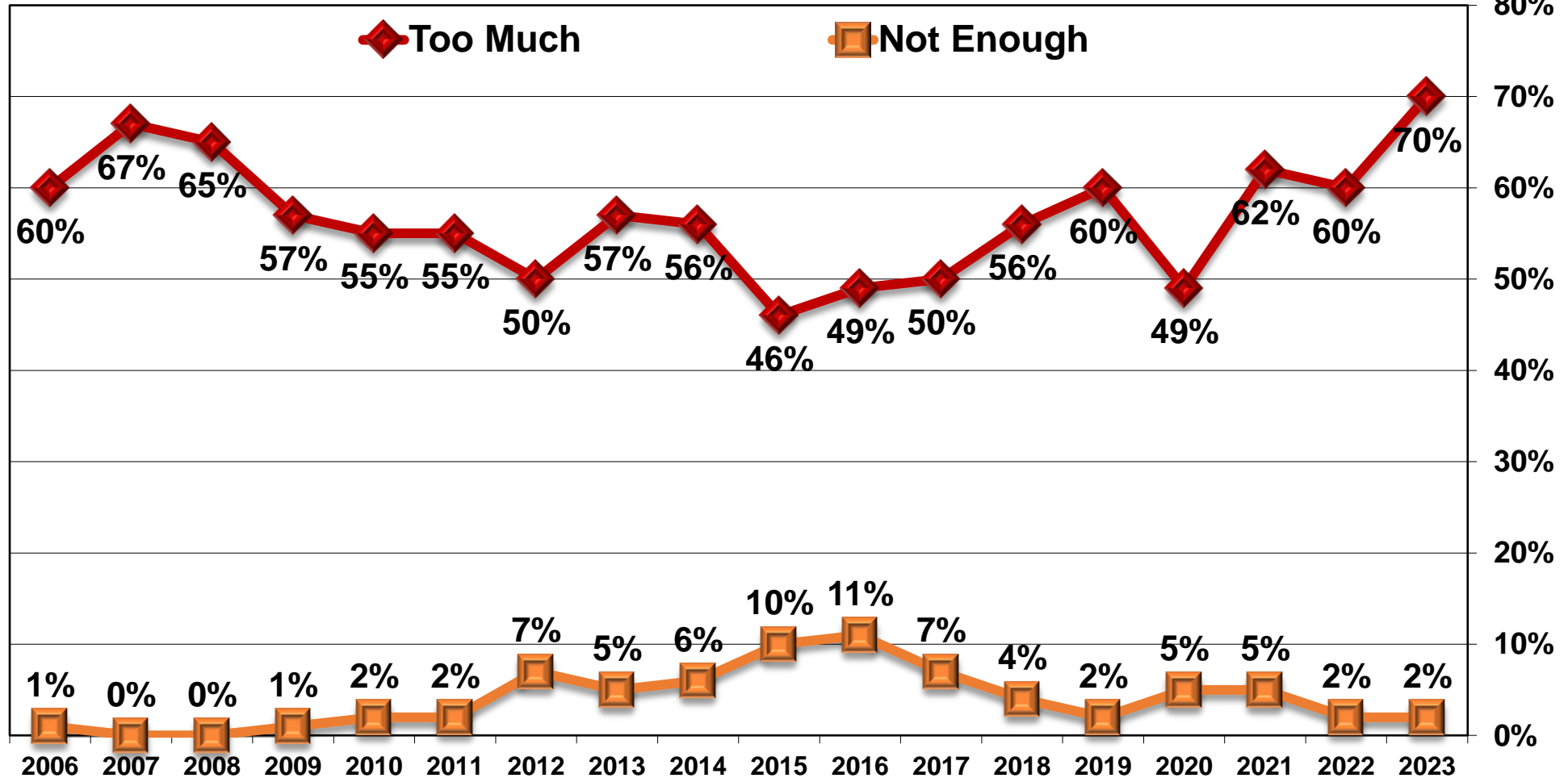


Most Important to Profitability? (Up to 2 Selected)

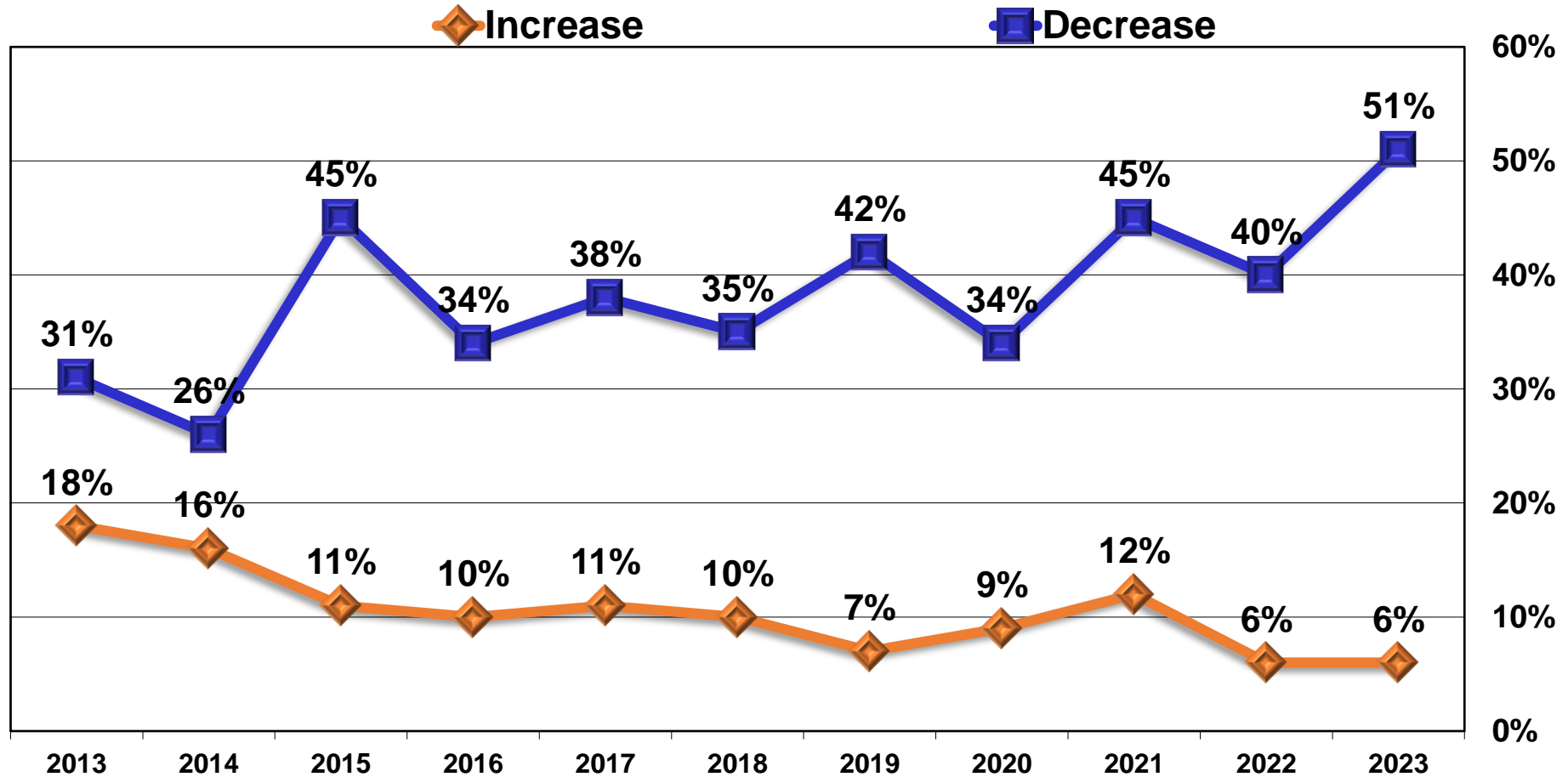
	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Workers' comp	7%	6%	7%	8%	9%	10%	9%	11%	5%	8%	8%	8%	18%	13%	19%	4%
Unemployment comp	2%	8%	11%	6%	6%	5%	5%	5%	5%	5%	5%	8%	6%	7%	3%	1%
Manage health costs	28%	31%	27%	34%	36%	35%	37%	44%	34%	33%	31%	30%	32%	38%	32%	23%
Lower taxes on business	45%	39%	44%	52%	54%	48%	45%	38%	41%	40%	40%	30%	34%	49%	43%	35%
Decrease regs/mandates	25%	25%	30%	25%	22%	26%	27%	30%	27%	29%	26%	23%	21%	22%	18%	13%
Stop frivolous lawsuits	9%	8%	7%	10%	9%	8%	10%	12%	14%	16%	15%	16%	15%	16%	13%	13%
Limit growth of government	19%	16%	25%	16%	17%	15%	18%	21%	23%	13%	11%	12%	13%	14%	17%	16%
Economic incentives	17%	12%	10%	12%	15%	13%	15%	12%	17%	17%	15%	17%	15%	20%	18%	13%
Reduce fuel/energy costs	26%	37%	26%	14%	14%	13%	11%	10%	12%	19%	31%	24%	28%	21%	20%	42%

How Much Paid in Taxes? (State and Local)

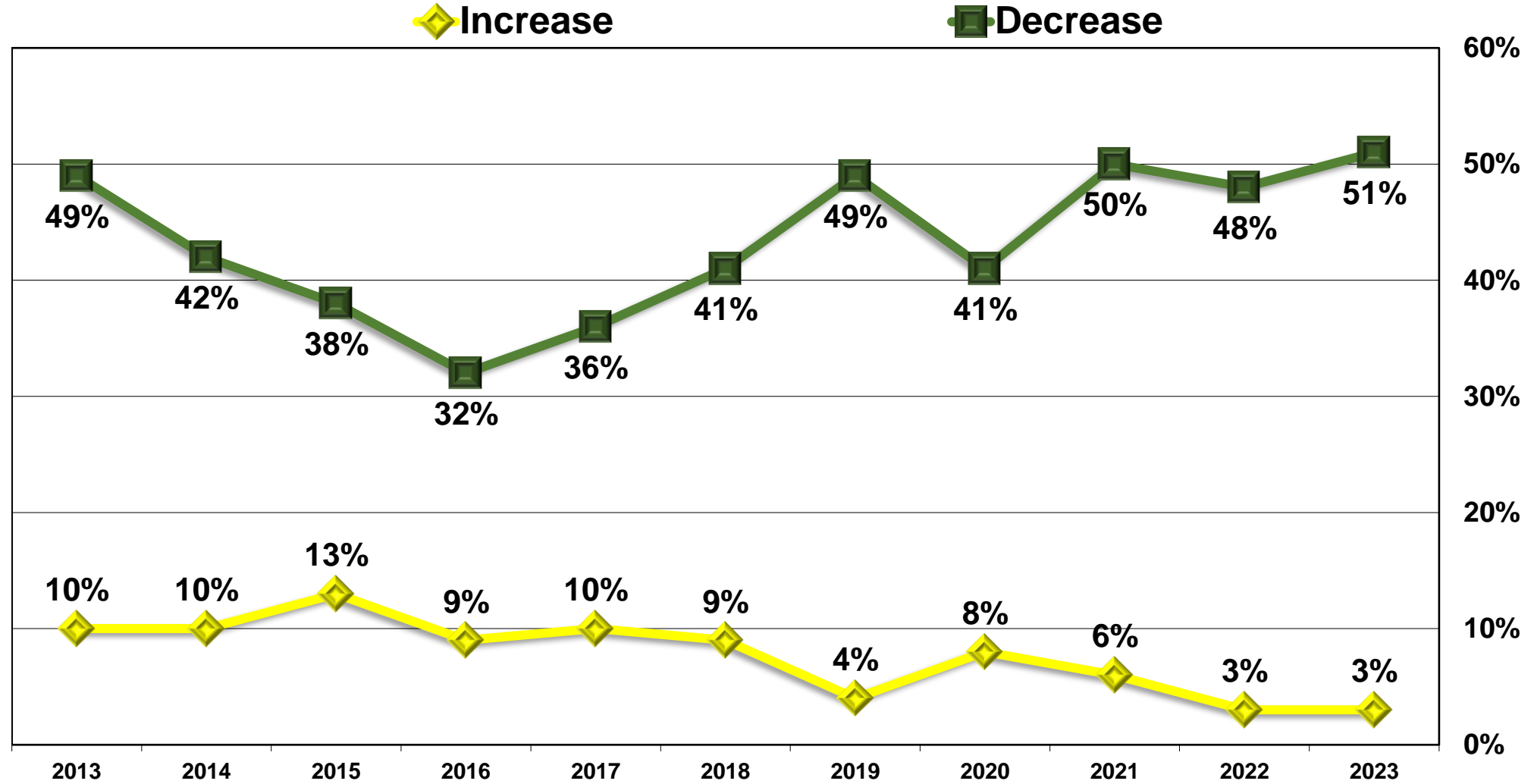
70% Too Much; 2% Not Enough; 26% About Right; 3% Undecided



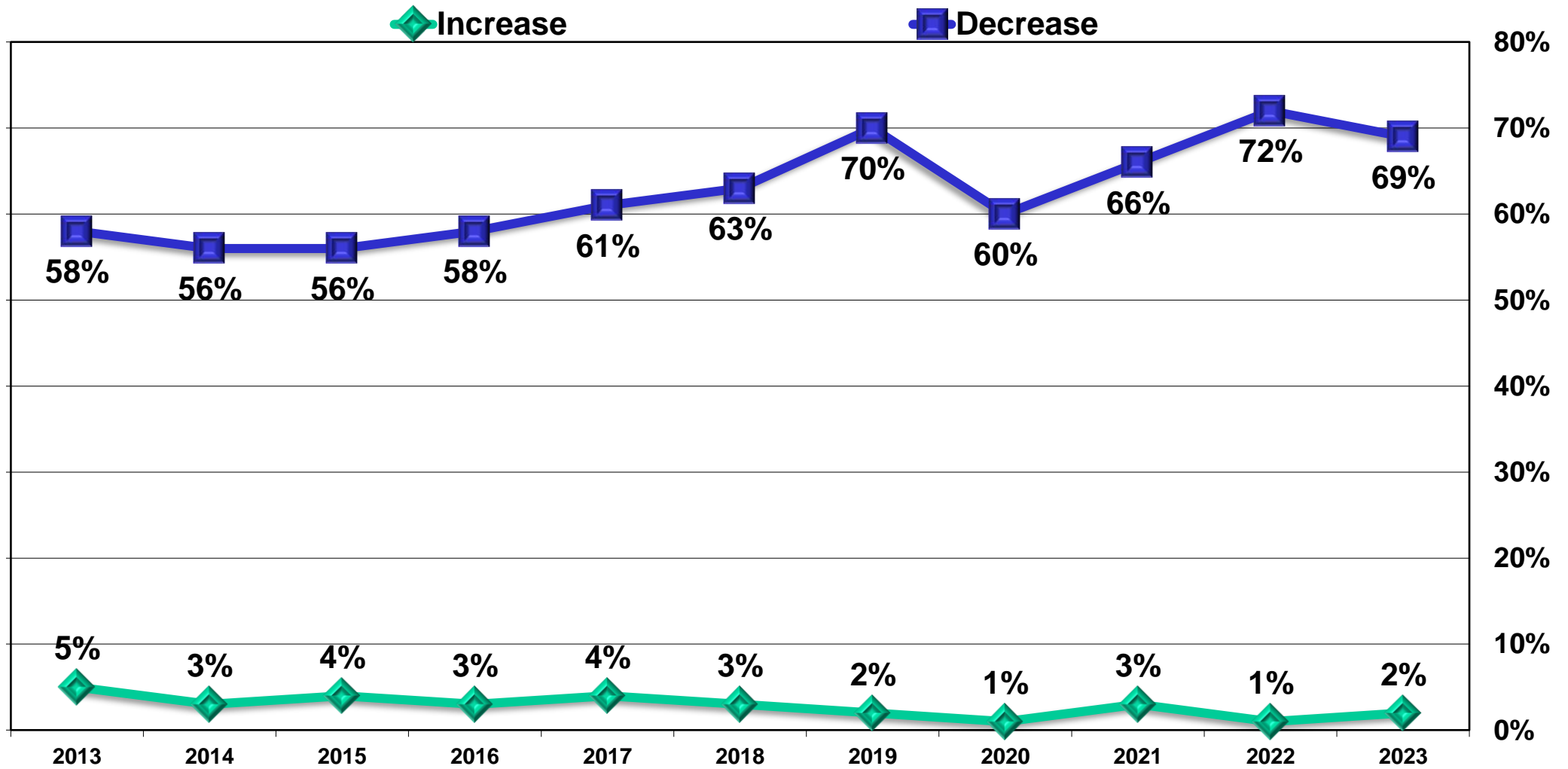
Change State Sales Tax?



Change Personal Income Tax?

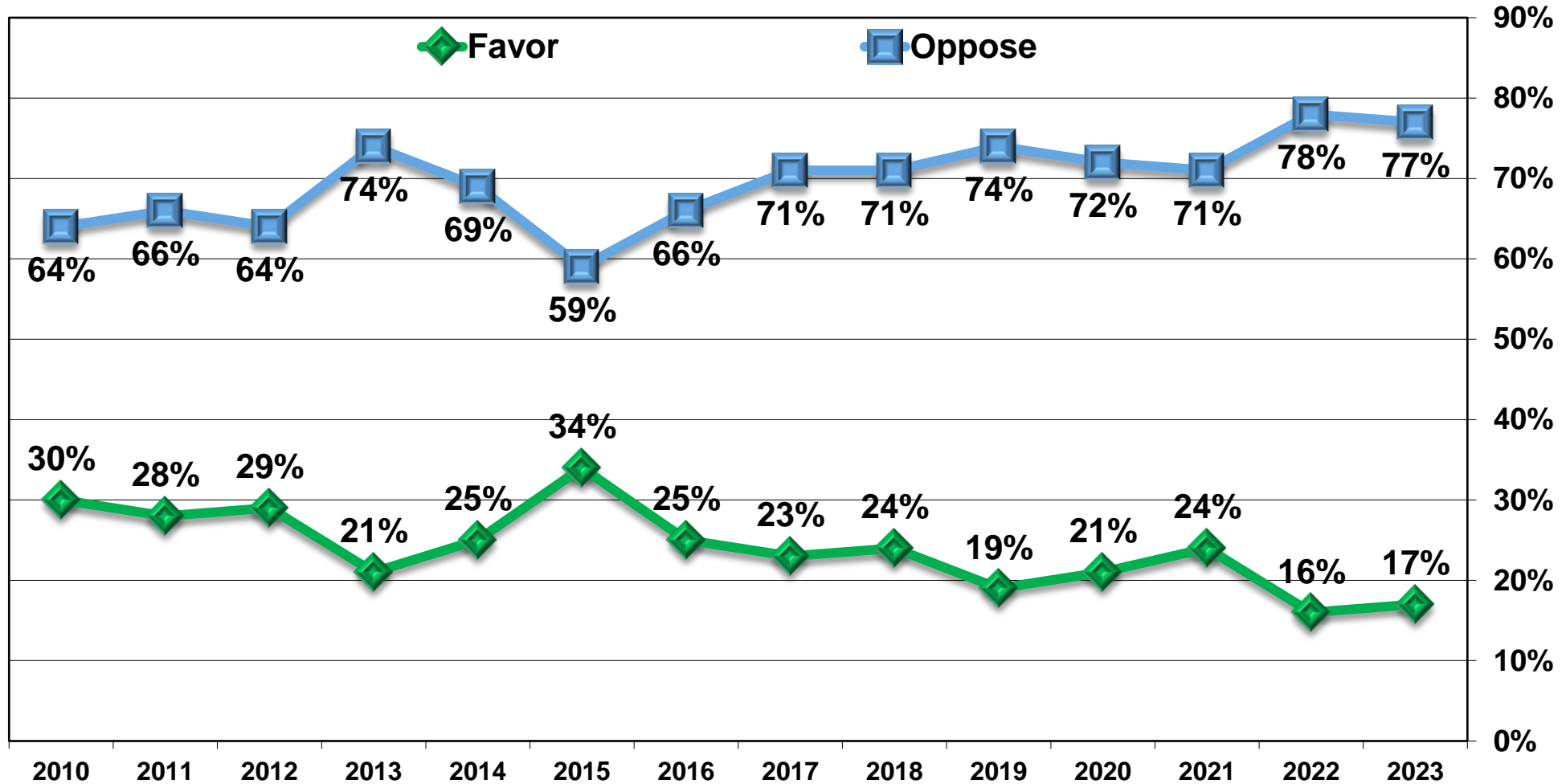


Change Property Tax?

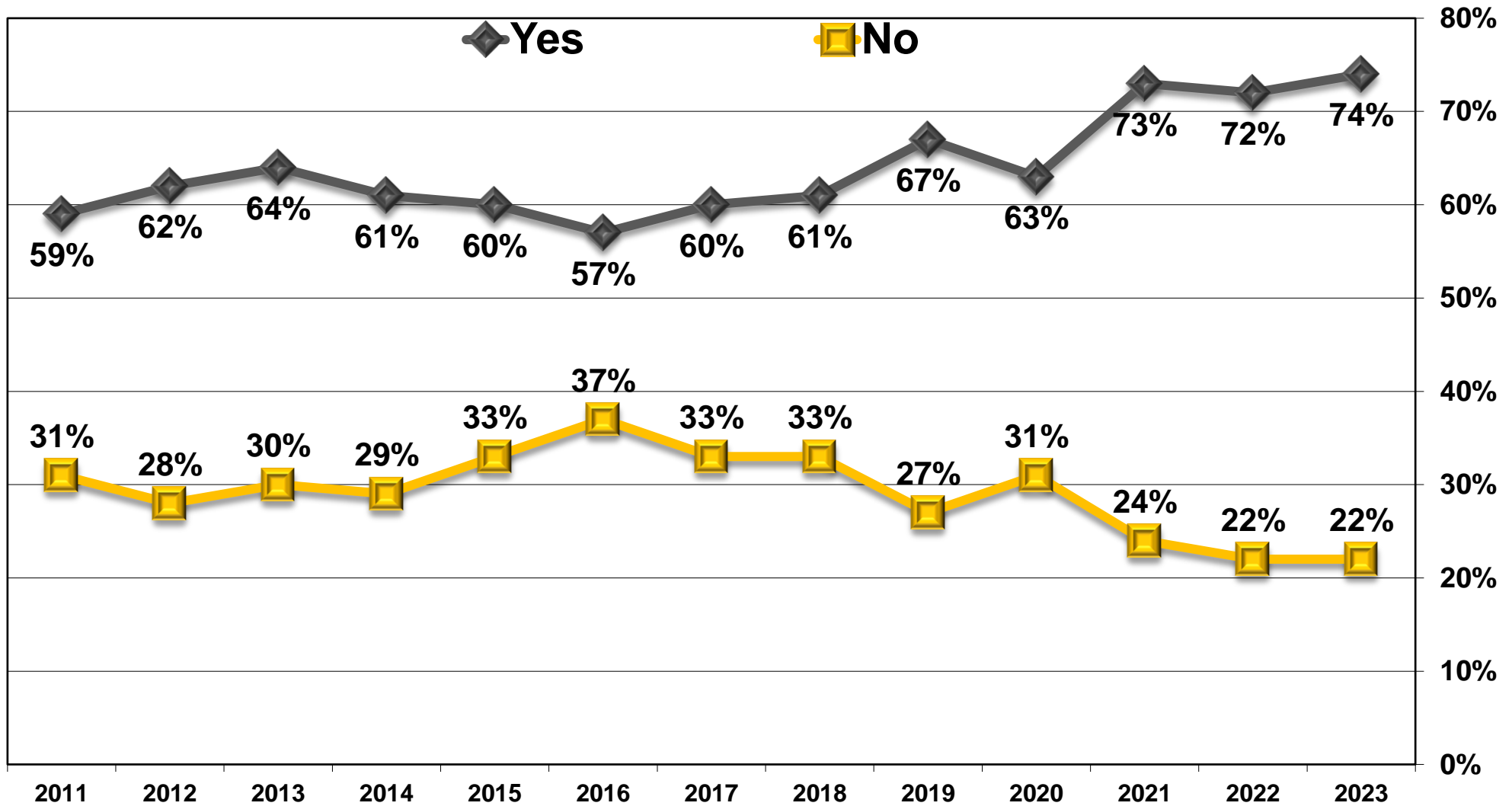


Institute a Sales Tax on Professional Services?

17% Favor; 77% Oppose; 6% Undecided

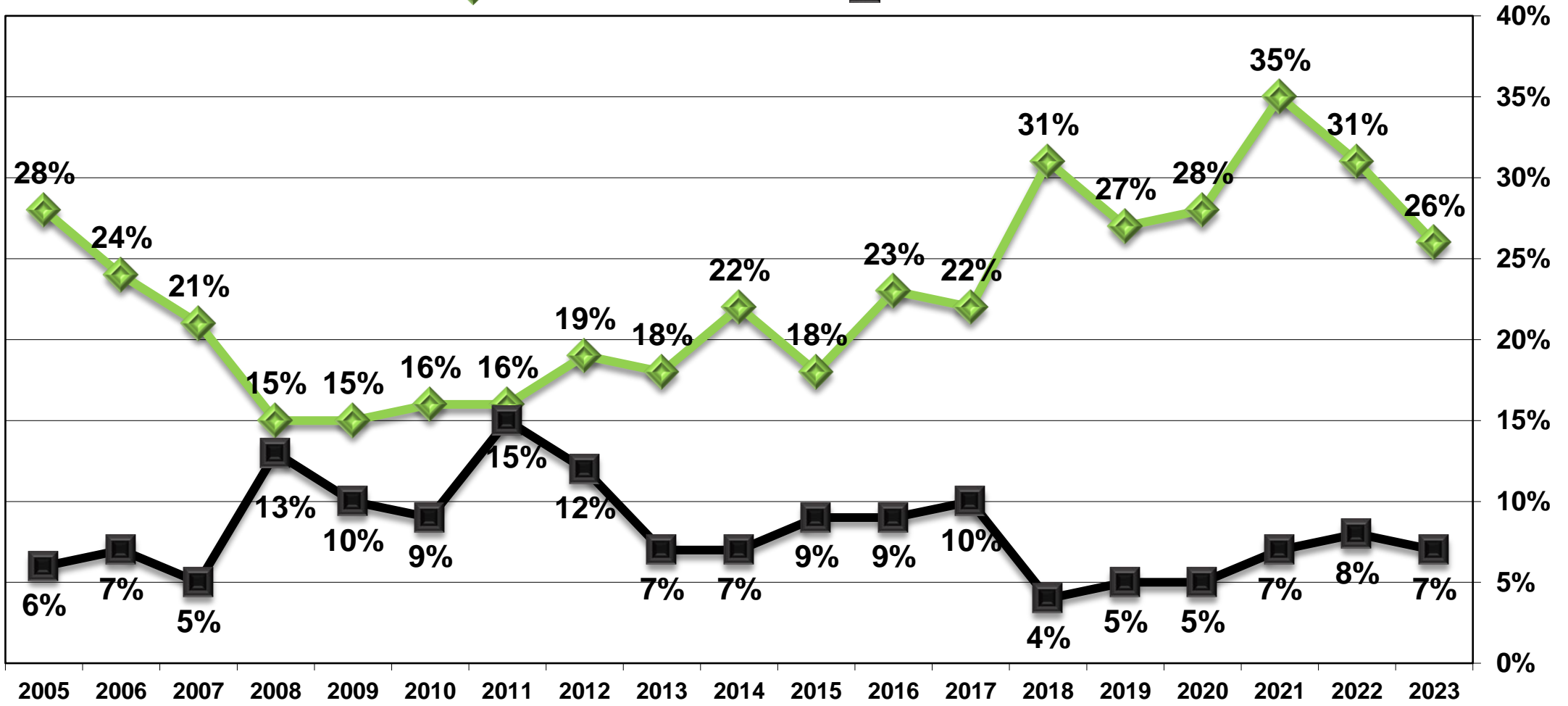


Would it Help the Kansas Economy to Lower Taxes?

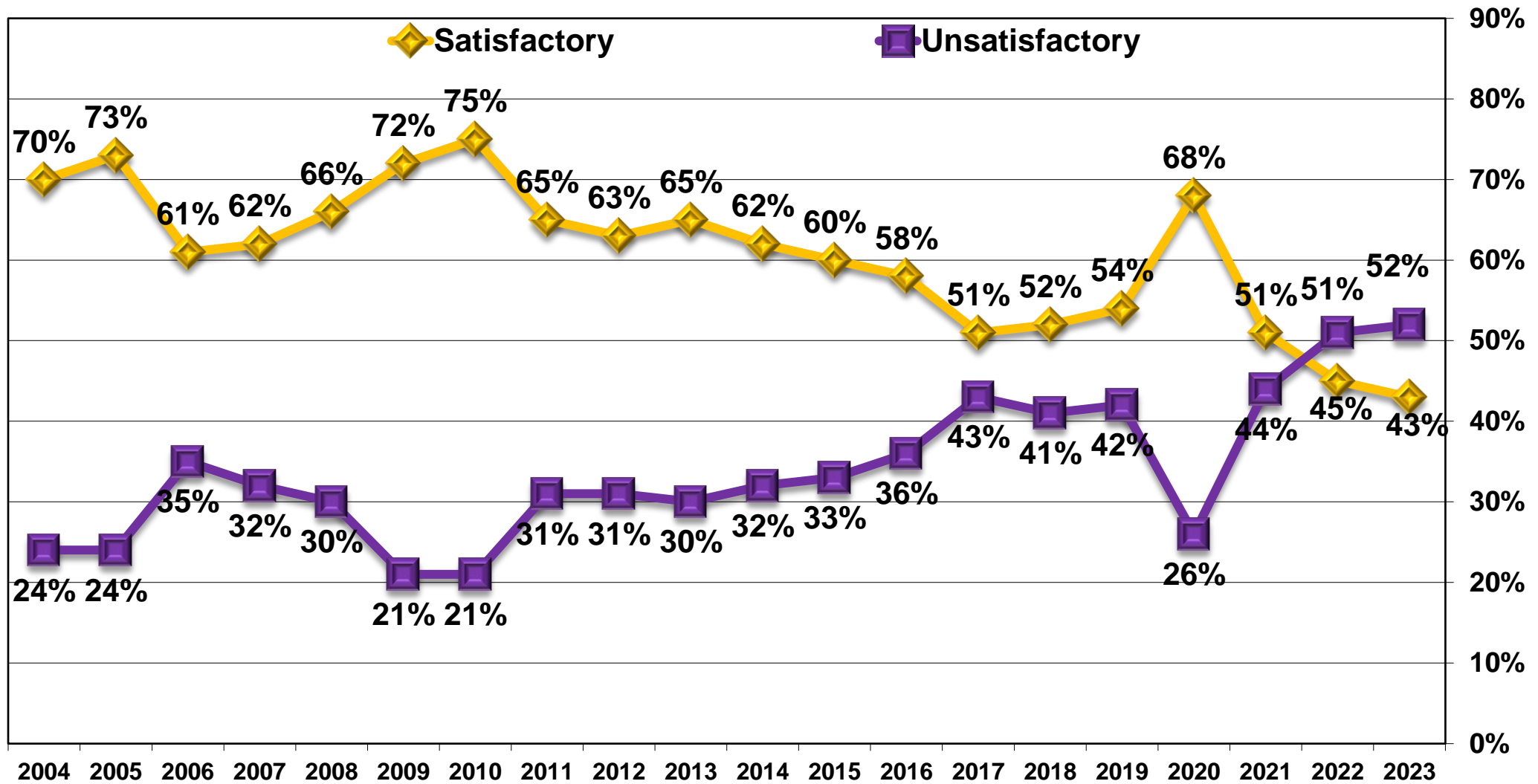


Workforce Size Over Next Year

◆ Increase ■ Decrease

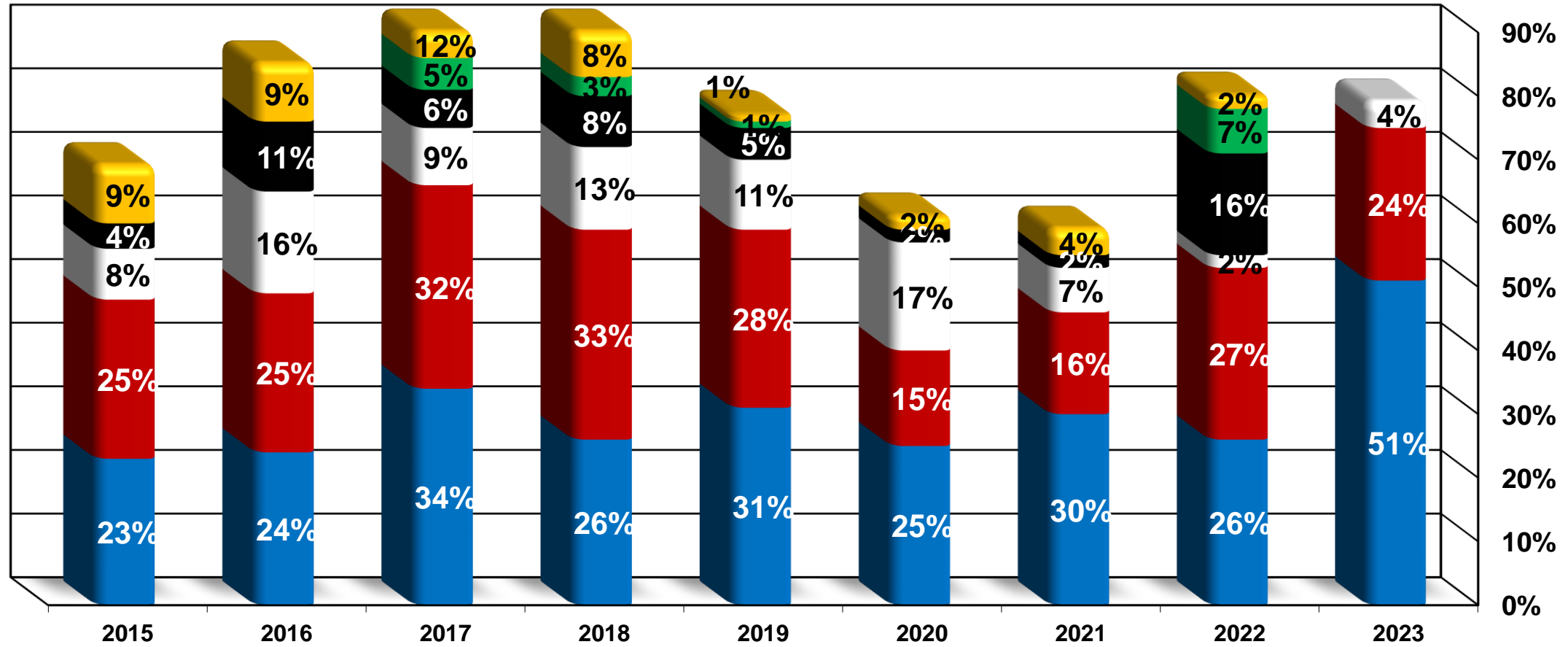


Satisfaction with Workforce?



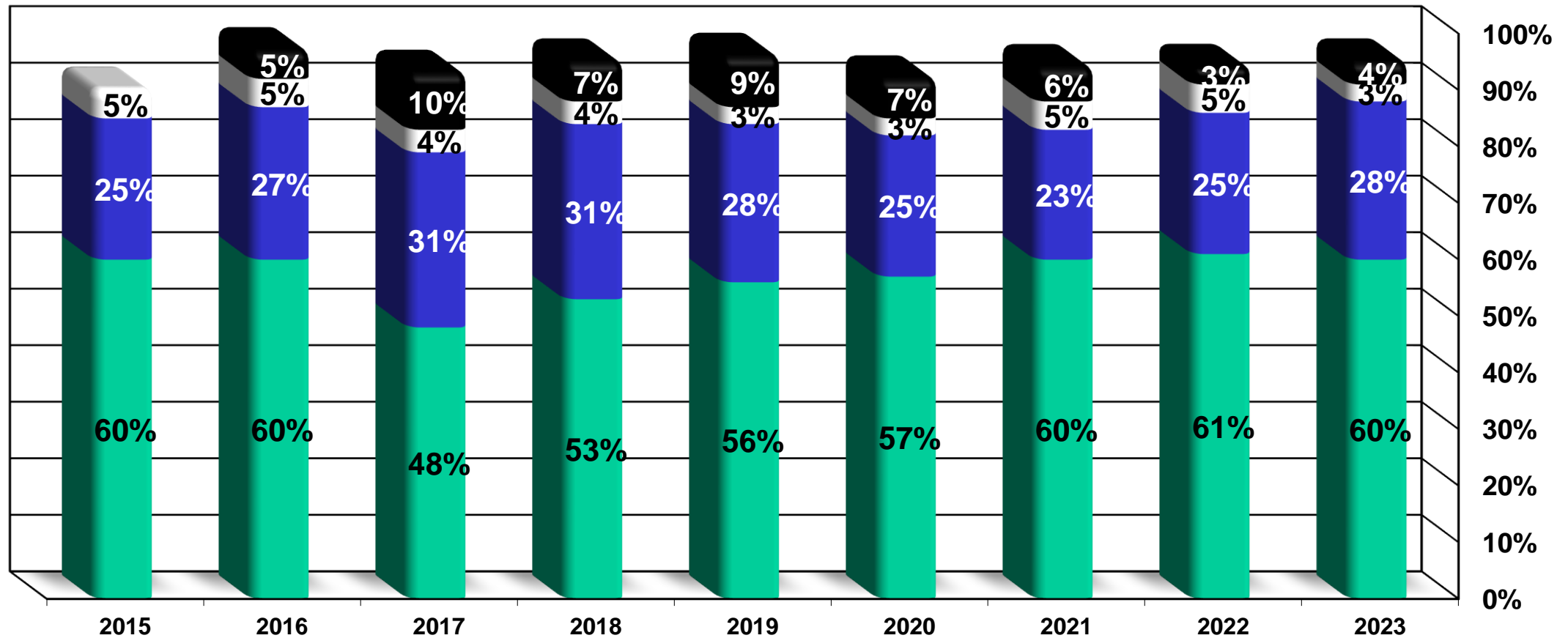
Why Not Rate Workforce Higher? (Open Ended)

■ Will to Work
 ■ Worker Quality
 ■ Too Easy to Get Benefits
 ■ No Workers
 ■ Wages
 ■ Miscellaneous

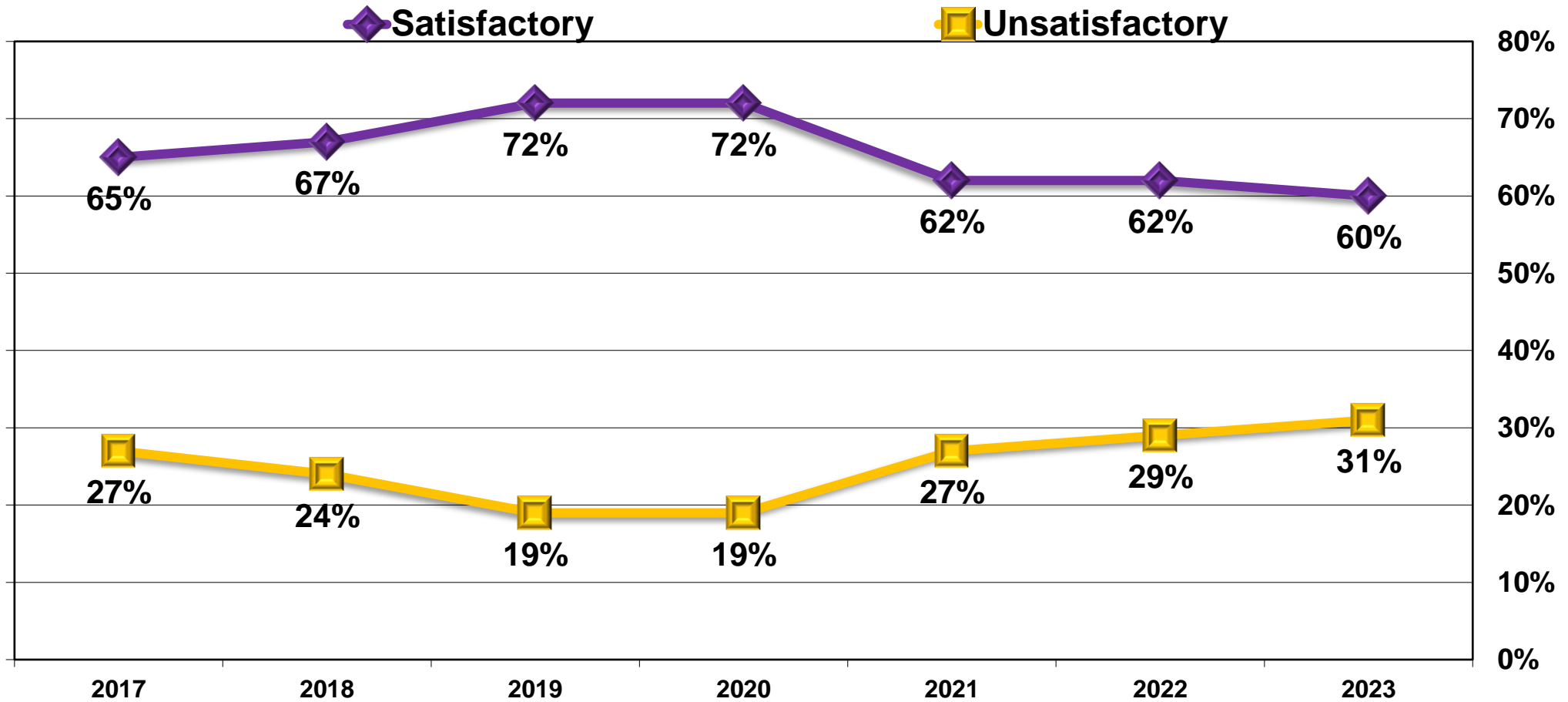


Greatest Concern with Kansas Workforce?

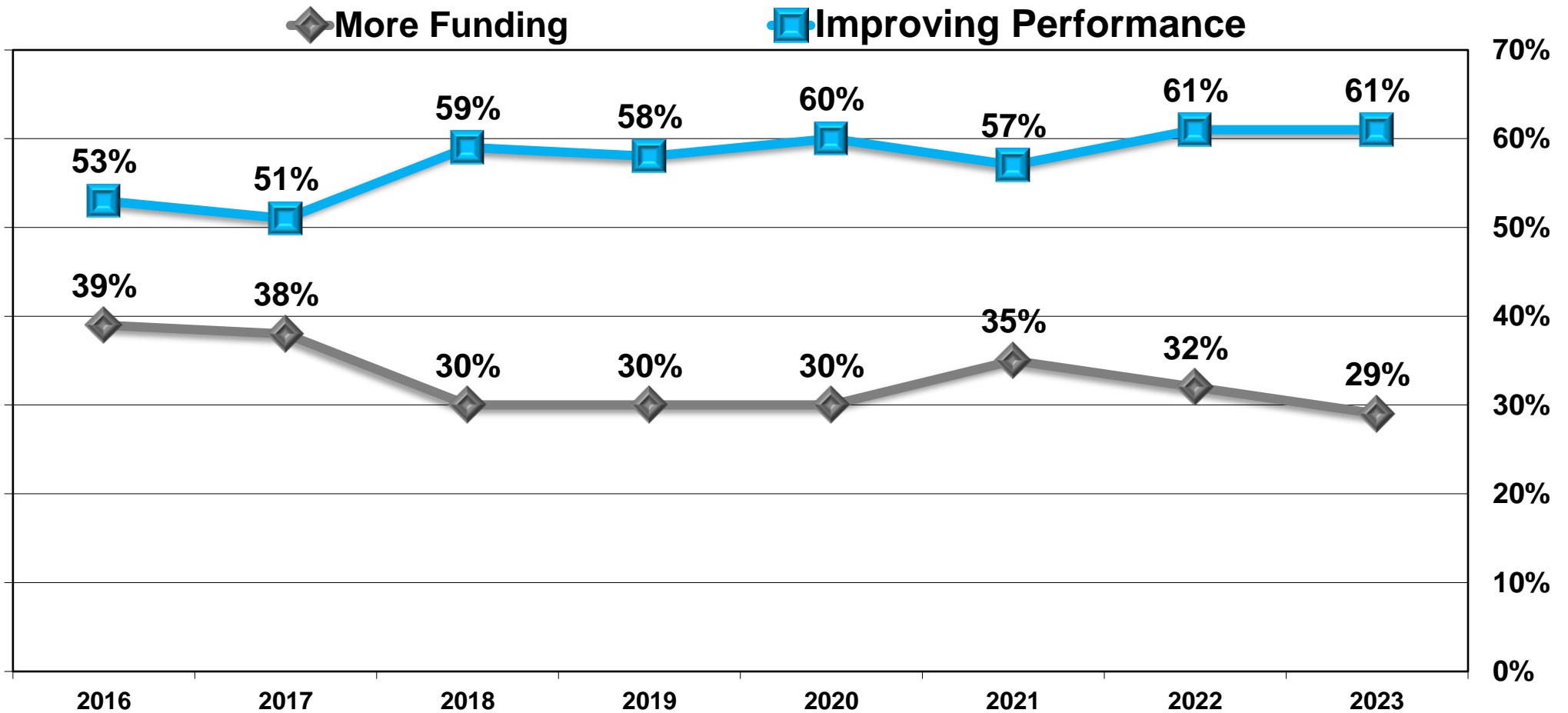
■ Soft Skills
 ■ Technical Skills
 ■ Employees w/ Degrees
 ■ Pass Drug Test



Satisfaction With Public School System?



More Important for Improving Education?

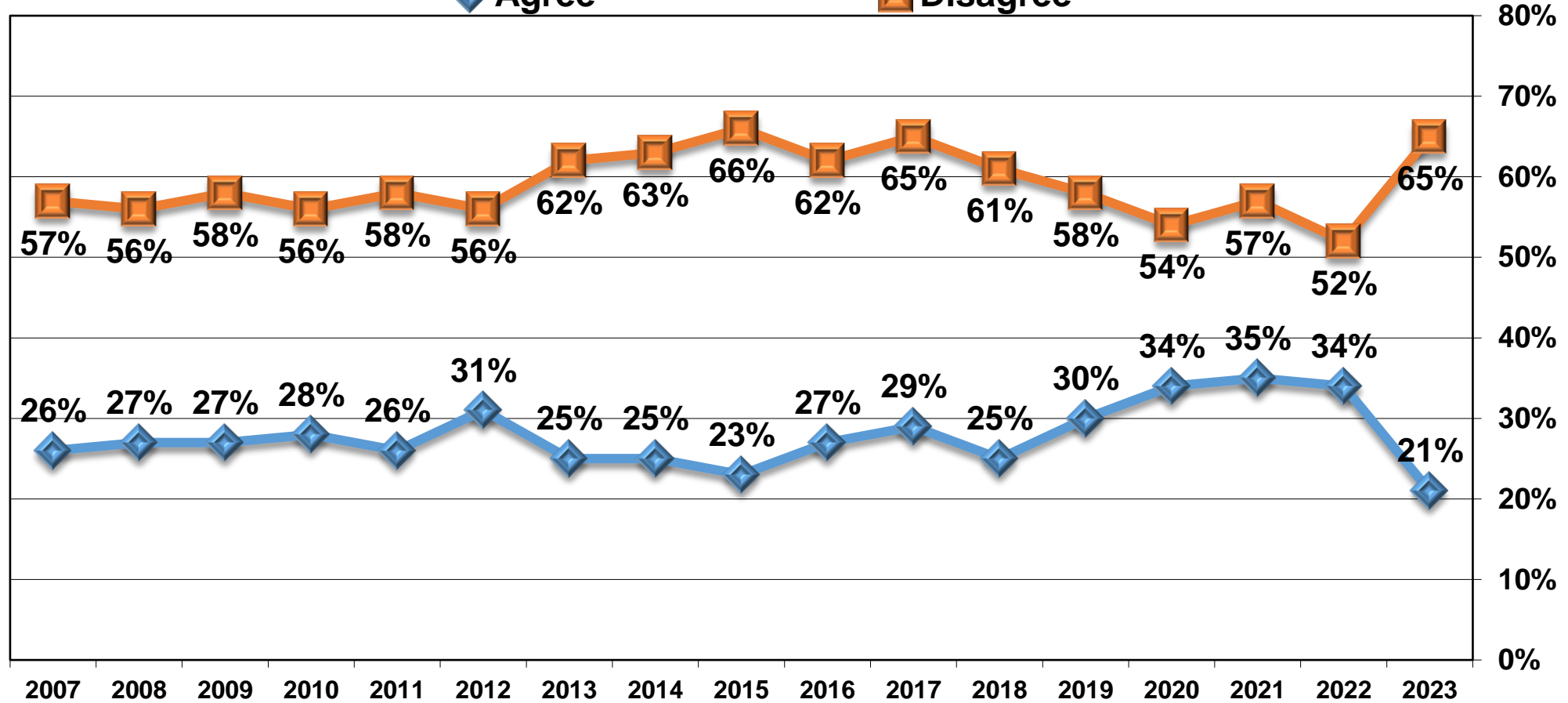


Kansas Has Best Business Climate in America?

8% Strongly Agree; 13% Somewhat Agree; 41% Somewhat Disagree; 24% Strongly Disagree; 13% Undecided

◆ Agree

■ Disagree



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