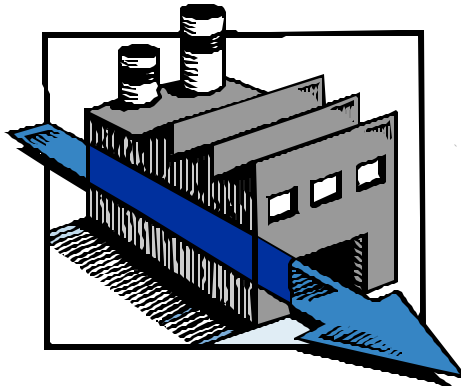


# The 2002 Georgia Manufacturing Survey



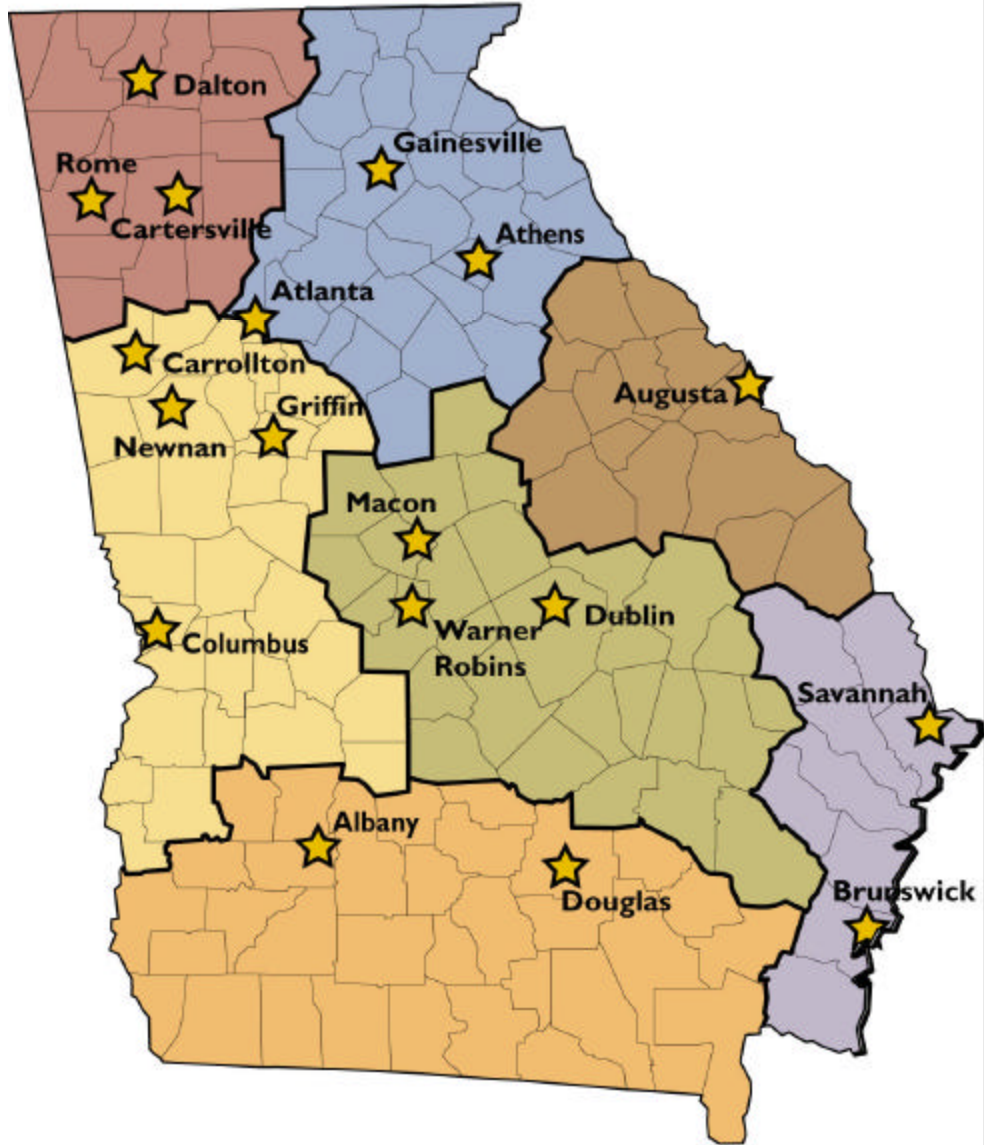
## Customized Benchmark Report For Northeast Region

Economic Development Institute  
and  
School of Public Policy  
Georgia Institute of Technology

December 2002

Note: This customized benchmark report is based on the responses of 211 manufacturing establishments from EDI's Northeast region benchmarked against a statewide sample of 636 Georgia manufacturers. For more information about the Georgia Manufacturing Survey, please see <http://www.cherry.gatech.edu/survey>.

Map of Georgia Regions



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**1a. This facility is**

	State	Northeast
Single establishment enterprise	64.3%	61.3%
An affiliate of a parent group or holding company	35.7%	38.7%
	100.0%	100.0%
Total respondents	634	211

**1b. If this facility is an affiliate, then**

	State	Northeast
the parent group has fewer than 500 employees	30.8%	35.9%
the parent group has 500-2499 employees	28.9%	20.2%
the parent group has 2500 or more employees	40.2%	43.9%
	99.9%	100.0%
Total respondents	235	86

**2a. Is your company's head office located in Georgia**

	State	Northeast
Yes	74.6%	73.5%
No	25.4%	26.5%
	100.0%	100.0%
Total respondents	634	210

**2b. Head office located in**

	State	Northeast
another U.S. state	79.1%	83.8%
country outside of the U.S.	14.1%	15.5%
Total respondents	150	59

**3. Are most of your customers**

	State	Northeast
Local	17.4%	21.7%
Regional	26.7%	24.7%
National	48.4%	45.2%
International	7.4%	8.3%
	99.9%	99.9%
Total respondents	634	211

**4. Your facility's main product or manufacturing activity is:**

	State	Northeast
Fabricated metals	12.2%	10.6%
Textiles	10.9%	5.7%
Printing and publishing	9.8%	12.7%
Lumber and wood, except furniture	8.8%	6.0%
Rubber and plastics	8.8%	10.6%
Stone, clay, glass or concrete	8.4%	10.2%
Chemicals and allied products	7.3%	7.9%
Food beverages, feed	6.6%	6.6%

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Industrial machinery	5.6%	4.7%
Furniture	4.4%	5.4%
Electrical or electronic equipment	4.1%	4.6%
Paper and paper products	4.0%	5.0%
Apparel	2.6%	1.9%
Transportation equipment	2.4%	2.8%
Primary metals	1.7%	1.0%
Instruments	1.3%	2.5%
Other (please describe)	1.1%	1.9%
	100.0%	100.1%
Total respondents	636	211

### 5. How many other rival firms compete with your facility for customer sales?

	State	Northeast
0-5 competitor firms	33.9%	31.6%
6-19 competitor firms	34.9%	29.5%
More than 20 competitor firms	31.2%	38.9%
	100.0%	100.0%
Total respondents	632	210

### 6. Rank order of importance of the following factors facility competition for sales (ranking 1)

	State	Northeast
High quality	51.8%	53.2%
Low price	27.4%	22.4%
Quick delivery	11.5%	11.8%
Adapting product to customer needs	11.1%	11.6%
Customer service that adds value to products/processes	7.0%	8.9%
Innovation/new technology	4.7%	5.7%

### 7. In which of the following areas does your facility have the most significant problems or needs?

	State	Northeast
Marketing, niche marketing, market planning	36.9%	42.7%
Manufacturing process, setup, scrap	34.4%	35.4%
Technical skills	26.6%	23.4%
Management skills, team-based improvement, problem-solving skills	26.2%	29.3%
Plant layout, expansion planning	24.0%	23.5%
Product development/design	19.0%	17.1%
Environmental, health and safety compliance	17.6%	16.4%
Quality assurance	17.2%	15.8%
General business analysis	16.3%	20.7%
Computer software/packages for accounting, planning, order entry,	16.0%	16.4%
Waste management	15.7%	14.4%
Energy costs, conservation	15.3%	15.8%
Basic skills	10.6%	8.6%
Computer hardware/network systems	10.3%	11.1%
Material-related issues	8.8%	8.4%
Other	7.3%	6.7%
Financial planning or assistance with loan applications and fundraising	5.6%	6.2%
Total respondents	636	211

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**8. Did your facility undergo major changes in business structure and practices 1999-2001**

	State	Northeast
Organizational structures	25.7%	22.7%
Marketing concepts or methods	19.9%	19.1%
Corporate strategies	17.1%	17.4%
Internal or external training of personnel in innovative or new activities	11.7%	10.6%
Ownership	11.5%	9.5%
Management techniques	10.6%	10.1%
Other	3.1%	4.3%
Total respondents	636	211

**9.1a In the past 3 years, what types of improved and new products has the firm developed?**

	State	Northeast
Modifications or extension to existing products	51.6%	52.3%
None	37.4%	36.7%
Products new to the industry	21.6%	23.2%
Copies of competitors' products	14.6%	14.1%
Total respondents	622	211

**9.1b If the products were new, what percentage of 2001 sales were new to the industry products?**

	State	Northeast
0 - 5.0%	32.9%	31.5%
5.1 - 10.0%	26.6%	28.9%
10.1 - 15.0%	8.9%	15.7%
15.1 - 20.0%	12.4%	7.6%
20.1% +	19.2%	16.3%
	100.0%	100.0%
Total respondents	160	55

**9.2 How were these products developed**

	State	Northeast
Mainly by your company	44.5%	49.2%
Mainly by your company in collaboration with customers	36.7%	29.8%
Mainly by your company in cooperation with other organizations	14.3%	15.5%
Mainly by other companies or institutions	4.5%	5.5%
	100.0%	100.0%
Total respondents	389	127

**9.3 Did your facility apply for any patents during 1999-2001?**

	State	Northeast
No	82.7%	78.2%
Yes	17.3%	21.8%
	100.0%	100.0%
Total respondents	388	125

**9.3b If applied, how many patents?**

	State	Northeast
0-1 patents	42.0%	14.0%
2-5 patents	45.5%	72.4%

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6+ patents	12.5%	13.6%
	100.0%	100.0%
Total respondents	64	25

**9.4 What are the plans to introduce new products or existing products with significant technical improvements**

	State	Northeast
New products already are being developed	65.6%	65.5%
Plan to begin development within 2 years	9.0%	6.9%
No plans to develop new products	25.4%	27.6%
	100.0%	100.0%
Total respondents	380	122

**10.1a During the last 3 years, did you introduce any process that was new or significantly improved to your firm**

	State	Northeast
No	56.0%	53.1%
Yes	44.0%	46.9%
	100.0%	100.0%
Total respondents	619	205

**10.1b If the process was new or significantly improved to your firm, was it new to the industry?**

	State	Northeast
No	69.0%	63.8%
Yes	31.0%	36.2%
	100.0%	100.0%
Total respondents	259	90

**10.2 How were these processes developed**

	State	Northeast
Mainly by your company	48.8%	51.0%
Mainly by your company in cooperation with other organizations	35.5%	37.0%
Mainly by other companies or institutions	15.7%	12.1%
	100.0%	100.1%
Total respondents	273	93

**10.3 What are your plans to introduce new or significantly improved processes?**

	State	Northeast
New or improved processes already are being developed	61.4%	54.3%
Plan to start work on new or improved processes within 2 years	20.9%	31.3%
No plans to develop new or improved processes	17.7%	14.4%
	100.0%	100.0%
Total respondents	271	93

**11. How much of a deterrent has the following been in keeping your facility from developing innovative products or processes over the past 3 years? (% High importance)**

	State	Northeast
Lack of long term commitment to development costs	31.1%	34.1%
New product/process development costs too high	26.6%	26.0%
Unclear whether benefits exceed costs	24.7%	21.5%

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Lack of qualified personnel	20.9%	21.6%
Lack of available financing	18.3%	16.6%
Lack of in-house product development systems	16.5%	19.9%
Cost of financing too high	14.4%	15.1%
Lack of market information	13.9%	18.8%
Organizational rigidities	11.4%	13.4%
Impact of regulations or standards	10.4%	10.6%
Existing customers not interested in new products	10.3%	7.2%
No capability to sell them	9.8%	8.6%
Lack of information on technology	8.9%	7.3%
Product/process development done by another unit	8.2%	9.8%
Company not interested in new products/processes	5.4%	5.6%

### 12.1 Which of the following types of information are available electronically at your facility?

	State	Northeast
Accounts receivable/payable	73.0%	75.7%
Customer orders	66.7%	67.1%
Other financial/accounting data	65.3%	71.1%
Company and product literature	64.3%	68.6%
Inventory of supplies	56.1%	58.5%
Order tracking	50.5%	53.2%
Customer profile information	47.5%	49.9%
Bids/quotes	46.4%	47.2%
Total respondents	589	211

### 12.2 Which of the following electronic systems do you use or plan to use? (%Use)

	State	Northeast
Email	92.2%	98.1%
Shared databases accessible thru the network	70.2%	79.7%
High speed internet connection	60.8%	65.2%
Electronic data interchange	40.3%	44.1%
Enterprise Resource Planning for production planning	36.1%	41.5%
Supply, electronic purchasing agent	24.2%	27.7%

### 12.3 Does your company have a Web site?

	State	Northeast
Yes	73.5%	76.2%
No, plan to get a Web site	12.5%	12.9%
No, do not plan to get a Web site	14.0%	10.9%
	100.0%	100.0%
Total respondents	625	208

### 12.3b If you have a company Web site, does it do any of the following?

	State	Northeast
Provide information about your company	68.2%	70.8%
Provide information about products and/or services	66.0%	70.1%
Allow customers to link electronically with your company	36.3%	35.2%
Allow customers to place or request orders online	26.1%	27.2%

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Allow suppliers to link electronically with your company	17.2%	15.8%
Capture customer information	16.0%	13.1%
Provide on-line customer service	14.0%	13.5%
Integrate with your back office systems	7.6%	6.9%
Total respondents	449	211

**12.4a Do you require that your customers use electronic transactions?**

	State	Northeast
Yes	3.3%	4.3%
No	96.7%	95.7%
Total respondents	612	201

**12.4b Do any of your customers require that your facility use electronic transactions?**

	State	Northeast
Yes	35.5%	35.7%
No	64.5%	64.3%
Total respondents	602	196

**13a. What were your total annual sales or gross value of shipments?**

	State		Northeast	
	2001	1999	2001	1999
0 - 1,000,000	12.0%	14.0%	11.7%	15.6%
1,000,001 - 10,000,000	55.7%	54.7%	58.9%	55.2%
10,000,001 - 20,000,000	13.2%	12.3%	11.3%	11.9%
20,000,001 +	19.1%	19.0%	18.1%	17.3%
	100.0%	100.0%	100.0%	100.0%
Mean sales	\$ 53,706,734	\$ 22,248,952	not available	\$ 20,149,581
Median sales	\$ 4,496,352	\$ 4,100,000	\$ 3,104,877	\$ 3,244,370
Sales of Top 10%	\$ 47,176,178	\$ 46,000,000	\$ 45,000,000	\$ 41,600,000
Sales of Bottom 10%	\$ 1,000,000	\$ 396,712	\$ 1,000,000	\$ 850,000
Mean sales/employee	\$ 283,905	\$ 119,044	\$ 495,698	\$ 195,861
Median sales/employee	\$ 125,000	\$ 850,000	\$ 126,667	\$ 116,964
Sales/employee of Top 10%	\$ 333,333	\$ 341,667	\$ 345,767	\$ 300,000
Sales/employee of Bottom 10%	\$ 57,006	\$ 50,000	\$ 61,667	\$ 56,667
Total respondents	497	474	158	153

**13b. How much did you spend on materials, parts and services?**

	State		Northeast	
	2001	1999	2001	1999
0 - 1,000,000	37.2%	37.3%	40.7%	42.8%
1,000,001 - 10,000,000	42.4%	42.4%	40.2%	38.8%
10,000,001 - 20,000,000	8.7%	9.5%	9.7%	6.7%
20,000,001 +	11.7%	10.8%	9.4%	11.7%
	100.0%	100.0%	100.0%	100.0%
Mean spending on direct inputs	\$ 10,391,938	\$ 9,450,970	\$ 8,845,030	\$ 11,312,833
Median spending on direct inputs	\$ 2,000,000	\$ 2,000,000	\$ 1,586,000	\$ 1,700,000
Spending on direct inputs of Top 10%	\$ 23,240,297	\$ 23,600,000	\$ 20,000,000	\$ 24,000,000

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Spending on direct inputs of Bottom 10%	\$ 235,000	\$ 240,000	\$ 240,000	\$ 200,000
Mean spending/employee on direct inputs	\$ 112,286	\$ 93,679	\$ 88,580	\$ 136,225
Median spending/employee on direct inputs	\$ 56,180	\$ 58,333	\$ 53,333	\$ 50,000
Spending/employee on direct inputs of Top 10%	\$ 193,735	\$ 212,140	\$ 194,118	\$ 192,278
Spending/employee on direct inputs of Bottom 10%	\$ 10,000	\$ 10,800	\$ 10,938	\$ 10,024
Total respondents	416	437	139	133

**13c. How much new capital investment was made?**

	State		Northeast	
	2001	1999	2001	1999
0 - 50,000	39.6%	40.3%	40.7%	45.3%
50,001 - 250,000	27.6%	27.4%	27.9%	25.5%
250,000 +	32.8%	32.2%	31.4%	29.2%
	100.0%	99.9%	100.0%	100.0%
Mean new capital investment	\$ 795,250	\$ 912,815	\$ 851,729	\$ 1,311,092
Median new capital investment	\$ 100,000	\$ 100,000	\$ 100,000	\$ 89,030
New capital investment of Top 10%	\$ 1,800,000	\$ 2,000,000	\$ 1,868,000	\$ 2,000,000
New capital investment of Bottom 10%	0	0	0	\$ 1,000
Mean new capital investment/employee	\$ 6,482	\$ 7,507	\$ 7,667	\$ 9,175
Median new capital investment/employee	\$ 2,143	\$ 2,000	\$ 2,000	\$ 1,731
New capital investment/employee of Top 10%	\$ 16,667	\$ 12,500	\$ 18,182	\$ 10,000
New capital investment/employee of Bottom 10%	0	0	0	0
Total respondents	455	428	142	135

**14. What percentage of sales in 2001 was exported outside the U.S.**

	State	Northeast
0 - 1	62.0%	58.0%
2 - 5	17.3%	17.3%
6 +	20.7%	24.7%
	100.0%	100.0%
Mean percentage of sales outside the U.S.	5.1%	5.9%
Median percentage of sales outside the U.S.	0%	0.0%
Percentage of sales outside the U.S. of Top 10%	15%	20.0%
Percentage of sales outside the U.S. of Bottom 10%	0%	0.0%
Total respondents	509	171

**15. What was the average annual return on sales over the last 3 years?**

	State	Northeast
-25% or more	0.7%	1.1%
-15%	1.1%	0.0%
-9%	1.6%	0.7%
-6%	1.0%	1.0%
-3%	4.9%	4.6%
0%	7.1%	5.7%
+3%	19.7%	22.4%
+6%	15.6%	16.2%
+9%	19.5%	18.9%
+15%	19.0%	18.6%
+25% or more	9.9%	10.7%

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	100.1%	99.9%
Average return on sales - mean	7.9%	8.3%
Average return on sales - median	6.0%	6.0%
Average return on sales over the last 3 years of Top 10%	25.0%	25.0%
Average return on sales over the last 3 years of Bottom 10%	0%	0.0%
Total respondents	481	159

**16a. Do you offer support services to your customers?**

	State	Northeast
Yes	37.3%	39.1%
No, plan to offer	9.5%	11.9%
No, do not plan to offer.	53.1%	49.0%
	99.9%	100.0%
Total respondents	585	189

**16b. If yes, does your facility charge for value-added services?**

	State	Northeast
Yes	19.7%	27.2%
No	80.3%	72.8%
	100.0%	100.0%
Total respondents	209	68

**16c. What percentage of your annual sales is from value-added services?**

	State	Northeast
0 - 2 percent	39.7%	34.0%
3 - 6 percent	35.2%	34.7%
7 percent +	25.1%	31.3%
	100.0%	100.0%
Total respondents	40	15

**17a. Is your facility (%Yes)**

	State	Northeast
ISO 9000 or QS-9000 certified	15.8%	15.6%
ISO 14000 environmental management certified	2.30%	2.0%

**18a. How many employees worked at this location?**

	State		Northeast	
	2001	1999	2001	1999
10-20	32.1%	32.4%	34.3%	34.7%
21 - 100	46.6%	45.4%	46.6%	45.0%
101 and above	21.3%	22.2%	19.1%	19.2%
	100.0%	100.0%	100.0%	98.9%
Mean number of employees	96	103	99	111
Median number of employees	35	33	30	30
Number of employees of Top 10%	250	252	250	280
Number of employees of Bottom 10%	12	12	13	13
Total respondents	636	579	193	190

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**18c. What was total payroll?**

	State		Northeast	
	2001	1999	2001	1999
0 - 1,000,000	52.1%	54.4%	54.0%	57.3%
1,000,001 - 2,000,000	18.5%	16.3%	19.2%	14.9%
2,000,001 +	29.4%	29.3%	26.8%	27.8%
	100.0%	100.0%	100.0%	100.0%
Mean payroll	\$ 3,238,154	\$ 3,217,632	\$ 2,886,533	\$ 2,900,065
Median payroll	\$ 1,000,000	\$ 926,000	\$ 992,803	\$ 824,000
Payroll of Top 10%	\$ 8,300,000	\$ 8,000,000	\$ 6,600,000	\$ 7,100,000
Payroll of Bottom 10%	\$ 273,200	\$ 250,000	\$ 328,777	\$ 280,000
Mean payroll/employee	\$ 30,739	\$ 29,384	\$ 32,937	\$ 31,186
Median payroll/employee	\$ 28,379	\$ 26,786	\$ 31,429	\$ 30,182
Payroll/employee of Top 10%	\$ 50,704	\$ 50,000	\$ 55,556	\$ 54,700
Payroll/employee of Bottom 10%	\$ 15,000	\$ 13,333	\$ 16,000	\$ 12,971
Total respondents	412	400	131	126

**19. What percentage of workers used a computer or controller machine?**

	State	Northeast
0% - 10%	36.0%	27.6%
11% - 50%	44.2%	45.4%
51% - 100%	19.8%	27.0%
	100.0%	100.0%
Mean percentage of workers using computers	31.7%	37.6%
Median percentage of workers using computers	20.0%	25.0%
Percentage of workers using computers in Top 10%	86.7%	90.0%
Percentage of workers using computers in Bottom 10%	1.5%	3.0%
Total respondents	600	202

**20a. How many persons had a 4 year college degree or higher?**

	State	Northeast
0 - 1	27.8%	19.7%
2 ~ 5	40.3%	42.6%
6 +	31.9%	37.7%
	100.0%	100.0%
Mean number of workers with 4 year college degrees	8	10
Median number of workers with 4 year college degrees	3	4
Number of workers with 4 year college degrees in Top 10%	20	25
Number of workers with 4 year college degrees in Bottom 10%	0	1
Total respondents	605	196

**20b. How many persons majored in information technology?**

	State	Northeast
0 - 1	84.4%	82.2%
2 ~ 5	12.4%	14.9%
6 +	3.2%	2.9%
	100.0%	100.0%
Mean number of workers with IT degrees	1	1
Median number of workers with IT degrees	0	0

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Number of workers with 4 year college degrees in IT. in Top 10%	2	2
Number of workers with 4 year college degrees in IT. in Bottom 10%	0	0
Total respondents	473	157

**20c. How many persons majored in science or engineering (excl IT)?**

	State	Northeast
0 - 1	65.0%	64.8%
2 ~ 5	22.7%	21.1%
6 +	12.3%	14.1%
	100.0%	100.0%
Mean number of workers with science or engineering degrees	14	4
Median numbers of workers with science or engineering degrees	1	1
Number of workers majored in Science/Eng. in Top 10%	7	11
Number of workers majored in Science/Eng. in Bottom 10%	0	0
Total respondents	504	165

**21a. How much did the company spend on training in 2001.**

	State	Northeast
\$0 - \$1,000	33.3%	35.1%
\$1,001 - \$50,000	55.0%	50.6%
\$50,001 +	11.7%	14.3%
	100.0%	100.0%
Mean spending on training	\$ 820,709	\$ 2,194,801
Median spending on training	\$ 5,000	\$ 4,000
Spending on Training of Top 10%	\$ 80,000	\$ 150,000
Spending on Training of Bottom 10%	0	0
Mean spending/employee on training	\$ 586	\$ 360
Median spending/employee on training	\$ 80	\$ 71
Spending/employee on Training of Top 10%	\$ 844	\$ 769
Spending/employee on Training of Bottom 10%	0	0
Total respondents	465	162

**21b. What percentage was related to new activities and tasks?**

	State	Northeast
0% - 1%	41.9%	39.7%
2% - 50%	37.4%	35.7%
51% - 100%	20.7%	24.6%
	100.0%	100.0%
Mean percentage training related to new activities	45.0%	30.0%
Median percentage training related to new activities	10.0%	10.0%
Training related to new activities - Top 10%	100.0%	100.0%
Training related to new activities - Bottom 10%	0.0%	0.0%
Total respondents	368	130

**22a. What percentage of employees in production work are in teams?**

	State	Northeast
None	53.1%	54.9%
1% - 50%	23.7%	24.1%
51% - 100%	23.2%	21.0%

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	100.0%	100.0%
Mean percentage of employees in teams	27.2%	26.0%
Median percentage of employees in teams	0.0%	0.0%
Employees in teams - Top 10%	100.0%	100.0%
Employees in teams - Bottom 10%	0.0%	0.0%
Total respondents	572	189

**22b. Are planning and quality assurance integrated into employees work responsibilities?**

	State	Northeast
Yes	74.8%	77.4%
No	25.2%	22.6%
	100.0%	100.0%
Total respondents	463	158

**22c. Are all team members qualified for all tasks?**

	State	Northeast
Yes	36.2%	31.0%
No	63.8%	69.0%
	100.0%	100.0%
Total respondents	425	149

**23. Have you received assistance from**

	State	Northeast
No outside assistance	30.9%	28.3%
Georgia Tech	24.2%	20.2%
Private-sector business assistance source	18.7%	21.2%
Another manufacturer or customers	11.0%	10.8%
Technical College	10.0%	5.2%
Other university (not Georgia Tech)	7.1%	6.5%
Small business Development Centers	4.6%	4.3%
Other public or nonprofit business assistant source	3.4%	4.0%
Federal lab, NAS, or other federal technology program	1.8%	1.6%
Total respondents	505	211

**24. Is your company interested in receiving training or technical assistance in any of these areas?**

	State	Northeast
Lean manufacturing, continuous flow	22.4%	21.2%
Marketing, niche marketing, market planning	20.6%	20.8%
Safety & health, ergonomics	18.6%	18.8%
Set up reduction, preventive maintenance	18.2%	15.7%
Human resources development, management development	15.8%	17.1%
General business analysis, planning	14.0%	15.7%
Barcoding	12.6%	13.1%
Product development, rapid prototyping	11.6%	11.6%
Electronic commerce, Internet applications	11.4%	9.4%
Energy management	10.7%	10.7%
MRP II, ERP, production scheduling, inventory management, accounting software	9.7%	12.8%
ISO 9000, QS-9000 quality certification	9.6%	7.8%
Generating financial info for obtaining capital	7.9%	6.9%

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Internet and compute system security	7.1%	7.9%
Pollution prevention	7.1%	6.9%
Supply chain management	5.7%	8.1%
Constraint management	5.3%	5.8%
ISO 14000 environmental management certification	4.2%	5.0%
Other topics	1.6%	2.1%
Total respondents	349	211

**25. Check box if you want info about GA Tech's services, seminars & workshops**

	State	Northeast
Total respondents	190	59

**26. What impacts have resulted or are expected from GA Tech's assistance? (%Resulted)**

	State	Northeast
Improved management/owner skills and know-how	46.1%	43.1%
Increased productivity	38.8%	34.4%
Improved employee skills and know-how	36.6%	42.5%
Improved profitability	34.3%	28.4%
Increased attention to quality	30.6%	47.3%
Improve an existing product or service	28.7%	33.3%
Improve an existing process	28.7%	33.6%
Adopted new technologies	23.4%	21.8%
Greater use of computers in the company	20.1%	26.6%
Improved relationships with existing customers	18.0%	15.6%
Improved response to market needs and trends	15.1%	23.9%
Greater flexibility and/or team orientation of employees	12.6%	20.7%
Increased sales	12.4%	20.7%
Increase in employee wages	11.3%	12.9%

**26. Estimate the assistance you received from GA Tech on the following:**

**26a. Number of jobs created**

	State	Northeast
None	74.8%	70.3%
1 - 5	13.7%	12.0%
6 - 100	11.5%	17.7%
	100.0%	100.0%
Mean number of jobs created	4	3
Total number of jobs created	2,509	67
Total respondents	87	23

**26b. Number of jobs saved**

	State	Northeast
None	72.8%	73.8%
1 - 5	14.9%	21.1%
6 - 100	12.9%	5.1%
	100.6%	100.0%
Mean number of jobs saved	7	1
Total number of jobs saved	4,055	18
Total respondents	82	19

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**26c. Increased sales**

	State	Northeast
No increase in sales	69.0%	69.3%
\$1 - \$500,000	17.3%	17.4%
\$500,000 and above	13.7%	13.3%
	100.0%	100.0%
Mean sales increase	\$ 280,660	\$ 193,960
Total sales increase	\$ 154,581,252	\$ 4,400,000
Total respondents	71	18

**26d. Savings in labor, materials, energy, waste and other cost savings**

	State	Northeast
No savings in labor, materials, etc.	44.1%	44.6%
\$1 - \$10,000	21.0%	12.5%
\$10,001 and above	34.9%	42.9%
	100.0%	100.0%
Mean savings	\$ 54,641	\$ 23,079
Total savings	\$ 29,858,329	\$ 435,800
Total respondents	71	17

**27. How much did the GA Tech assistance cost your facility (include personnel costs, materials, travel, marketing, equip, and other - not just direct fees)?**

	State	Northeast
No cost	45.5%	23.9%
\$1 - \$5,000	32.5%	47.7%
\$5,001 - 20,000	22.0%	28.4%
	100.0%	100.0%
Mean costs	\$ 27,191	\$ 37,617
Total costs	\$ 23,514,536	\$ 1,133,900
Total respondents	108	31