













1. Does your company provide health insurance for full-time employees?

		Response Percent	Response Count
a. Yes, pay full premium		25.4%	49
b. Yes, pay partial premium		60.6%	117
c. Yes, employee pays premium		1.0%	2
d. No		13.0%	25
answered question			193
skipped question			1


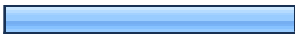


2. If no, what is the primary reason?

		Response Percent	Response Count
a. Cost		34.8%	8
b. Not enough employees to qualify for group plan		43.5%	10
c. Uncertainty about Patient Protection and Affordable Care Act (health reform legislation)		8.7%	2
d. Other		13.0%	3
Other (please specify)			3
answered question			23
skipped question			171

3. Has the cost of health insurance impacted your ability to:

		Response Percent	Response Count
A. hire new employees in the past three years?		13.2%	21
B. expand your business operations in other ways?		5.0%	8
C. Both		28.3%	45
D. Neither		53.5%	85
answered question			159
skipped question			35

4. How much has your health insurance cost increased over the past year?

		Response Percent	Response Count
A. 0 – 5%		24.4%	38
B. 6-15%		43.6%	68
C. 16-25%		16.7%	26
D. More than 25%		15.4%	24
answered question			156
skipped question			38







5. How well do you understand the Patient Protection and Affordable Care Act (PPACA, the federal health care reform legislation)?

		Response Percent	Response Count
a. Not very well		34.4%	55
b. Slightly understand		17.5%	28
c. Moderate		28.1%	45
d. Good		13.8%	22
e. Excellent		6.3%	10
answered question			160
skipped question			34








6. Have you calculated and planned for the impact of the Patient Protection and Affordable Care Act on your business?

		Response Percent	Response Count
a. Yes, thoroughly		13.0%	21
b. Somewhat		49.7%	80
c. No, don't know enough details to project (Skip next question)		37.3%	60
answered question			161
skipped question			33



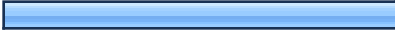
7. If you have projected the impact, which of these options might you take?

		Response Percent	Response Count
a. Reducing the number of full-time (FT) employees		15.5%	18
b. Passing premium costs to employees		37.1%	43
c. Changing private insurance plans to higher deductibles, co-pays		28.4%	33
d. Taking the employer penalty instead of mandated employee coverage (\$2000 - \$3000 per FT employee)		12.1%	14
e. Still undecided		40.5%	47
f. Will not impact me or my business		11.2%	13
		answered question	116
		skipped question	78








8. Wellness and prevention are important cost-containment measures in health care. What steps are you taking to encourage employee wellness and responsibility?

		Response Percent	Response Count
a. Health savings account (tax-deferred)		34.0%	54
b. Section 125 Flex account (pre-tax, non-covered expense reimbursement)		41.5%	66
c. Nutrition, exercise or weigh loss contests with incentives		27.7%	44
d. Healthy snacks / Nutrition education		23.3%	37
e. Gym membership		13.2%	21
f. Other		17.6%	28
g. None		27.7%	44
answered question			159
skipped question			35

9. Which of these statements do you most agree with?

		Response Percent	Response Count
a. I believe there needs to be a government option for health care insurance for the underinsured, unemployed.		18.5%	27
b. I believe the federal and state governments should better regulate the health insurance industry to contain costs, provide options.		22.6%	33
c. I believe the health insurance industry is capable of enacting changes to achieve lower costs through market competition and better collaboration with health care providers.		58.9%	86
		answered question	146
		skipped question	48




10. Of the options that have been discussed in Congress, which option do you think would best serve your business's health care needs?

		Response Percent	Response Count
a. Public option (govt.-run health insurance agency that competes with private insurers)		8.9%	13
b. Non-profit Co-ops (owned/controlled by members)		11.0%	16
c. Single payer (one insurance pool all run by federal government)		3.4%	5
d. Small Business groups (i.e. associations)		6.2%	9
e. Increased regulation on insurance, prescription drugs, hospitals		11.0%	16
f. Tax credits to offset mandatory coverage of employees		15.1%	22
g. Standard health care regulation in all states so insurance companies can offer policies across state lines.		44.5%	65
	Other (please specify)		9
		answered question	146
		skipped question	48








11. Please rate the following federal and state public policy issues in terms of importance for your business:

	Not important	Somewhat important	Important	Very important	Critical	Rating Average	Response Count
a. Health Care Reform Implementation (PPACA)	14.1% (20)	12.7% (18)	34.5% (49)	21.1% (30)	17.6% (25)	3.15	142
b. Medicare and Medicaid	13.8% (20)	19.3% (28)	27.6% (40)	20.0% (29)	19.3% (28)	3.12	145
c. Quality and Patient Safety	7.0% (10)	7.7% (11)	33.8% (48)	35.9% (51)	15.5% (22)	3.45	142
d. Insurance Reform (insurance premium expense)	5.6% (8)	4.2% (6)	25.7% (37)	31.9% (46)	32.6% (47)	3.82	144
e. Accountability and Transparency	2.1% (3)	6.3% (9)	22.2% (32)	42.4% (61)	27.1% (39)	3.86	144
f. Health Information Technology	4.9% (7)	12.5% (18)	34.7% (50)	34.0% (49)	13.9% (20)	3.40	144
g. Trauma and Emergency Readiness	7.0% (10)	16.1% (23)	26.6% (38)	35.0% (50)	15.4% (22)	3.36	143
h. Physician/Hospital Relations	9.1% (13)	17.5% (25)	30.8% (44)	30.1% (43)	12.6% (18)	3.20	143
i. Workforce	6.5% (9)	10.1% (14)	25.2% (35)	32.4% (45)	25.9% (36)	3.61	139
j. Medical Liability and Tort Reform	7.8% (11)	11.3% (16)	23.4% (33)	27.0% (38)	30.5% (43)	3.61	141
					Other (please specify)		4
					answered question		146
					skipped question		48






12. What's the most important priority for addressing the health care crisis in the U.S.?

		Response Percent	Response Count
a. Rising health care costs (both medical and insurance)		63.0%	92
b. Access to some form of insurance for all U.S. citizens		9.6%	14
c. Preventive care, wellness initiatives and personal responsibility (diet, exercise, non-smoking)		27.4%	40
		answered question	146
		skipped question	48






13. Which describes your business?

		Response Percent	Response Count
a. Sole proprietorship		4.3%	6
b. General Partnership		1.4%	2
c. LLP		8.6%	12
d. LLC		20.0%	28
e. S Corp		17.9%	25
f. C Corp		28.6%	40
g. Other		19.3%	27
		Other (please specify)	23
		answered question	140
		skipped question	54





14. Number of full-time employees:

		Response Percent	Response Count
a. 1-20		40.7%	59
b. 21-50		14.5%	21
c. 50-100		9.7%	14
d. 101-500		17.9%	26
e. 500+		17.2%	25
answered question			145
skipped question			49





15. Number of part-time employees:

		Response Percent	Response Count
a. 1 - 20		68.3%	84
b. 21-50		14.6%	18
c. 50-100		3.3%	4
d. 101-500		4.9%	6
e. 500+		8.9%	11
answered question			123
skipped question			71

16. Is your business located (check all that apply):

		Response Percent	Response Count
a. Single location		55.2%	80
b. Multiple locations		26.9%	39
c. Multiple states		11.7%	17
d. International		6.2%	9
answered question			145
skipped question			49

17. Please indicate your position in the company.

		Response Percent	Response Count
a. Owner / CEO or COO/ President / Managing Partner		68.8%	99
b. Human Resources / Personnel		17.4%	25
c. Mid-management		8.3%	12
d. Other		5.6%	8
Other (please specify)			8
answered question			144
skipped question			50