

The Employee Ownership Foundation Economic Performance Survey Summary 2000 – 2010

QUESTION	<u>2000</u> (535 Responses)	<u>2001</u> (321 Responses)	<u>2002</u> (200 Responses)	<u>2003</u> (350 Responses)	<u>2004</u> (375 responses)	<u>2005</u> (400 responses)	<u>2006</u> (426 responses)	<u>2007</u> (414 responses)	<u>2008</u> (421 responses)	<u>2009</u> (429 responses)	<u>2010</u> (418 responses)	<u>2011</u> (486 responses)
How did your company perform relative to the prior year?	66% Better than prior year	65% Better than prior year	50% Better than prior year	56% Better than prior year	65% Better than prior year	74% Better than prior year	78% Better than prior year	72% Better than prior year	66% Better than prior year	50.9% Better than prior year	33.5% Better than prior year	67.6 % Better than prior year
How has the ESOP affected overall productivity of employees?	59% Improved productivity	65% Improved productivity	60% Improved productivity	58% Improved productivity	63% Improved productivity	60.6% Improved productivity	68% Improved productivity	68% Improved productivity	70.5% Improved productivity	65% Improved productivity	63.3% Improved productivity	72.9 % Improved productivity
Did revenue increase over prior year?	74% Yes, revenue increased	75% Yes, revenue increased	58% Yes, revenue increased	60% Yes, revenue increased	70% Yes, revenue increased	84% Yes, revenue increased	85% Yes, revenue increased	82% Yes, revenue increased	71% Yes, revenue increased	57.9% Yes, revenue increased	29% Yes, revenue increased	70.2 % Yes, revenue increased
Did profitability increase over prior year?	67% Yes, profitability increased	63% Yes, profitability increased	47% Yes, profitability increased	59% Yes, profitability increased	64% Yes, profitability increased	74% Yes, profitability increased	77% Yes, profitability increased	72% Yes, profitability increased	66% Yes, profitability increased	50.4% Yes, profitability increased	37% Yes, profitability increased	68.1 % Yes, profitability increased
Has your company established any employee communications programs?	47% Yes, company has ESOP education program	52% Yes, company has ESOP education program	52% Yes, company has ESOP education program	49% Yes, company has ESOP education program	49% Yes, company has ESOP education program	51% Yes, company has ESOP education program	54% Yes, company has ESOP education program	47% Yes, company has ESOP education program	51% Yes, company has ESOP education program	51.3 % Yes, company has ESOP education program	61% Yes, company has ESOP education program	58.3% Yes, company has ESOP education program
Overall, how do you rate your company's decision to establish an ESOP?	85% Good decision	87% Good decision	87% Good decision	88% Good decision	88% Good decision	87.5% Good decision	91% Good decision	89% Good decision	92.4% Good decision	88.2 % Good decision	91% Good decision	92.2% Good decision
How did your company perform relative to the major stock indices?	N/A	N/A	71% Better than all three indices	81% Better than all three indices	16% Better than all three indices	51% Better than all three indices	72% Better than all three indices	41% Better than all three indices	50% Better than all three indices	88.5% Better than all three indices	N/A	NA

If you've received your independent valuation for the year, has your company's stock: increased, decreased, or remained the same?	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	59% Increased	79.6% Increased
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