

# Spring/Summer 2012 Survey Results



The Spring/Summer 2012 edition of the Missouri Association of Manufacturers survey included 75 manufacturers throughout the state that appear to be gaining confidence in our economy!

The overall demographics of the participants are noted below:

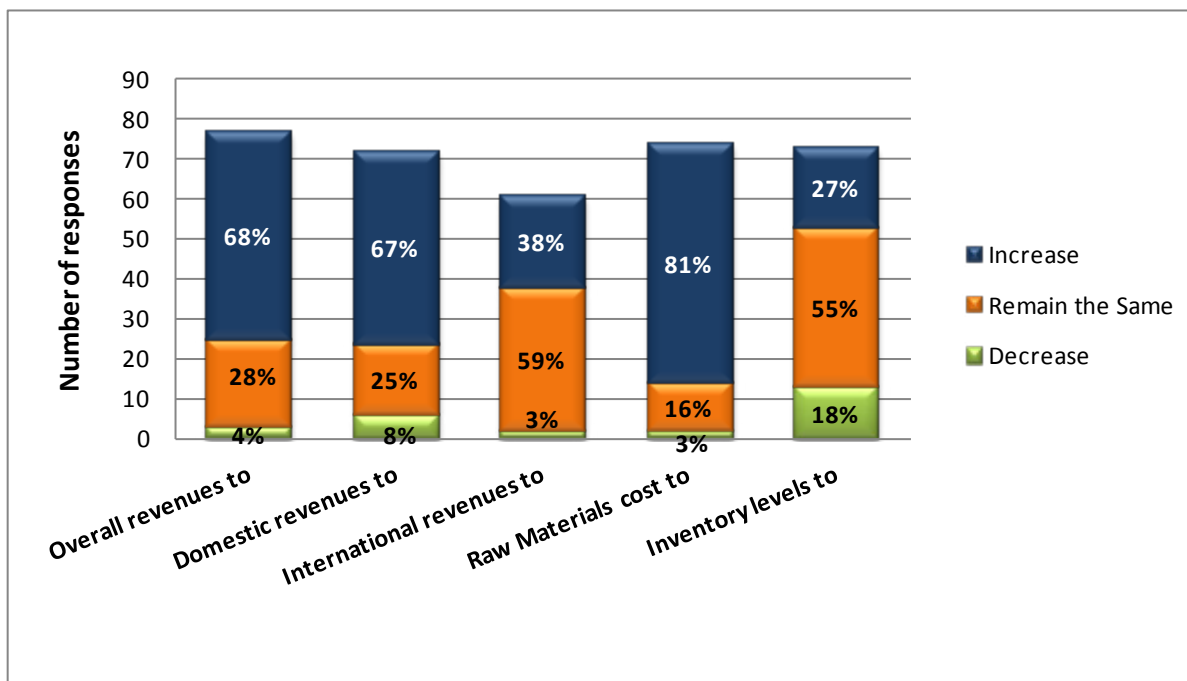
Region	Response Percentage
Kansas City Area	11.8%
Northwest Missouri (Region 1)	0%
Northeast Missouri (Region 2)	1.3%
Central Missouri (Region 3)	6.6%
Saint Louis Area (Region 4)	19.8%
Southeast Missouri (Region 5)	9.2%
Southwest Missouri (Region 6)	51.3%

Manufacturing Category	Response Percentage
Food and Beverage Products	1.3%
Metals and Fabricated Products	33.8%
Apparel Products	5.2%
Chemical Products	2.6%
Industrial Products	10.4%
Consumer Products	5.2%
Medical and Healthcare Products	3.9%
Aerospace Products	5.2%
Plastic Products	1.3%
Printing Products	3.9%
Computer Software	2.6%
Packaging	5.2%
Building Supplies	3.9%
Farm and Animal Products	2.6%
Other	12.9%

Company's Annual Revenue	Response Percentage
\$0 to \$5 Million	58.9%
\$5 to \$10 Million	6.8%
\$10 to \$25 Million	19.2%
\$25 to \$50 Million	6.8%
\$50 to \$100 Million	6.8%
\$100 Million or above	1.5%

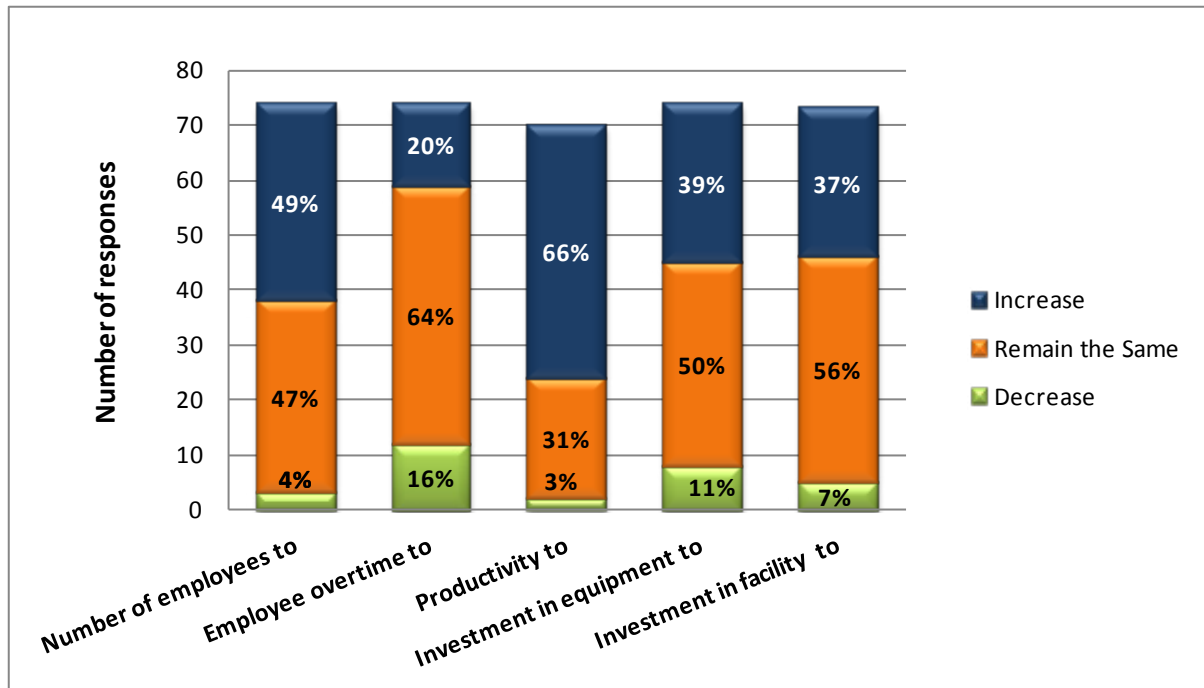
Continued improvement and optimism appear to be the theme among nearly 70% of the Missouri manufacturers participating in this survey. This is down slightly from the responses received in February. Most anticipate continued challenges with raw material costs and all appear to be monitoring inventory levels very closely.

Over the next 12 months, I expect:



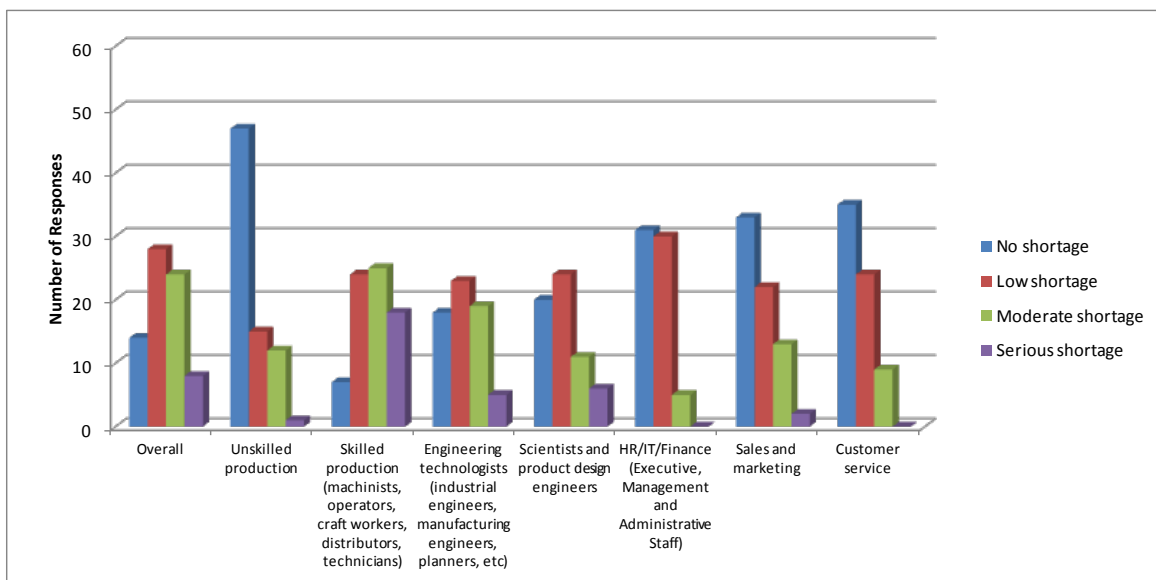
To meet anticipated increased revenues, nearly one half of the respondents anticipate increasing payroll and headcount versus increasing overtime for existing employees. The percentage of companies anticipating increased investments in equipment and facilities has diminished slightly from earlier in the year.

Over the next 12 months, I expect:



The current and long-term need for skilled production workers including machinists, operators, craft workers, distributors and technicians appears to be the concern for many of the respondents (nearly 40% over the next 3 to 5 years). Nearly one-third of the participants indicate lack of availability in the human resources, information technology and finance functions.

Availability of Qualified Workers Today

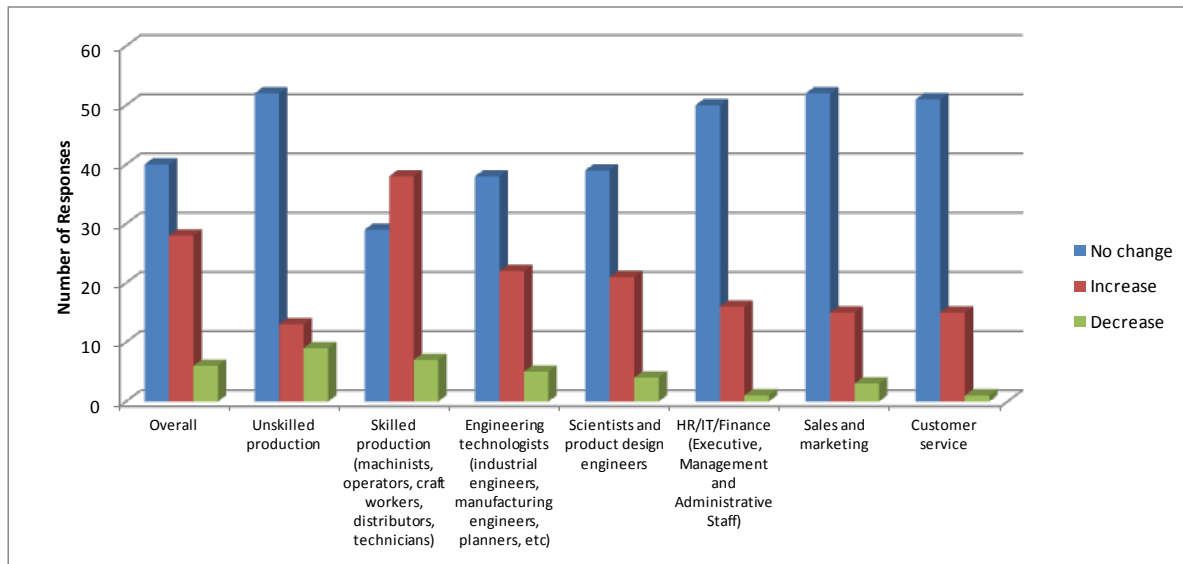


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## Availability of Qualified Workers Expected In 3-5 Years



Thanks to all who participated in the Missouri Association of Manufacturers survey. Please watch for the next questionnaire later this summer.

### Contact Us:

**Rita Needham**  
Missouri Association of Manufacturers  
Chief Executive Officer  
417.863.7262  
rita@MissouriManufacturers.org

**James L. Mather, CPA**  
RubinBrown Partner-In-Charge,  
Manufacturing & Distribution  
314.290.3470  
jim.mather@rubinbrown.com