

**2025 New York State Food and Beverage Manufacturing Survey**  
**Charles H. Dyson School of Applied Economics and Management**  
**Cornell University**

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**Purpose:** An assessment of New York food, beverage, food ingredient, and animal feed manufacturers to inform private and public investments and opportunities that support firm growth and improved profitability.

**Directions:** Please answer the survey questions as they relate to your firm. Only one survey is needed per firm, even if you own multiple manufacturing facilities (i.e., plants). Ownership of your own processing facilities is not required for participation. If you contract with a co-packer/co-manufacturer/shared-use-kitchen, please complete the survey. If you are a co-packer/co-manufacturer for other firms' products, please complete the survey. If you own some or all your processing facilities, please complete the survey.

<https://dyson.cornell.edu/fbm-survey2025>

**Regional Definitions:**

In questions where we refer to upstate New York and downstate New York, downstate New York includes the counties of Rockland, Putnam, Westchester, Bronx, New York, Queens, Kings, Richmond, Nassau, and Suffolk. Upstate New York is all other counties in the state.

**Confidentiality:**

All responses will remain strictly confidential. Results will be reported in aggregate form only.

**Please Share with Others!**

We encourage you to pass on the survey link to other NYS manufacturers in your professional networks. More responses improve the quality of the data and provide a clearer picture of the food, beverage, food ingredient, and animal feed manufacturing industry in New York.

**Questions?**

If you have any questions, contact Professor Todd Schmit, 350A Warren Hall, Cornell University, Ithaca, NY 14853, 607-255-3015, [tms1@cornell.edu](mailto:tms1@cornell.edu).

Please Complete Survey by December 19, 2025

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1. Does your firm have at least one processing facility (i.e., plant) that manufactures food, beverages, food ingredients or animal feeds in New York State, **OR** does your firm have food, beverages, food ingredients or animal feeds processed for you through contracted services (e.g., co-packer, co-manufacturer) in New York State? We define a manufacturer as a firm that does any processing post farm gate.  
☐ Yes  
☐ No (You do not need to complete this survey).

## I. OVERALL BUSINESS CHARACTERISTICS

In this section we are interested in learning about your firm's overall activities.

2. How long (*in years*) has your firm been manufacturing food, beverages, food ingredients or animal feed in **New York**? \_\_\_\_\_ years
3. How long (*in years*) has your firm been manufacturing food, beverages, food ingredients or animal feed in the **United States**? \_\_\_\_\_ years
4. How long (*in years*) has your firm been manufacturing food, beverages, food ingredients or animal feed **anywhere**? \_\_\_\_\_ years
5. Where is your firm's primary headquarters located? **Select only one.**
  - ☐ In upstate New York
  - ☐ In downstate New York
  - ☐ In another state in the United States
  - ☐ In another country
6. What is the formal **business structure** of your firm? If your firm has full or partial ownership in subsidiary firms, select the business structure of the primary firm. For example, a farmer owned cooperative cooperation with a wholly or partially owned subsidiary LLC business should select cooperative corporation. **Select only one.** Mark your answers with a ✓ or an X.
  - ☐ Sole proprietorship
  - ☐ Partnership
  - ☐ Limited Liability Company
  - ☐ Cooperative Corporation
  - ☐ Private S Corporation
  - ☐ Private C Corporation
  - ☐ Publicly Traded Corporation
  - ☐ Other: Please describe
7. Is your firm currently a member of any industry associations or business networks? **Select all that apply.**
  - ☐ Yes (local)
  - ☐ Yes (regional/national)
  - ☐ No

❖ Please proceed to Q8 if you answered 'Yes' in Q7.

8. Please list the industry associations and/or business networks your firm is a member of.

9. Which industry category below best reflects your firm's **PRIMARY** food, beverage, food ingredient and/or animal feed manufacturing industry in **TOTAL**; i.e., inside and outside New York (***select ONLY ONE***)? If your manufacturing activities reflect multiple industry categories, select all **SECONDARY** industries that apply, if any. Industry descriptions are provided in the Appendix (see last page). We will ask about your activities specifically in New York later. Mark your answers with a ✓ or an X.

<b>Manufacturing Industry</b>	<b>Primary</b> (select one)	<b>Secondary</b> (select all that apply, if any)
Animal food manufacturing		
Grain & oilseed milling		
Sugar & confectionery product manufacturing		
Fruit & vegetable preserving and specialty food manufacturing		
Dairy product manufacturing		
Animal slaughtering & processing		
Seafood product preparation & packaging		
Bakeries & tortilla manufacturing		
Other food manufacturing		
Soft drink & ice manufacturing		
Breweries		
Wineries		
Distilleries		

10. How many processing facilities (i.e., plants) of food, beverage, food ingredient and/or animal feed products does your firm operate, or contract with for processing, in upstate New York, in downstate New York, in other states of the United States, and in other countries? For each location category, provide the approximate number of employees at those facilities.

<b>Location Category</b>	<b>Number of Facilities</b>	<b>Total Employees**</b>
Upstate New York		
Downstate New York		
Other states in the United States		
Other countries		
<b>Total</b>		

\*\* Please represent Total Employees as the **average number of monthly employees** throughout your last fiscal year, including full- and part-time employees, and contract and seasonal workers. For example, a facility that has 20 employees nine months of the year and 40 employees the other three months of the year has an average monthly employee count of 25 (i.e.,  $(20 \times 9 + 40 \times 3)/12 = 300/12 = 25$ ). Average monthly employees from multiple manufacturing facilities within the same area classification should be added together to come up with total employees for that area. Businesses without paid employees should enter zero.

11. What was your firm's total sales revenue in your most recent fiscal year from food, beverage, food ingredient and/or animal feed products made in **ALL** processing facilities (inside and outside New York)? **Select only one.** Mark your answer with a ✓ or an X.

- ☐ Less than or equal to \$100 thousand
- ☐ \$101 thousand to \$250 thousand
- ☐ \$251 thousand to \$500 thousand
- ☐ \$501 thousand to \$999 thousand
- ☐ \$1 million to \$5 million
- ☐ \$6 million to \$10 million
- ☐ \$11 million to \$25 million
- ☐ \$26 million to \$50 million
- ☐ \$51 million to \$100 million
- ☐ \$101 million to \$250 million
- ☐ \$251 million to \$500 million
- ☐ \$501 million to \$750 million
- ☐ \$751 million to \$1 billion
- ☐ More than \$1 billion

12. In the last fiscal year, approximately what **percentage of your total output (i.e., production share)** of food, beverages, food ingredients and/or animal feeds were manufactured in facilities located in upstate New York, in downstate New York, in other states in the United States, and in other countries (*percentages must sum to 100%*). In addition, please indicate if the production share for each location category has increased, decreased, or stayed about the same over the last three years. Mark your answers with a ✓ or an X.

Location Category	Production share (percentage)	Change in production share, last three years*
Upstate New York		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Downstate New York		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Other states in the United States		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Other countries		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Total (must sum up to 100%)		

\* Select one option for each location category. Since the production shares must sum to 100%, if there is at least one location category that increased in production share, then there must be at least one location category that decreased in production share, and vice versa.

## II. MANUFACTURING ACTIVITY IN NEW YORK

In this section and in the rest of the survey we are interested in learning about your firm's manufacturing facilities and economic activity specifically in New York.

13. Please write down the county location for **EACH** of your processing facilities (i.e., plants), or facilities that you contract with for processing, in **NEW YORK**. Write down the county for **EACH** processing facility in New York, even if multiple plants are in the same county.

FACILITY	COUNTY	FACILITY	COUNTY
Facility 1		Facility 6	
Facility 2		Facility 7	
Facility 3		Facility 8	
Facility 4		Facility 9	
Facility 5		Facility 10	

- ❖ If you have more than 10 facilities, please use the free space and begin with Facility 11. If you have less than 10 facilities, leave the remaining fields blank.

14. Which industry category below best reflects your firm's **PRIMARY** food, beverage, food ingredient and/or animal feed manufacturing industry operating in **NEW YORK (select ONLY ONE)**? If your manufacturing activities in **NEW YORK** reflect multiple industry categories, select all **SECONDARY** industries that apply, if any. Industry descriptions are provided in the Appendix (see last page). If your responses are the same as earlier in the survey, you may check the box that says so or respond again in the table below. Mark your answer with a ✓ or an X.

- ☐ Our Primary AND Secondary Industry categories in New York are the same as indicated earlier.

Manufacturing Industry	Primary (select one)	Secondary (select all that apply)
Animal food manufacturing		
Grain & oilseed milling		
Sugar & confectionery product manufacturing		
Fruit & vegetable preserving and specialty food manufacturing		
Dairy product manufacturing		
Animal slaughtering & processing		
Seafood product preparation & packaging		
Bakeries & tortilla manufacturing		
Other food manufacturing		
Soft drink & ice manufacturing		
Breweries		
Wineries		
Distilleries		

15. In the last fiscal year, approximately what percentage of your firm's **total sales (i.e., sales share)** of food, beverages, food ingredients and/or animal feed **manufactured in New York** were sold **directly** to each of the following customer categories (*percentages must sum to 100%*)? In addition, please indicate if the sales share for each customer category has increased, decreased, or stayed about the same over the last three years. Please mark your answer with a ✓ or an X.

Customer Category	Sales share (percentage)	Change in sales share, last 3 years*
Wholesalers/Distributors		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Retail Grocers (grocery stores, discount stores)		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Restaurants (full- and limited-service, catering)		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Individual consumers		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Other food processors or manufacturers		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Public institutions/agencies**		<input type="checkbox"/> Increased <input type="checkbox"/> Decrease <input type="checkbox"/> About the same
Other, please describe:		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Total (must sum up to 100%)		

\* Select one option for each customer type. Since the sales shares must sum to 100%, if there is at least one customer type that increased in sales share, then there must be at least one customer type that decreased in sales share, and vice versa.

\*\* Public institutions include state or county operated K12 schools, correctional facilities, hospitals, mental health facilities, elderly care facilities, public universities and colleges, law enforcement, food banks, other food assistance agencies, other government agencies and offices, etc.

16. Do any of your processing facilities, or facilities that you contract with for processing, located in **NEW YORK** manufacture and sell products with any of the following branding? If yes, do you expect this product segment of your business (in terms of quantity of sales) to increase, decrease, or stay about the same over the next five years? Please mark your answers for expected change in business share for the next 5 years with a ✓ or an X.

Product Type	Yes/No	Expected change in business share for the next 5 years
<b>New York Branded</b>		
Made in New York (or similar)		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
New York Grown and Certified		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
<b>Product Certification</b>		
Organic		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Halal		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
Kosher		<input type="checkbox"/> Increased <input type="checkbox"/> Decreased <input type="checkbox"/> About the same
<b>Food Safety Certifications</b>		
GAPs		
SQF		

17. What best defines your firm's **PRIMARY food-based INPUT ingredient (e.g., tomatoes) or ingredient category (e.g., vegetables)**, defined either in terms of total cost or total volume, that your firm sources for your processing facilities in New York? For the online survey, this ingredient name will be repeated within some of questions that follow.

18. What best defines your firm's **PRIMARY OUTPUT product (e.g., tomato sauce) or output category (e.g., canned vegetables)**, defined either in terms of total sales or total volume, that your firm produces at your facilities in **New York**? For the online survey, this product name will be repeated within some of the questions that follow.

19. We are interested in better understanding the linkages between manufacturers, food-based input suppliers, and output markets. In the last fiscal year, tell us approximately what **percentage** of your **PRIMARY food-based INPUT ingredient** purchases for your processing facilities, or facilities that you are contract with for processing, in **NEW YORK** were sourced from upstate New York, from downstate New York, from other states in the United States, or from other countries (*the total must sum to 100%*). Similarly on the output side, tell us approximately what percentage of your **PRIMARY OUTPUT product** sales are delivered to buyers across the same areas (*the total must sum to 100%*).

Sourcing/Delivery Area	Sourcing: Primary Input Costs	Delivery: Primary Output Sales
Upstate New York		
Downstate New York		
Other states in the United States		
Other countries		
Total (must sum up to 100%)		

20. In the past 12 months, approximately how often has your business participated in the following activities with other businesses or organizations in **New York**? Mark your answer with a ✓ or an X.

Activity	Weekly	Monthly	Quarterly	Twice	Once	Never
Workforce training or workshops with other food processors within your industry (e.g., technical/safety training, skills development workshops)						
Industry events or networking with other types of food or beverage manufacturing businesses (e.g., trade shows, expos, fairs, local business mixers, association meetups)						
Meetings or sessions with suppliers (e.g., ingredient demo, distributor info session)						
Visits to supplier or customer facilities (e.g., audits, product trials, quality checks)						



### III. Ownership and Outsourcing in the Food Supply Chain

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**In this section we are interested in understanding the nature of your firm's food supply chain activities in NEW YORK. In other words, not just in the processing you do (or have done for you), but also in agricultural production, storage, transportation, and wholesale and retail activities. To do so, we are interested in what activities along the food supply chain you OWN and operate and what activities along the food supply chain you OUTSOURCE through formal or informal contracts with other firms. In some cases, it may be only one or the other, while in other cases, it may be some of both.**

**In this question we will consider the following food supply chain activities:**

1. Production of primary food input/ingredients (agricultural/farm production or intermediate product)
2. Production of secondary food ingredients (spices, sweeteners, flavorings)
3. Primary food input/ingredient transportation to your processing facilities
4. Secondary food ingredient transportation to your processing facilities
5. R&D (product development)
6. Initial processing (e.g., washing, cutting, slaughtering)
7. Final processing (e.g., cooking, mixing, butchering)
8. Packaging and packing (e.g., wrapping, bottling, canning, boxing)
9. Storage and warehousing for output
10. Primary output transportation to your customers
11. Wholesale sales operations
12. Retail sales operations

**Here are some examples that may be helpful to you in understanding this question:**

- a) If your firm buys your primary food ingredient from farmers or other businesses, select 0% ownership (100% outsourcing). But if your firm produces all the primary food ingredients on your own farm, select 100% ownership.
- b) If your firm conducts all your initial and final processing through facilities you own and operate and outsources trucking services for delivery of your output, select 100% ownership for both initial and final processing and 0% ownership (100% outsourcing) for trucking services.
- c) If your firm owns and operates storage facilities for 50% of your output and outsources with other firms for the rest, select 50% ownership for storage and warehousing.
- d) If you conduct your own wholesale sales operations with paid employees, select 100% ownership. If you hire a separate firm (broker) to market and negotiate wholesale sales on your behalf, select 0% ownership.
- e) If there is a supply chain activity not applicable for your firm, then check NA. A common example for processors is retail operations. In other words, you do not own and operate your own retail stores nor do you contract with a firm with retail store space to manage retail sales at that location under your brand.

21. For each food supply chain activity below, indicate the relative level of activity that you outsource to other firms versus owning and operating that segment of food supply chain yourself. If the activity is not applicable, mark your answer with a ✓ or an X in the far-right column.

<b>Food Supply Chain Activity</b>	<b>Ownership Level 0% (full outsourcing) to 100% (full ownership)</b>	<b>Not applicable (no outsourcing or ownership activity)</b>
Production of primary food input/ingredients (agricultural/farm production or intermediate product)		
Production of secondary food ingredients use (spices, sweeteners, flavorings)		
Primary food ingredient transportation to processing facilities		
Secondary food ingredient transportation to processing facilities		
R&D (product development)		
Initial processing (e.g., washing, cutting, slaughtering)		
Final processing (e.g., cooking, mixing, butchering)		
Packaging and packing (e.g., wrapping, bottling, canning, boxing)		
Storage and warehousing for output		
Primary output transportation to your customers		
Wholesale sales operations		
Retail sales operations		

#### IV. Capital Investments and Government Support

**In this section we are interested in learning about your firm's recent capital investments in your operational facilities located in New York, the extent of government funding that supported your investments, and in what you invested.**

22. In the past three years, have you made any capital expenditures greater than \$50,000 in processing facilities (including equipment and vehicles) located in **New York**?

- ☐ Yes
- ☐ No

❖ If you answered Yes, continue to Q23. If you answered No, please proceed to Q29.

23. Please tell us more about capital expenditures in processing facilities located in New York in the last three years. For which of the following areas did the large capital expenditures (More than \$50,000) take place? **Check all that apply.**

- ☐ New facility
- ☐ Existing facility expansion
- ☐ Equipment (including vehicles)
- ☐ None of the above

❖ If you answered 'New facility' and/or 'Existing facility expansion, please proceed to Q24.

❖ If you answered 'Equipment' **only**, please proceed to Q25.

❖ If you answered all, please don't skip any questions. Answer in order.

❖ If you answered 'None of the above', please proceed to Q27.

❖ Reminder, Q24 is only for respondents who answered 'New facility' and/or 'Existing facility expansion' in Q23.

24. For the new/expanded facility, please answer the following:

- a) What is the square footage of the new facility/facility expansion? \_\_\_\_\_
- b) Was the investment intended to reduce and document your carbon footprint/level of emissions?
  - ☐ Yes
  - ☐ No
  - ☐ Unsure
- c) Did any of the investments incorporate Artificial Intelligence?
  - ☐ Yes
  - ☐ No
  - ☐ Unsure
- d) What was the total investment in the last three years, in thousands of dollars, made by your firm?  
\_\_\_\_\_

❖ Reminder, Q25 and Q26 are only for respondents who answered 'Equipment' in Q23.

25. In what types of equipment did your firm invest in the last three years? **Check all that apply.**

- ☐ Food processing equipment
- ☐ Food packaging equipment
- ☐ Cold chain or storage
- ☐ Trucking or transportation equipment/systems
- ☐ Digital tracking systems (inventory, traceability)
- ☐ Other: please describe \_\_\_\_\_

26. For the equipment expenditures, please answer the following:

- a) Was the investment intended to reduce and document your carbon footprint/level of emissions?
- ☐ Yes  
☐ No  
☐ Unsure
- b) Did any of the investments incorporate Artificial Intelligence?
- ☐ Yes  
☐ No  
☐ Unsure
- c) What was the total investment in equipment in the last three years, in thousands of dollars, made by your firm?
- \_\_\_\_\_

27. Did you receive local, state, and/or federal government support for your capital investments? **Check all that apply.**

- ☐ Yes, local support  
☐ Yes, state support  
☐ Yes, federal support  
☐ We received support, but are unsure if it was from a local, state, or federal source.  
☐ We did not receive government support

❖ If you answered 'We did not receive government support', proceed to Q29. If not, proceed to Q28.

28. Please tell us more about the government support you received. Mark your answer with a ✓ or an X. The support that we received included:

- ☐ Grant greater than \$50,000 but less than \$100,000 (i.e., no repayment requirement)  
☐ Grant greater than or equal to \$100,000 (i.e., no repayment requirement)  
☐ Low interest or no interest loan  
☐ Tax incentives or payment in lieu of taxes (PILOT)  
☐ Technical assistance  
☐ Other. Please describe: \_\_\_\_\_

29. Does your firm plan to make any major capital investments in any of your New York facilities in the next five years?

- ☐ Yes  
☐ No, we do not have plans to make any capital investment (greater than \$50,000) in a New York facility in the next five years.  
☐ Unsure

❖ If you answered 'Yes', proceed to Q30. If you answered 'No' or 'Unsure', proceed to Q31.

30. If your firm plans to make any major capital investments in any of your New York facilities in the next five years, select capital investment level category. **Select all that apply.** Mark your answer with a ✓ or an X.

	Greater than \$50,000	Greater than \$100,000	Greater than \$250,000	Greater than \$500,000	Greater than \$1,000,000	Greater than \$2,000,000
We plan to build a new facility						
We plan to expand an existing facility						
We plan to purchase new equipment						

#### IV. Institutional Sales in New York

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In this section we are interested in learning about your approach to and interest in institutional sales to New York State agencies given recent policy efforts in the State to increase New York Food Product purchases by State agencies. New York State spends over \$1 billion each year on food procurement through its agencies and publicly funded facilities.

In 2018, New York State introduced the 30% NYS Initiative (NY30) that provides an additional state reimbursement of \$0.19 per reimbursable lunch meal to school food authorities (SFAs) if at least 30% of food procurement dollars are spent on “New York Food Products”. NY30 defines a “New York Food Product” as a food item that is grown, harvested, or produced in New York; or a food item processed inside or outside New York comprising at least 51% agricultural raw materials grown, harvested, or produced in New York (by weight or volume).

In 2023, Governor Hochul signed Executive Order #32 (EO32) requiring ALL state agencies (excluding SFAs) to meet a 30% spending threshold on New York Food Products by the end of 2027. EO32 defines a “New York State Food Product” more narrowly than NY30: a food item that is grown harvested, or produced in New York; or a food item processed INSIDE New York comprising at least 51% agricultural raw materials grown, harvested, or produced in New York (by weight or volume).

Senate Bill S3125A passed in March 2024 to codify EO32 into State Finance Law in perpetuity. As for the development of this survey, the bill has been delivered to the State Assembly and remains in Committee.

The questions below refer to your primary output product.

31. Were you aware of the 30% NYS Initiative (NY30) and the Governor’s Executive Order #32 (EO32) before taking this survey?
- ☐ Yes
  - ☐ No
32. Would your primary output product currently qualify as a New York Food Product under the 30% NYS Initiative (NY30)?
- ☐ Yes, all our annual production
  - ☐ Yes, but only some of our annual production
  - ☐ No
  - ☐ Unsure
33. Would your primary output product currently qualify as a New York Food Product under the Governor’s Executive Order #32 (EO32)?
- ☐ Yes, all our annual production
  - ☐ Yes, but only some of our annual production
  - ☐ No
  - ☐ Unsure
34. Are you interested in finding ways for more of your primary output product to qualify for 30% NYS Initiative (NY30) and/or the Governor’s Executive Order #32 (EO32)?
- ☐ Yes
  - ☐ No
  - ☐ Maybe

35. Please let us know the extent to which you agree with the following statements specifically for your ability to make your primary output product qualify for NY30 and EO32, where 1 represents strongly disagree to 5 representing strongly agree. (1: Strongly disagree, 2: Disagree, 3: Neutral 4: Agree, 5: Strongly agree).

Statement	Score
We can source enough of the raw product needed from NYS growers/farmers/suppliers to qualify	
Assistance from the state is helpful in sourcing additional raw product to qualify	
We have the right equipment/manufacturing capacity in NYS or can outsource it to comply	
The demand associated with NYS institutions is sufficient to justify modifications in production/supply chain/traceability	
The price point associated with NYS institutional sales is sufficient to make them attractive markets	
The effort associated with our products to qualify is doable without significant additional cost	
The supply chain logistics associated with institutional sales do not pose a challenge	
We feel confident that EO32 will continue even with changes in the NYS Governorship	

36. Specifically related to the sourcing of your raw food product ingredients in order to qualify for NY30 and EO32, select all of the following that apply. Please mark your answer with a ✓ or an X.

- ☐ We can relatively easily source enough product from New York sources
- ☐ We can't source enough product because it isn't produced in New York
- ☐ We can't source enough product because it isn't produced in enough quantity in New York
- ☐ We can't source enough product because there is no aggregator to buy it from
- ☐ We can't source enough product because there is inadequate transportation infrastructure to get it to our facility
- ☐ We can't source enough product because they are too expensive if they're produced in New York
- ☐ We can't source enough product because they are of lower quality if they're produced in New York

## V. Economic Vitality

In this last section we are interested in an overall assessment of your past and expected outlook on business operations for your firm as it operates in New York State.

37. Based on your manufacturing operations in New York State, approximately what was your firm's average annual revenue growth over the past three years, the revenue growth for last year, your expected revenue growth for next year, and your expected annual revenue growth over the next five.

Time period	Percentage
Average annual revenue growth for the PAST THREE YEARS	
Annual revenue growth for the PAST YEAR	
Expected annual revenue growth for the NEXT ONE YEAR	
Expected annual revenue growth for the NEXT FIVE YEARS	

38. Based on your manufacturing operations in New York State, please provide your outlook for employee staffing for next year and the next five years compared to the current year. Please mark your answer with a ✓ or an X.

Employee Staffing Outlook	Next 1 year (select one)	Next 5 years (select one)
We will be hiring additional employees		
Staying at about the same level of employees		
We will be reducing our workforce		
Not sure		

39. Please let us know the extent to which you agree with the following statements about the local labor market and its impact on your business, where 1 represents strongly disagree to 5 representing strongly agree. (1: Strongly disagree, 2: Disagree, 3: Neutral, 4: Agree, 5: Strongly agree).

Statement	Score
It is easy for my firm to find workers with the necessary skills locally	
Recruiting locally helps reduce our hiring and training costs	
Employees often bring valuable experience from other local food and beverage firms that benefits our business	
Competition from nearby firms makes it harder to attract and retain skilled workers	
The local labor market in New York provides sufficient seasonal or temporary workers when our business needs them	
The availability of skilled labor locally was an important factor in my firm's decision to locate or remain in New York	
Competition in the local labor market forces us to offer higher starting wages than we would otherwise	
The abundance of nearby firms increases overall employee turnover in our business	

40. If New York State could do ONE thing to support your business over the next five years, what would it be?

41. What is the greatest threat to your economic viability for your processing operations in New York State?

Thank you for your time in completing this survey! Your input is incredibly valuable! Please feel free to pass on the survey link to other NYS food, beverage, and food ingredient manufacturers in your professional networks.

If you'd like to receive notice when the survey results and economic analysis are published to the public, please leave your contact information below and we will reach out to you.

**Contact Information**

Your Name:  
Firm Name:  
Email:  
Phone number:

If you would like to provide any additional comments, please do so below.



<b>Manufacturing Industry</b>	<b>Industry Description</b>
Animal food manufacturing	Firms primarily engaged in manufacturing food and feed for animals from ingredients.
Grain & oilseed milling	Firms primarily engaged in milling flour or meal from grains or vegetables, manufacturing malt, wet milling corn and other vegetables, crushing oilseeds and tree nuts, refining or blending vegetable oils, or manufacturing breakfast cereals.
Sugar & confectionery product manufacturing	Firms that process agricultural inputs, such as sugarcane, beet, and cacao, to give rise to a new product (sugar or chocolate) or begin with sugar and/or chocolate and process these further.
Fruit & vegetable preserving and specialty food manufacturing	Firms that freeze food, and establishments that use preservation processes, such as pickling, canning, and dehydrating.
Dairy product manufacturing	Firms that manufacture dairy products from raw milk, processed milk, and dairy substitutes (except butter substitutes).
Animal slaughtering & processing	Firms primarily engaged in slaughtering animals; preparing processed meats and meat byproducts; rendering and/or refining animal fat, bones, and meat scraps, or in assembly cutting and packing of meats (i.e., boxed meats) from purchased carcasses.
Seafood product preparation & packaging	Firms primarily engaged in canning seafood; smoking, salting, and drying seafood; eviscerating fresh fish; shucking and packing fresh shellfish; processing marine fats and oils; and/or freezing seafood.
Bakeries & tortilla manufacturing	Firms primarily engaged in manufacturing fresh and frozen bread and other bakery products; retailing bread and other bakery products not for immediate consumption made on the premises from flour, not from prepared dough; manufacturing cookies, crackers, and dry pasta; manufacturing prepared flour mixes or dough from flour ground elsewhere; or manufacturing tortillas.
Other food manufacturing	Firms primarily engaged in manufacturing other food products such as snack food manufacturing; coffee and tea manufacturing; concentrate, syrup, condiment, and spice manufacturing; and, in general, an entire range of other miscellaneous food product manufacturing.
Soft drink & ice manufacturing	Firms primarily engaged in manufacturing soft drinks; manufacturing ice; and/or purifying and bottling water.
Breweries	Firms primarily engaged in brewing beer, ale, lager, malt liquors, and nonalcoholic beer.
Wineries	Firms primarily engaged in growing grapes and manufacturing wines and brandies; manufacturing wines and brandies from grapes and other fruits grown elsewhere, and/or blending wines and brandies.
Distilleries	Firms primarily engaged in distilling potable liquors (except brandies); distilling and blending liquors; and/or blending and mixing liquors and other ingredients.