



NATIONAL CENTER FOR THE MIDDLE MARKET

West Region's Middle Market Perspectives on Government Services

WEST REGION'S MIDDLE MARKET COMPARED TO THE U.S. MIDDLE MARKET

STATES INCLUDED IN THIS REGION:

Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming

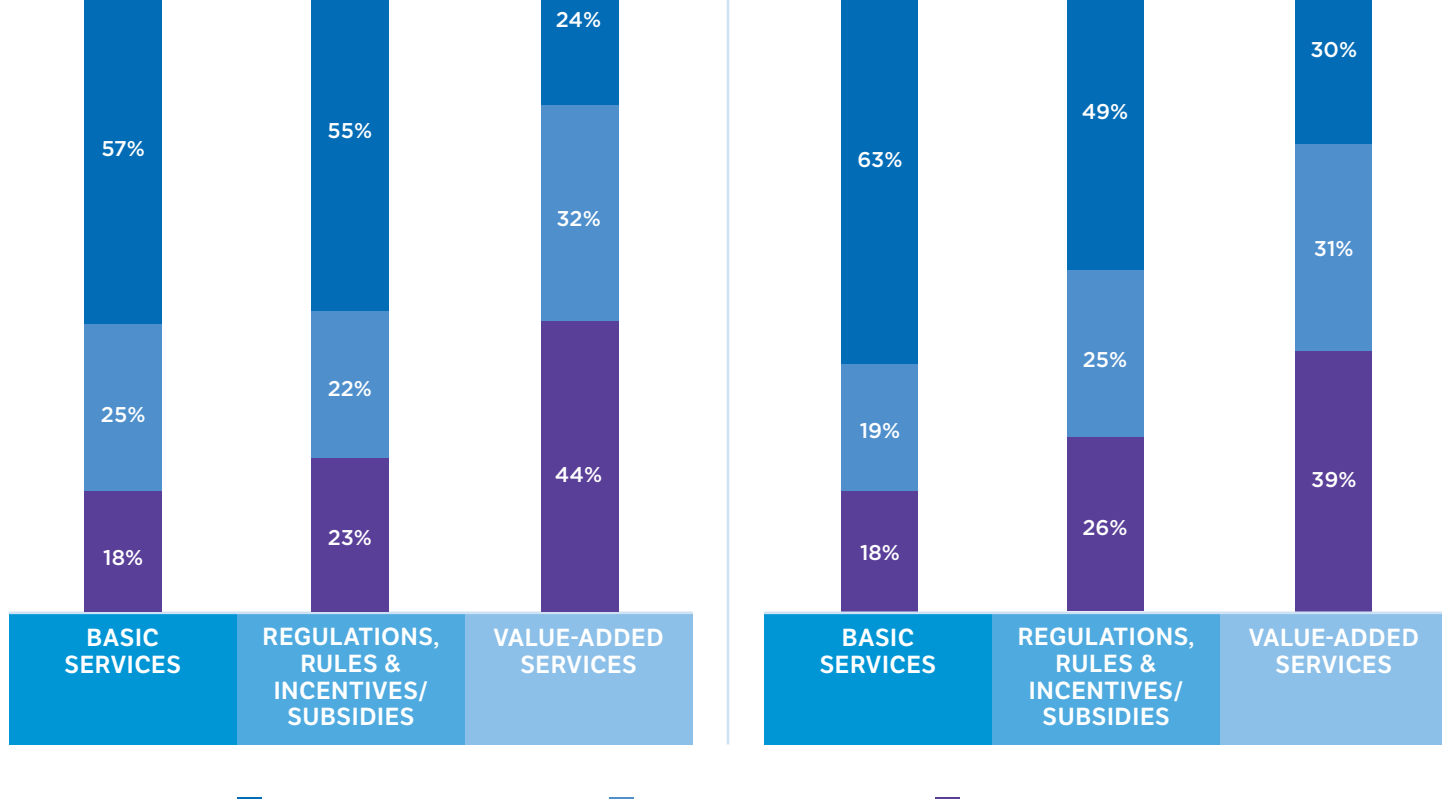
The U.S. middle market is the fastest growing segment of the economy. But it is often stuck in the middle: too big to qualify for special services or to be exempt from regulations, and too large to field government-affairs teams at seats of government. The National Center for the Middle Market

therefore took an election-year opportunity to ask middle market executives to evaluate the quality and impact of the government services they receive. This data shows how the West Region's middle market view of government services compares to the view of the U.S. middle market as a whole.

IMPORTANCE OF GOVERNMENT FUNCTIONS TO BUSINESS OPERATIONS

WEST REGION'S MIDDLE MARKET

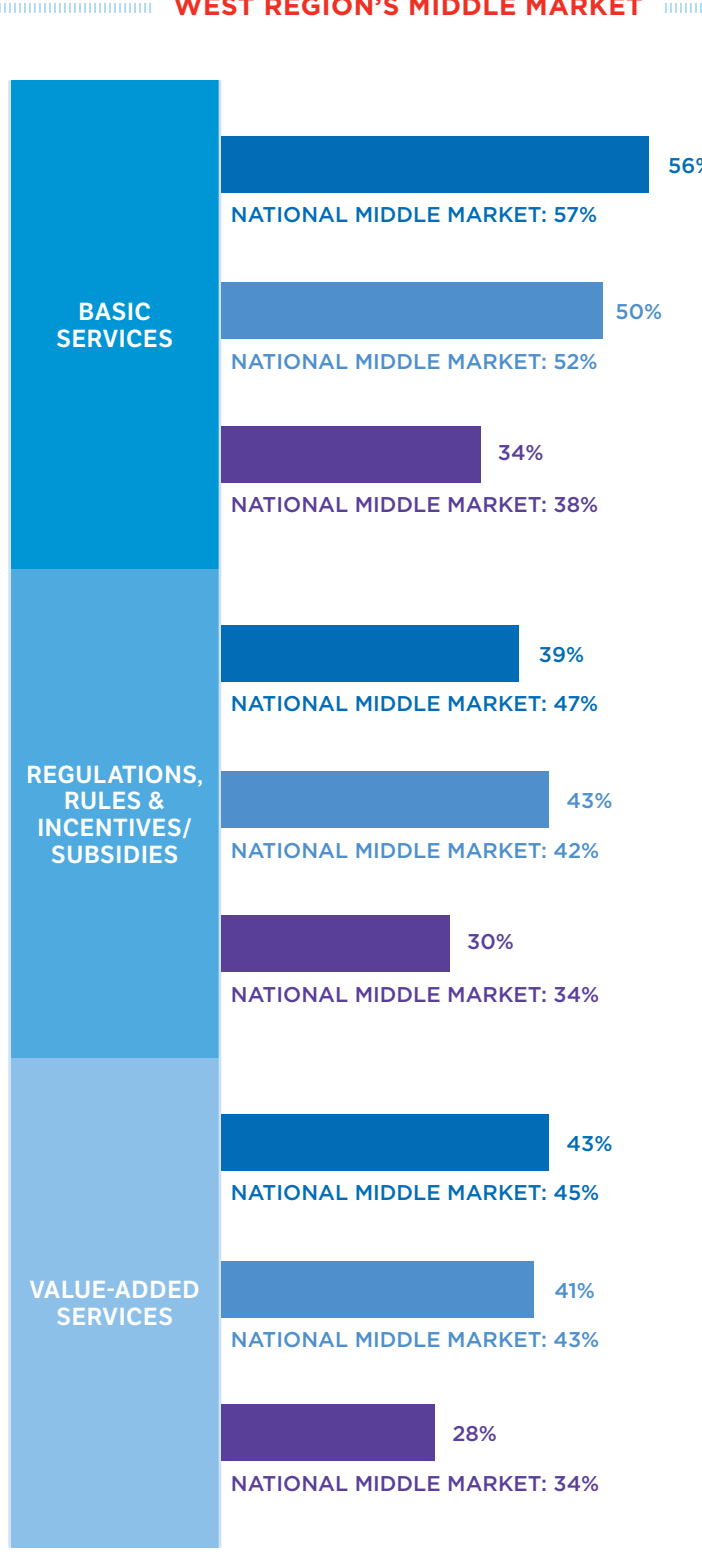
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PERCENT AT LEAST SOMEWHAT SATISFIED WITH GOVERNMENT SERVICES

WEST REGION'S MIDDLE MARKET

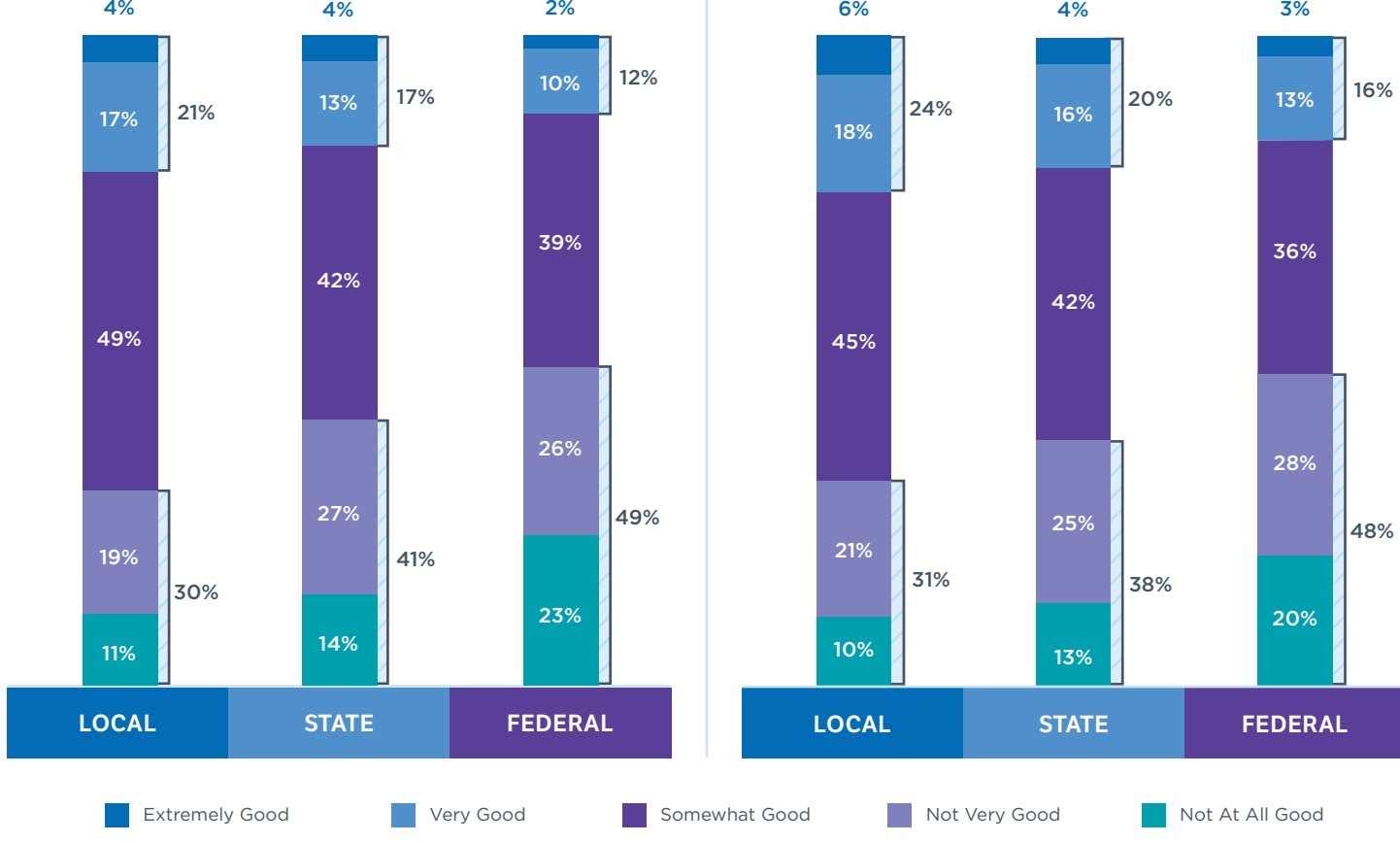


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VALUE FOR THE MONEY FOR THE TAXES/FEEES PAID TO EACH LEVEL OF GOVERNMENT

WEST REGION'S MIDDLE MARKET

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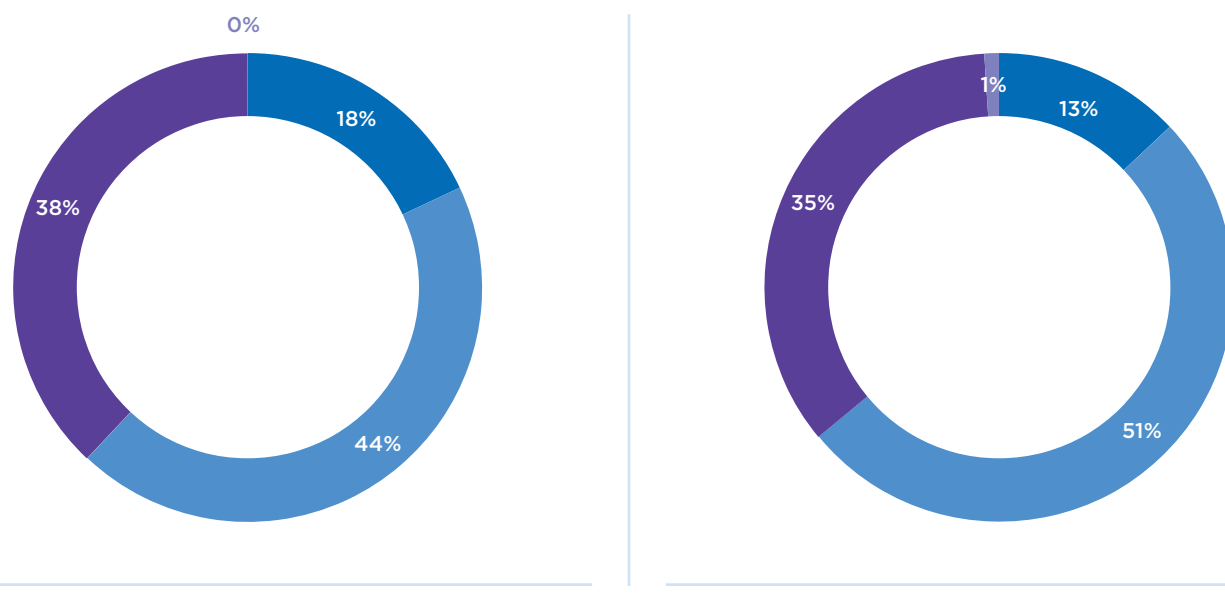


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COMPANY'S REGULATORY BURDEN

WEST REGION'S MIDDLE MARKET

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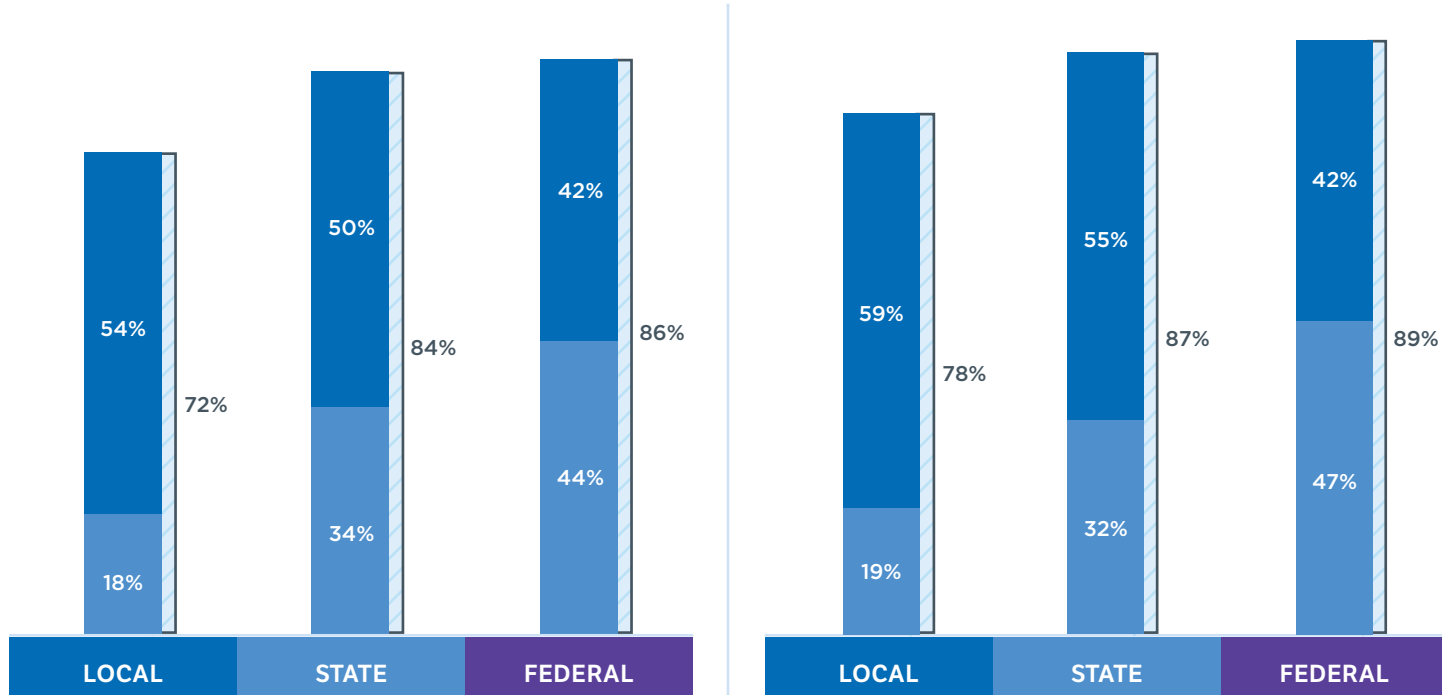


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IMPACT OF REGULATIONS ON BUSINESSES BY LEVEL OF GOVERNMENT

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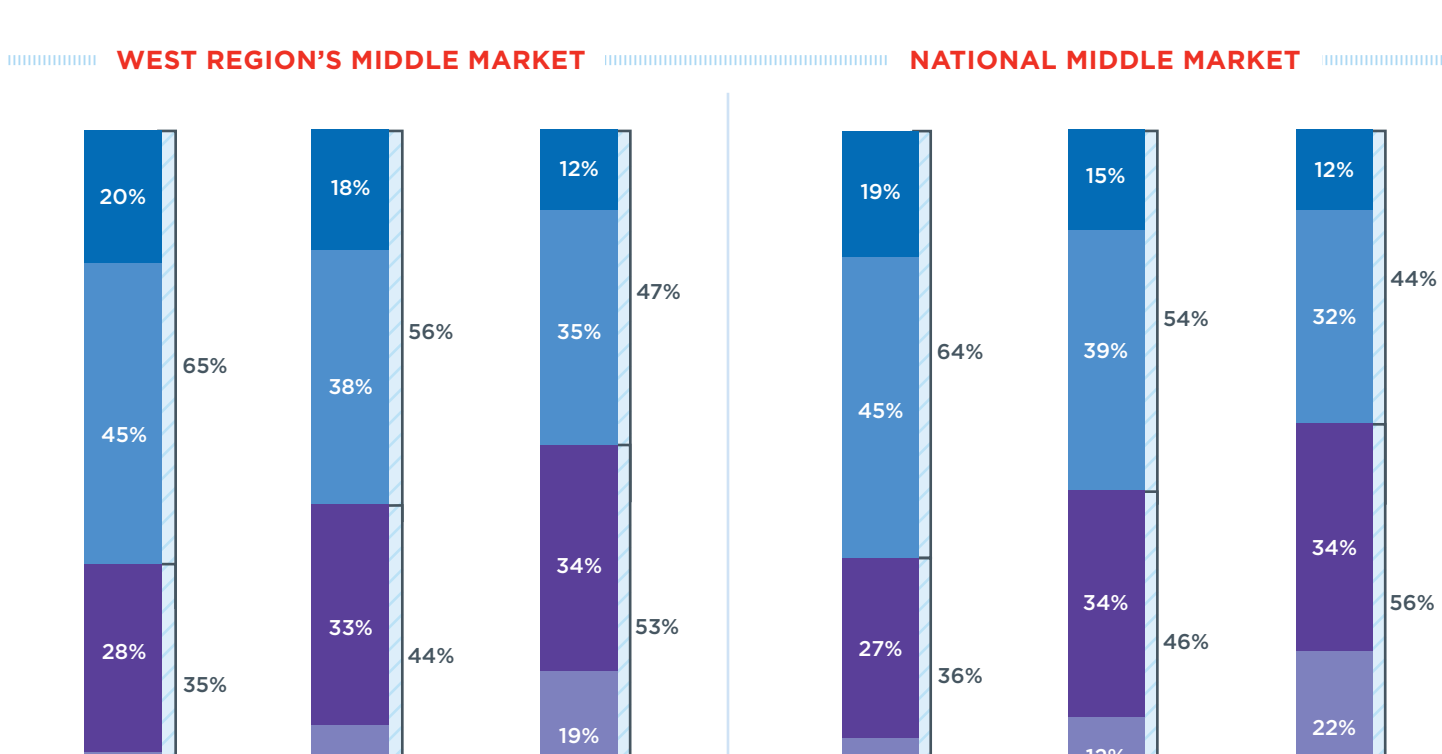


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QUALITY OF EXPERIENCE WITH A GOVERNMENT OFFICIAL

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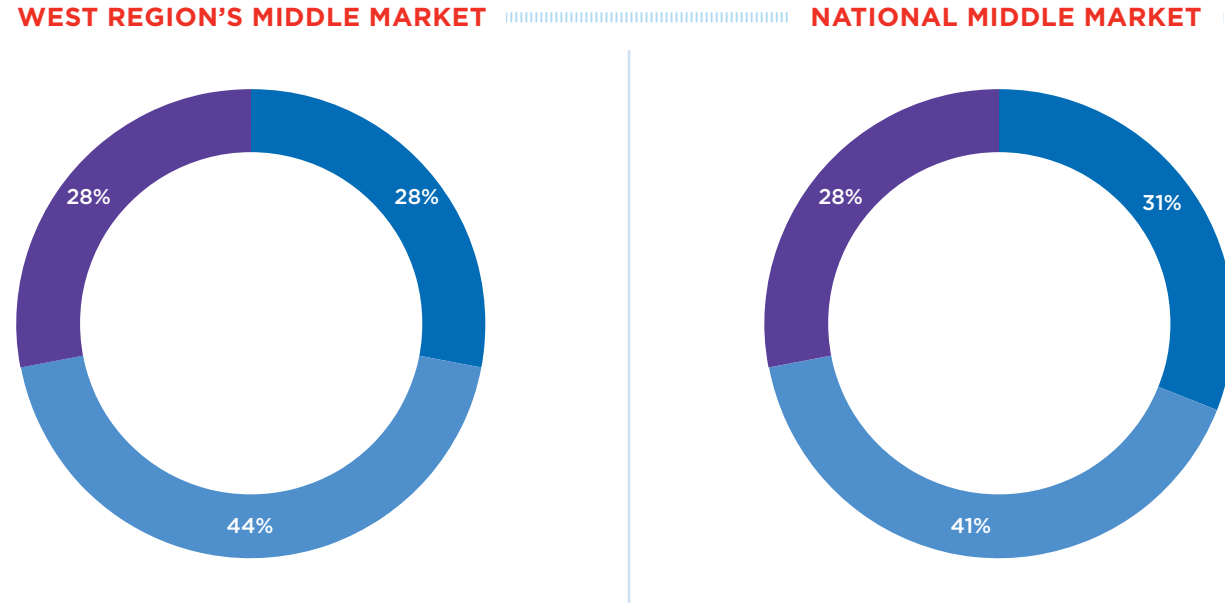


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EXTENT TO WHICH REGULATIONS FROM DIFFERENT LEVELS OF GOVERNMENT COMPOUND EACH OTHER

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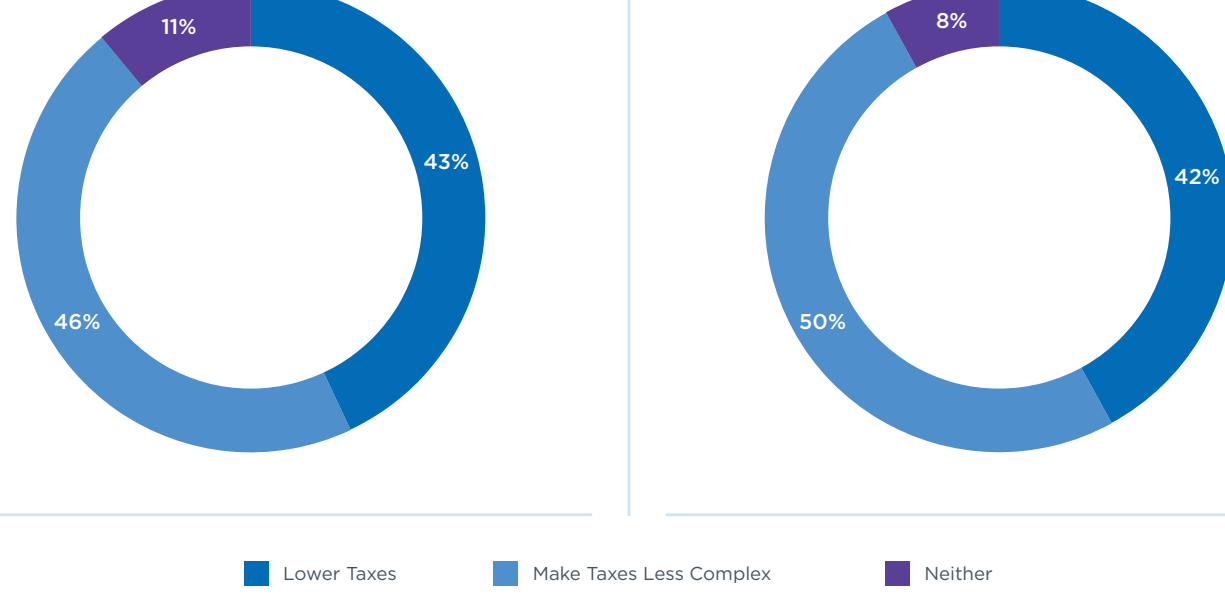


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PREFERENCE BETWEEN LOWERING TAXES OR MAKING TAXES LESS COMPLEX

WEST REGION'S MIDDLE MARKET

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