

C) INVESTMENTS— Did the professional services provided factor into the company's decisions to make additional investments in any of the following? (check all that apply and estimate a value)

1. build or renovate a facility or purchase land: Projected Value: \$ _____
2. purchase machinery or equipment: Projected Value: \$ _____
3. purchase IT system or software: Projected Value: \$ _____
4. expand vehicle fleet: Projected Value: \$ _____
5. other areas of business: Projected Value: \$ _____ Please define: _____

D) REVENUES—How do you expect the professional services to affect your organization's revenue? (check all that apply and estimate a value)

1. create efficiency or productivity gains: Projected Value: \$ _____
2. retain existing revenue: Projected Value: \$ _____
3. increase revenue from existing clients: Projected Value: \$ _____
4. generate new revenue: Projected Value: \$ _____

E) JOBS CREATED—Did the professional services assist your efforts to create jobs? (Indicate number of jobs created and hourly wage for each category)

- | | | |
|--|---------------|-----------------------|
| 1. <input type="checkbox"/> clinical staff | Number: _____ | Hourly Wage: \$ _____ |
| 2. <input type="checkbox"/> customer service staff | Number: _____ | Hourly Wage: \$ _____ |
| 3. <input type="checkbox"/> drivers and transportation staff | Number: _____ | Hourly Wage: \$ _____ |
| 4. <input type="checkbox"/> equipment maintenance staff | Number: _____ | Hourly Wage: \$ _____ |
| 5. <input type="checkbox"/> executive level positions | Number: _____ | Hourly Wage: \$ _____ |
| 6. <input type="checkbox"/> IT/data processing staff | Number: _____ | Hourly Wage: \$ _____ |
| 7. <input type="checkbox"/> logistics/shipping staff | Number: _____ | Hourly Wage: \$ _____ |
| 8. <input type="checkbox"/> machinists | Number: _____ | Hourly Wage: \$ _____ |
| 9. <input type="checkbox"/> manager and supervisor positions | Number: _____ | Hourly Wage: \$ _____ |
| 10. <input type="checkbox"/> non-clinical staff | Number: _____ | Hourly Wage: \$ _____ |
| 11. <input type="checkbox"/> nursing staff | Number: _____ | Hourly Wage: \$ _____ |
| 12. <input type="checkbox"/> office staff | Number: _____ | Hourly Wage: \$ _____ |
| 13. <input type="checkbox"/> operators | Number: _____ | Hourly Wage: \$ _____ |
| 14. <input type="checkbox"/> other | Number: _____ | Hourly Wage: \$ _____ |
| 15. <input type="checkbox"/> production workers | Number: _____ | Hourly Wage: \$ _____ |
| 16. <input type="checkbox"/> sales staff | Number: _____ | Hourly Wage: \$ _____ |
| 17. <input type="checkbox"/> warehouse staff | Number: _____ | Hourly Wage: \$ _____ |
| 18. <input type="checkbox"/> welders | Number: _____ | Hourly Wage: \$ _____ |

F) JOBS RETAINED-- Did the professional services assist your efforts to retain jobs? (Indicate number of jobs retained and hourly wage for each category)

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|--|---------------|-----------------------|
| 1. <input type="checkbox"/> clinical staff | Number: _____ | Hourly Wage: \$ _____ |
| 2. <input type="checkbox"/> customer service staff | Number: _____ | Hourly Wage: \$ _____ |
| 3. <input type="checkbox"/> drivers and transportation staff | Number: _____ | Hourly Wage: \$ _____ |
| 4. <input type="checkbox"/> equipment maintenance staff | Number: _____ | Hourly Wage: \$ _____ |
| 5. <input type="checkbox"/> executive level positions | Number: _____ | Hourly Wage: \$ _____ |
| 6. <input type="checkbox"/> IT/data processing staff | Number: _____ | Hourly Wage: \$ _____ |
| 7. <input type="checkbox"/> logistics/shipping staff | Number: _____ | Hourly Wage: \$ _____ |
| 8. <input type="checkbox"/> machinists | Number: _____ | Hourly Wage: \$ _____ |
| 9. <input type="checkbox"/> manager and supervisor positions | Number: _____ | Hourly Wage: \$ _____ |
| 10. <input type="checkbox"/> non-clinical staff | Number: _____ | Hourly Wage: \$ _____ |
| 11. <input type="checkbox"/> nursing staff | Number: _____ | Hourly Wage: \$ _____ |
| 12. <input type="checkbox"/> office staff | Number: _____ | Hourly Wage: \$ _____ |
| 13. <input type="checkbox"/> operators | Number: _____ | Hourly Wage: \$ _____ |
| 14. <input type="checkbox"/> other | Number: _____ | Hourly Wage: \$ _____ |
| 15. <input type="checkbox"/> production workers | Number: _____ | Hourly Wage: \$ _____ |
| 16. <input type="checkbox"/> sales staff | Number: _____ | Hourly Wage: \$ _____ |
| 17. <input type="checkbox"/> warehouse staff | Number: _____ | Hourly Wage: \$ _____ |
| 18. <input type="checkbox"/> welders | Number: _____ | Hourly Wage: \$ _____ |

G) JOBS WITH PAY INCREASE-- Did wages increase as a result of the professional services received? (Indicate number of jobs with pay increase, amount of increase, and skill prompting the increase for each category)

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|--|---------------|--------------------------------|--------------|
| 1. <input type="checkbox"/> clinical staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 2. <input type="checkbox"/> customer service staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 3. <input type="checkbox"/> drivers and transportation staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 4. <input type="checkbox"/> equipment maintenance staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 5. <input type="checkbox"/> executive level positions | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 6. <input type="checkbox"/> IT/data processing staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 7. <input type="checkbox"/> logistics/shipping staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 8. <input type="checkbox"/> machinists | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 9. <input type="checkbox"/> manager and supervisor positions | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 10. <input type="checkbox"/> non-clinical staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 11. <input type="checkbox"/> nursing staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 12. <input type="checkbox"/> office staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 13. <input type="checkbox"/> operators | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 14. <input type="checkbox"/> other | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 15. <input type="checkbox"/> production workers | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 16. <input type="checkbox"/> sales staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 17. <input type="checkbox"/> warehouse staff | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |
| 18. <input type="checkbox"/> welders | Number: _____ | Hourly Wage Increase: \$ _____ | Skill: _____ |

H) SAVINGS-- How do you expect the professional services to affect your organization's costs? (check all that apply and estimate a value)

- | | |
|--|---------------------------|
| 1. <input type="checkbox"/> decrease downtime: | Projected Value: \$ _____ |
| 2. <input type="checkbox"/> decrease overtime: | Projected Value: \$ _____ |
| 3. <input type="checkbox"/> decrease waste: | Projected Value: \$ _____ |
| 4. <input type="checkbox"/> eliminate or lower fines: | Projected Value: \$ _____ |
| 5. <input type="checkbox"/> lower insurance premiums: | Projected Value: \$ _____ |
| 6. <input type="checkbox"/> lower lost wages: | Projected Value: \$ _____ |
| 7. <input type="checkbox"/> lower recruitment costs: | Projected Value: \$ _____ |
| 8. <input type="checkbox"/> lower the experience modifier: | Projected Value: \$ _____ |
| 9. <input type="checkbox"/> lower training costs: | Projected Value: \$ _____ |

I) CURRENT WORKFORCE—Describe your current workforce. (list total number of positions and a wage range for each)

- | | |
|---------------------|-------------------------------------|
| 1. Full-time: _____ | Hourly Wage with benefits: \$ _____ |
| 2. Part-time: _____ | Hourly Wage with benefits: \$ _____ |

J) WORKERS NEEDED—Describe the workers you need. (list total number of positions needed, a wage range, and skills needed for each)

- | | | |
|---------------------|---------------------------------|----------------------|
| 1. Full-time: _____ | Projected Hourly Wage: \$ _____ | Skills needed: _____ |
| 2. Part-time: _____ | Projected Hourly Wage: \$ _____ | Skills needed: _____ |

K) SAFETY TRAINING AND CONSULTING

- | | |
|--|-----------------------|
| 1. Value you place on the safety training received: | Total Value: \$ _____ |
| 2. Value you place on the safety consulting received: | Total Value: \$ _____ |
| 3. Amount the company contributed to the safety training and consulting efforts: | Total Value: \$ _____ |

L) WORK ENVIRONMENT SAFETY—How will the safety training or consulting services improve your ability to create a safe work environment for your company? (check all that apply and provide an example)

- | | |
|--|---------------------------|
| 1. <input type="checkbox"/> provide more frequent training: | Examples to Share?: _____ |
| 2. <input type="checkbox"/> improve the quality of training: | Examples to Share?: _____ |
| 3. <input type="checkbox"/> provide a safety plan that was not previously available: | Examples to Share?: _____ |
| 4. <input type="checkbox"/> reduce accident frequency: | Examples to Share?: _____ |
| 5. <input type="checkbox"/> provide training not readily available in my local area: | Examples to Share?: _____ |