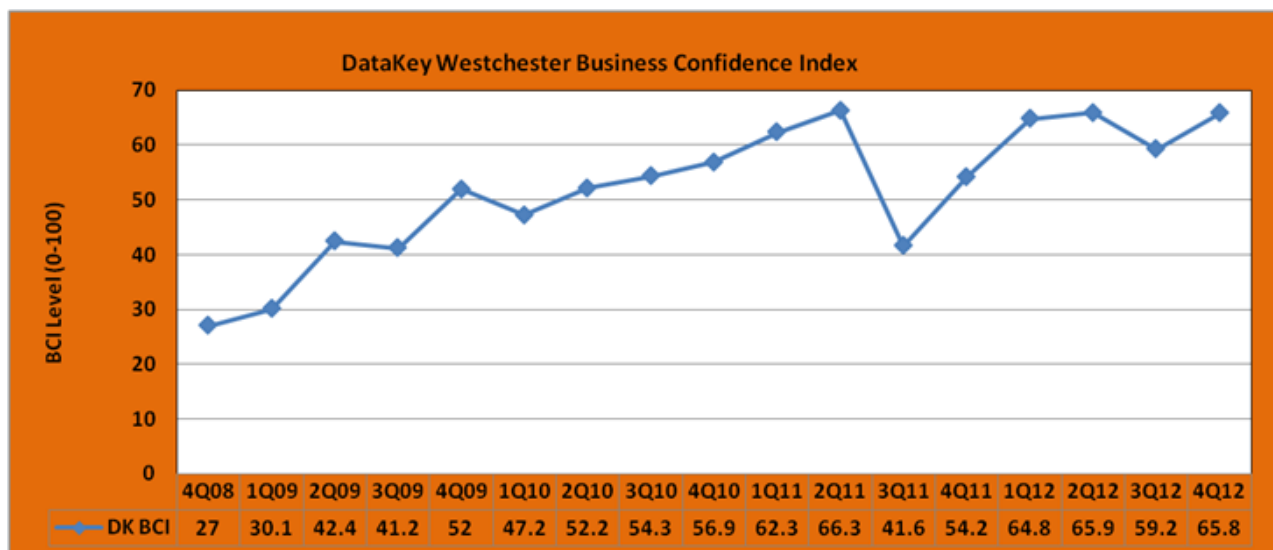


4Q-2012 – Westchester Business Confidence Index up slightly for Q4

The Westchester Business Confidence Index is sponsored by the Business Council of Westchester and designed/conducted by DataKey Consulting®. The Index focuses on key business metrics, such as trends in staffing levels, top line revenues, bottom line profits, capital spending budgets, and other industry performance data. Critical data was captured and analyzed against comparison points of one quarter and one year ago.



(Note: a score of 50 means an equal number of businesses are optimistic about the future as are pessimistic)

The 4Q-2012 Westchester Business Confidence Index reading of 65.8 (on a scale of 1 to 100) indicates an increase in the outlook from the previous quarter (59.2). This quarter’s reading of 65.8 is considerably higher than the index (54.2) of the same quarter last year, and continues to represent what DataKey’s President Ted Miller calls “Cautious Business Optimism.”

The Westchester unemployment rate of 7.3% in September continues to consistently run below the national (7.8%, per Bloomberg) and state (8.9%, per NYS Department of Labor) rates of unemployment, but at the time of the survey, businesses were still cautious about the near future due to the upcoming fiscal cliff. A member of the Business Council of Westchester explained, *“If Westchester can get the legislators to work with executives it would go a long way toward restoring local confidence. The same goes for president Obama. I am very concerned with the unknowns of health care and the federal budget!”*