

## Fifth Annual Salary and Employee Satisfaction Survey

## Please select your job title.

2011			2010		
Biochemist	12	1%	Biochemist	4	1%
Chemical Engineer	11	1%	NA	NA	NA
Chemist/Scientist	142	13%	Chemist/Scientist	50	8%
Clinical Research Associate/Manager	21	2%	Clinical Research Manager	4	1%
Core Facility Director/Manager	11	1%	Core Facility Director/Manager Corporate Management (CEO,	10	2%
Corporate Management (CEO, President, VP, etc)	3	0%	President, VP, etc)	37	6%
NA		NA	Engineer	10	2%
Human Resources	4	0%	Human Resources	0	0%
Immunology	7	1%	Immunology	0	0%
Lab Supervisor/Manager/Director	241	23%	Lab Supervisor/Manager/Director	265	43%
Microbiologist	24	2%	Microbiologist	10	2%
Molecular Biology	10	1%	Molecular Biology	6	1%
<b>Operations Manager - Scientific</b>	5	0%	<b>Operations Manager - Scientific</b>	13	2%
Plant Manager	3	0%	Plant Manager	1	0%
Principal Investigator	6	1%	Principal Investigator	16	3%
Professor/Department Head	10	1%	Professor/Department Head	21	3%
Project Manager - Scientific	13	1%	Project Manager - Scientific	2	0%
Protein Biochemist	3	0%	Protein Biochemist	0	0%
Purchasing Agent	3	0%	Purchasing Agent	7	1%
QA/QC Manager/Director	25	2%	QA/QC Manager/Director	17	3%
R&D Supervisor/Manager/Director	19	2%	R&D Supervisor/Manager/Director	25	4%
Regulatory Affairs	5	0%	NA	NA	NA
Safety Manager	1	0%	Safety Manager	4	1%
Senior Chemist/Scientist	29	3%	Senior Chemist/Scientist	32	5%
Technical Writer	6	1%	NA	NA	NA
Technologist/Technician	234	22%	Technologist/Technician	47	8%
Other (please specify):	211	20%	Other: (Please specify)	35	6%

### What is your job function?

2011			2010		
Clinical Research/Trials	48	5%	Clinical Research/Trials	22	4%
Corporate Management	22	2%	Corporate Management	23	4%
Engineering/Design	9	1%	Engineering/Design	8	1%
Manufacturing/Processing	76	7%	Manufacturing/Processing	25	4%
Operations	93	9%	Operations	85	14%
Purchasing	5	0%	Purchasing	12	2%
Quality Control/Assurance/Validation	193	18%	Quality Control/Assurance/Validation	99	16%
R&D	276	26%	R&D	147	24%
Regulatory	30	3%	Regulatory	21	3%
Safety	13	1%	Safety	4	1%
Sales and Marketing	10	1%	Sales and Marketing	6	1%
Teaching	28	3%	Teaching	29	5%
Technical Services	124	12%	Technical Services	86	14%
Other (please specify):	132	12%	Other: (Please specify)	50	8%

### Which best describes the type of research organization or market/industry you currently work in?

2011			2010		
Clinical Research Lab	30	3%	Clinical Research Lab	11	2%
Contract Lab	67	6%	Contract Lab	65	11%
Distributor/Dealer (New and Used Equipment)	11	1%	Distributor/Dealer (New & Used Equipment)	15	2%
Government Research Lab	35	3%	Government Research Lab	28	5%
Hospital/Medical Lab	125	12%	Hospital/Medical Lab	100	16%
Industry Research Lab	314	30%	Industry Research Lab	125	20%
Manufacturer (New Equipment)	113	11%	Manufacturer (New Equipment)	28	5%
Private Research Institution	44	4%	Private Research Institution	27	4%
University/College Research Lab	85	8%	University/College Research Lab	105	17%
Other (please specify):	227	22%	Other: (Please specify)	113	18%

## Which of the following best describes your field of work?

2011			2010					
	Biotechnology	127	12%	Biotechnology	69	11%		
	Chemicals	134	13%	Chemicals	88	14%		
	Clinical Research/Trials	38	4%	Clinical Research/Trials	68	11%		
	Clinical/Medical Laboratory	98	9%	NA				
	Energy/Petroleum	35	3%	Energy/Petroleum	19	3%		
	Environmental	84	8%	Environmental	79	13%		
	Food/Beverage	41	4%	Food/Beverage	22	4%		
	Forensics	13	1%	Forensics	10	2%		
	Hospital	49	5%	NA				
	Instrumentation Design/Development	30	3%	Instrumentation Design/Development	12	2%		
	Microbiology	44	4%	Microbiology	49	8%		
	Pharmaceuticals	139	13%	Pharmaceuticals	77	12%		
	Plastics/Polymers	67	6%	Plastics/Polymers	20	3%		
	Other (please specify):	152	14%	Other: (Please specify)	104	17%		

#### How many people work in your lab?

2011			2010		
1 - 10	481	46%	1 - 10	336	54%
11 - 25	265	25%	11 - 25	145	24%
26 - 50	143	14%	26 - 50	69	11%
51 - 100	86	8%	51 - 100	34	6%
More than 101	76	7%	More than 101	33	5%

## How many people work in the organization?

2011			2020		
Less than 100	176	16%	Less than 100	200	32%
100 - 500	209	19%	100 - 500	168	27%
501 - 1,000	105	10%	501 - 1,000	57	9%
1,001 - 5,000	199	19%	1,001 - 5,000	92	15%
5,001 - 10,000	123	11%	5,001 - 10,000	46	7%
10,001 - 50,000	130	12%	10,001 - 50,000	39	6%
More than 50,000	133	12%	More than 50,000	15	2%

#### How many years have you been with your current employer?

2011			2010		
Less than 1 year	382	35%	Less than 1 year	45	7%
1 - 2 years	168	16%	1 - 2 years	84	14%
3 - 5 years	174	16%	3 - 5 years	144	23%
6 - 10 years	130	12%	6 - 10 years	121	20%
11 - 15 years	65	6%	11 - 15 years	79	13%
16 - 20 years	46	4%	16 - 20 years	45	7%
More than 20 years	114	11%	More than 20 years	99	16%

#### Please indicate your current employment for this employer.

#### 2011

Working full-time directly for this employer (35 hours or more per week)	583	54%
Working part-time directly for this employer (less than 35 hours per		
week)	17	2%
Working full-time on a temporary/contract basis for this employer (35		
hours or more per week)	424	39%
Working part-time on a temporary/contract basis for this employer (less		
than 35 hours per week)	47	4%
Other (please specify):	14	1%
	1085	

2010

Full-time (35 hours or more per week)	596	97%
Part-time (less than 35 hours per week)	17	3%
Other: (Please specify)	4	0%

## In total, how long have you worked full- and/or part-time as a researcher/scientist?

	2011 Only	
Less than 1 year	225	22%
1 - 2 years	98	9%
3 - 5 years	143	14%
6 - 10 years	122	12%
11 - 15 years	103	10%
16 - 20 years	94	9%
More than 20 years	260	25%

2011: Please reply to the following statements regarding your current position.	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I like the type of work that I do	45%	45%	3%	1%	0%	7%
I feel that the work that I do raises my self-confidence	30%	44%	4%	2%	0%	19%
I am given enough authority to make decisions I need to make	26%	46%	8%	3%	0%	16%
I believe my job is secure	14%	38%	15%	9%	2%	23%
I feel I am contributing to this organization's mission	36%	50%	2%	1%	1%	9%
If I do very good work I can count on being acknowledged/recognized/promoted	18%	32%	14%	8%	2%	26%
Deadlines at this organization are realistic	17%	49%	10%	2%	1%	20%
I feel I am valued at this organization	20%	43%	10%	4%	1%	22%
I feel I work for an organization that adds value to society through their research and products they produce	39%	43%	2%	1%	1%	11%
My organization is known and respected for its products and services	43%	44%	1%	1%	1%	10%
I feel part of a team working toward a shared goal	30%	46%	7%	2%	0%	14%
I am willing to contribute above and beyond what is expected of me to help this organization be successful	46%	46%	1%	1%	0%	7%
It is very important to me to have a good balance between work and personal life	57%	38%	1%	0%	0%	5%
I am happy with the work-life balance I currently have	26%	45%	11%	4%	0%	14%
The company culture is important to me	32%	47%	3%	1%	0%	17%
Integrating into the company is important to me	32%	47%	3%	1%	0%	16%

2010: Please reply to the following statements regarding your current position.	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I like the type of work that I do	54%	38%	6%	0%	0%	1%
I feel that the work that I do raises my self-confidence	37%	47%	12%	1%	0%	3%
I am given enough authority to make decisions I need to make	33%	47%	11%	2%	0%	8%
I believe my job is secure	24%	41%	21%	4%	0%	9%
I feel I am contributing to this organization's mission	47%	44%	7%	0%	0%	2%
If I do very good work I can count on being acknowledged/recognized/promoted	20%	34%	27%	7%	0%	12%
Deadlines at this organization are realistic	13%	46%	25%	3%	0%	12%
I feel I am valued at this organization	26%	44%	17%	9%	0%	4%
I feel I work for an organization that adds value to society through their research and products they produce	38%	44%	14%	1%	1%	3%
My organization is known and respected for its products and services	34%	48%	14%	1%	1%	2%
I feel part of a team working toward a shared goal	28%	47%	17%	2%	0%	6%
I am willing to contribute above and beyond what is expected of me to help this organization be successful	52%	43%	3%	0%	0%	1%
It is very important to me to have a good balance between work and personal life	57%	35%	7%	0%	0%	1%

2009: Please reply to the following statements regarding your	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
current position.					
I like the type of	49%	47%	3%	1%	0%
work that I do	49%	4770	5%	170	0%
I feel that the	36%	55%	6%	1%	2%
work I do raises	50/0	5570	070	170	270
my self-					
confidence					
I am given enough	36%	49%	12%	3%	0%
authority to make					
decisions I need to					
make					
I believe my job is	23%	51%	16%	6%	5%
secure					
I feel I am	50%	46%	2%	1%	1%
contributing to					
this organizations					
mission					
If I do very good	20%	44%	24%	8%	4%
work I can count					
on being acknowledged /					
recognized /					
promoted					
Deadlines at this	14%	60%	20%	4%	2%
organization are	1470	00%	20%	4 /0	270
realistic					
I feel I am valued	24%	55%	14%	5%	3%
at this	21/0	3370	11/0	570	570
organization					
I feel part of a	27%	55%	13%	3%	1%
team working					
toward a shared					
goal					
I am willing to	52%	45%	2%	0%	1%
contribute above					
and beyond what					
is expected of me to help this					
organization be					
successful					
It is very	63%	35%	1%	0%	0%
important to me	0370	5570	1/0	070	070
to have a good					
balance between					
work and personal					
life					
I am happy with	27%	51%	17%	4%	1%
the work-life					
balance that I					
currently have.		1			

## Please select the entry which describes the type of employees that you supervise/manage.

	20	)11	20	010
I have no supervisory/managerial responsibility	642	60%	103	17%
I supervise/manage researchers and/or other lab professionals only	227	21%	221	36%
I supervise/manage clerical and/or other non-lab professional employees only	31	3%	22	4%
I supervise/manage both lab professional and non-lab professional employees	168	16%	271	44%

Please reply to the following based on your current work environment. (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
My physical working conditions are good	39%	51%	3%	0%	0%	6%
My general work area is adequately lit	48%	45%	2%	0%	0%	4%
My general work area is adequately heated/cooled	33%	46%	8%	2%	0%	10%
My general work area is adequately clean	38%	48%	4%	1%	0%	7%
There is adequate noise control to allow me to focus on my work	34%	48%	5%	2%	0%	10%
I feel physically safe in my work environment	46%	45%	2%	1%	0%	5%
My furniture is ergonomically adequate	29%	41%	9%	3%	0%	17%
There is appropriate safety equipment in place (ventilation, eye wash stations, fire extinguishers)	53%	40%	1%	1%	1%	3%

Please reply to the following based on your current work environment. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
My physical working conditions are good	30%	52%	10%	1%	0%	6%
My general work area is adequately lit	36%	53%	8%	0%	0%	3%
My general work area is adequately heated/cooled	28%	44%	14%	2%	1%	10%
My general work area is adequately clean	31%	52%	11%	1%	0%	5%
There is adequate noise control to allow me to focus on my work	25%	52%	12%	1%	0%	9%
I feel physically safe in my work environment	40%	50%	7%	1%	0%	2%
My furniture is ergonomically adequate	22%	46%	17%	3%	0%	13%
There is appropriate safety equipment in place (ventilation, eye wash stations, fire extinguishers)	43%	44%	7%	1%	0%	5%

Please reply to the following based on your current work environment. (2009)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
My physical working conditions are good	37%	54%	8%	1%	0%
My general work area is adequately lit	42%	53%	4%	1%	0%
My general work area is adequately heated/cooled	31%	50%	16%	2%	0%
My general work area is adequately clean	34%	55%	10%	1%	0%
There is adequate noise control to allow me to focus on my work	30%	56%	13%	2%	0%
I feel physically safe in my work environment	43%	52%	4%	1%	0%
My furniture is ergonomically adequate	25%	53%	19%	3%	1%
There is appropriate safety equipment in place (ventilation, eye wash stations, fire extinguishers)	45%	48%	6%	1%	0%

Please reply to the following based on your organization's corporate culture and communication	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
programs. (2011)						
This organization's corporate communications are frequent enough	20%	47%	10%	3%	2%	19%
This organization's corporate communications are detailed enough	18%	44%	11%	3%	2%	22%
I have a good understanding of how this organization is doing financially	15%	42%	15%	4%	2%	21%
I feel I can trust what this organization tells me	16%	42%	9%	5%	2%	27%
This organization treats me like a person, not a number	19%	43%	10%	6%	1%	20%
This organization gives me recognition for work that's well done	15%	38%	12%	6%	2%	26%
Staffing levels are adequate to provide quality products/services	13%	42%	16%	6%	1%	21%
Quality is a top priority with this organization	33%	45%	5%	2%	1%	14%
Safety is a top priority with this organization	42%	41%	4%	2%	1%	12%
I believe there is a spirit of cooperation at this organization	21%	44%	10%	4%	1%	21%
Employees are treated fairly here, regardless of race, gender, religion or sexual orientation	35%	43%	6%	3%	2%	11%

I like the people I work with at this organization	37%	48%	2%	1%	0%	11%
Please reply to the following based on your organization's corporate culture and communication programs. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
This organization's corporate communications are frequent enough	15%	49%	19%	3%	1%	13%
This organization's corporate communications are detailed enough	13%	46%	22%	3%	1%	15%
I have a good understanding of how this organization is doing financially	18%	44%	20%	5%	1%	11%
I feel I can trust what this organization tells me	17%	42%	23%	6%	0%	12%
This organization treats me like a person, not a number	23%	47%	16%	4%	0%	10%
This organization gives me recognition for work that's well done	19%	39%	23%	6%	0%	13%
Staffing levels are adequate to provide quality products/services	12%	37%	24%	7%	0%	21%
Quality is a top priority with this organization	32%	41%	16%	2%	0%	9%
Safety is a top priority with this organization	30%	45%	18%	1%	0%	5%
I believe there is a spirit of cooperation at this organization	19%	44%	21%	2%	0%	13%
Employees are treated fairly	34%	40%	12%	3%	0%	12%

here, regardless of race, gender, religion or sexual orientation						
I like the people I work with at this organization	37%	48%	12%	0%	0%	2%

Please reply to the following	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
based on your					
organization's					
corporate culture					
and					
communication					
programs. (2009)					
This organizations	14.80%	58.55%	20.39%	3.87%	2.38%
corporate					
communications					
are frequent					
enough This organizations	12 220/		25 140/	4 5 20/	2 5 5 0/
corporate	12.33%	55.46%	25.14%	4.52%	2.55%
communications					
are detailed					
enough					
I have a good	18.35%	52.43%	20.66%	4.94%	3.62%
understanding of		52115/0	20.0070		0.02/0
how this					
organization is					
doing financially					
I feel I can trust	14.72%	55.26%	20.56%	5.18%	4.28%
what this					
organization tells					
me					
This organization	20.91%	53.66%	18.35%	4.86%	2.22%
treats me like a					
person, not a number					
This organization	16.24%	47.49%	26.96%	6.35%	2.97%
gives me	10.2470	47.4970	20.90%	0.33%	2.9770
recognition for					
work thats well					
done					
Staffing levels are	11.09%	50.21%	28.92%	8.22%	1.56%
adequate to					
provide quality					
products /					
services					
Quality is a top	29.47%	50.21%	15.64%	2.72%	1.98%
priority with this					
organization	25.000	10.055	10.0751	4.000	0.000/
Safety is a top	35.89%	48.35%	12.95%	1.82%	0.99%
priority with this					
organization I believe there is a	10 220/	E2 000/	21 520/	4 20%	2.06%
spirit of	18.23%	53.88%	21.53%	4.29%	2.06%
cooperation at					

this organization					
Employees are treated fairly here, regardless of race, gender, religion, or sexual orientation	37.64%	48.11%	9.06%	3.62%	1.57%
I like the people I work with at this organization	34.46%	59.77%	4.62%	0.41%	0.74%

Please reply to the following on your experience and professional development. (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I feel that my experience and skills are adequate for my current position	51%	42%	2%	1%	0%	4%
I require and desire more on-the-job training for my current position	13%	31%	21%	5%	0%	29%
I am ready and prepared for my next position	32%	40%	5%	1%	2%	20%
I am planning to obtain additional on- the-job training on my own	17%	37%	14%	3%	3%	26%
I am planning to go back to school to obtain my next degree	16%	14%	24%	15%	9%	22%

Please reply to the following on your experience and professional development. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I feel that my experience and skills are adequate for my current position	49%	45%	5%	0%	0%	1%
I require and desire more on-the-job training for my current position	12%	35%	29%	4%	0%	20%
I am ready and prepared for my next position	24%	44%	4%	0%	2%	24%
I am planning to obtain additional on- the-job training on my own	16%	41%	23%	2%	4%	13%
I am planning to go back to school to obtain my next degree	10%	11%	25%	17%	6%	31%

Please reply to the following on training and professional development provided by your organization. (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
This organization provided as much initial training as I needed	20%	45%	14%	4%	0%	17%
This organization provides as much ongoing training as I need	20%	43%	12%	4%	0%	21%
This organization provides the information, equipment and resources I need to do my job well	23%	48%	9%	2%	0%	16%
This organization provides training or experiences to help me explore other opportunities within the company	14%	27%	23%	8%	3%	25%
This organization provides training or education to help me balance my work and personal life	12%	28%	20%	7%	3%	30%

Please reply to the following on training and professional development provided by your organization. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
This organization provided as much initial training as I needed	13%	36%	26%	5%	0%	19%
This organization provides as much ongoing training as I need	12%	36%	29%	4%	1%	18%
This organization provides the information, equipment and resources I need to do my job well	15%	46%	23%	3%	0%	13%
This organization provides training or experiences to help me explore other opportunities within the company	10%	27%	30%	10%	2%	22%
This organization provides training or education to help me balance my work and personal life	8%	26%	34%	8%	2%	22%

Please reply to the following on training and professional development provided by your organization. (2009)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
This organization provided as much initial training as I needed	18.42%	51.92%	24.42%	4.50%	0.75%
This organization provides as much ongoing training as I need	17.64%	50.33%	26.46%	4.41%	1.16%
This organization provides the information, equipment and resources I need to do my job well	20.37%	58.18%	17.45%	3.51%	0.50%
This organization provides training or experiences to help me explore other opportunities within the company	12.56%	39.18%	35.27%	8.49%	4.49%
This organization provides training or education to help me balance my work and personal life	11.99%	41.47%	34.97%	6.91%	4.66%

Please reply to the following on your organization's leadership and planning strategies. (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I understand the long-term strategy of this organization	20%	45%	10%	3%	2%	19%
I have confidence in the leadership of this organization	18%	37%	12%	6%	2%	26%
The leaders of this organization care about employees' well-being	19%	39%	10%	6%	2%	23%
There is adequate planning of corporate objectives	15%	38%	10%	5%	9%	24%
There is adequate follow-through of corporate objectives	14%	35%	11%	4%	9%	26%
There is adequate planning of departmental objectives	15%	45%	9%	4%	5%	22%
There is adequate follow-through of departmental objectives	15%	42%	9%	3%	5%	25%
The leaders of this organization are open to input from employees	17%	39%	10%	6%	4%	23%

Please reply to the following on your organization's leadership and planning strategies. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I understand the long-term strategy of this organization	18%	51%	15%	4%	0%	12%
I have confidence in the leadership of this organization	17%	39%	22%	8%	0%	13%
The leaders of this organization care about employees' well-being	16%	40%	23%	7%	1%	12%
There is adequate planning of corporate objectives	13%	35%	26%	5%	5%	15%
There is adequate follow-through of corporate objectives	12%	34%	28%	5%	5%	16%
There is adequate planning of departmental objectives	12%	44%	25%	5%	2%	12%
There is adequate follow-through of departmental objectives	12%	43%	24%	6%	2%	14%
The leaders of this organization are open to input from employees	17%	41%	21%	7%	1%	12%

Please reply to the following on your organization's leadership and planning strategies. (2009)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
I understand the long-term strategy of this organization	21.99%	54.78%	16.23%	3.54%	3.46%
I have confidence in the leadership of this organization	18.68%	49.22%	21.56%	6.83%	3.70%
The leaders of this organization care about employees' well-being	18.07%	51.32%	18.65%	6.68%	5.28%
There is adequate planning of corporate objectives	12.12%	48.64%	22.84%	5.94%	10.47%
There is adequate follow-through of corporate objectives	10.30%	47.36%	25.62%	6.18%	10.54%
There is adequate planning of departmental objectives	12.76%	57.12%	19.42%	6.01%	4.69%
There is adequate follow-through of departmental objectives	12.04%	54.58%	22.42%	5.94%	5.03%
The leaders of this organization are open to input from employees	18.25%	50.12%	19.82%	6.61%	5.20%

# Please check off which of the following employer-provided benefits you are currently receiving. (Check all that apply)

2011		
Vacation/Paid Time Off	619	57%
Childcare Assistance	31	3%
Contribution to Pension or Retirement Accounts (other than 401K)	306	28%
Health Insurance	508	46%
Dental Insurance	443	40%
Vision Insurance	354	32%
Life Insurance	409	37%
Long-term Care Insurance	136	12%
Tuition Reimbursement	189	17%
Employer 401K Match	273	25%
Profit Sharing	83	8%
Stock Options	56	5%
Other (please specify):	105	10%

#### 2010

542	88%
39	6%
307	50%
505	82%
384	62%
283	46%
390	63%
131	21%
173	28%
238	39%
101	16%
69	11%
22	4%
	39 307 505 384 283 390 131 173 238 101 69

#### Have there been any significant changes in your benefits within the last year?

2011	2010						
Yes (please describe):	164	15%	Yes (please describe):	135	22%		
•	-						
No	901	85%	Νο	474	78%		
2009							
Yes (please							
describe):	520	42%					
Νο	721	58%					

## Please select the resources you use when recruiting employees. (Check all that apply)

2011			2010		
Staffing Firms	278	26%	Staffing Firms	155	25%
Internal HR					
Department	402	38%	Internal HR Department	320	52%
Online Job Boards	316	30%	Online Job Boards	213	35%
Social Networking					
Sites	83	8%	Social Networking Sites	67	11%
Professional					
Organizations	170	16%	Professional Organizations	151	24%
Referrals	280	26%	Referrals	220	36%
Classified Ads	219	21%	Classified Ads	223	36%
Social Media	50	5%	NA		0%
Other (please					
specify):	78	7%	Other: (Please specify)	40	6%

Please reply to the following regarding your future career goals. (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
Given the opportunity, I would leave my present job	23%	26%	21%	5%	3%	23%
There is room for me to advance at this organization	11%	30%	21%	10%	3%	24%
My career goals are being advanced through my current job	10%	30%	19%	8%	1%	33%
If I could start over again, I would choose the same field of work	21%	38%	12%	4%	3%	21%
I would take on a lesser role or a lower wage if I felt that my work contributed to something more important or meaningful to me	7%	21%	31%	11%	3%	29%
I would consider accepting a lesser role or a lower salary to work for a firm with a reputation for being environmentally friendly, caring about employees and caring about outside stakeholders such as the community	8%	20%	26%	11%	4%	31%

Please reply to the following regarding your future career goals. (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
Given the opportunity, I would leave my present job	19%	25%	26%	11%	2%	16%
There is room for me to advance at this organization	6%	31%	27%	13%	2%	21%
My career goals are being advanced through my current job	9%	36%	30%	8%	0%	16%
If I could start over again, I would choose the same field of work	28%	35%	17%	6%	2%	12%
I would take on a lesser role or a lower wage if I felt that my work contributed to something more important or meaningful to me	7%	28%	27%	10%	4%	25%
I would consider accepting a lesser role or a lower salary to work for a firm with a reputation for being environmentally friendly, caring about employees and caring about outside stakeholders such as the community	7%	24%	34%	11%	3%	21%

Please reply to the following regarding your future career goals. (2009)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
Given the opportunity, I would leave my present job	16.75%	36.06%	27.06%	10.97%	9.16%
There is room for me to advance at this organization	8.41%	38.66%	34.21%	14.01%	4.70%
My career goals are being advanced through my current job	10.41%	46.53%	30.33%	8.51%	4.21%
If I could start over again, I would choose the same field of work	23.84%	42.99%	17.99%	7.18%	8.00%
I would take on a lesser role or a lower wage if I felt that my work contributed to something more important or meaningful to me	7.48%	32.87%	39.11%	12.16%	8.38%
I would consider accepting a lesser role or a lower salary to work for a firm with a reputation for being environmentally friendly, caring about employees and caring about outside stakeholders such as the community	7.74%	29.71%	38.93%	12.02%	11.60%

## What is your annual salary, not including bonuses?

2011			2010		
Less than \$25,000	142	13%	Less than \$25,000	69	11%
\$25,000 - \$34,999	182	17%	\$25,000 - \$34,999	32	5%
\$35,000 - \$44,999	186	17%	\$35,000 - \$44,999	44	7%
\$45,000 - \$54,999	138	13%	\$45,000 - \$54,999	84	14%
\$55,000 - \$64,999	116	11%	\$55,000 - \$64,999	75	12%
\$65,000 - \$74,999	83	8%	\$65,000 - \$74,999	77	13%
\$75,000 - \$84,999	78	7%	\$75,000 - \$84,999	50	8%
\$85,000 - \$94,999	42	4%	\$85,000 - \$94,999	40	7%
\$95,000 - \$109,999	46	4%	\$95,000 - \$109,999	66	11%
\$110,000 - \$124,999	33	3%	\$110,000 - \$124,999	34	6%
\$125,000 - \$149,999	24	2%	\$125,000 - \$149,999	20	3%
More than \$150,000	15	1%	More than \$150,000	21	3%

## In addition to your base salary, are you eligible to participate in a bonus program?

2011			2010		
Yes	295	27%	Yes	270	44%
No	780	73%	No	339	56%

#### How are individual employee bonuses determined?

2011		
Meeting individual goals/objectives	140	47%
Meeting department (group/team)		
goals/objectives	129	44%
Achieving financial performance		
(revenues/profit)	135	46%
Other (please specify):	209	71%

#### 2010

Meeting individual goals/objectives	137	51%
Meeting department (group/team) goals/objectives	117	43%
Achieving financial performance (revenues/profit)	168	62%
Other: (Please specify)	96	36%

Please reply to the following: "Within the next 12 months" (2011)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I will still be working at the same company with the same position	22%	41%	10%	9%	14%	17%
I will still be working at the same company with a job promotion	6%	12%	28%	18%	14%	22%
I will be working somewhere else in the same profession	4%	13%	29%	13%	17%	23%
I will be working somewhere else in a different profession	3%	9%	29%	21%	15%	22%
I will have left this job to run my own business	1%	3%	32%	41%	8%	14%
I will consider contract employment in the same position	5%	15%	26%	26%	9%	20%
I will consider contract employment in the same profession	6%	19%	22%	23%	9%	19%

Please reply to the following: In the next 5 years (2010)	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know	Neutral
I will still be working at the same company with the same position	12%	29%	23%	10%	8%	17%
I will still be working at the same company with a job promotion	8%	24%	28%	10%	9%	21%
I will be working somewhere else in the same profession	8%	18%	31%	10%	12%	22%
I will be working somewhere else in a different profession	3%	8%	26%	21%	10%	32%
I will have left this job to run my own business	5%	10%	21%	26%	10%	28%

2009	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
I will still be working at the same company in the same position	12.67%	30.78%	25.84%	12.84%	17.86%
I will still be working at the same company with a job promotion	9.43%	23.33%	32.01%	16.54%	18.69%
I will be working somewhere else in the same profession	4.06%	21.81%	36.24%	11.61%	26.29%
I will be working somewhere else in a different profession	2.49%	12.22%	41.23%	22.61%	21.45%
I will have left this job to run my own business	3.66%	9.48%	34.00%	35.00%	17.87%

#### How do you go about looking for potential new career/position opportunities? (Check all that apply)

2011		
Internal Human Resources Department/Internal Job Postings	551	52%
Online Job Boards	805	76%
Staffing Firms	449	42%
Personal/Professional Networks	600	56%
Social Networking Sites	271	25%
Classified Ads	434	41%
Other (please specify):	39	4%
2010		
Internal Human Posqueses Department/Internal Job Destings	102	210/

Internal Human Resources Department/Internal Job Postings	192	31%
Online Job Boards	383	63%
Staffing Firms	156	26%
Personal/Professional Networks	363	59%
Social Networking Sites	119	19%
Classified Ads	235	38%
Other: (Please specify)	42	7%

# Do you access any of the resources in the previous question via a mobile application on a Smart Devices (iPhone, Blackberry, Android)?

2011		
only		
Yes	310	29%
No	762	71%

#### Please select your gender.

2011			2010		
Male	514	48%	Male	377	61%
Female	563	52%	Female	233	38%

## Please select your age.

2011			2010		
Under 25	141	13%	Under 25	4	1%
25 - 29	156	14%	25 - 29	27	4%
30 - 34	104	10%	30 - 34	60	10%
35 - 39	107	10%	35 - 39	84	14%
40 - 44	118	11%	40 - 44	82	13%
45 - 49	126	12%	45 - 59	132	22%
50 - 54	147	14%	50 - 54	70	11%
55 - 59	106	10%	55 - 59	89	15%
60 - 64	55	5%	60 - 64	50	8%
65+	22	2%	65+	15	2%

Please select the geographic region in which you were born.

2011 2010	
United States89883%United States401	66%
<b>Canada</b> 23 2% <b>Canada</b> 29	5%
<b>Mexico</b> 5 0% <b>Mexico</b> 8	1%
South America131%South America14	2%
Eastern Europe131%Eastern Europe17	3%
Western Europe242%Western Europe24	4%
Africa 15 1% Africa 20	3%
<b>India</b> 35 3% <b>India</b> 40	7%
China 16 1% China 8	1%
Middle East40%Middle East7	1%
Japan 1 0% Japan 1	0%
Australia and Oceania30%Australia and Oceania7	1%
Other (please specify):303%Other: (Please specify)29	5%

Please select your ethnicity.

2011		
White/Caucasian (not Hispanic or Latino)	773	72%
Black or African American	88	8%
Native Hawaiian or Other Pacific Islander	4	0%
Asian	99	9%
American Indian/Alaskan Native	3	0%
Hispanic/Latino	46	4%
Two or more races (more than one of the above races)	23	2%
I'd rather not say	36	3%
Other (please specify):	5	0%

2010		
White/Caucasian (not Hispanic or Latino)	426	71%
Black or African American	23	4%
Native Hawaiian or Other Pacific Islander	1	0%
Asian	83	14%
American Indian/Alaskan Native	1	0%
Hispanic/Latino	36	6%
Two or more races (more than one of the above		
races)	8	1%
I'd rather not say	16	3%
Other: (Please specify)	10	2%

What is the highest level of education you have completed?

2011			2010		
High School Diploma	46	4%	High School Diploma	4	1%
Some College	99	9%	Some College	31	5%
Associate's Degree	84	8%	Associate's Degree	24	4%
Bachelor's Degree	520	48%	Bachelor's Degree	238	39%
Master's Degree	222	21%	Master's Degree	165	27%
Doctoral Degree (PhD)	95	9%	Doctoral Degree (PhD)	131	22%
MD	3	0%	MD	4	1%
Other (please specify):	13	1%	Other: (Please specify)	12	2%