



Opinion Poll

Virginia Small Business Owners Support Government Investments in Clean Energy and Energy Efficiency

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Executive Summary

Small businesses account for a significant share of Virginia's economy. For every one large business in Virginia, there are 50 small businesses diligently working to reenergize the state's economy. These entrepreneurs are doing everything they can to hire, grow and move their businesses forward. As part of these efforts, recent scientific opinion polling shows that Virginia's entrepreneurs want pragmatic, innovative policies that help guide them into a competitive, modern clean energy economy.

The majority (78%) of respondents say government investments in clean energy play an important role in creating jobs and boosting the economy, and a majority of owners agree the government should continue investing in renewable energy despite the failure of Solyndra, a company that received a \$535 million federal loan guarantee prior to filing for bankruptcy.

Contrary to ideological rhetoric blaming government regulations as the primary impediment to small business growth, Virginia small businesses cite the rising cost of doing business—such as higher material and supply costs (34%) and higher fuel and electricity costs (31%)—as their biggest problems. Only 16% of small businesses say government regulation is one of their two biggest problems.

While respondents indicated overall support for government investment in general, specific government actions are even more popular. Small business owners expressed overwhelming support for 14 separate actions the federal government could take to support moving to a clean energy economy. The *least* two popular programs—setting standards that require utilities to meet a certain percentage of energy demand through renewable energy sources such as wind, solar and bio-fuels, and increasing automotive efficiency standards to 54.5 miles per gallon in cars and light trucks—tied and are supported by an astonishing 79%.

With regard to specific Environmental Protection Agency regulations, 79% of the small business owners surveyed support the EPA's new federal standard requiring new power plants to reduce emissions of greenhouse gases such as carbon dioxide, methane and nitrous oxide—even though more than half (55%) believe the EPA's regulation would have an impact on their business.

The poll also revealed 84% of owners support EPA rules to reduce mercury, arsenic, chromium, nickel and acid gas emissions from new and existing power plants. What's more, those strongly in support of this rule compared to those strongly opposed is a striking 5:1, even though 50% of small business owners say their business would be directly impacted by these standards.

On the subject of EPA standards for air quality, an overwhelming 80% favor proposed rules to reduce smog and soot pollution crossing state lines and contributing to pollution in other states. Fifty-three percent of owners say their business would see direct effects of these rules.

Lastly, the business owners polled were politically diverse: 40% identified as Republican, 43% as Democrat, 9% as independent and 8% as "other."

Main Findings

Government Investment in Clean Energy

- **Virginia small business owners believe government investments in clean energy have an important role in boosting our national economy and creating jobs:** 78% of respondents believe it is important government continues to invest in clean energy, while only 22% say government investments in clean energy and energy efficiency are a waste of money.
- **Despite the failure of Solyndra, small businesses do not believe government should stop investing in renewable energy technologies:** The majority of small business owners (59%) agree the failure of Solyndra—which received a \$535 million loan guarantee from the federal government—doesn't mean government should stop investing in renewable energy technologies. However, 65% favor ending government subsidies to oil and gas companies.
- **The rising cost of doing business is Virginia small business owners' biggest problem:** Virginia small business owners say their biggest problem is the rising cost of doing business—34% cited the rising cost of doing business, such as higher material or supply costs, and 31% cited the rising cost of doing business, such as higher fuel or electricity costs, as their top two problems. Lack of consumer demand came in third with 27% saying it's one of the two biggest problems facing their business, and taxes ranked fourth at 23%. Only 16% of respondents say government regulation is one of their two biggest problems.
- **Many Virginia small business owners have already taken steps to improve energy efficiencies:** Almost six out of 10, or 58% of respondents have installed energy-saving measures such as energy efficient light bulbs, appliances, windows and insulation, reduced their heating and/or air conditioning usage, or took some other energy saving measure. And, if they haven't taken measures, 57% are interested in doing so.
- **Virginia small business owners are extremely interested in using programs that help improve energy efficiency:** 75% of small business owners are interested in using programs that provide incentives or assistance for small businesses to improve energy efficiency; only 9% of respondents are not interested at all.
- **Government should play a role in creating financial incentives that encourage people to take energy efficiency measures:** The vast majority (80%) of Virginia small business owners believe government should play an important role in creating financial incentives that encourage people to take energy efficiency measures, like installing energy efficient light bulbs. Seven out of 10 business owners believe government should provide incentives through funding and policy efforts—77% support encouraging renewable energy technologies while 78% support encouraging clean energy technologies.

Main Findings

Environmental Protection Agency Rules

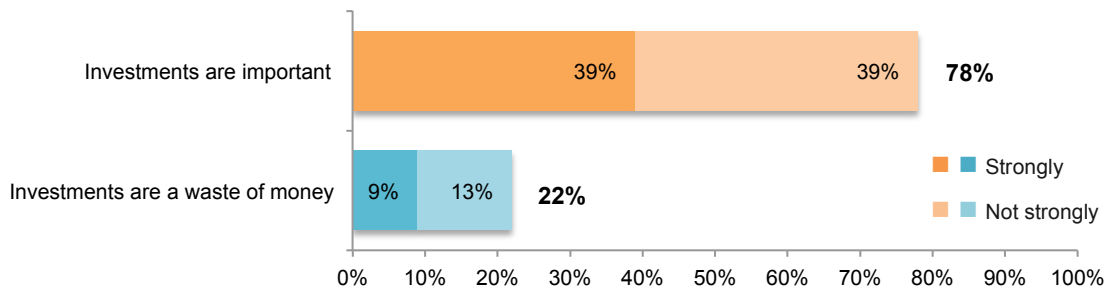
- **A solid majority of owners support EPA regulations “even if it would cause an increase in utility rates.”** 60% of small business owners support the EPA regulating carbon pollution and other emissions on power plants even if it meant an increase in their utility costs.
- **Small businesses support rules recently released by the EPA requiring new power plants to reduce previously unlimited greenhouse gas emissions:** More than three-quarters of respondents, or 79%, are in favor of the EPA determining federal limits on power plants’ emissions of greenhouse gases such as carbon dioxide, methane and nitrous oxide.
- **The majority of owners say regulation of carbon and other emissions will impact their business:** 55% of respondents believe the EPA’s regulation of carbon pollution and other emissions will impact their own business.
- **A strong margin of owners believe the EPA should oversee mercury, arsenic, chromium, nickel and acid gas emissions:** The vast majority of small business owners—84%—support EPA rules to regulate mercury and other toxic emissions from power plants. Forty-eight percent *strongly* support it, while only 5% strongly oppose it. This support stands even though half say it will directly affect their business.
- **Small business owners deliver similar support for standards to monitor air quality by reducing cross-state smog and soot emissions from power plants:** 80% of respondents support the EPA’s proposed standards to reduce the smog and soot coming from power plants that contribute to pollution in other states (the “Good Neighbor Rule”), withstanding the fact that 53% believe it would impact their business directly.
- **Respondents were politically diverse:** 40% identified as Republican or independent-leaning Republican, 43% as Democrat or independent-leaning Democrat and 9% as independent; 8% identified as “other.”

Majority of Virginia Small Business Owners View Government Investments in Energy as Important

Small business owners see an important role for government in helping to build a clean energy economy. Nearly eight out of 10 owners (78%) say government investments in clean energy and energy efficiency play an important role in boosting our national economy and creating jobs now. Conversely, only 22% view government investments in clean energy and energy efficiency as a waste of money that isn't conducive to economic growth and job creation.

Figure 1: Small businesses believe government investments in clean energy will create jobs now

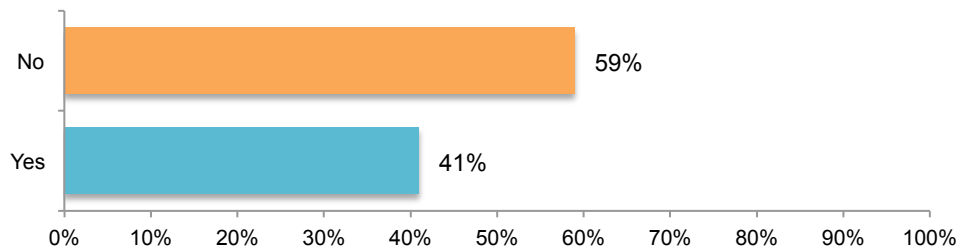
Which of these statements comes closer to your point of view, even if neither one is exactly right:
 Government investments in clean energy and energy efficiency have an important role in boosting our national economy and creating jobs now.
 OR
 Government investments in clean energy and energy efficiency are a waste of money, and neither play an important role in growing our national economy or creating jobs.



Moreover, Solyndra's bankruptcy does not stop the majority of entrepreneurs from supporting government investments in renewable energy. Fifty-nine percent agree the failure of the company—which received a \$535 million loan guarantee from the federal government—doesn't mean the government should stop investing in renewable technologies. However, 63% of small business owners support ending government subsidies to oil and gas companies, even if it meant a small increase in gas prices.

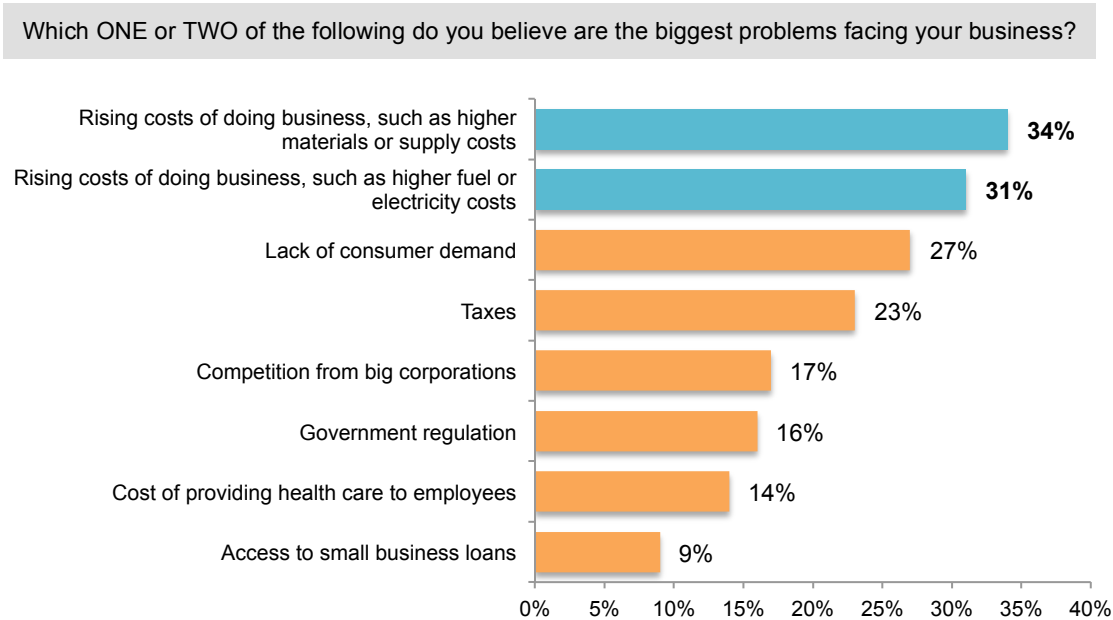
Figure 2: Owners support renewable energy despite Solyndra's failure

Should the failure of Solyndra mean the government should stop investing in renewable energy technologies, like solar and wind?



When asked to name their biggest one or two problems facing their business, small business owners cited the rising cost of doing business, with 34% saying the rising cost of doing business, such as higher material or supply costs was one of their top problems, and 31% citing the rising cost of doing business, such as higher fuel or electricity costs. Lack of consumer demand came in third with 27% and taxes ranked fourth at 23%. Only 16% of owners said government regulation is one of their two biggest problems.

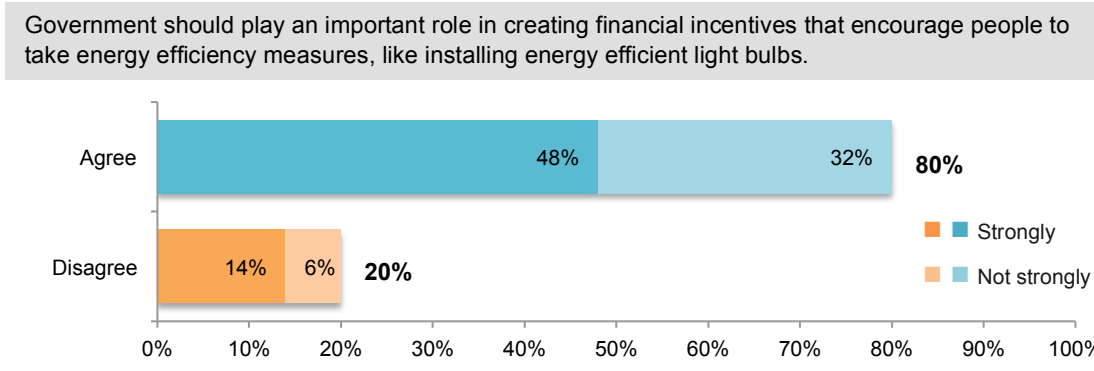
■ **Figure 3: Owners cite rising costs of doing business as top concern**



Virginia Small Business Owners Believe Government is Important in Encouraging Energy Efficiency

The vast majority (80%) of Virginia small business owners believe government should play an important role in creating financial incentives that encourage employers to take energy efficiency measures. Almost eight out of 10 business owners believe that government should provide incentives through funding and policy efforts—77% support encouraging renewable energy technologies while 78% support encouraging clean energy technologies.

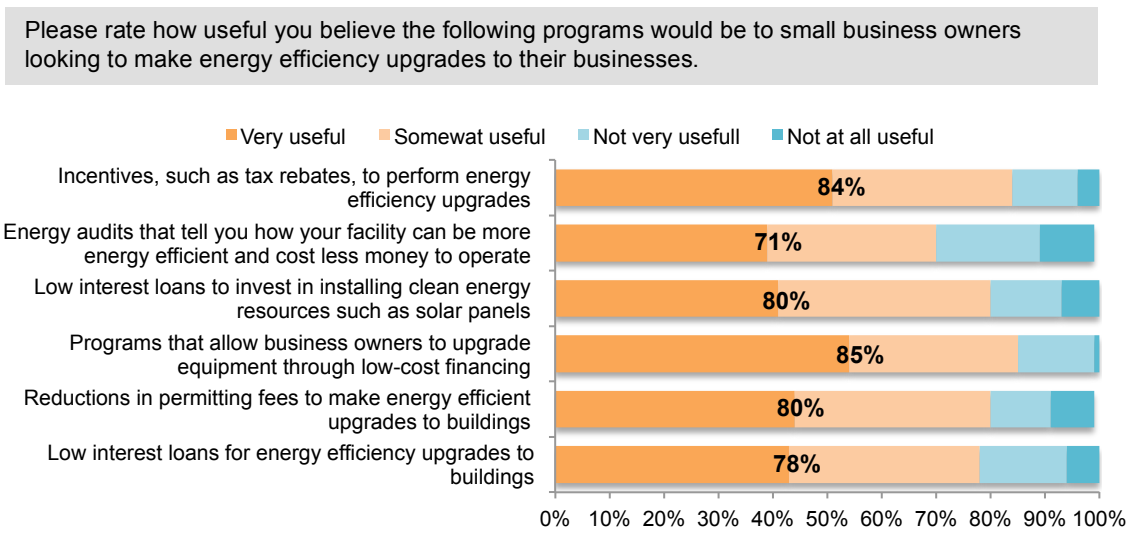
Figure 4: Small business owners believe government should play a role in creating incentives encouraging energy efficiency



Virginia small business owners are extremely interested in using programs that help improve energy efficiency. A strong majority (75%) is interested in using programs that provide incentives or assistance for small businesses to improve energy efficiency, while only 9% of respondents are not interested at all.

Across the board, those polled support programs to help small businesses owners looking to make energy efficiency upgrades to their businesses. Financial incentives—such as low-cost financing (85%) and tax rebates (84%)—received the most support, while energy audits that tell a small business how to be more energy efficient and cost less money to operate were supported by 71%.

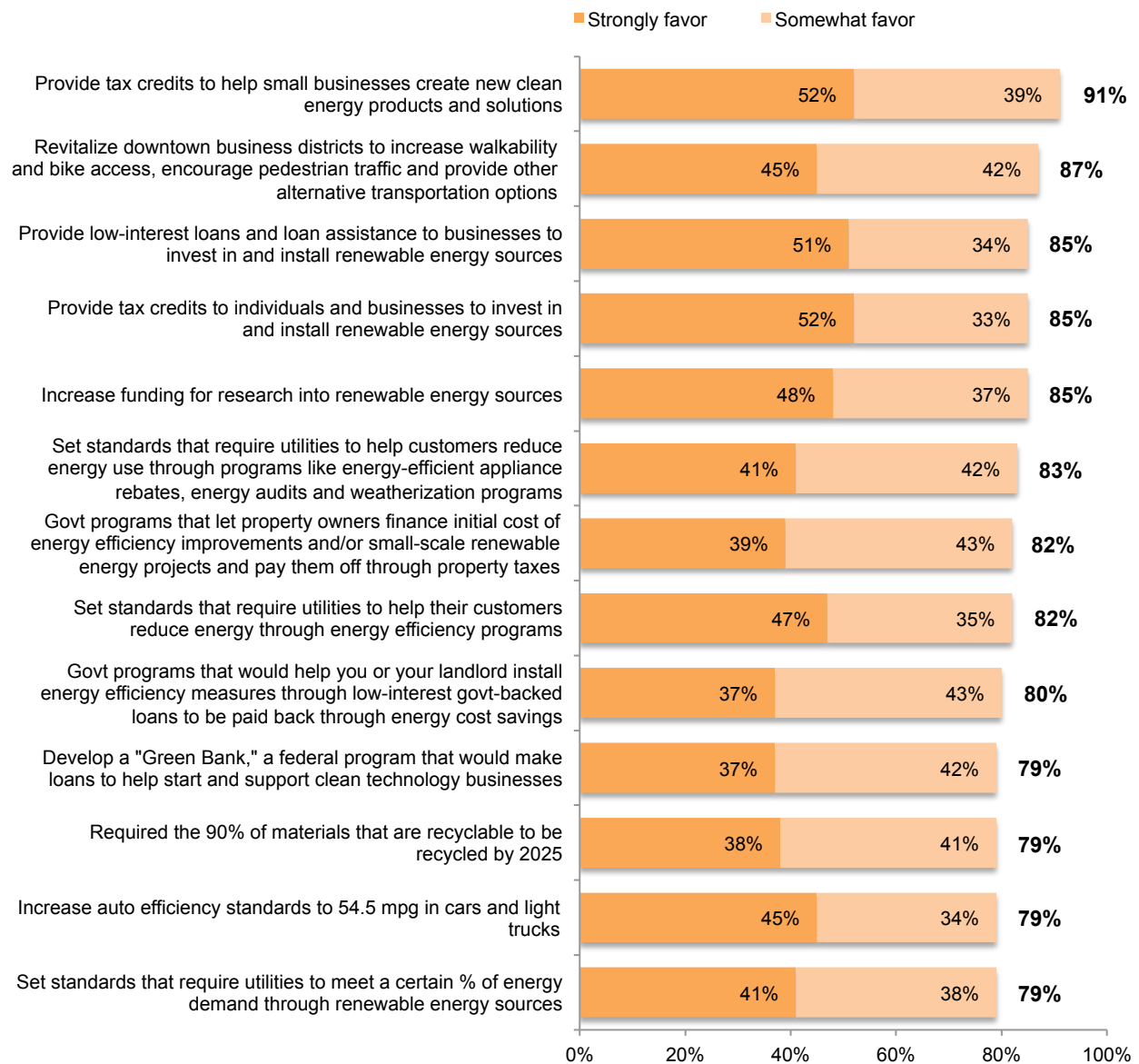
Figure 5: Small business owners believe incentives are useful to encouraging energy efficiency upgrades to their businesses



Small business owners in Virginia believe the government could provide additional incentives to support small businesses moving toward a clean energy economy. An overwhelming majority support financial incentives like tax credits and low-interest loans, including the development of a “Green Bank,” while others support energy consumption and automotive standards, recyclable materials minimums, alternative revitalization efforts in downtown business zones and funding for research into renewable energy sources.

Figure 6: Small business owners show support for specific government incentives to help them move toward a clean energy economy

Please rate how useful you believe the following programs would be to small business owners looking to make energy efficiency upgrades to their businesses.



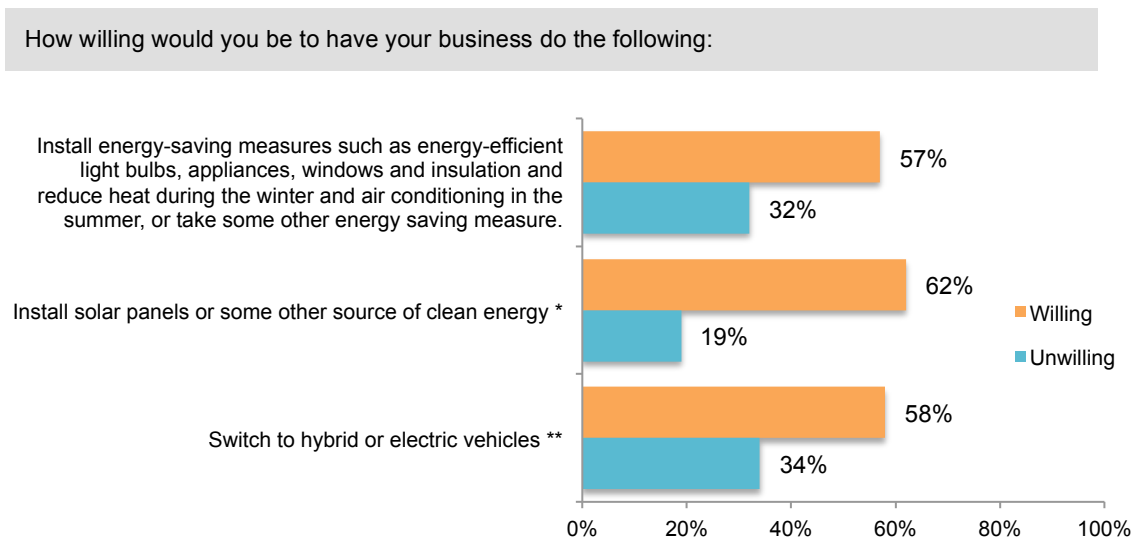
Questions have been shortened for space constraints. See toplines for full description.

Virginia Small Business Owners Want to be More Energy Efficient

Many Virginia small business owners have already taken steps to improve energy efficiencies. Nearly six out of 10, or 58%, of respondents have installed energy-saving measures such as energy efficient light bulbs, appliances, windows and insulation, reduced their heating and/or air conditioning usage, or took some other energy saving measure. More than one in 10 have taken more dramatic steps of switching to hybrid cars. Even among those businesses that have not taken these steps, the majority (57%) indicate they are willing to take these steps in the future, including more than half who say they are willing to switch to hybrid or electric cars (58%) or install solar panels or other sources of clean energy (62%).

Small business owners are keenly aware of changes in overhead costs. Transportation costs, specifically gas prices, continue to impact the bottom line of small businesses. A strong 65% of small business owners believe more government investments in fuel efficient, hybrid and electric cars is a potential solution to high gas prices.

■ **Figure 7: Small business owners are willing to take steps to incorporate clean energy practices**



* 12 Respondents who indicated NO or UNSURE when asked:

Please indicate if your business has done the following: Installed solar panels or some other source of clean energy

** 13 Respondents who indicated NO or UNSURE when asked:

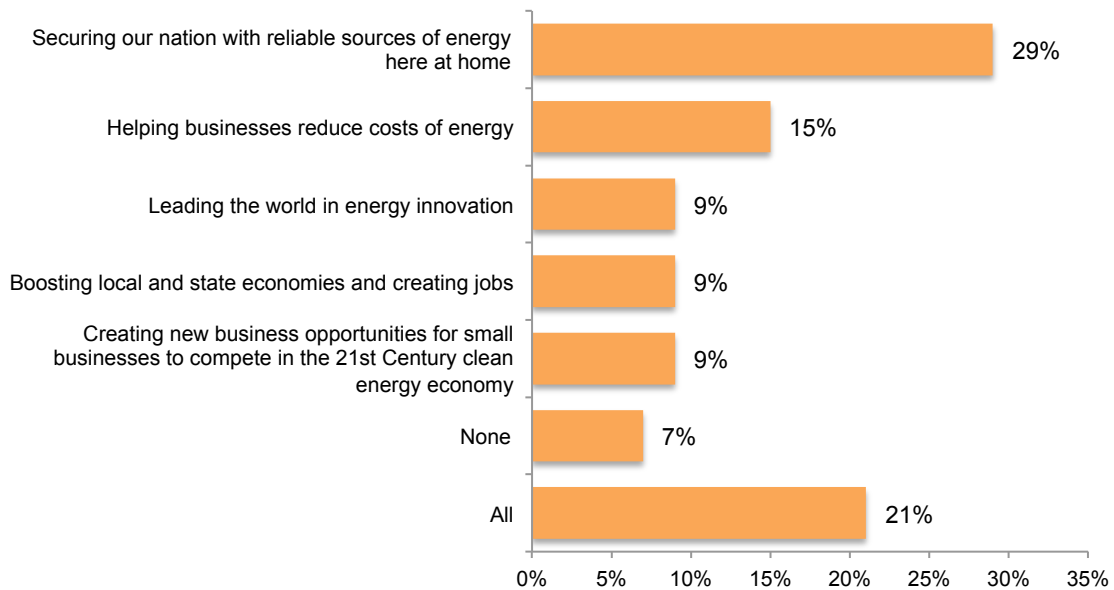
Please indicate if your business has done the following: Switched to hybrid or electric vehicles

Small Businesses See Multiple Benefits to Expanding Clean Energy

Securing our nation with reliable sources of energy here at home is one of the most important benefits of expanding clean energy sources and energy efficiency, according to respondents. Roughly one out of three respondents (29%) believe investments in clean energy primarily benefit our country by helping to secure our nation with reliable sources of energy. Other benefits include: helping businesses reduce the costs of energy (15% support), leading the world in energy innovation (9% support), boosting local and state economies and creating jobs (9% support), and creating new business opportunities for small businesses to compete in the 21st economy (9% support). Only a small 7% of those polled felt that there were no benefits at all.

■ **Figure 8: Small business see multiple benefits to expanding clean energy**

What do you think are the most important benefits of expanding clean energy sources and energy efficiency?



Owners See Important Role for EPA in Limiting Greenhouse Gas Emissions

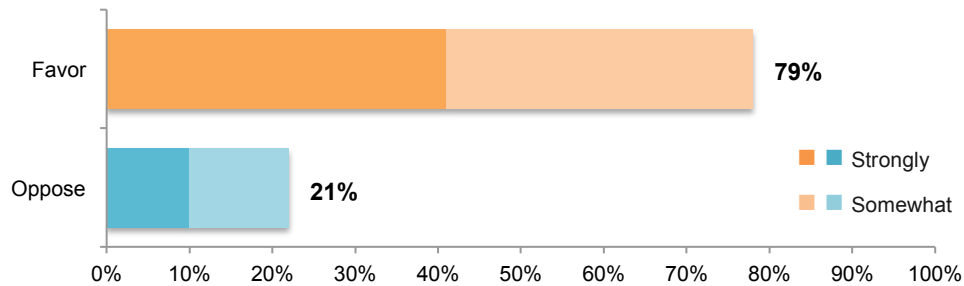
Turning to a specific clean energy issue, small business owners demonstrate strong support for new Environmental Protection Agency regulations that require new power plants to reduce their emissions of greenhouse gases. The vast majority (79%) favor the EPA's federal rule that new power plants reduce previously unlimited emissions of carbon dioxide, methane and nitrous oxide. What's more, 41% strongly favor this rule while just 10% strongly oppose it.

Fifty-five percent report their business will be impacted by EPA oversight of carbon and other emissions—including nearly one in four who indicate they will be majorly impacted.

Buy a solid majority of owners—60%—support EPA regulations “even if it would cause an increase in utility rates.”

■ **Figure 9: Majority favors new rules limiting greenhouse gas emissions**

The Environmental Protection Agency (EPA) is expected to soon release rules requiring new power plants to reduce the amount of greenhouse gases such as carbon dioxide, methane and nitrous oxide they emit. There currently are no federal limits on the carbon pollution that comes from industrial sources such as power plants and factories. Generally speaking, do you favor or oppose the EPA regulating carbon pollution from power plants?



Owners Favor EPA Standards on Mercury, Air Quality and More

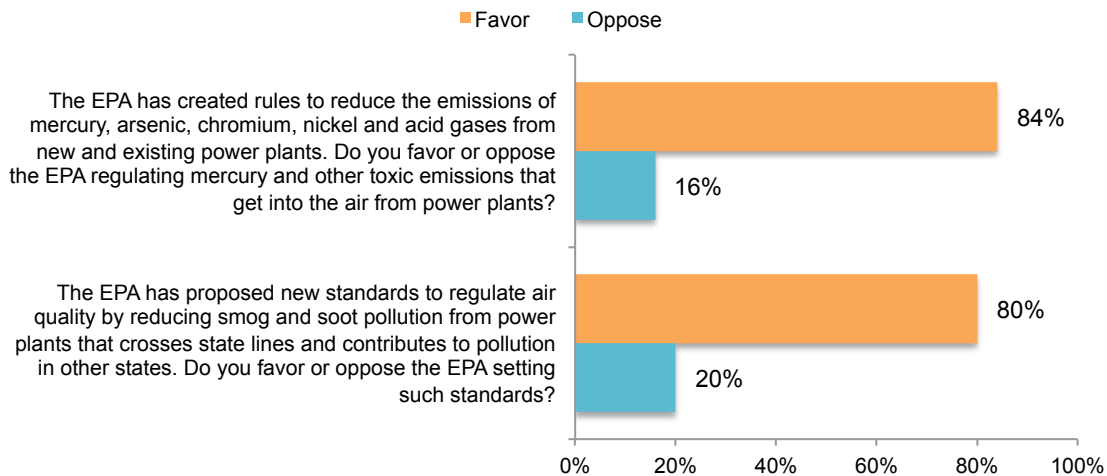
Poll results revealed particularly overwhelming support for EPA requirements to reduce emissions of mercury, arsenic, chromium, nickel and acid gases from new and existing power plants. A strong majority, 84%, of respondents support the EPA regulating these emissions and almost half (48%) *strongly* support it. That's nearly 10 times the percentage who strongly oppose it (5%).

Fifty percent of small business owners say their business would be directly impacted by these regulations.

■ **Figure 10: Support for air quality, mercury and toxic emissions standards**

The EPA has created rules to reduce the emissions of mercury, arsenic, chromium, nickel and acid gases from new and existing power plants. Generally speaking, do you favor or oppose the EPA regulating mercury and other toxic emissions that get into the air from power plants?

The EPA has proposed new standards to regulate air quality by reducing smog and soot pollution from power plants that crosses state lines and contributes to pollution in other states. Generally speaking, do you favor or oppose the EPA setting such standards?



When it comes to EPA standards for air quality, 80% of Virginia small business owners favor proposed rules to reduce smog and soot pollution that crosses state lines.

Again, 53% of those surveyed say their business would see direct effects of the impending rules.

Conclusion

As the economy inches toward recovery, small business owners in Virginia are working long hours to help revitalize their state's economy. But right now, the rising costs of doing business are slowing them down more than anything. Increased fuel and electricity prices are hampering small business owners' bottom lines, but the ability to compete in a transforming clean energy-based economy offers them new business opportunities that can help offset those costs. With that in mind, it's not surprising the majority of entrepreneurs see a role for government in helping pave the way to economic recovery with investments in clean energy and energy efficiency, and that they favor protecting EPA regulation of greenhouse gases like carbon dioxide, and air toxins like mercury, smog, soot and more.

Virginia's job creators are steadfastly committed to these policies as pragmatic long-term ways to usher small businesses into a clean, modern economy. With entrepreneurs supporting these standards in times when they know they might face cost increases like higher utility prices, it's clear they believe the long-term economic benefits overall would outweigh their short-term costs.

Methodology

This poll reflects an Internet survey of 600 small business owners in Colorado, Michigan, Nevada, Ohio, Pennsylvania and Virginia, who were drawn from Survey Sampling International and conducted by Greenberg Quinlan Rosner Research for Small Business Majority. The survey was conducted from March 21-28, 2012. The overall margin of error for the entire sample is +/- 4%.

Poll Toplines

March 21 – March 28, 2012

110 Small businesses with 100 or fewer employees

Q.1 Do you own your own business?

	VA
Yes	100
No.....	-
Not sure.....	-

(ref:SBOSCR)

Q.2 How many people are directly employed by your business or company, including yourself?

	VA
1 (less than 25%)	34
2-5	39
6-10	9
11-25	4
26-50.....	6
51-100.....	9
More than 100	-

(ref:NUMEMPLY)

Q.3 Which ONE or TWO of the following do you believe are the biggest problems facing your business?

	VA
Competition from big corporations.....	17
Government regulation	16
Lack of consumer demand	27
Rising costs of doing business, such as higher fuel or electricity costs	31
Rising costs of doing business, such as higher materials or supply costs.....	34
Access to small business loans	9
Taxes	23
Cost of providing health care to employees	14
(Refused).....	1

(ref:BIGPROB2)

Q.4 How interested are you in using programs that provide incentives or assistance for small businesses to improve energy efficiency? Extremely interested, very interested, somewhat interested, not too interested, or not at all interested?

	VA
Extremely interested	26
Very interested.....	20
Somewhat interested	29
Not too interested	16
Not at all interested	9
(Refused)	-
Extremely/Very interested	46

(ref:PROGRMS)

Please rate how useful you believe the following programs would be to small business owners looking to make energy efficiency upgrades to their businesses.

	Very Usefl	Smwt Usefl	Not Very Usefl	Not At all Usefl	DK/ Ref	Vry/ Smwt	NtVry/ Not At all
Q.5 Low interest loans for energy efficiency upgrades to buildings							
VA.....	43	35	16	6	-	78	22
Q.6 Reductions in permitting fees to make energy efficient upgrades to buildings							
VA.....	44	36	11	8	-	80	20
Q.7 Programs that allow business owners to upgrade equipment through low-cost financing							
VA.....	54	31	14	1	-	85	15
	Very Usefl	Smwt Usefl	Not Very Usefl	Not At all Usefl	DK/ Ref	Vry/ Smwt	NtVry/ Not At all
Q.8 Low interest loans to invest in installing clean energy resources such as solar panels							
VA.....	41	39	13	7	-	80	20
Q.9 Energy audits that tell you how your facility can be more energy efficient and cost less money to operate							
VA.....	39	31	19	10	-	71	29
Q.10 Incentives, such as tax rebates, to perform energy efficiency upgrades							
VA..... (ref:USEFUL)	51	33	12	4	-	84	16

Here are some things some businesses have done to improve energy efficiency. Please indicate if your business has done the following

	Yes	No	Does Not Apply	DK / Ref	Total Yes
Q.11 Installed energy-saving measures such as energy-efficient light bulbs, appliances, windows and insulation, reduced heat during the winter and air conditioning in the summer, or took some other energy saving measure.					
VA.....	58	19	21	2	39
Q.12 Installed solar panels or some other source of clean energy					
VA.....	12	49	35	3	-37
Q.13 Switched to hybrid or electric vehicles					
VA..... (ref:EFFEC1)	14	48	36	2	-34

How willing would you be to have your business do the following:

	Very Wllng	Smwt Wllng	Un Wllng	Un Wllng	Not Wllng	Not Wllng	Does Not Apply	Sure	Total Wllng	Un - Wllng
Q.14 Install energy-saving measures such as energy-efficient light bulbs, appliances, windows and insulation and reduce heat during the winter and air conditioning in the summer, or take some other energy saving measure.										
VA.....	13	44	18	14	6	5	57	32	25	
[E12 Respondents]										
Q.15 (IF NO OR NOT SURE ON EFFEC1 2) Install solar panels or some other source of clean energy										
VA.....	32	30	10	8	11	9	62	19	43	
[E13 Respondents]										
Q.16 (IF NO OR NOT SURE ON EFFEC1 3) Switch to hybrid or electric vehicles										
VA..... (ref:EFFEC2)	24	35	14	20	5	3	58	34	24	

Q.17 Which of these statements comes closer to your point of view, even if neither one is exactly right:

Government investments in clean energy and energy efficiency have an important role in boosting our national economy and creating jobs now.

OR

Government investments in clean energy and energy efficiency are a waste of money, and neither play an important role in growing our national economy or creating jobs.

	VA
Important role, strongly	39
Important role, not strongly	39
Waste of money, not strongly	9
Waste of money, strongly	13
(Don't know)	-
Total Important	78
Total Waste of Money	22
Important - Waste of Money	56
(ref:INVSPAIR)	

Q.18 What do you think are the most important benefits of expanding clean energy sources and energy efficiency?

	VA
Leading the world in energy innovation	9
Boosting local and state economies and creating jobs	9
Creating new business opportunities for small businesses to compete in the 21st Century clean energy economy	9
Securing our nation with reliable sources of energy here at home	29
Helping businesses reduce costs of energy	15
None	7
All	21
(Refused)	-
(ref:BENEFITS)	

Here is a list of activities that our government could do, or has already done, to support moving to a clean energy economy. Do you favor or oppose these activities? -

	Strng Fav	Smwt Fav	Smwt Opp	Strng Opp	Dk/ Ref	Total Fav	Total Opp	Fav - Opp
Q.19 Setting standards that require utilities to help their customers reduce energy consumption through energy efficiency programs.								
VA.....	47	35	12	6	-	82	18	64

Q.21 Setting standards that require utilities to meet a certain percentage of energy demand through renewable energy sources such as wind, solar and bio-fuels.								
VA.....	41	38	13	8	-	79	21	58

Q.22 Increase funding for research into renewable energy sources like solar, wind and bio-fuels.								
VA.....	48	37	10	5	-	85	15	70

	Strng Fav	Smwt Fav	Smwt Opp	Strng Opp	Dk/ Ref	Total Fav	Total Opp	Fav - Opp
[300 Respondents]								
Q.23 (SPLIT A) Providing tax credits to individuals and businesses to invest in and install renewable energy sources, like solar panels or wind turbines, and/or energy efficiency upgrades to buildings.								
VA.....	52	33	8	7	-	85	15	69

[300 Respondents]								
Q.24 (SPLIT B) Providing low-interest loans and loan assistance to individuals and businesses to invest in and install renewable energy sources, like solar panels or wind turbines, and/or energy efficiency upgrades to buildings								
VA.....	51	34	13	2	-	85	15	70

Q.25 Setting standards that require utilities to help customers reduce energy use through programs like energy-efficient appliance rebates, energy audits and weatherization programs.								
VA.....	41	42	11	6	-	83	17	65

	Strng Fav	Smwt Fav	Smwt Opp	Strng Opp	Dk/ Ref	Total Fav	Total Opp	Fav - Opp
Q.26 Increasing automotive efficiency standards to 54.5 miles per gallon in cars and light trucks.								
VA.....	45	34	11	10	-	79	21	58
Q.27 Revitalize downtown business districts that focus on increasing walkability and bicycle access, encouraging pedestrian traffic and providing alternative transportation into these areas.								
VA.....	45	42	10	3	-	87	13	74
Q.28 Provide tax credits to help small businesses and entrepreneurs create new clean energy products and solutions.								
VA.....	52	39	6	3	-	91	9	82
Q.29 Require the 90 percent of materials that are recyclable to be recycled by 2025.								
VA.....	38	41	13	8	-	80	20	59

	Strng Fav	Smwt Fav	Smwt Opp	Strng Opp	Dk/ Ref	Total Fav	Total Opp	Fav - Opp
Q.30 Develop a "Green Bank," a federal program that would make loans to help start and support clean technology businesses.								
VA.....	37	42	7	14	-	79	21	58
Q.31 Develop government programs that would help you or your landlord install energy efficiency measures or renewable energy sources by providing low-interest government-backed loans that can be paid back directly through energy cost savings.								
VA.....	37	43	13	7	-	80	20	60
Q.32 Develop government programs that enable property owners to finance the initial cost of energy efficiency improvements and/or small-scale renewable energy projects and pay them off in small increments that are added to property taxes.								
VA..... (ref:AGREE2)	39	43	10	9	-	82	18	63

Do you agree or disagree with the following statements? -

	Strng	Smwt	Smwt	Strng	DK/	Total	Total	Agree
	Agree	Agree	Dis	Dis	Ref	Agree	Dis	-
								Dis
[300 Respondents]								
Q.33 (SPLIT A) Government should play an important role in encouraging renewable energy technologies through funding and policy efforts.								
VA	37	40	11	12	-	77	23	54

Q.34 Government should play an important role in creating financial incentives that encourage people to take energy efficiency measures, like installing energy efficient light bulbs.								
VA	48	32	6	14	-	80	20	60

[300 Respondents]								
Q.35 (SPLIT B) Government should play an important role in encouraging clean energy technologies through funding and policy efforts.								
VA	47	31	9	13	-	78	22	56
(ref:AGREE3)								

Q.36 The Environmental Protection Agency (EPA) is expected to soon release rules requiring new power plants to reduce the amount of greenhouse gases such as carbon dioxide, methane and nitrous oxide they emit. There currently are no federal limits on the carbon pollution that comes from industrial sources such as power plants and factories. Generally speaking, do you favor or oppose the EPA regulating carbon pollution from power plants?

	VA
Strongly favor	41
Somewhat favor	37
Somewhat oppose	12
Strongly oppose	10
(Don't know/Refused)	-
Total favor	79
Total oppose	21
Favor - Oppose	57
(ref:EPA1)	

Q.37 Do you believe the EPA's regulation of carbon pollution and other emissions will have a major impact, a minor impact, not much of an impact or no real impact on your business specifically? -

	VA
Major impact.....	25
Minor impact	30
Not much of an impact	14
No real impact	31
(Refused)	-
Major/Minor	55
Not much/ None	45
(ref:IMPACT)	

Q.38 Would you favor or oppose the EPA regulating carbon pollution and other emissions on power plants even if you believe there would be an increase in utility rates?

	VA
Strongly favor	19
Somewhat favor	41
Somewhat oppose	23
Strongly oppose	17
(Don't know/Refused)	-
Total favor.....	60
Total oppose.....	40
Favor - Oppose	19
(ref:EPARATE)	

Q.39 The EPA has proposed new standards to regulate air quality by reducing smog and soot pollution from power plants that crosses state lines and contributes to pollution in other states. Generally speaking, do you favor or oppose the EPA setting such standards?

	VA
Strongly favor	37
Somewhat favor	43
Somewhat oppose	10
Strongly oppose	10
(Don't know/Refused)	-
Total favor.....	80
Total oppose.....	20
Favor - Oppose	60
(ref:EPA3)	

Q.40 Do you believe the EPA's new standards to regulate air quality by reducing smog and soot pollution from power plants that crosses state lines will have a major impact, a minor impact, not much of an impact or no real impact on your business specifically?

	VA
Major impact.....	21
Minor impact	32
Not much of an impact	16
No real impact	31
(Refused)	-
Major/Minor	53
Not much/None.....	47
(ref:IMPACT3)	

Q.41 The EPA has created rules to reduce the emissions of mercury, arsenic, chromium, nickel and acid gases from new and existing power plants. Generally speaking, do you favor or oppose the EPA regulating mercury and other toxic emissions that get into the air from power plants?

	VA
Strongly favor	48
Somewhat favor	37
Somewhat oppose.....	11
Strongly oppose	5
(Don't know/Refused)	-
Total favor.....	84
Total oppose.....	16
Favor - Oppose	68
(ref:EPA4)	

Q.42 Do you believe the EPA's new rules to reduce the emissions of mercury, arsenic, chromium, nickel and acid gases from new and existing power plants will have a major impact, a minor impact, not much of an impact or no real impact on your business specifically?

	VA
Major impact.....	20
Minor impact	30
Not much of an impact	16
No real impact	34
(Refused)	-
Major/Minor	50
Not much/ None.....	50
(ref:IMPACT5)	

Q.43 As you may have heard, Solyndra, a manufacturer of solar panel cells, filed for bankruptcy after receiving a \$535 million loan guarantee from the federal government. Should the failure of Solyndra mean the government should stop investing in renewable energy technologies, like solar and wind?

	VA
Yes, strongly.....	26
Yes, not strongly	15
No, not strongly	31
No, strongly.....	28
(Refused)	-
Total Yes	41
Total No	59
Yes - No	-18
(ref:SOLYNDRA)	

Q.44 Do you believe that more government investments in fuel efficient, hybrid and electric cars is a potential solution to high gas prices?

	VA
Yes, strongly.....	25
Yes, not strongly	40
No, not strongly	15
No, strongly.....	20
(Refused)	-
Total Yes	65
Total No	35
Yes - No	30
(ref:SOLTN)	

[299 Respondents]

Q.45 (SPLIT C) Would you favor or oppose ending government subsidies to oil and gas companies?

	VA
Strongly favor	34
Somewhat favor	31
Somewhat oppose.....	17
Strongly oppose	18
(Don't know/Refused)	-
Total favor.....	65
Total oppose.....	35
Favor - Oppose	30
(ref:OILSUB)	

[301 Respondents]

Q.46 (SPLIT D) Would you favor or oppose ending government subsidies to oil and gas companies, even if it meant a small increase in gas prices?

	VA
Strongly favor	35
Somewhat favor	28
Somewhat oppose	23
Strongly oppose	15
(Don't know/Refused)	-
Total favor	63
Total oppose	37
Favor - Oppose	25
(ref:OILSUBD)	

Q.47 These last questions are for statistical purposes only: Which of the following categories best describes your business?

	VA
Professional services.....	34
Retail or wholesale.....	8
Education, health care or a non-profit organization	12
Construction	14
Industry or manufacturing	4
Transportation or utilities	1
Agriculture	2
Food services or production	3
Other	22
(Refused)	-
(ref:BUSTYPE)	

Q.48 Do you belong to any of the following business organizations? Please check all that apply.

	VA
Your local chamber of commerce.....	16
The U.S. Chamber of Commerce	6
National Federation of Independent Business	5
A trade association in your industry	16
Other business organization.....	26
None.....	54
(ref:ORGTTYPE)	

Q.49 In what year were you born?

	VA
18 - 24.....	4
25 - 29	9
30 - 34	12
35 - 39	13
40 - 44.....	10
45 - 49	11
50 - 54	13
55 - 59.....	15
60 - 64.....	6
65 and over	7
Refused	-
(ref:AGE)	

Q.50 Generally speaking, do you think of yourself as a Republican, a Democrat, an Independent, or something else?

	VA
Democrat	30
Independent-lean Democrat	13
Independent.....	9
Independent-lean Republican.....	11
Republican	29
Other	68
Refused	-
(ref:PTYID1)	

Q.51 For statistical purposes only, which of these categories best describes your family's personal income in 2011?

	VA
Less than \$25,000	5
\$25,000-\$34,999	10
\$35,000-\$49,999	17
\$50,000-\$74,999	21
\$75,000-\$99,999.....	19
\$100,000-\$149,999.....	17
\$150,000-\$249,999.....	7
\$250,000-\$499,999	4
\$500,000-\$999,999.....	-
Over \$1 million	-
Don't know	-
Prefer not to say	-
(ref:PERSINC)	

Q.52 What is your race?

	VA
White.....	73
African American or Black	13
Hispanic or Latino	8
Asian or Pacific Islander.....	3
American Indian or Native American	-
Other	1
Biracial or multiracial.....	1
Prefer not to say.....	-
(ref:RACE)	

Q.53 Does your business generate revenue directly through the new clean economy? Some examples would include installing solar panels, helping other companies reduce energy costs, recycling, providing alternative transportation, environmental marketing or LEED certification.

	VA
Yes	14
No.....	86
(Don't know/Prefer not to say)	-
Yes - No	-72
(ref:GREEN)	

Q.54 Is your business minority- or woman-owned?

	VA
Yes, minority owned	18
Yes, woman owned	30
Yes both.....	9
No.....	43
(Refused)	-

Q.55 What is your gender?

	VA
Male.....	52
Female.....	48
(ref:GENDER)	