



Virginia Business Survey: Overview

October 11, 2009

Confidential

Summary Survey Data

Geographic Segmentation: Virginia

Contact Type: President, C-level individuals

Contacted: 1,340

Participants: 106

Contact Method: email

Virginia business owners see a long road ahead, but believe business is strengthening.

Figure 1: Business Owners Outlook on the Economy

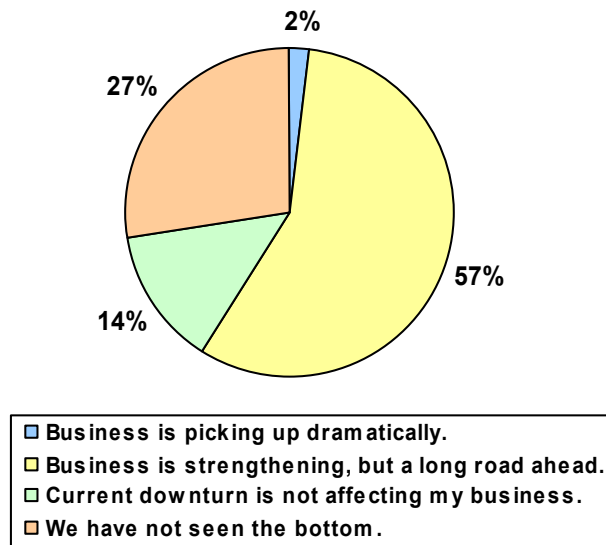
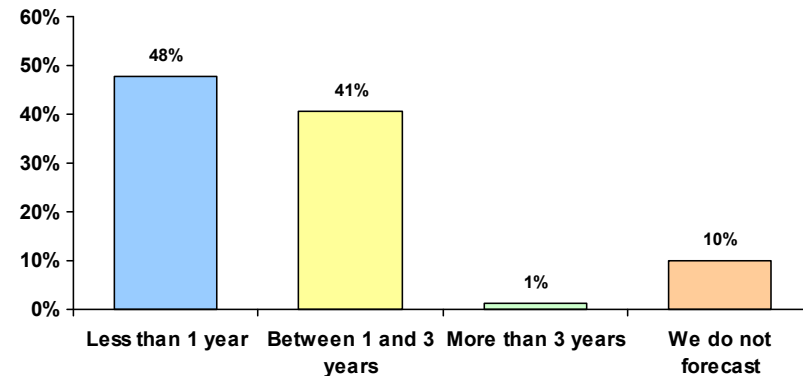
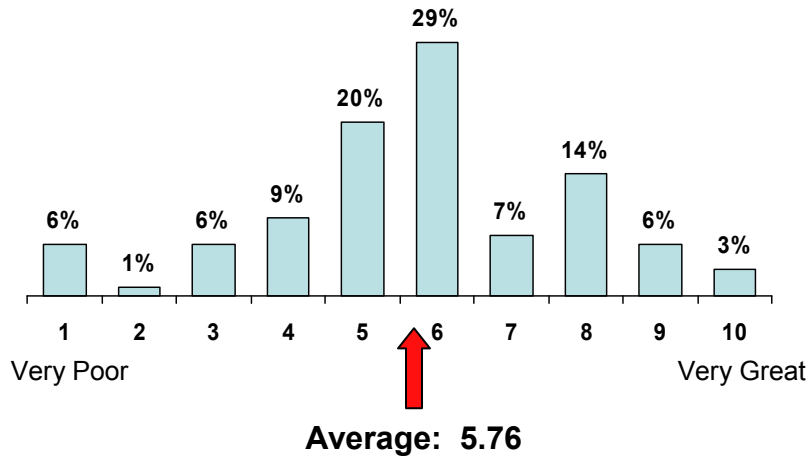


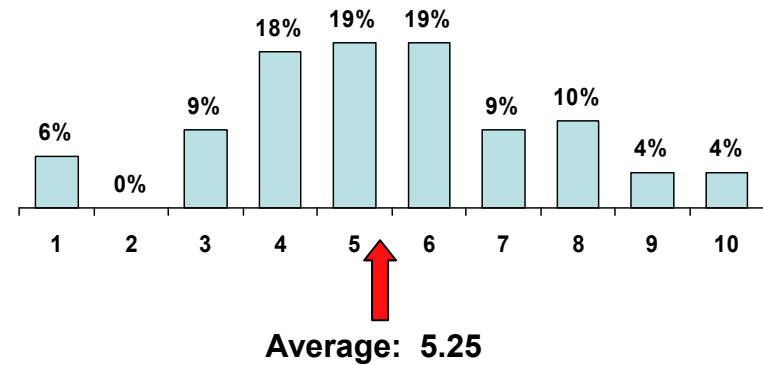
Figure 2: Business Owners Forecasting



How do you rate your business's outlook in terms of sales?

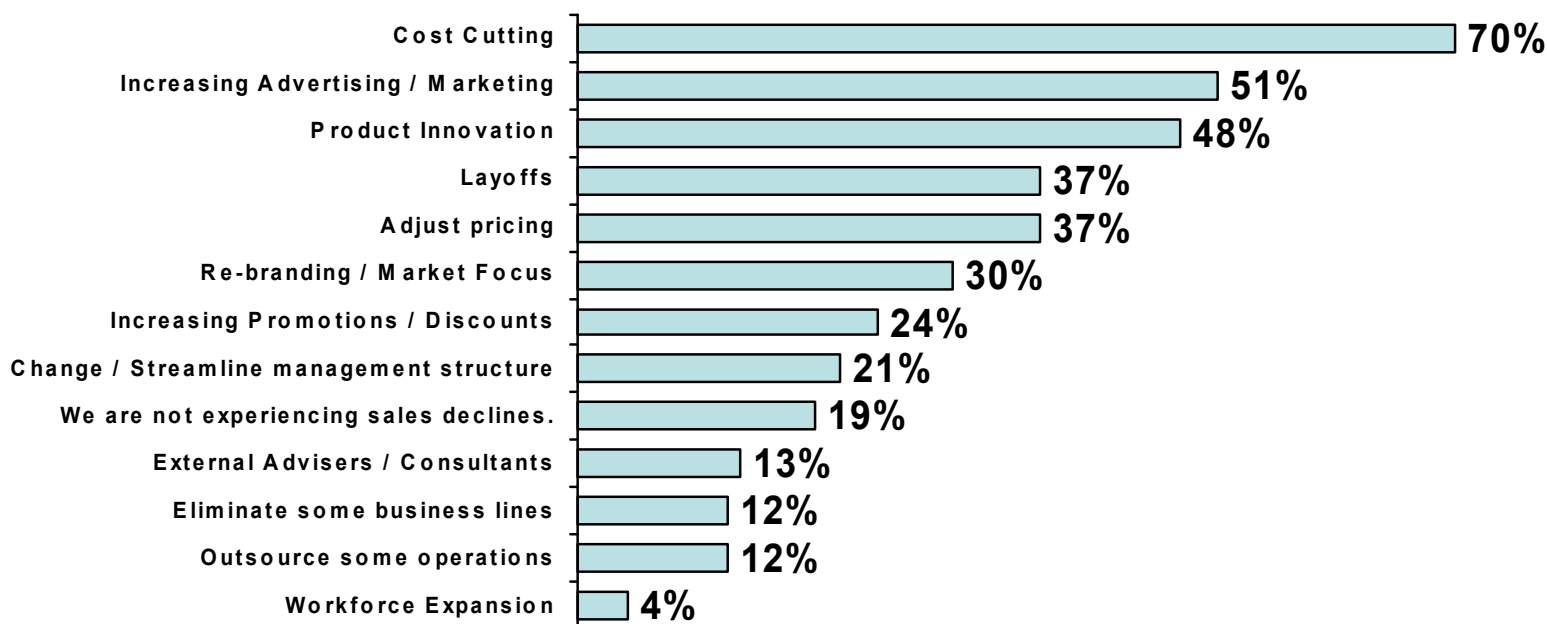


How do you rate your business's outlook in terms of profitability?



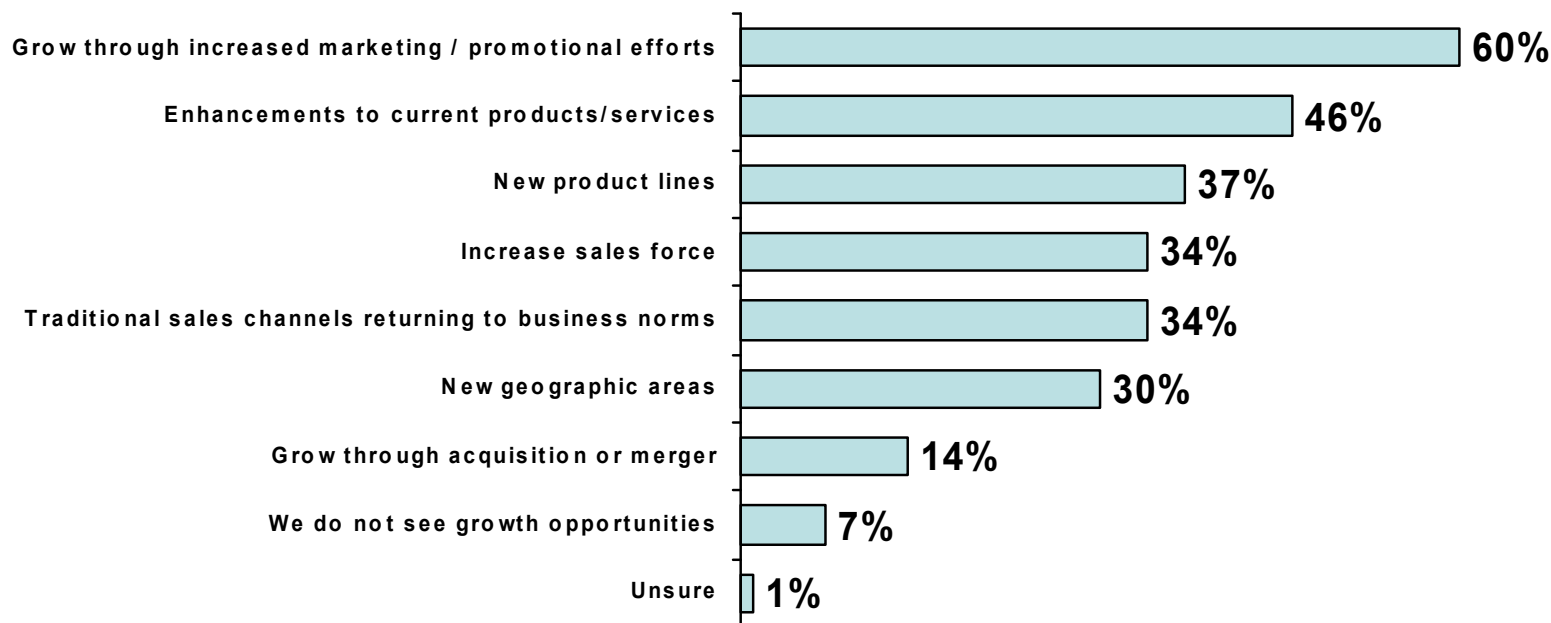
Cost cutting is overwhelmingly the most common practice for VA Business owners. Transact believes that many owners are looking to reposition their operations for a return to business norms.

What steps are you taking to offset sales declines?



Transact noticed that a significant percentage of respondents indicated they intend to grow through merger or acquisition.

What growth opportunities do you see in your business in the next 12 - 24 months?



If you intend on looking at a business acquisition within the next 12 - 24 months, what are the key drivers for that strategy?

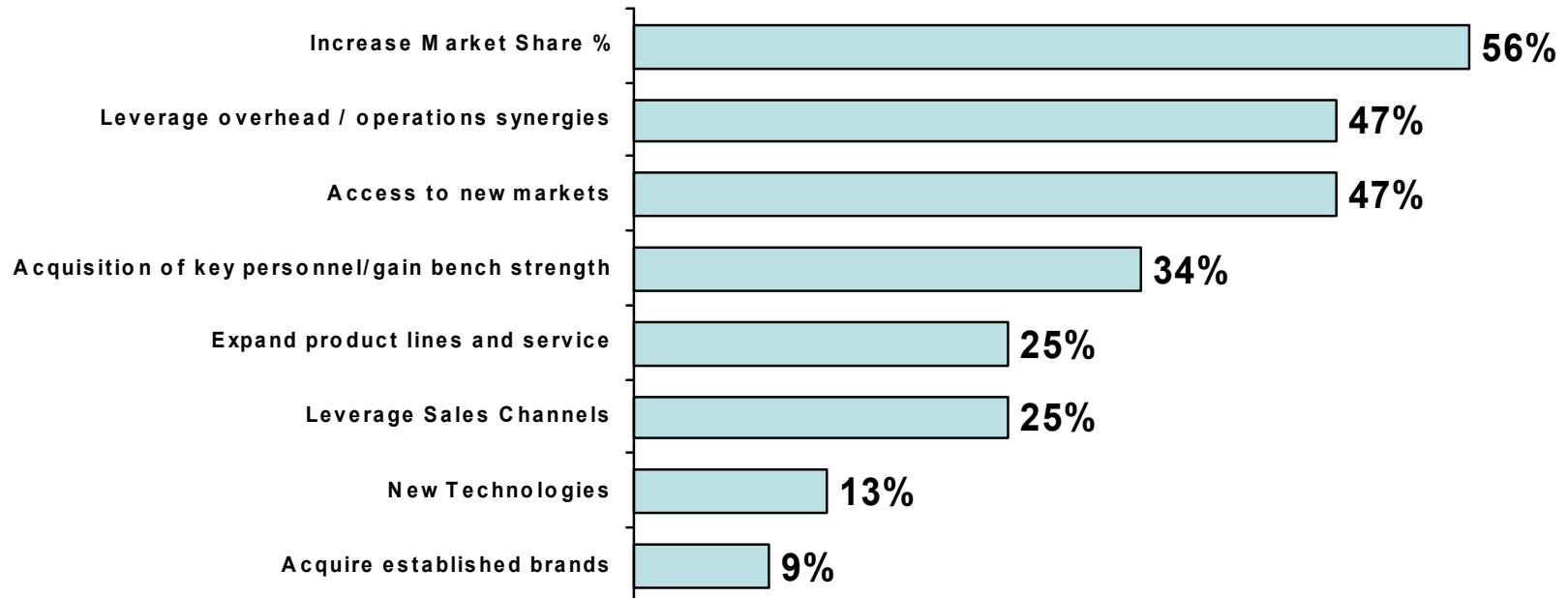
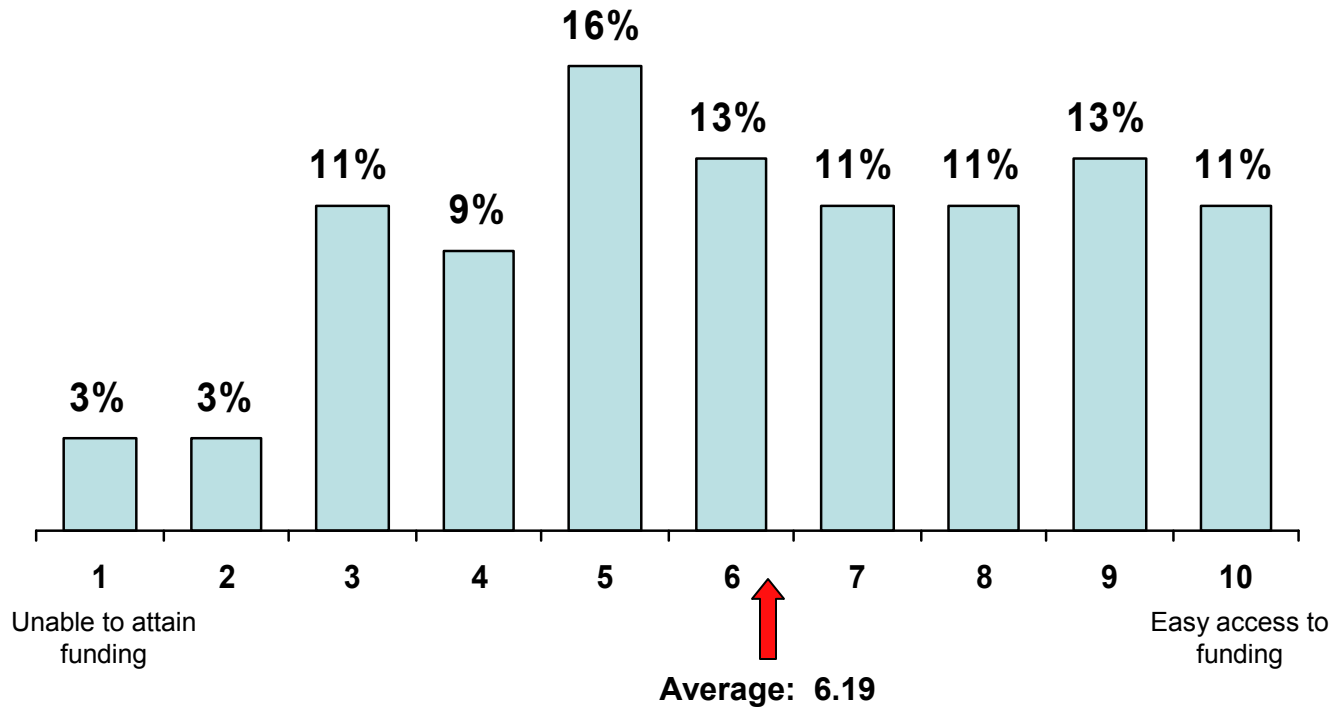


Figure 7: How do you rate your ability to obtain necessary funding/capital?



Contact Information

Steve Zacharias
Managing Partner
steve@transactcapital.com
office: 804.323.6868
mobile: 804.513.2155

Transact Capital Partners, LLC.
7400 Beaufont Springs Dr.
Suite 105
Richmond, VA 23225
www.transactcapital.com