

Job Creators Network

Small Business

MONTHLY

MONITOR

**October 2021  
National Survey  
Small Business Employers**

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Job Creators Network

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# MONTHLY MONITOR



## Methodology

This national survey of 500 small business employers was conducted between October 12-28, 2021. This presentation includes JCN's SBIQ (Small Business Intelligence Quotient). The JCN Monthly Monitor tracks its SBIQ, identifies key trends, and offers valuable insights into policies impacting small business employers.

All interviews were conducted online with randomly distributed invitations. The geographic and demographic profiles were structured to represent the population of small business employers in the United States. The sample of 500 small business employers has an accuracy of +/- 4.4% at a 95% confidence interval. The numbers in this presentation have been rounded and may not equal 100%.

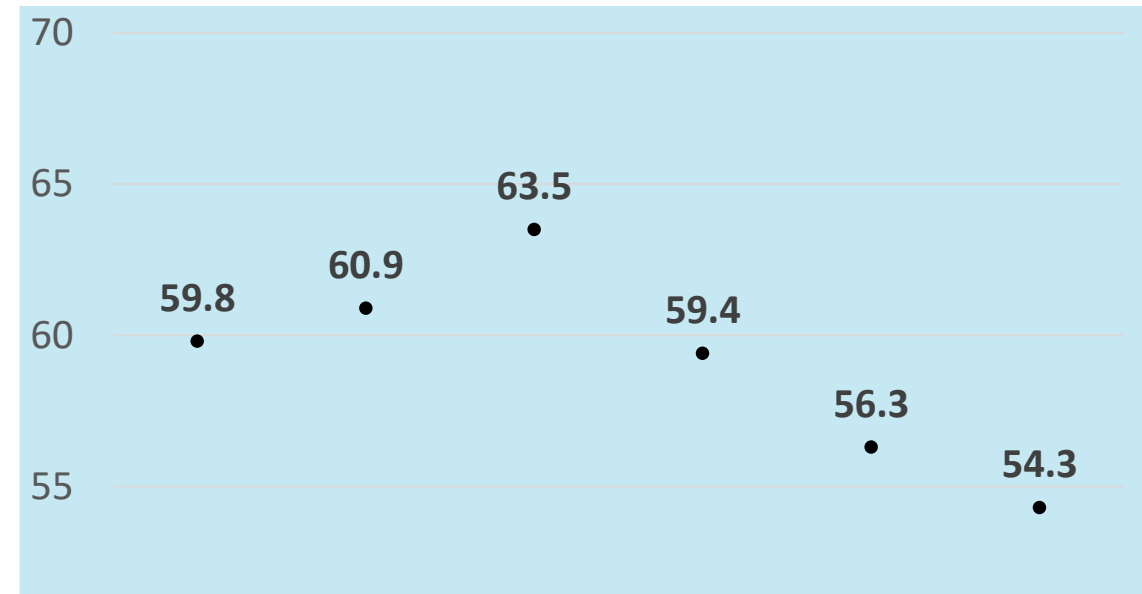
# SBIQ Small Business Intelligence Quotient

**October SBIQ: 54.3**

This survey provides a snapshot of JCN’s SBIQ, which will be tracked monthly to identify trends at-large and among key small business employer segments. The JCN SBIQ is based on 7-questions:

- Employer’s Current Business Conditions
  - Condition of U.S. Economy Today
  - Current Climate for Small Businesses
  - Direction of Employer’s Business Over Next 3-Months
  - Employer’s Plans for Hiring Over Next 3-Months
  - Direction of U.S. Economy
  - Direction of Climate for Small Businesses
- Current Conditions** (includes: Employer’s Current Business Conditions, Condition of U.S. Economy Today, Current Climate for Small Businesses)
- Future Expectations** (includes: Direction of Employer’s Business Over Next 3-Months, Employer’s Plans for Hiring Over Next 3-Months, Direction of U.S. Economy, Direction of Climate for Small Businesses)

The JCN SBIQ is calculated on a scale from 0 to 100, with 100 being best possible conditions and 0 being worst possible conditions. A score of 50 is neutral, anything above 50 is positive and anything below is negative. To calculate the scores, point values are applied to each response and multiplied by the share of respondents giving that answer.



	May	June	July	Aug	Sep	Oct	Net
<b>SBIQ</b>	59.8	60.9	63.5	59.4	56.3	54.3	-2.0
<b>Current Conditions</b>	61.8	60.7	65.5	62.6	58.8	55.9	-2.9
<b>Future Expectations</b>	58.3	61.0	61.9	57.0	54.5	53.1	-1.4

# Major Findings

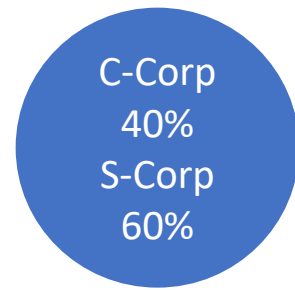
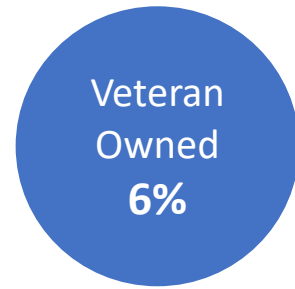
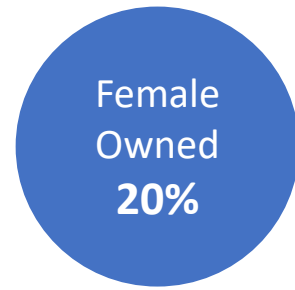
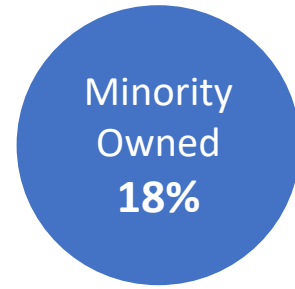
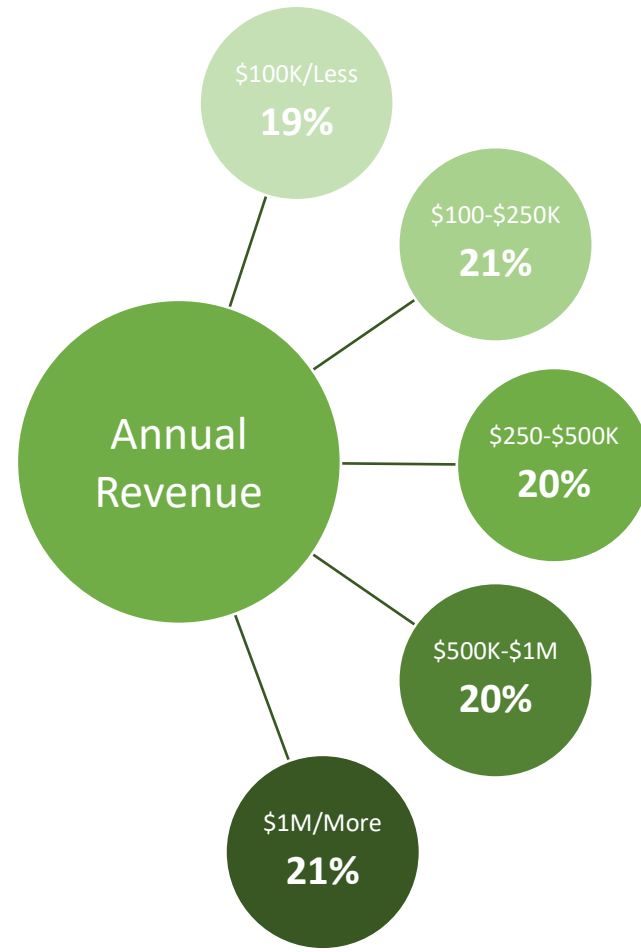
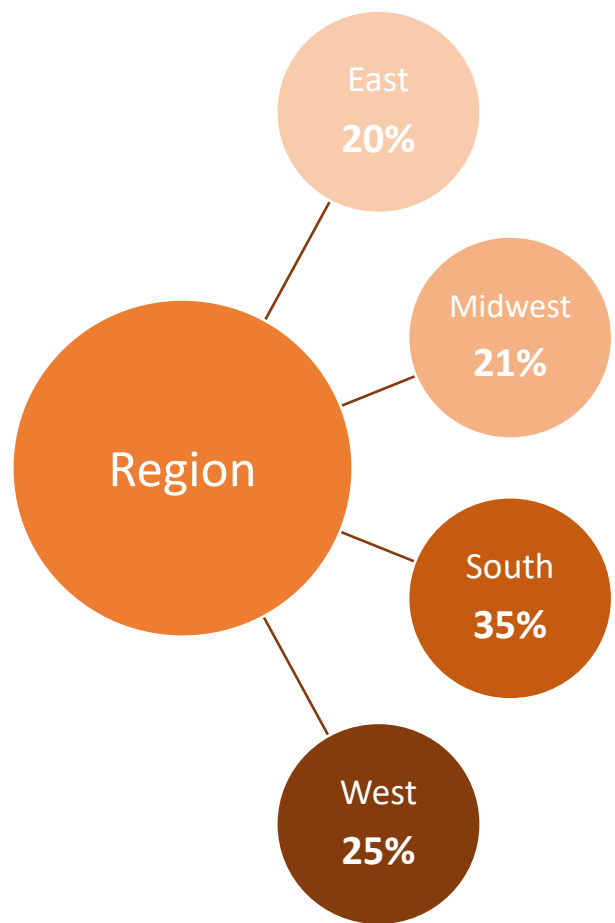
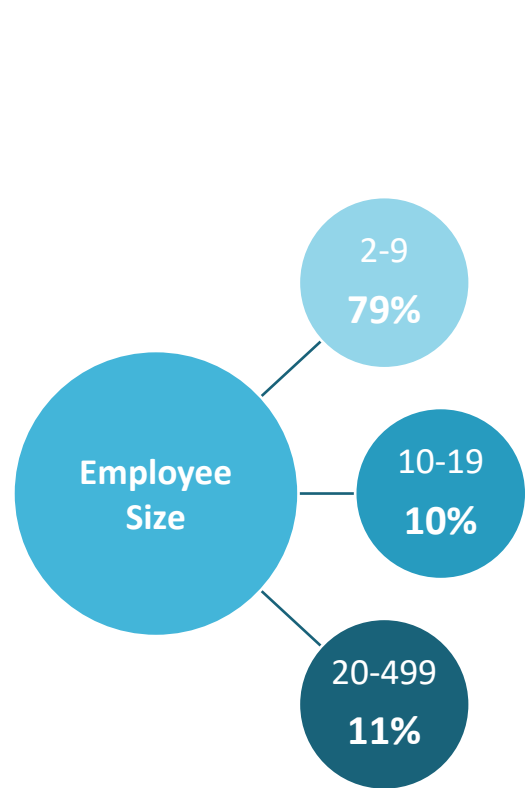
- The negativity among small business employers continues to worsen. The October JCN SBIQ decreased by another 2-points from 56.3 to 54.3 (-2.0), a 9-point drop from July's high of 63.5.
- "Current Conditions" fell 3-points from 58.8 to 55.9 (-2.9) while "Future Expectations" declined by more than 1-point from 54.5 to 53.1 (-1.4).
- Higher prices and inflation continues to be the leading concern followed by the economy/client spending, general operating costs, taxes, and supply chain disruption.
- Small business employers continue to feel threatened by tax increases and covid mandates.
- The majority doesn't think small business employers should be responsible for enforcing vaccine mandates on employees and the plurality (44%) think they will have employees who will quit over a vaccine mandate.
- An overwhelming majority opposes requiring banks to report every \$600 transaction to the IRS.

# 5 “So-What” Takeaways

1. Small business owners are *increasingly pessimistic* about the economy. ***What this means: People are realizing that Biden’s economic plan isn’t working and worker shortages, supply chain issues, and inflation are all dampening their outlook.***
2. Businesses are *seriously* concerned with inflation, with 40% of respondents saying it was on of their biggest concerns. This is almost double the next biggest concern and a big jump from September. ***What this means: Businesses are paying more attention to the policies that will affect inflation, including the size of the reconciliation bill.***
3. A majority of small business employers don’t think that employers should be responsible for enforcing vaccine mandates. ***What this means: Question any polling being used that shows small businesses are fine with the mandate. You will likely find issues with the data.***
4. Small businesses and the public don’t want the IRS to have access to their bank account. ***What this means: Most people don’t know about this and will not like it when they hear about it. It’s a messaging opportunity.***
5. Small businesses expect to have to raise wages soon. That means they think inflation will continue and worker shortages will continue. ***What this means: Profitability will go down and prices for consumers will continue to go up.***

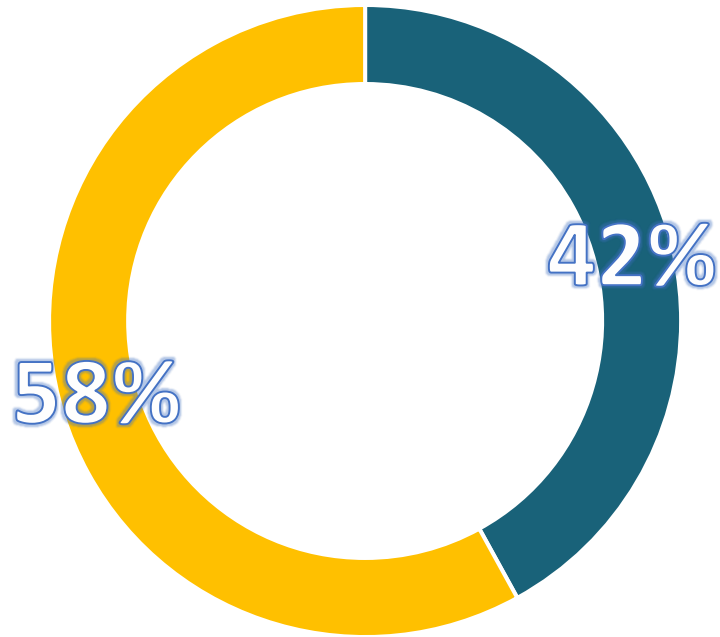
# Small Business Employer Profile

## Who are the 500 respondents?



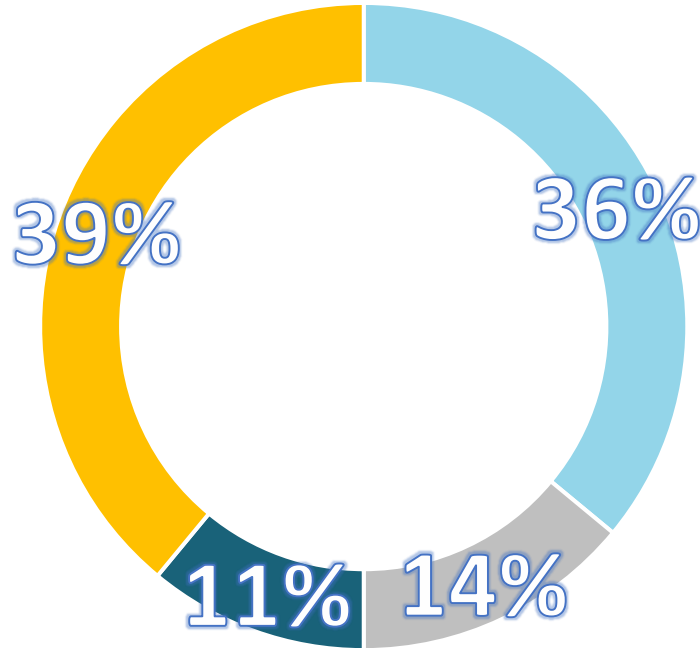
# Small Business Employer Profile

## Brick & Mortar Store



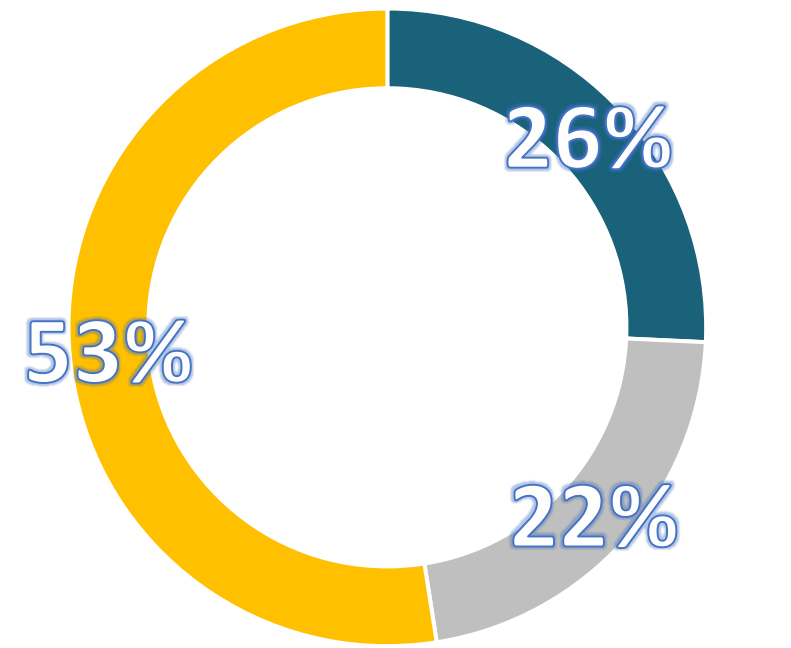
■ Yes ■ No

## Professional Service Provider



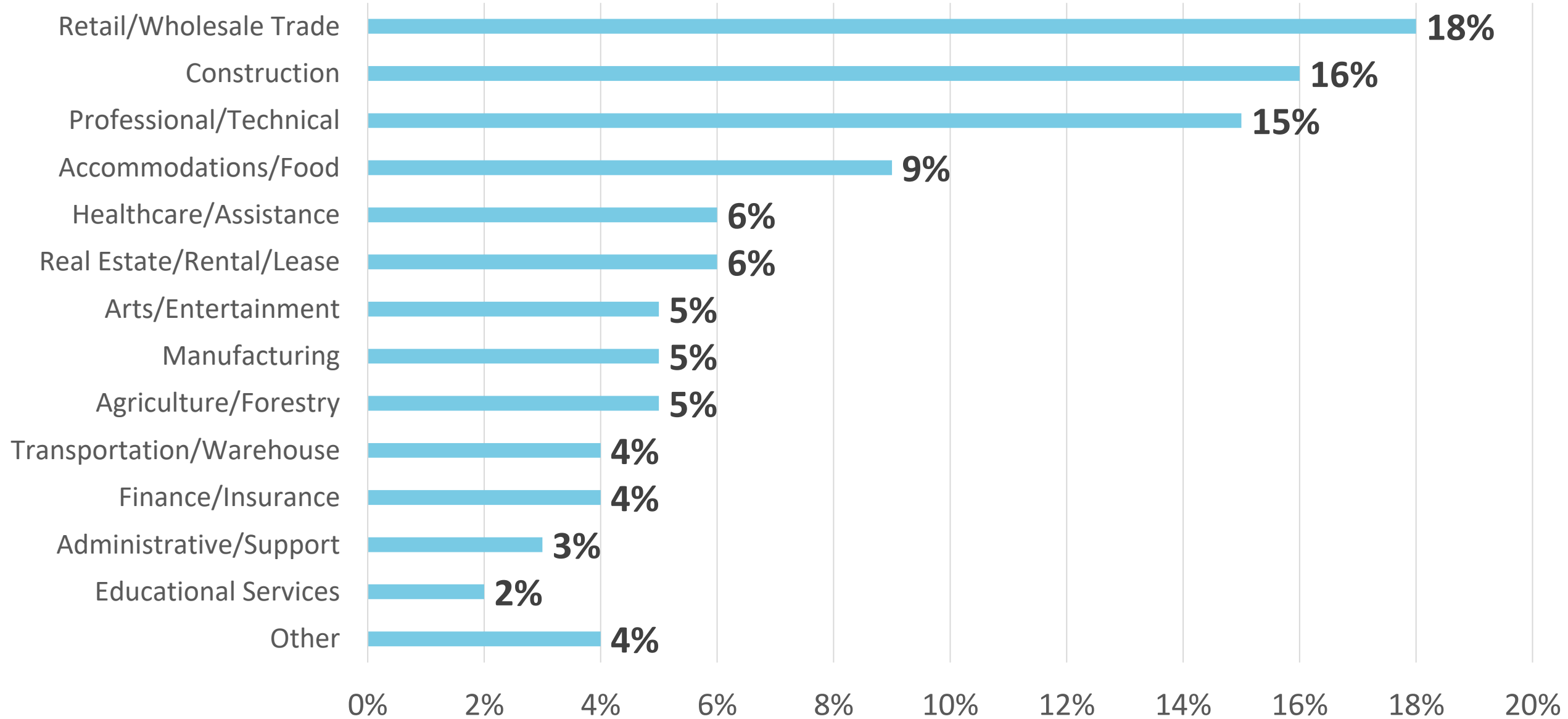
■ More In-Person ■ More Online ■ Half ■ Not Professional Service

## E-Commerce Business



■ More Than Half ■ Half ■ Less Than Half

# Small Business Employer Industry

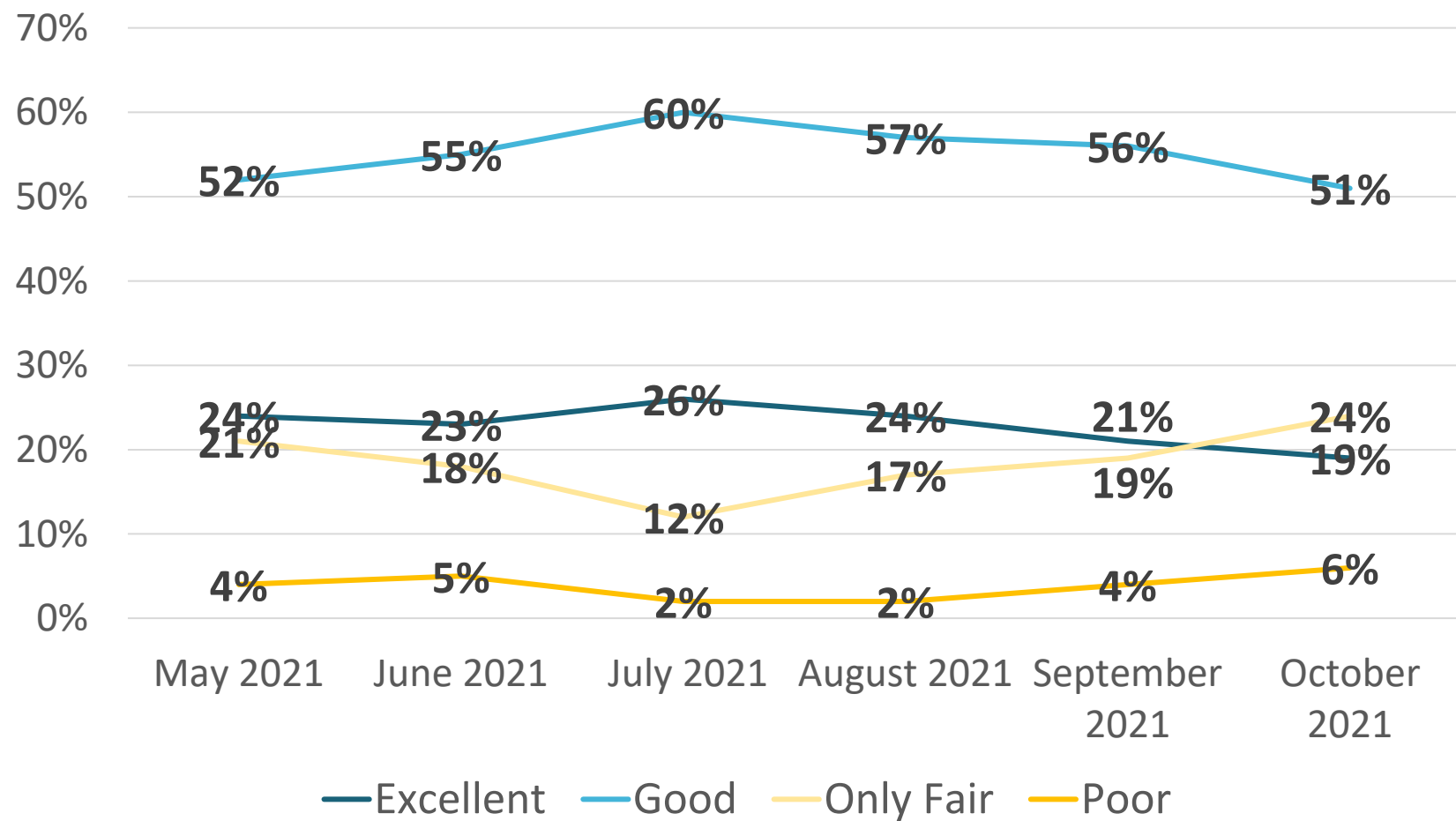




# Current Financial Condition

	May	June	July	Aug	Sep	Oct	Net
<b>Excellent/Good</b>	<b>75%</b>	<b>77%</b>	<b>85%</b>	<b>81%</b>	<b>77%</b>	<b>70%</b>	<b>-7</b>
<b>Only Fair/Poor</b>	<b>25%</b>	<b>22%</b>	<b>15%</b>	<b>19%</b>	<b>23%</b>	<b>30%</b>	<b>+7</b>
<b>Net</b>	<b>+50</b>	<b>+55</b>	<b>+70</b>	<b>+62</b>	<b>+54</b>	<b>+40</b>	<b>-14</b>

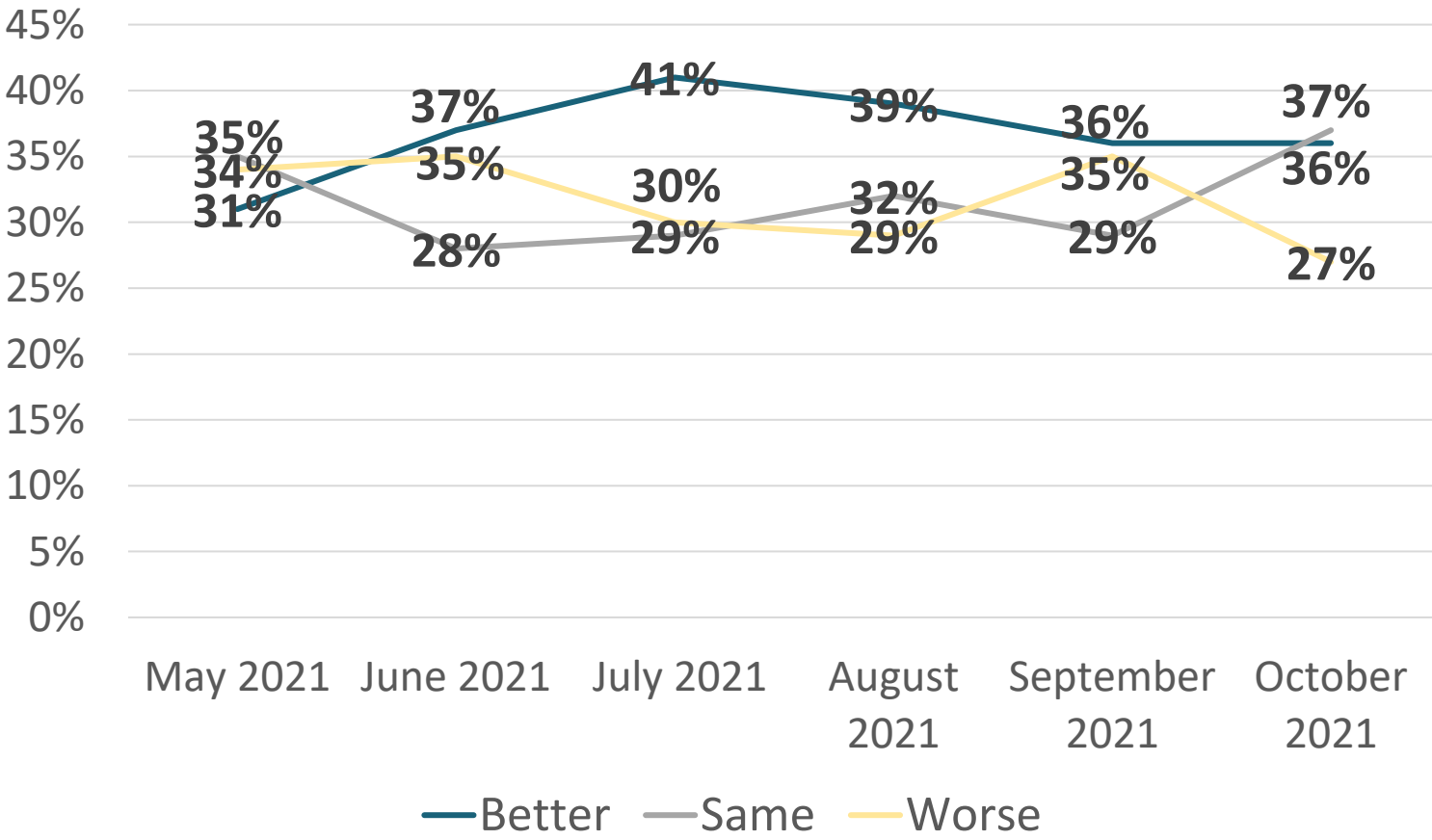
	Excel/ Good	Fair/ Poor	Net
Total	70	30	40
East	81	19	63
Midwest	72	28	44
South	68	32	36
West	64	36	28
2-9 Employees	67	33	34
10-19 Employees	77	23	53
20-More Employees	91	10	81
\$100K/Less Revenue	58	42	16
\$100K-\$250K Revenue	66	34	33
\$250K-\$500K Revenue	61	40	21
\$500K-\$1 Million Revenue	88	13	75
\$1 Million/More Revenue	79	22	57
Female-Owned	68	32	35
Minority-Owned	77	23	54



# Financial Condition Over Last Year

	May	June	July	Aug	Sep	Oct	Net
<b>Better</b>	<b>31%</b>	<b>37%</b>	<b>41%</b>	<b>39%</b>	<b>36%</b>	<b>36%</b>	<b>0</b>
Same	35%	28%	29%	32%	29%	37%	+8
<b>Worse</b>	<b>34%</b>	<b>35%</b>	<b>30%</b>	<b>29%</b>	<b>35%</b>	<b>27%</b>	<b>-8</b>
<b>Net</b>	<b>-3</b>	<b>-2</b>	<b>+11</b>	<b>+10</b>	<b>+1</b>	<b>+9</b>	<b>+8</b>

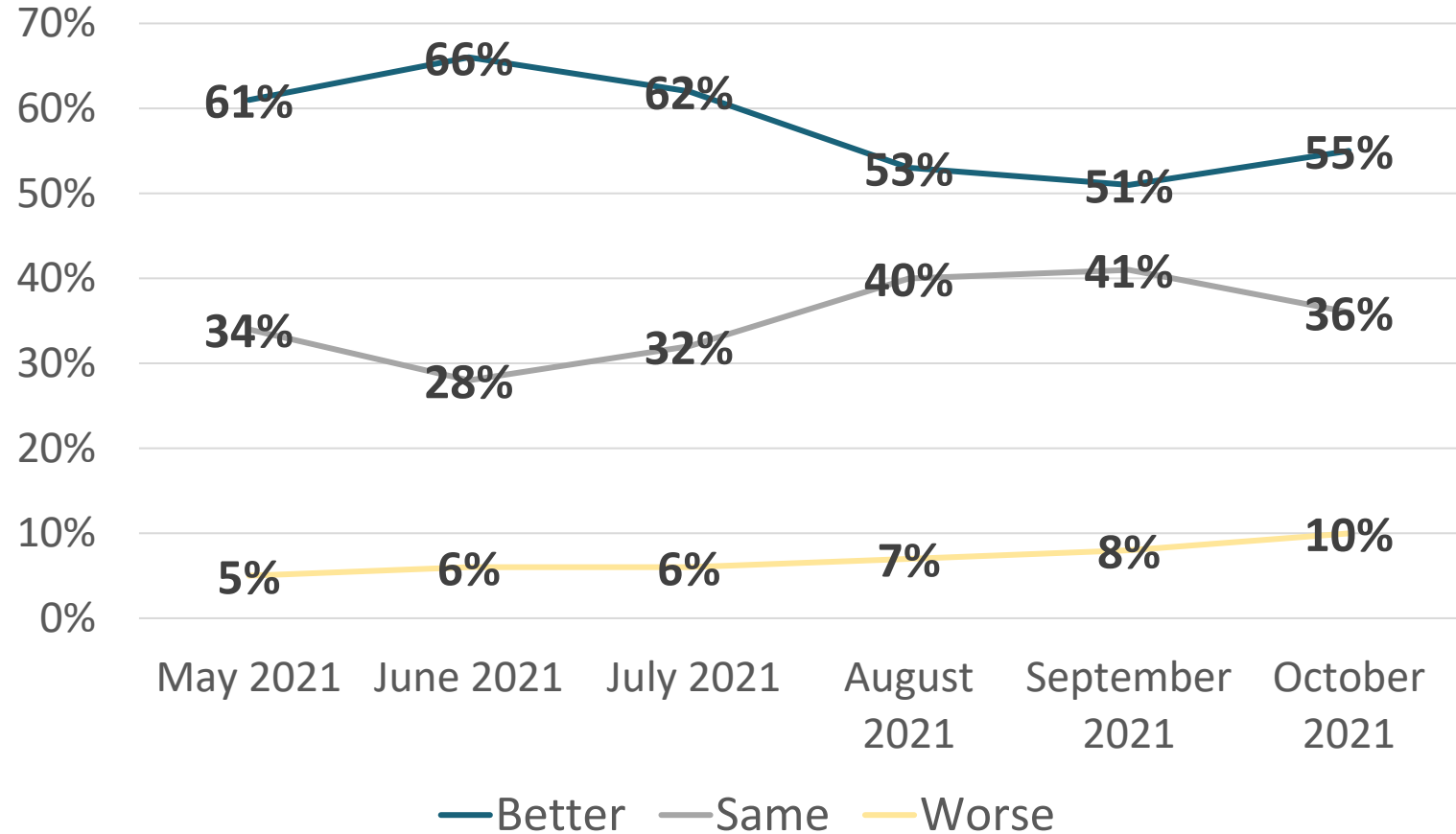
	Better	Same	Worse	Net
Total	36	37	27	9
East	45	33	22	23
Midwest	34	36	31	3
South	40	32	28	12
West	26	48	26	0
2-9 Employees	35	39	27	8
10-19 Employees	36	34	30	6
20-More Employees	49	26	25	24
\$100K/Less Revenue	35	38	27	7
\$100K-\$250K Revenue	36	31	33	3
\$250K-\$500K Revenue	34	33	33	1
\$500K-\$1 Million Revenue	38	43	19	19
\$1 Million/More Revenue	39	39	23	16
Female-Owned	40	36	24	16
Minority-Owned	41	31	27	14



# Financial Condition Next 3-Months

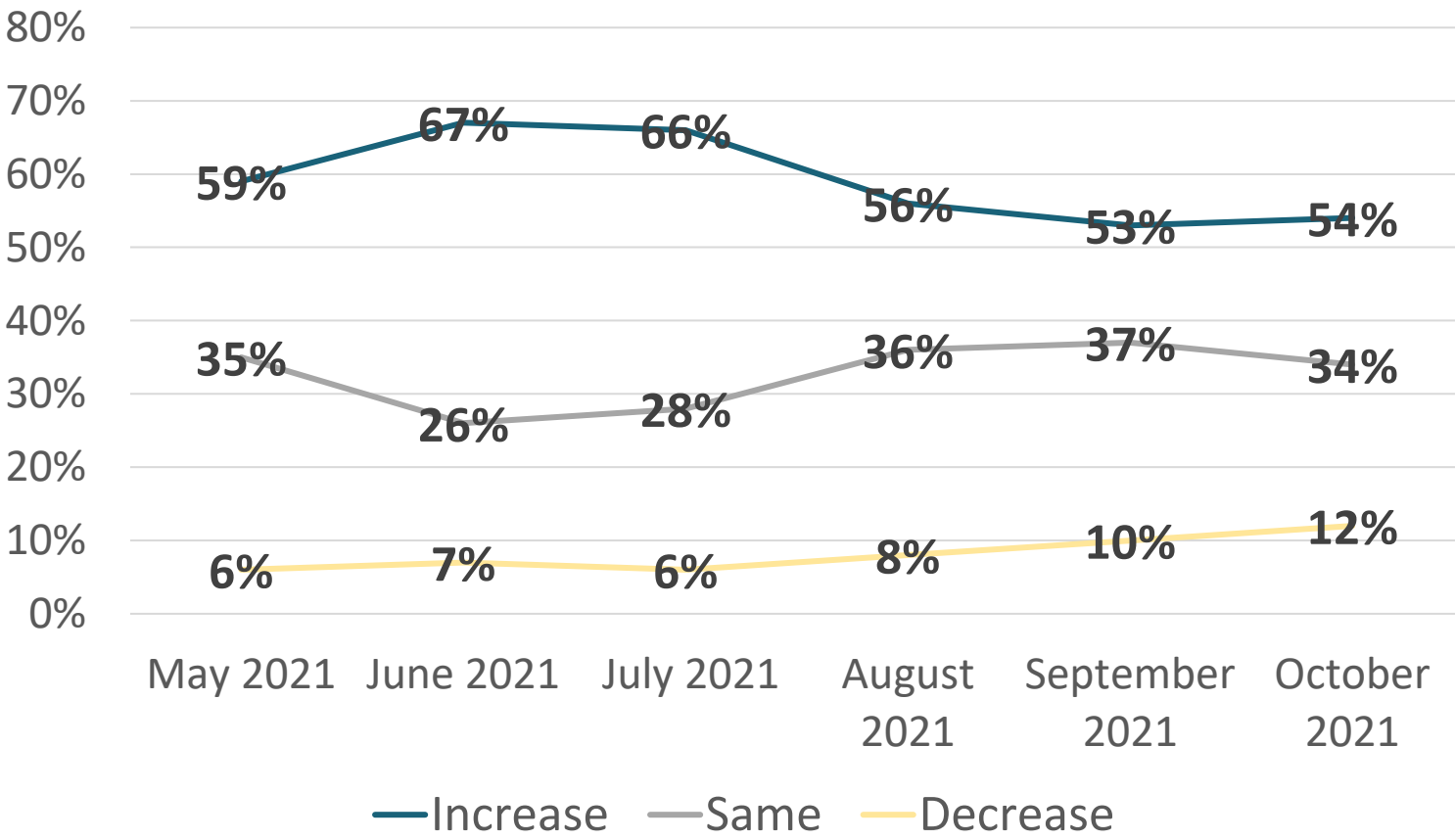
	May	June	July	Aug	Sep	Oct	Net
<b>Better</b>	61%	66%	62%	53%	51%	55%	+4
Same	34%	28%	32%	40%	41%	36%	-5
<b>Worse</b>	5%	6%	6%	7%	8%	10%	+2
<b>Net</b>	<b>+56</b>	<b>+60</b>	<b>+56</b>	<b>+46</b>	<b>+43</b>	<b>+45</b>	<b>+2</b>

	Better	Same	Worse	Net
Total	55	36	10	45
East	50	40	10	41
Midwest	56	28	16	39
South	61	33	6	55
West	49	42	9	40
2-9 Employees	52	37	11	41
10-19 Employees	62	34	5	57
20-More Employees	68	27	5	63
\$100K/Less Revenue	57	32	12	45
\$100K-\$250K Revenue	52	38	10	42
\$250K-\$500K Revenue	55	31	15	40
\$500K-\$1 Million Revenue	58	35	7	51
\$1 Million/More Revenue	53	43	5	48
Female-Owned	56	37	8	48
Minority-Owned	78	20	2	76



# Sales & Revenues Next 3-Months

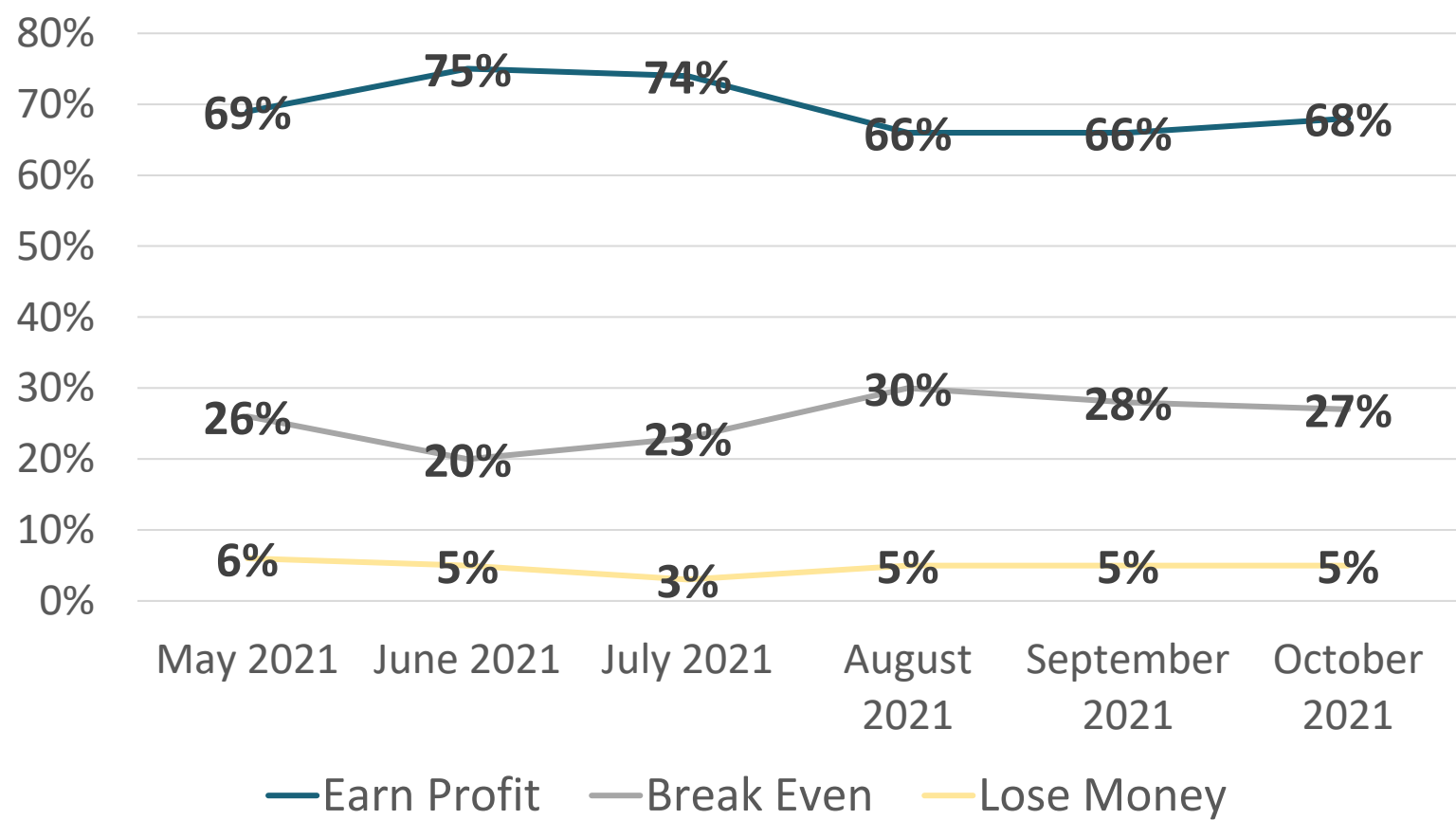
	May	June	July	Aug	Sep	Oct	Net		Incr.	Same	Decr.	Net
<b>Increase</b>	59%	67%	66%	56%	53%	54%	+1	Total	54	34	12	42
<b>Same</b>	35%	26%	28%	36%	37%	34%	-3	East	54	38	8	46
<b>Decrease</b>	6%	7%	6%	8%	10%	12%	+2	Midwest	55	27	18	37
<b>Net</b>	+53	+60	+60	+48	+43	+42	-1	South	56	35	9	47
								West	50	34	16	34



2-9 Employees	51	36	13	38
10-19 Employees	68	20	12	56
20-More Employees	62	33	6	56
\$100K/Less Revenue	54	30	16	38
\$100K-\$250K Revenue	46	37	17	29
\$250K-\$500K Revenue	51	34	14	37
\$500K-\$1 Million Revenue	65	28	7	58
\$1 Million/More Revenue	54	39	8	46
Female-Owned	54	32	15	39
Minority-Owned	67	28	5	62

# Profitability Next 12-Months

	May	June	July	Aug	Sep	Oct	Net		Profit	Same	Lose	Net
								Total	68	27	5	63
<b>Earn Profit</b>	<b>69%</b>	<b>75%</b>	<b>74%</b>	<b>66%</b>	<b>66%</b>	<b>68%</b>	<b>+2</b>	East	65	33	2	63
Break Even	26%	20%	23%	30%	28%	27%	-1	Midwest	68	29	3	66
<b>Lose Money</b>	<b>6%</b>	<b>5%</b>	<b>3%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>0</b>	South	71	25	4	67
<b>Net</b>	<b>+63</b>	<b>+70</b>	<b>+71</b>	<b>+61</b>	<b>+61</b>	<b>+63</b>	<b>+2</b>	West	67	25	8	59

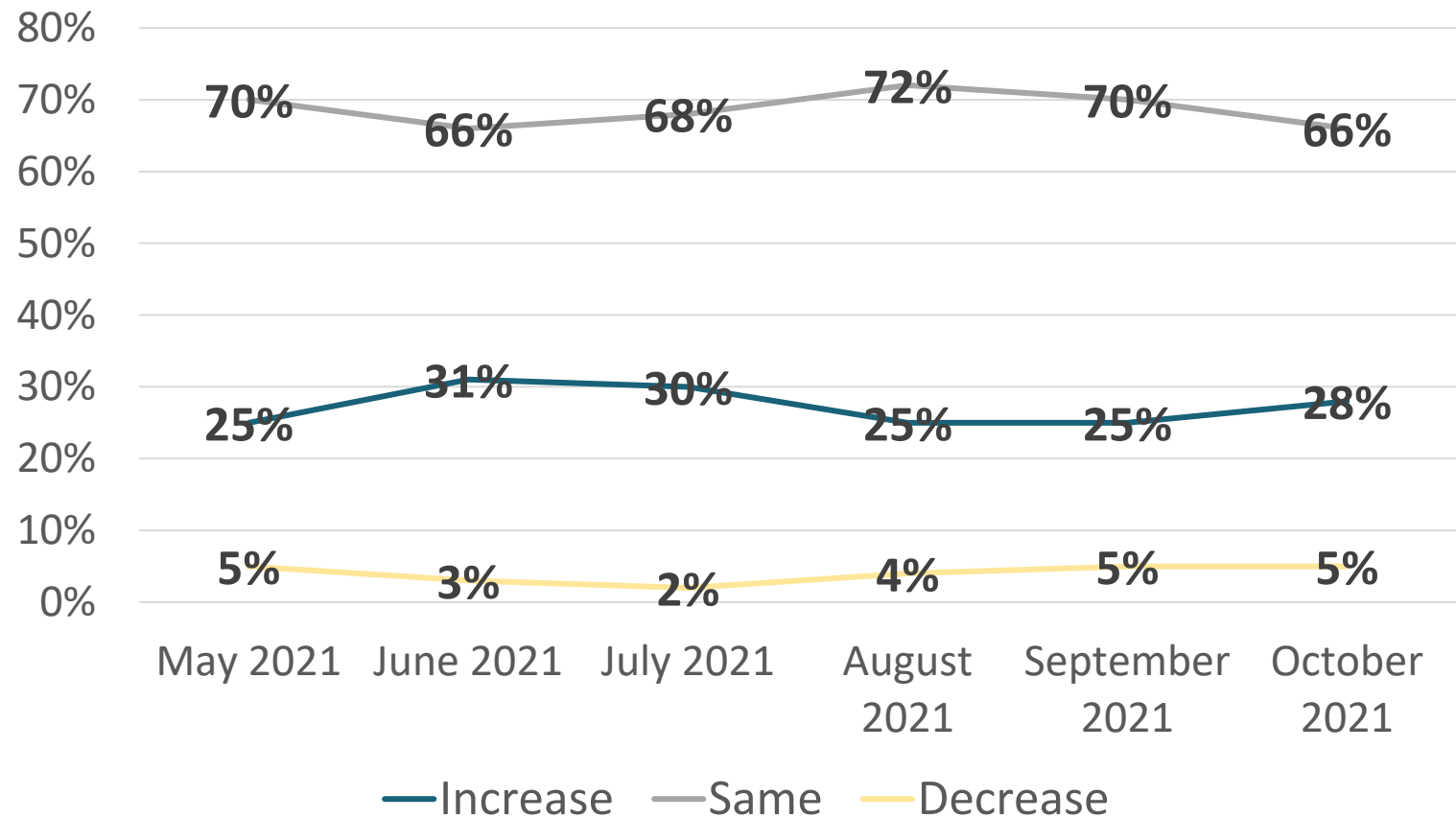


2-9 Employees	69	26	4	65
10-19 Employees	63	28	9	55
20-More Employees	66	33	2	64
\$100K/Less Revenue	61	31	9	52
\$100K-\$250K Revenue	71	27	2	69
\$250K-\$500K Revenue	68	28	4	64
\$500K-\$1 Million Revenue	69	29	2	67
\$1 Million/More Revenue	71	23	6	65
Female-Owned	66	27	7	59
Minority-Owned	64	35	1	63

# Employment Next 3-Months

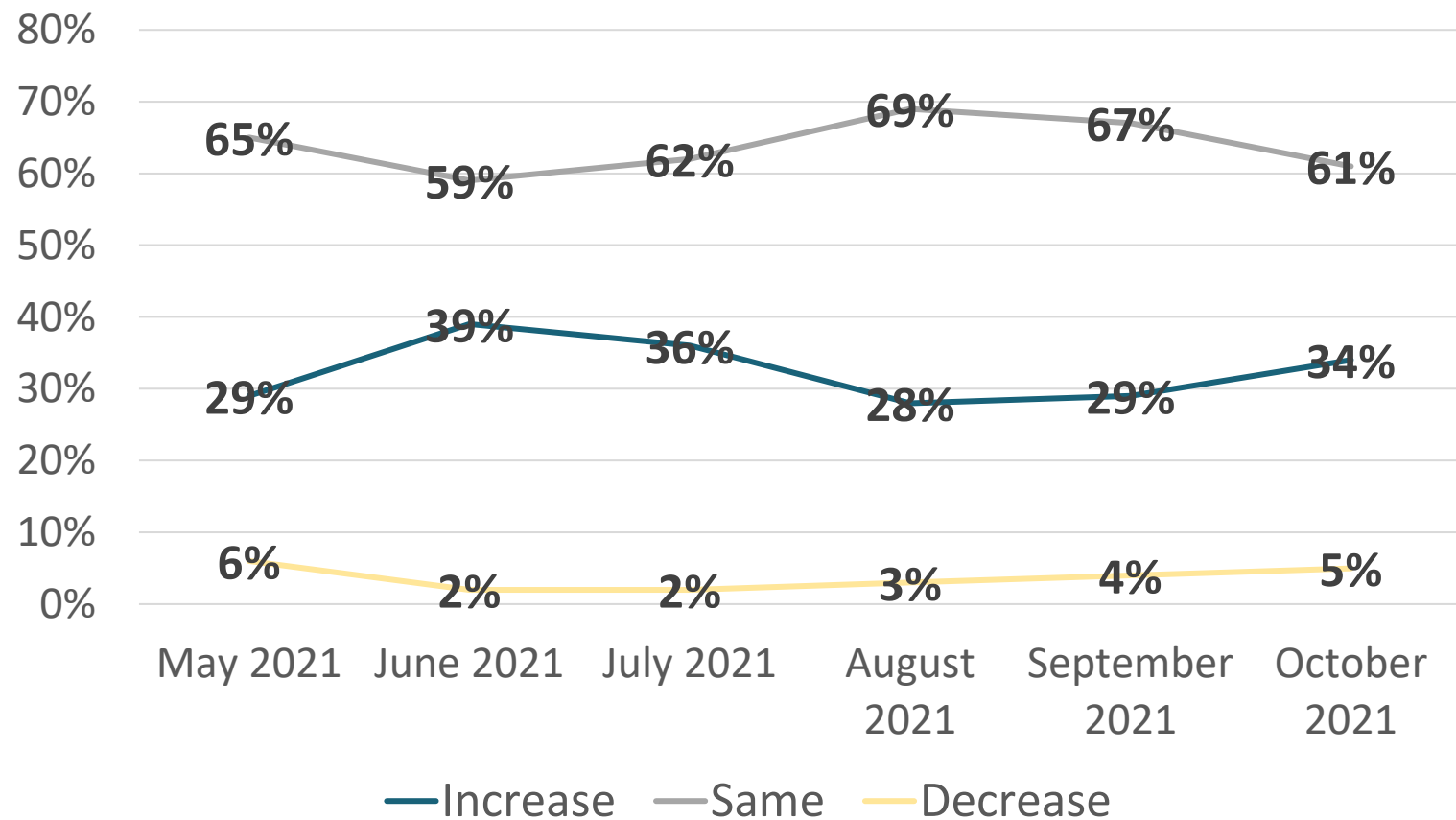
	May	June	July	Aug	Sep	Oct	Net
<b>Increase</b>	<b>25%</b>	<b>31%</b>	<b>30%</b>	<b>25%</b>	<b>25%</b>	<b>28%</b>	<b>+3</b>
Same	70%	66%	68%	72%	70%	66%	-4
<b>Decrease</b>	<b>5%</b>	<b>3%</b>	<b>2%</b>	<b>4%</b>	<b>5%</b>	<b>5%</b>	<b>0</b>
<b>Net</b>	<b>+20</b>	<b>+28</b>	<b>+28</b>	<b>+21</b>	<b>+20</b>	<b>+23</b>	<b>+3</b>

	Incr.	Same	Decr.	Net
Total	28	66	5	23
East	34	66	0	34
Midwest	21	74	5	16
South	32	63	6	26
West	26	65	9	17
2-9 Employees	23	71	6	18
10-19 Employees	38	57	6	32
20-More Employees	56	41	3	53
\$100K/Less Revenue	27	65	8	20
\$100K-\$250K Revenue	19	81	0	19
\$250K-\$500K Revenue	29	59	13	16
\$500K-\$1 Million Revenue	29	66	5	24
\$1 Million/More Revenue	38	61	1	37
Female-Owned	40	59	1	39
Minority-Owned	49	51	1	48



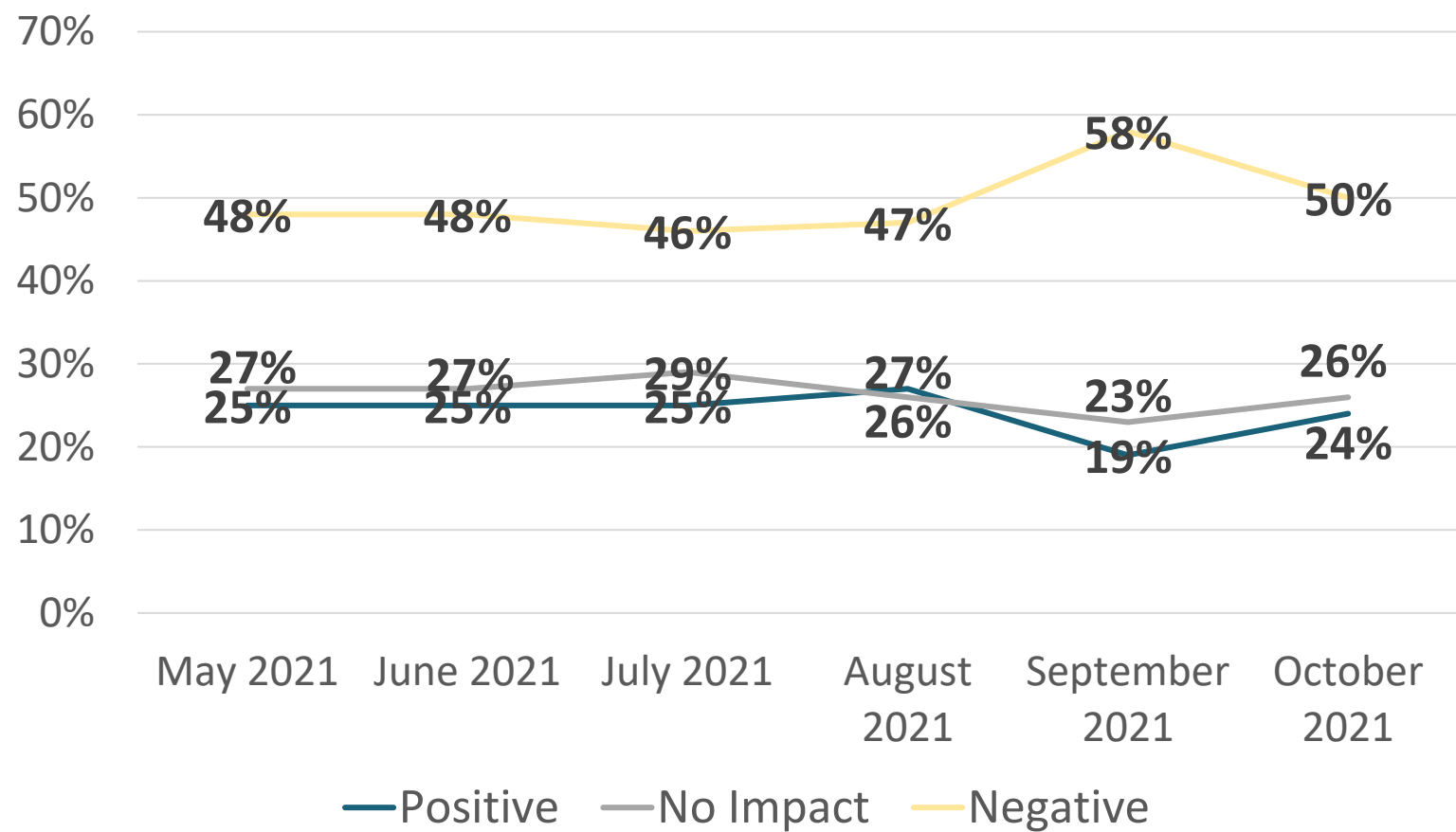
# Employee Wages/Hours Next 3-Months

	May	June	July	Aug	Sep	Oct	Net		Incr.	Same	Decr.	Net
<b>Increase</b>	<b>29%</b>	<b>39%</b>	<b>36%</b>	<b>28%</b>	<b>29%</b>	<b>34%</b>	<b>+5</b>	Total	34	61	5	29
<b>Same</b>	65%	59%	62%	69%	67%	61%	-6	East	33	65	2	31
<b>Decrease</b>	<b>6%</b>	<b>2%</b>	<b>2%</b>	<b>3%</b>	<b>4%</b>	<b>5%</b>	<b>+1</b>	Midwest	31	68	1	30
<b>Net</b>	<b>+23</b>	<b>+37</b>	<b>+34</b>	<b>+25</b>	<b>+25</b>	<b>+29</b>	<b>+4</b>	South	36	59	5	32
								West	33	56	11	21
								2-9 Employees	27	68	5	22
								10-19 Employees	43	57	-	43
								20-More Employees	72	19	9	63
								\$100K/Less Revenue	30	62	7	23
								\$100K-\$250K Revenue	20	74	6	13
								\$250K-\$500K Revenue	29	63	8	21
								\$500K-\$1 Million Revenue	36	61	3	32
								\$1 Million/More Revenue	53	46	1	52
								Female-Owned	37	57	7	30
								Minority-Owned	60	34	5	55



# Pandemic Impact on Revenues

	May	June	July	Aug	Sep	Oct	Net		Pos.	No Impact	Neg.	Net
<b>Positive</b>	25%	25%	25%	27%	19%	24%	+5	Total	24	26	50	-26
No Impact	27%	27%	29%	26%	23%	26%	+3	East	25	33	42	-17
<b>Negative</b>	48%	48%	46%	47%	58%	50%	-8	Midwest	29	24	47	-18
<b>Net</b>	-23	-23	-21	-20	-39	-26	+13	South	24	25	51	-27
								West	20	22	59	-40



2-9 Employees	22	27	52	-30
10-19 Employees	23	16	61	-38
20-More Employees	41	27	32	10
\$100K/Less Revenue	27	26	47	-20
\$100K-\$250K Revenue	15	28	57	-42
\$250K-\$500K Revenue	19	16	65	-46
\$500K-\$1 Million Revenue	28	27	45	-18
\$1 Million/More Revenue	32	31	37	-6
Female-Owned	37	25	38	-2
Minority-Owned	38	11	50	-12



# Pandemic Recovery (if negative impact)

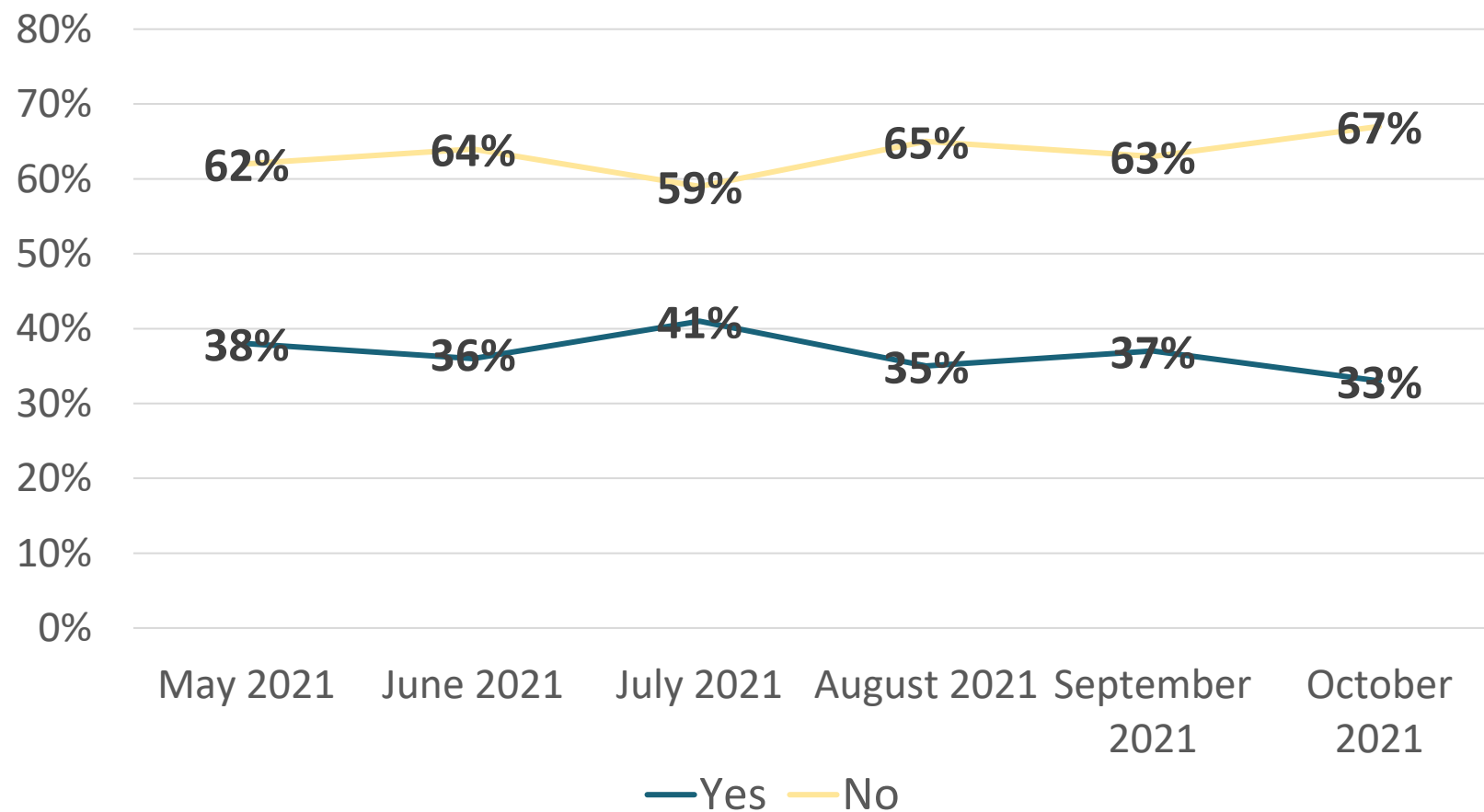
	May Total	June Total	July Total	Aug Total	Sep Total	Oct Total	East	Mid west	South	West	2-9 Employ	10-19 Employ	20-More Employ
<b>Already Full Recovery</b>	6%	9%	10%	8%	11%	6%	9%	0%	9%	6%	7%	7%	0%
Recovery Next 6-Months	43%	37%	39%	33%	26%	38%	30%	44%	34%	44%	34%	50%	64%
Recovery After 6-Months	38%	42%	44%	49%	49%	41%	51%	37%	46%	32%	44%	28%	26%
<b>May Never Fully Recover</b>	13%	12%	7%	9%	14%	15%	10%	20%	11%	18%	15%	15%	10%

	\$100K- Less Rev.	\$100K- \$250K Rev.	\$250K- \$500K Rev.	\$500K- \$1 Mill Rev.	\$1 Mill- More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
<b>Already Full Recovery</b>	3%	4%	2%	12%	14%	4%	6%	6^	7%
Recovery Next 6-Months	25%	50%	30%	40%	47%	20%	57%	49%	32%
Recovery After 6-Months	50%	40%	48%	39%	22%	52%	32%	35%	45%
<b>May Never Fully Recover</b>	21%	6%	20%	9%	18%	24%	6%	12%	17%

# Pandemic Loans

	May	June	July	Aug	Sep	Oct	Net
<b>Yes</b>	<b>38%</b>	<b>36%</b>	<b>41%</b>	<b>35%</b>	<b>37%</b>	<b>33%</b>	<b>-4</b>
<b>No</b>	<b>62%</b>	<b>64%</b>	<b>59%</b>	<b>65%</b>	<b>63%</b>	<b>67%</b>	<b>+4</b>
<b>Net</b>	<b>-24</b>	<b>-28</b>	<b>-18</b>	<b>-30</b>	<b>-26</b>	<b>-34</b>	<b>-8</b>

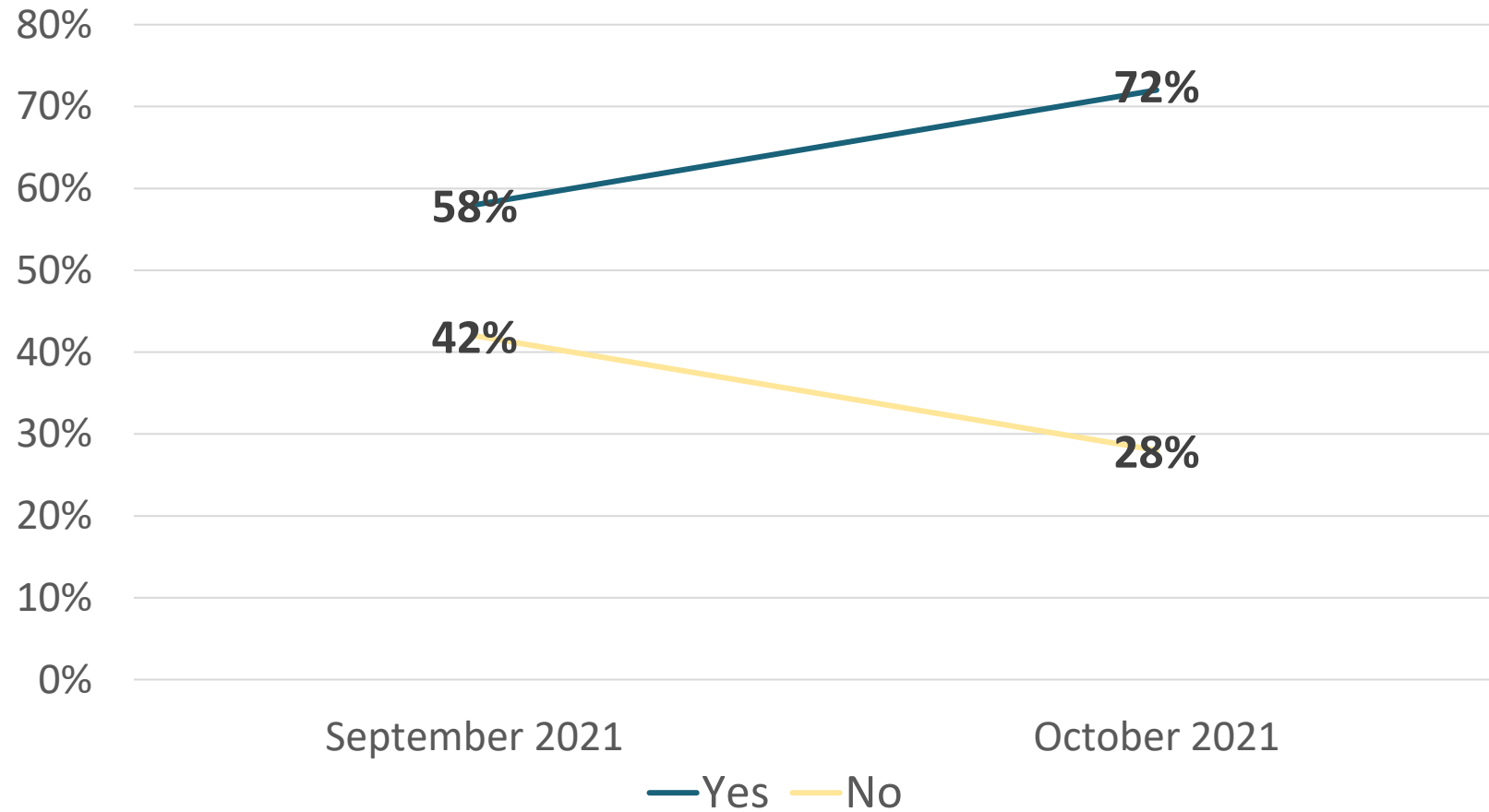
	Yes	No	Net
Total	33	67	-34
East	33	67	-34
Midwest	31	69	-38
South	32	68	-35
West	35	65	-30
2-9 Employees	26	74	-48
10-19 Employees	53	47	7
20-More Employees	65	35	30
\$100K/Less Revenue	29	71	-42
\$100K-\$250K Revenue	19	81	-61
\$250K-\$500K Revenue	26	74	-47
\$500K-\$1 Million Revenue	38	62	-24
\$1 Million/More Revenue	51	49	3
Female-Owned	35	65	-29
Minority-Owned	51	49	3



# Has Your Loan Been Forgiven

	Sep	Oct	Net
<b>Yes</b>	<b>58%</b>	<b>72%</b>	<b>+14</b>
<b>No</b>	<b>42%</b>	<b>28%</b>	<b>-14</b>
<b>Net</b>	<b>+16</b>	<b>+44</b>	<b>+28</b>

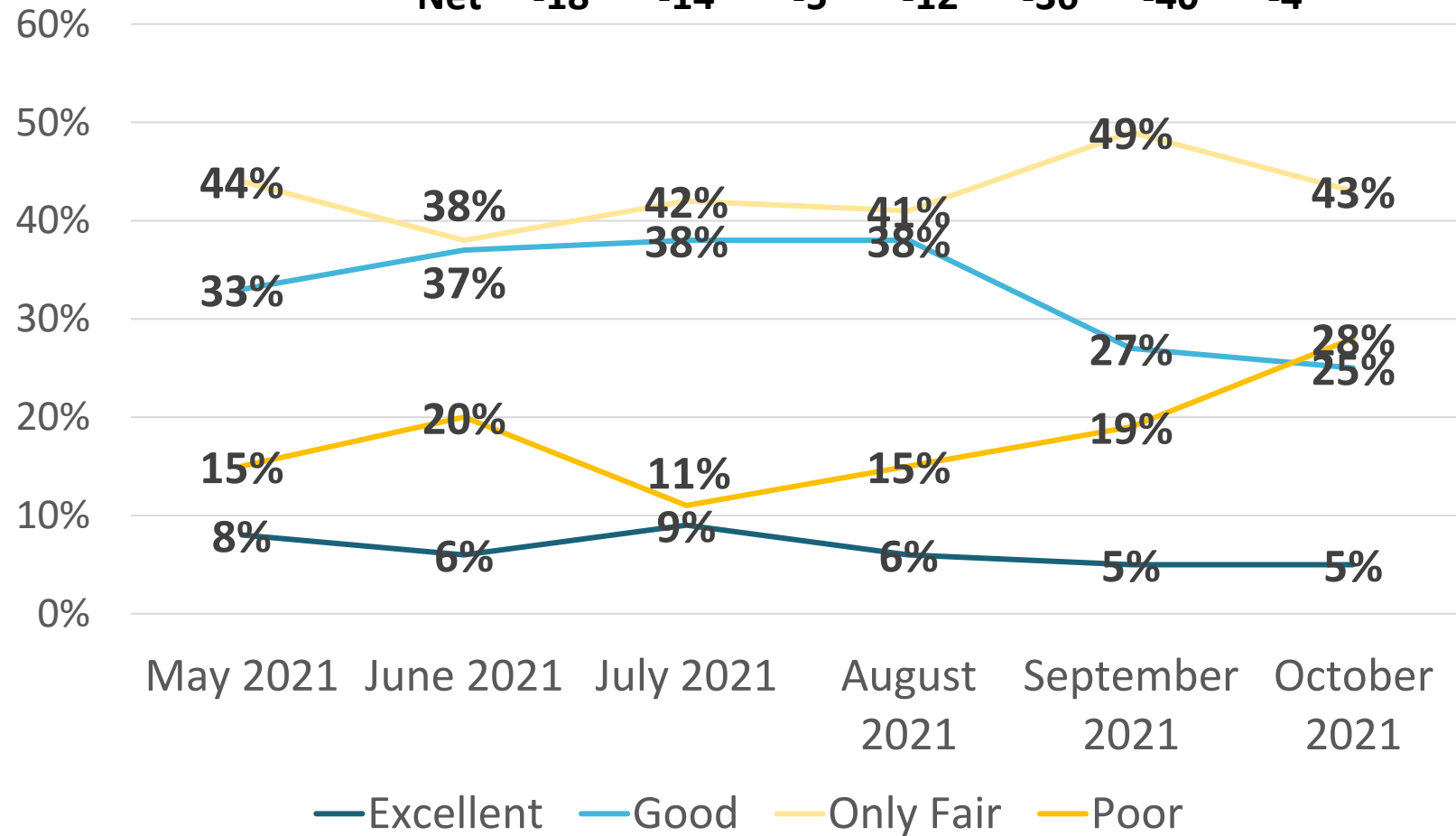
	Yes	No	Net
Total	72	28	44
East	59	41	17
Midwest	80	20	61
South	80	20	60
West	65	35	30
2-9 Employees	73	27	46
10-19 Employees	73	27	46
20-More Employees	68	32	36
\$100K/Less Revenue	59	41	17
\$100K-\$250K Revenue	65	35	29
\$250K-\$500K Revenue	84	16	69
\$500K-\$1 Million Revenue	83	17	66
\$1 Million/More Revenue	68	32	36
Female-Owned	76	24	52
Minority-Owned	77	23	55



# Condition of U.S. Economy

	May	June	July	Aug	Sep	Oct	Net
<b>Excellent/Good</b>	41%	43%	48%	44%	32%	30%	-2
<b>Only Fair/Poor</b>	59%	57%	53%	56%	68%	70%	+2
<b>Net</b>	-18	-14	-5	-12	-36	-40	-4

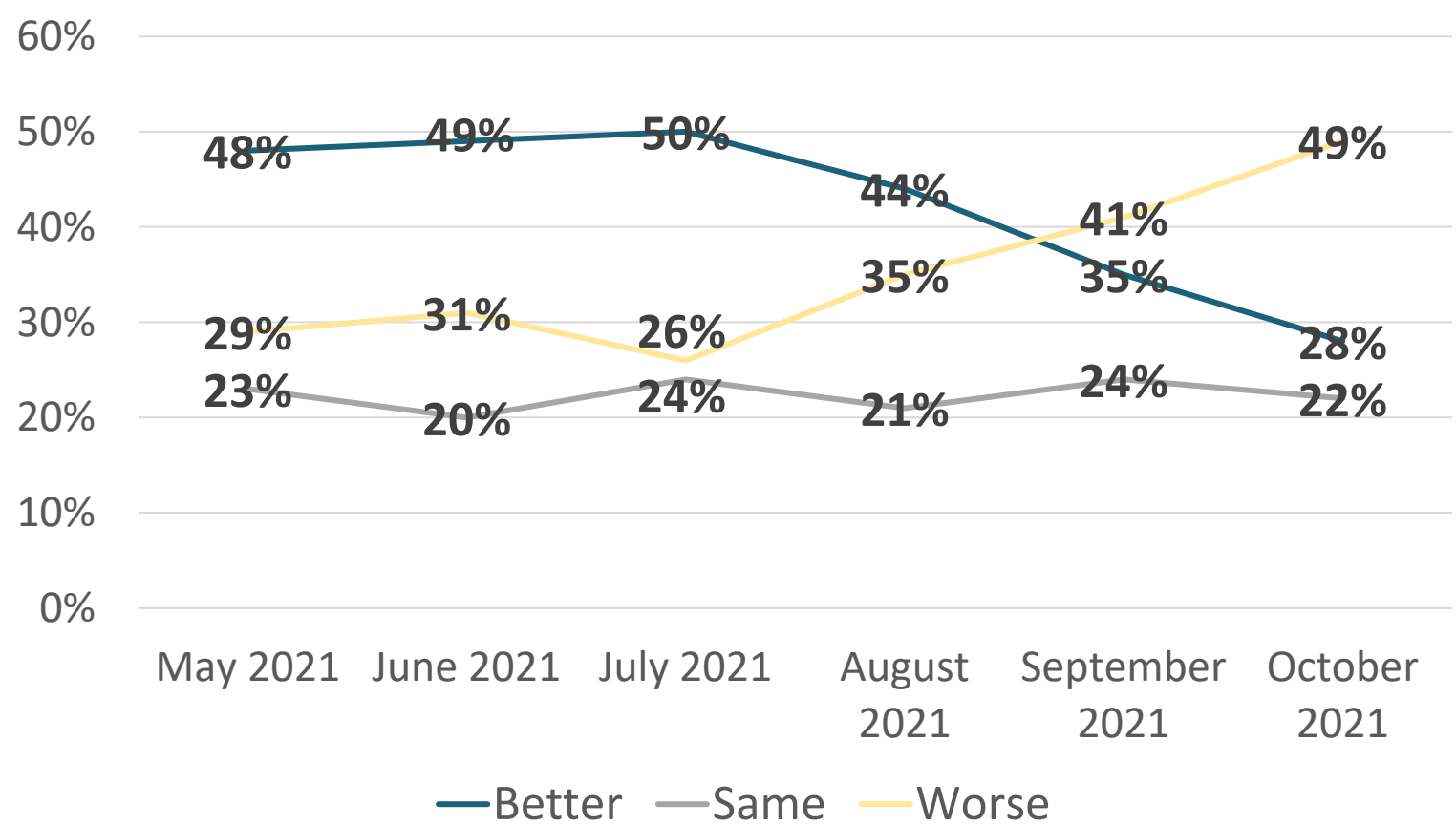
	Excel/ Good	Fair/ Poor	Net
Total	30	70	-40
East	31	69	-38
Midwest	19	81	-61
South	38	62	-24
West	25	75	-50
2-9 Employees	25	75	-51
10-19 Employees	43	57	-13
20-More Employees	53	47	6
\$100K/Less Revenue	33	67	-35
\$100K-\$250K Revenue	20	80	-60
\$250K-\$500K Revenue	23	77	-53
\$500K-\$1 Million Revenue	35	65	-29
\$1 Million/More Revenue	37	64	-27
Female-Owned	29	71	-42
Minority-Owned	51	49	3



# Direction of U.S. Economy

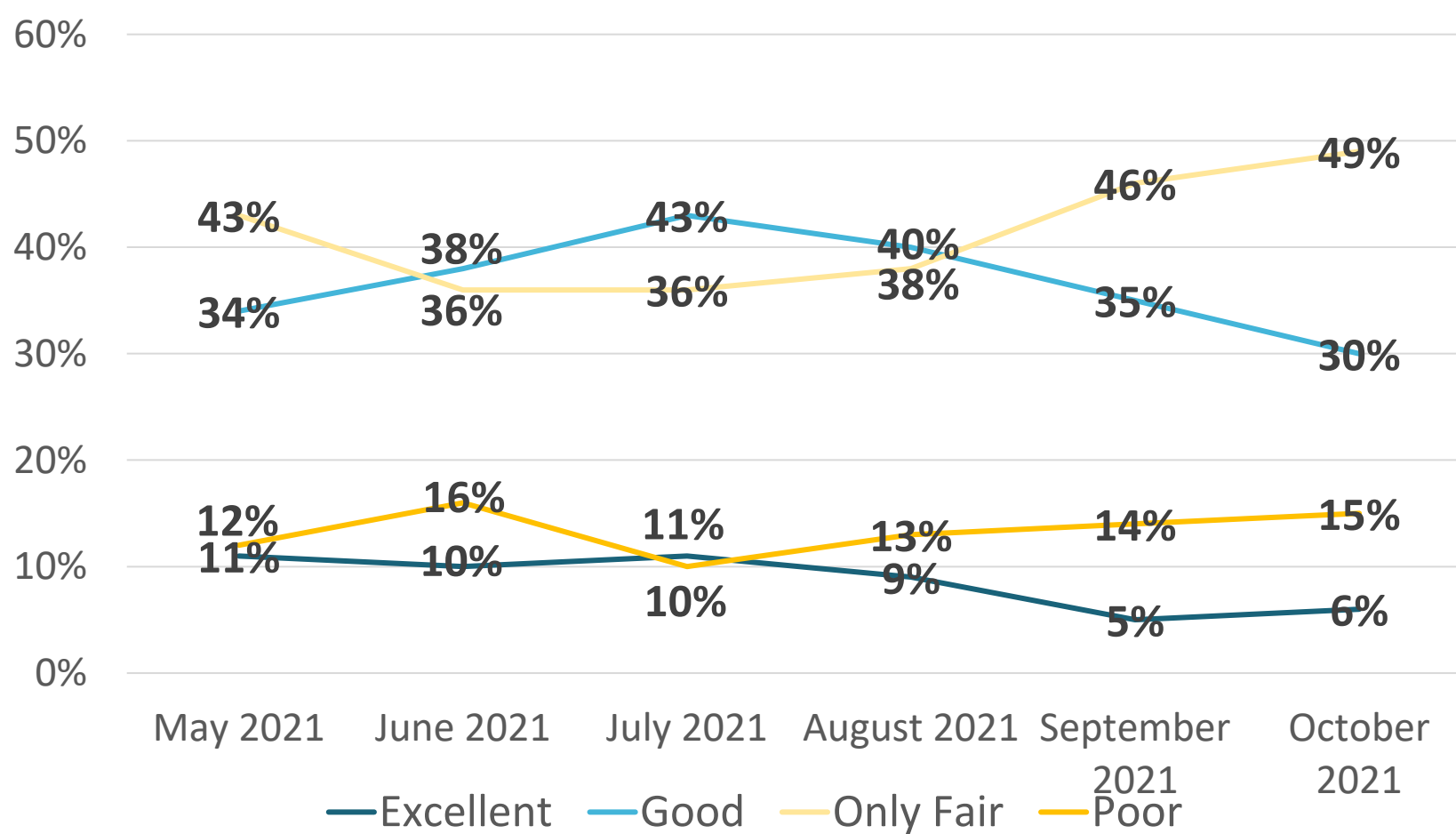
	May	June	July	Aug	Sep	Oct	Net
<b>Better</b>	<b>48%</b>	<b>49%</b>	<b>50%</b>	<b>44%</b>	<b>35%</b>	<b>28%</b>	<b>-7</b>
<b>Same</b>	<b>23%</b>	<b>20%</b>	<b>24%</b>	<b>21%</b>	<b>24%</b>	<b>22%</b>	<b>-2</b>
<b>Worse</b>	<b>29%</b>	<b>31%</b>	<b>26%</b>	<b>35%</b>	<b>41%</b>	<b>49%</b>	<b>+8</b>
<b>Net</b>	<b>+19</b>	<b>+18</b>	<b>+24</b>	<b>+9</b>	<b>-6</b>	<b>-21</b>	<b>-15</b>

	Better	Same	Worse	Net
Total	28	22	49	-21
East	31	18	51	-20
Midwest	17	21	63	-46
South	38	27	35	2
West	22	21	57	-34
2-9 Employees	21	24	55	-34
10-19 Employees	52	14	34	18
20-More Employees	60	17	23	37
\$100K/Less Revenue	31	22	47	-17
\$100K-\$250K Revenue	23	22	55	-32
\$250K-\$500K Revenue	32	19	49	-17
\$500K-\$1 Million Revenue	26	25	48	-22
\$1 Million/More Revenue	29	25	47	-18
Female-Owned	29	25	47	-18
Minority-Owned	49	23	29	20



# Climate for Small Businesses

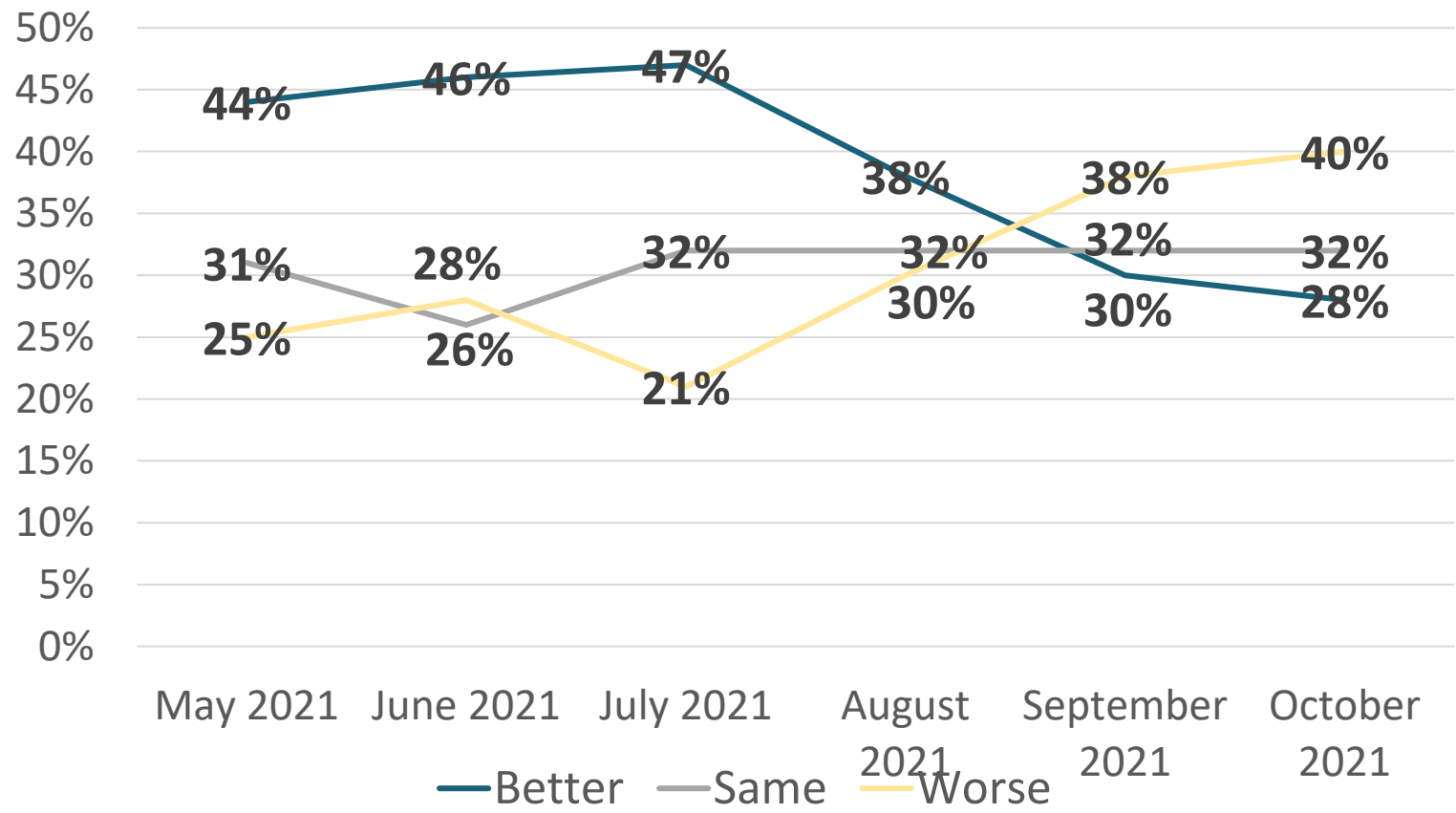
	May	June	July	Aug	Sep	Oct	Net	Excel/ Good	Fair/ Poor	Net	
<b>Excellent/Good</b>	45%	49%	54%	49%	40%	36%	-4	Total	36	64	-28
<b>Only Fair/Poor</b>	55%	51%	46%	51%	60%	64%	+4	East	37	63	-25
<b>Net</b>	-10	-2	+8	-2	-20	-28	-8	Midwest	28	72	-45
								South	44	56	-12
								West	32	68	-37
								2-9 Employees	32	69	-37
								10-19 Employees	44	56	-12
								20-More Employees	63	37	26
								\$100K/Less Revenue	39	61	-22
								\$100K-\$250K Revenue	37	63	-27
								\$250K-\$500K Revenue	28	72	-44
								\$500K-\$1 Million Revenue	39	61	-23
								\$1 Million/More Revenue	39	61	-22
								Female-Owned	38	62	-23
								Minority-Owned	45	56	-11



# Direction of Climate for Small Businesses

	May	June	July	Aug	Sep	Oct	Net
<b>Better</b>	44%	46%	47%	38%	30%	28%	-2
Same	31%	26%	32%	32%	32%	32%	0
<b>Worse</b>	25%	28%	21%	30%	38%	40%	+2
<b>Net</b>	<b>+19</b>	<b>+18</b>	<b>+26</b>	<b>+8</b>	<b>-8</b>	<b>-12</b>	<b>-4</b>

	Better	Same	Worse	Net
Total	28	32	40	-12
East	22	35	43	-21
Midwest	19	37	44	-25
South	39	32	29	11
West	25	24	51	-26
2-9 Employees	23	32	45	-22
10-19 Employees	45	29	26	18
20-More Employees	53	29	18	35
\$100K/Less Revenue	31	32	37	-5
\$100K-\$250K Revenue	21	36	43	-22
\$250K-\$500K Revenue	28	28	44	-16
\$500K-\$1 Million Revenue	24	38	38	-15
\$1 Million/More Revenue	37	25	39	-2
Female-Owned	25	36	40	-15
Minority-Owned	46	24	30	15



# Biggest Business Concerns (1<sup>st</sup> & 2<sup>nd</sup> Choice Combo)

	May	June	July	August	September	October
Higher Prices/Inflation	**	32%	36%	35%	33%	40%
Economy/Client Spending	36%	25%	23%	24%	25%	24%
General Operating Costs	28%	24%	25%	20%	23%	21%
Taxes	26%	21%	16%	17%	18%	18%
Supply-Chain Disruptions	14%	15%	16%	14%	13%	17%
Covid Restrictions/Sales	25%	15%	16%	21%	20%	14%
Available Workers	12%	12%	11%	15%	14%	13%
Political Climate	13%	15%	14%	14%	16%	12%
Government Regulations	17%	12%	11%	13%	13%	11%
Gas Prices	**	**	**	**	6%	11%
Healthcare Costs	12%	11%	12%	10%	4%	5%
Expansion Costs	7%	7%	5%	5%	7%	5%
Interest Rates	6%	6%	6%	3%	2%	5%
Compensation/Insurance	**	3%	7%	7%	4%	3%
Loan Accessibility	6%	3%	2%	3%	2%	2%

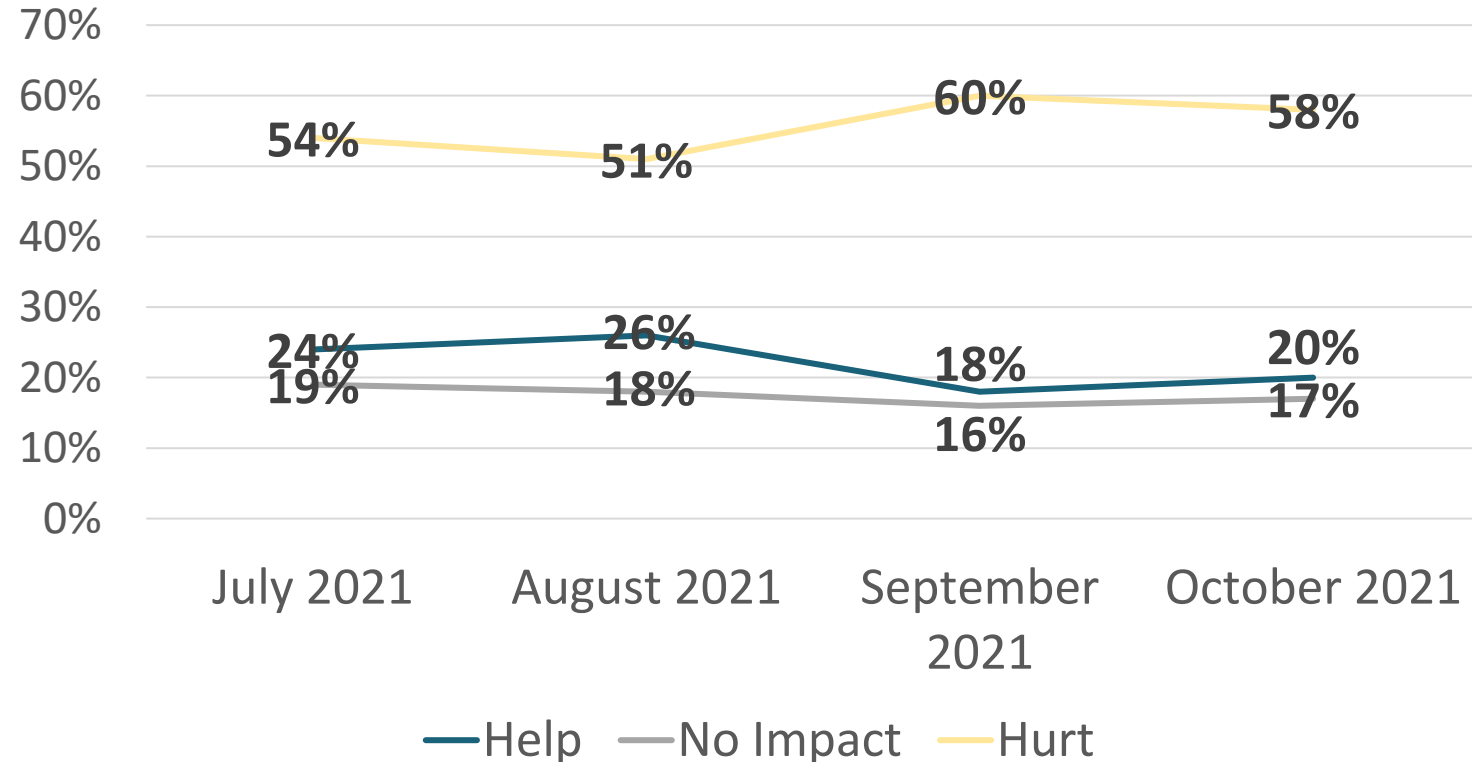


# Biden Administration's Tax Increases

## Help/Hurt Small Business:

	July	Aug	Sep	Oct	Net
<b>Help</b>	24%	26%	18%	20%	+2
No Impact	19%	18%	16%	17%	+1
<b>Hurt</b>	54%	51%	60%	58%	-2
<b>Net</b>	-30	-25	-42	-38	-4

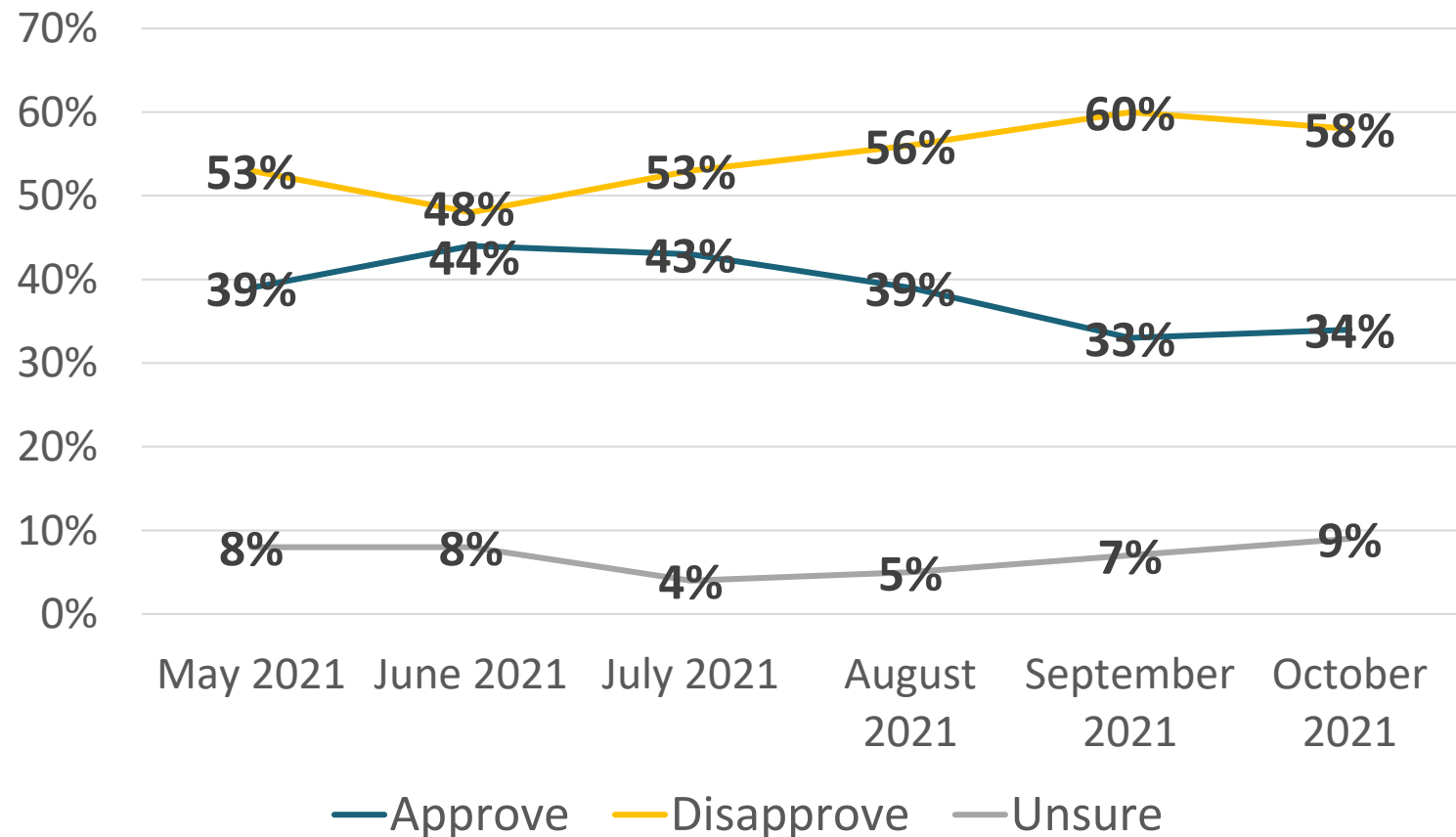
	Help	No Impact	Hurt	Net
Total	20	17	58	-38
East	16	28	51	-35
Midwest	16	12	67	-51
South	28	14	51	-23
West	16	15	64	-48
2-9 Employees	16	16	62	-47
10-19 Employees	30	16	47	-17
20-More Employees	40	20	32	8
\$100K/Less Revenue	21	21	50	-29
\$100K-\$250K Revenue	24	13	58	-34
\$250K-\$500K Revenue	22	17	54	-32
\$500K-\$1 Million Revenue	14	16	63	-49
\$1 Million/More Revenue	19	16	62	-43
Female-Owned	26	18	50	-24
Minority-Owned	38	17	40	-1



# Raising Corporate Tax Rate

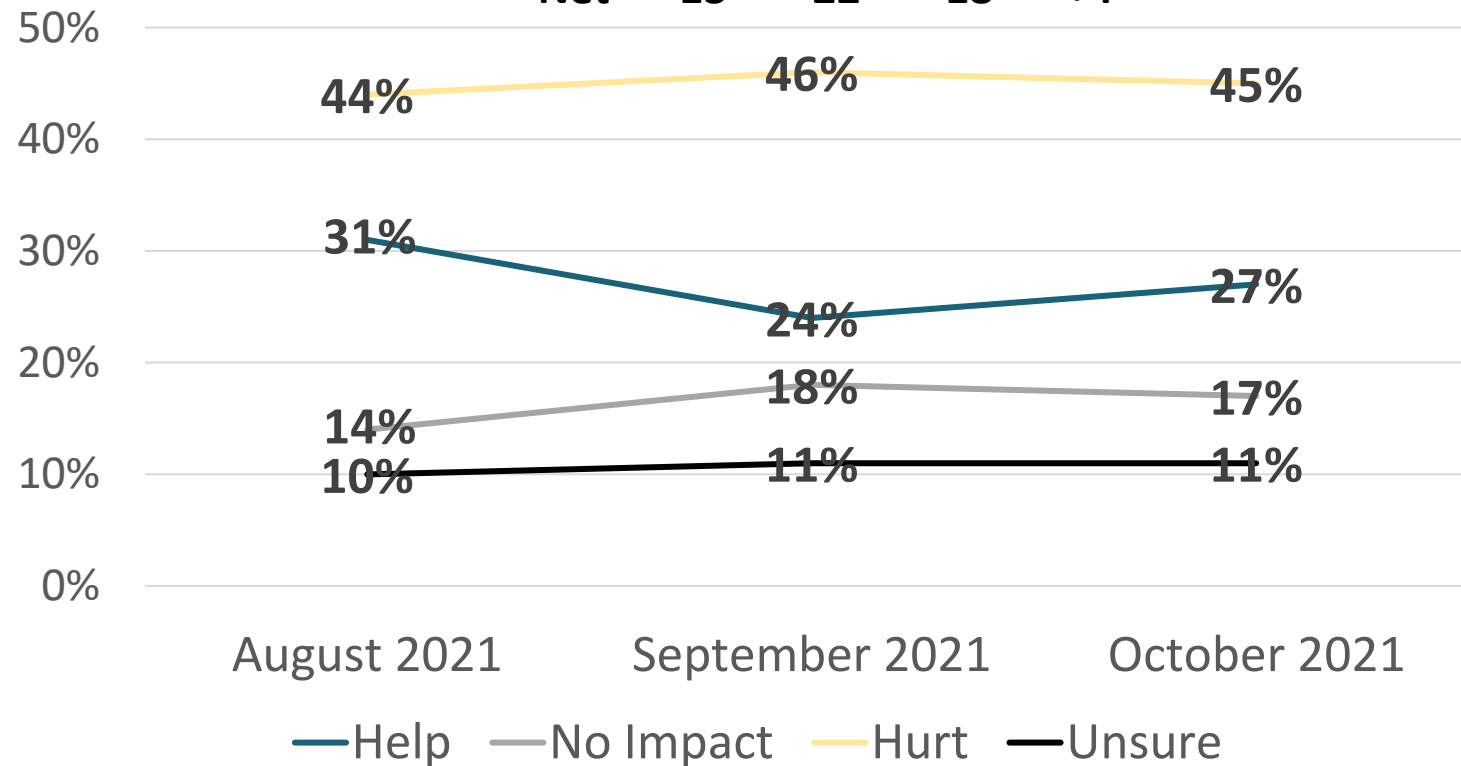
	May	June	July	Aug	Sep	Oct	Net
<b>Approve</b>	39%	44%	43%	39%	33%	34%	+1
<b>Disapprove</b>	53%	48%	53%	56%	60%	58%	-2
<b>Unsure</b>	8%	8%	4%	5%	7%	9%	+2
<b>Net</b>	-14	-4	-10	-17	-27	-24	+3

	App.	Disap.	Unsure	Net
Total	34	58	9	-24
East	30	61	9	-31
Midwest	31	58	11	-26
South	37	56	6	-19
West	33	58	9	-25
2-9 Employees	30	61	9	-31
10-19 Employees	34	59	7	-25
20-More Employees	61	35	4	25
\$100K/Less Revenue	39	54	8	-15
\$100K-\$250K Revenue	35	59	7	-24
\$250K-\$500K Revenue	40	53	7	-13
\$500K-\$1 Million Revenue	26	59	15	-33
\$1 Million/More Revenue	29	65	6	-35
Female-Owned	36	57	7	-21
Minority-Owned	51	41	8	10



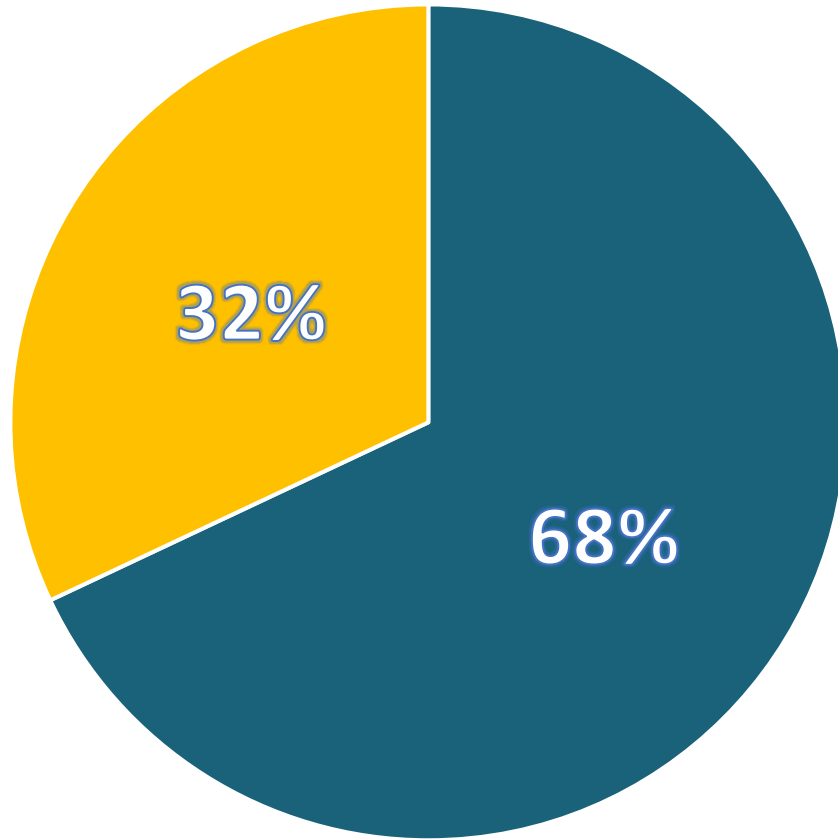
# Reduce/Eliminate the Current 20% “Pass Through” Tax Deduction Help/Hurt Small Business:

	Aug	Sep	Oct	Net
<b>Help</b>	<b>31%</b>	<b>24%</b>	<b>27%</b>	<b>+3</b>
<b>No Impact</b>	<b>14%</b>	<b>18%</b>	<b>17%</b>	<b>-1</b>
<b>Hurt</b>	<b>44%</b>	<b>46%</b>	<b>45%</b>	<b>-1</b>
<b>Net</b>	<b>-13</b>	<b>-22</b>	<b>-18</b>	<b>+4</b>



	Help	No Impact	Hurt	Net
Total	27	17	45	-18
East	17	21	49	-32
Midwest	19	20	51	-32
South	36	14	42	-6
West	28	16	41	-13
2-9 Employees	21	18	48	-26
10-19 Employees	40	13	42	-2
20-More Employees	54	15	29	25
\$100K/Less Revenue	28	19	43	-15
\$100K-\$250K Revenue	28	15	46	-17
\$250K-\$500K Revenue	29	15	44	-15
\$500K-\$1 Million Revenue	23	12	50	-27
\$1 Million/More Revenue	26	25	43	-17
Female-Owned	35	20	37	-2
Minority-Owned	43	18	33	9
C-Corp	33	18	41	-8
S-Corp	23	17	48	-25

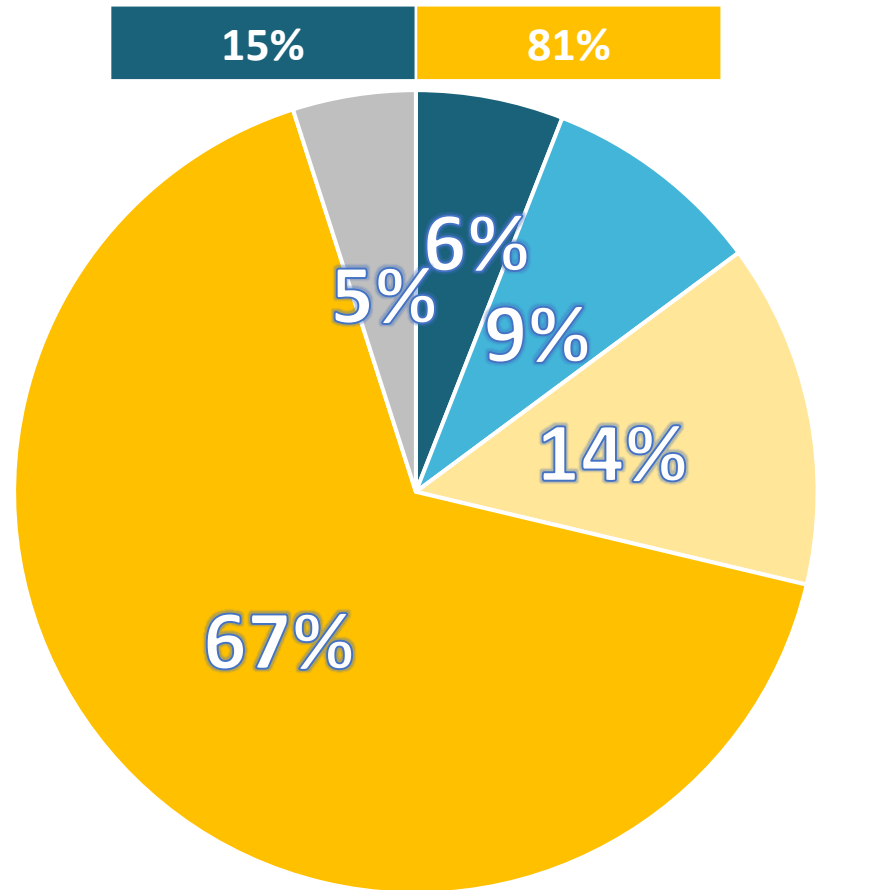
# Aware of Requiring Banks to Notify IRS of Every \$600 Transaction



■ Aware ■ Unaware

	Aware	Unaware	Net
Total	68	32	36
East	63	37	25
Midwest	76	24	51
South	68	32	36
West	65	35	29
2-9 Employees	66	34	31
10-19 Employees	81	19	62
20-More Employees	70	30	41
\$100K/Less Revenue	61	39	23
\$100K-\$250K Revenue	61	39	22
\$250K-\$500K Revenue	71	29	43
\$500K-\$1 Million Revenue	76	24	51
\$1 Million/More Revenue	69	31	38
Female-Owned	64	36	28
Minority-Owned	64	37	27

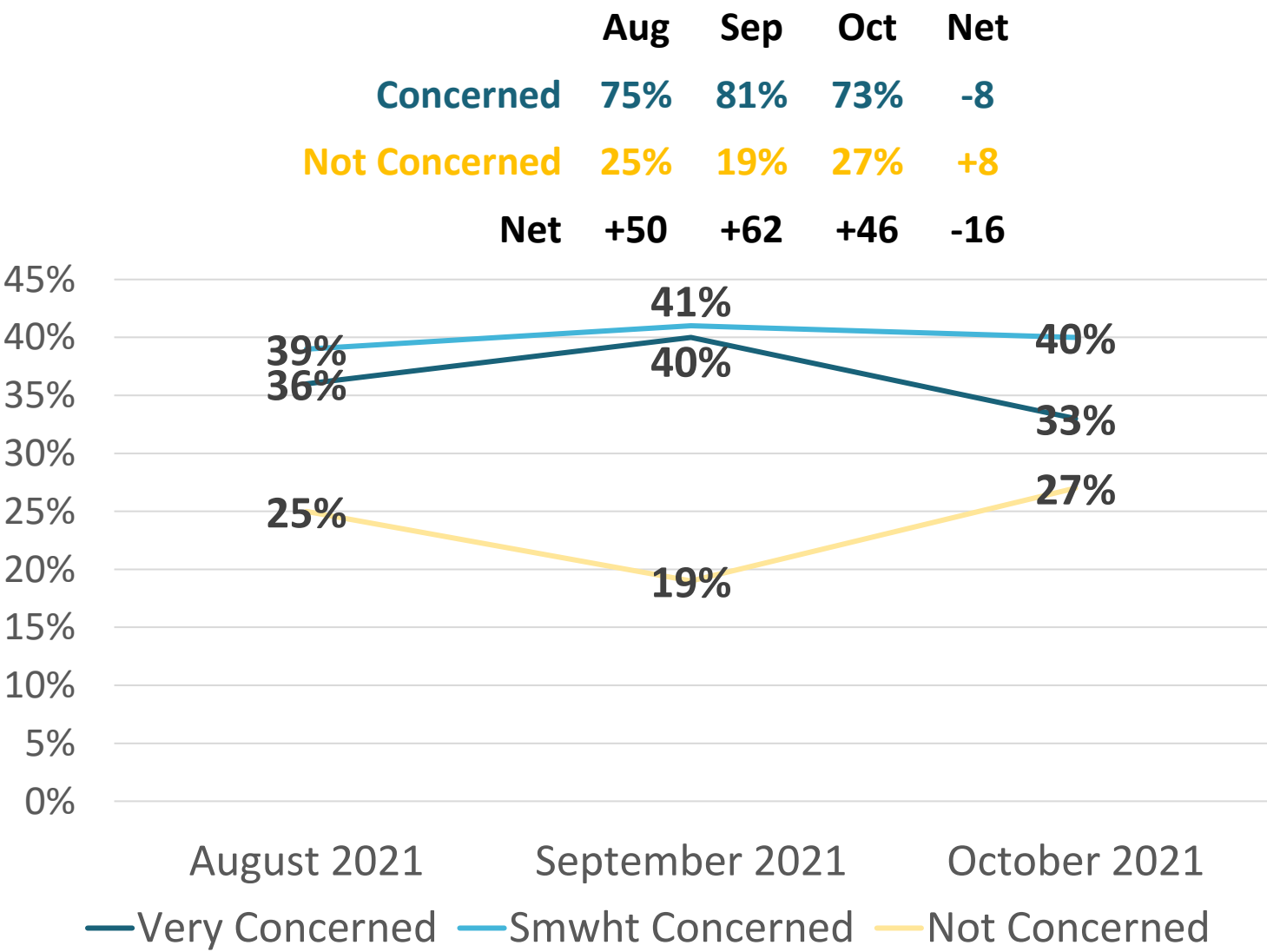
# Favor/Oppose Requiring Banks to Notify IRS of Every \$600 Transaction



- Strongly Favor
- Somewhat Favor
- Somewhat Oppose
- Strongly Oppose
- Unsure

	Favor	Oppose	Net
Total	15	81	-66
East	18	82	-64
Midwest	8	86	-78
South	17	75	-58
West	15	83	-68
2-9 Employees	10	86	-76
10-19 Employees	35	65	-30
20-More Employees	31	60	-29
\$100K/Less Revenue	22	74	-51
\$100K-\$250K Revenue	12	86	-74
\$250K-\$500K Revenue	17	79	-62
\$500K-\$1 Million Revenue	11	86	-76
\$1 Million/More Revenue	12	78	-66
Female-Owned	19	74	-55
Minority-Owned	31	65	-34

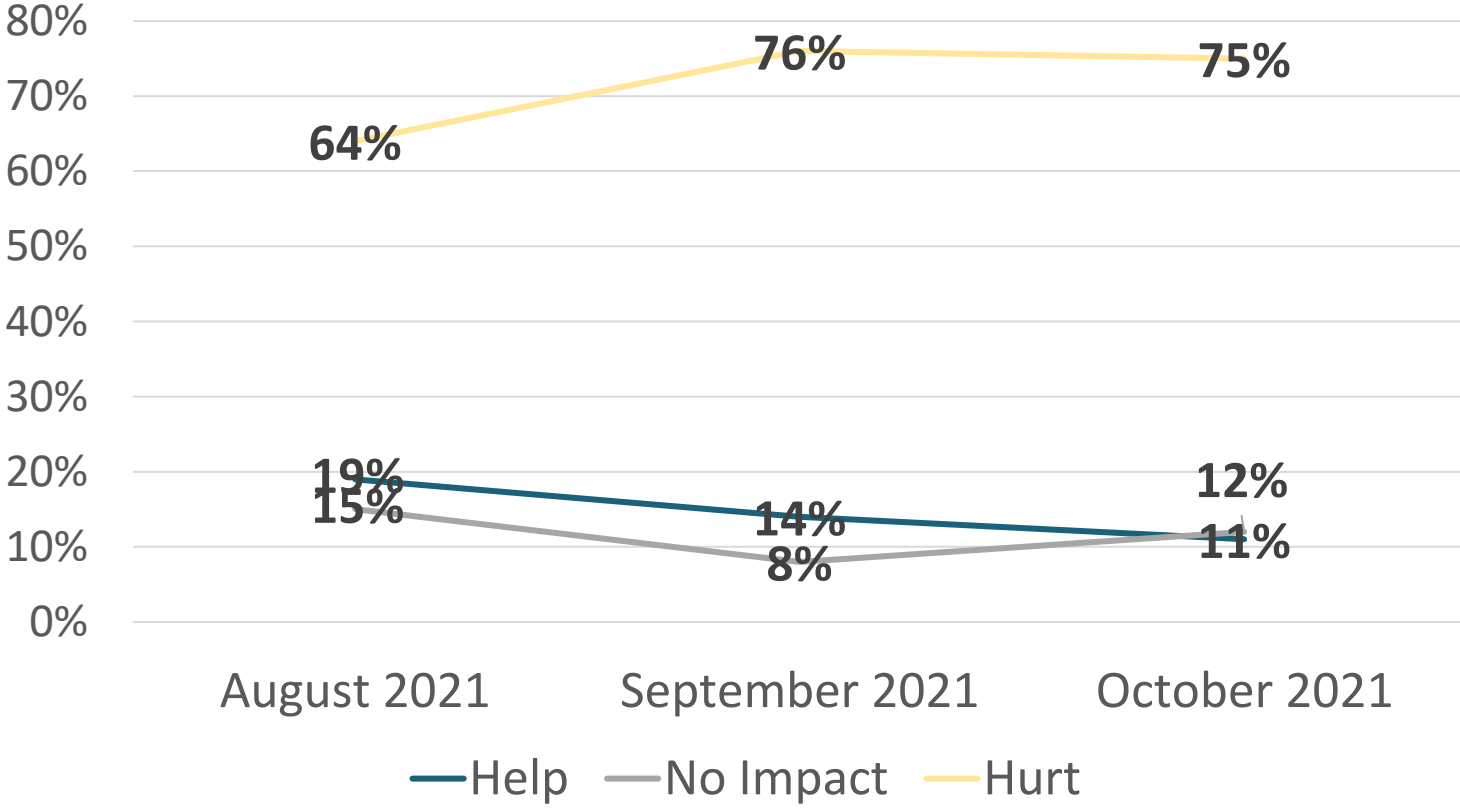
# Concern About Covid Cases Causing Government Mandates Impacting Businesses



	Concerned	Not Concerned	Net
Total	73	27	46
East	66	34	32
Midwest	76	24	53
South	76	24	52
West	71	29	42
2-9 Employees	72	28	45
10-19 Employees	75	25	50
20-More Employees	74	26	48
\$100K/Less Revenue	78	22	56
\$100K-\$250K Revenue	75	25	50
\$250K-\$500K Revenue	78	22	56
\$500K-\$1 Million Revenue	71	29	42
\$1 Million/More Revenue	63	37	26
Female-Owned	81	19	63
Minority-Owned	84	16	68

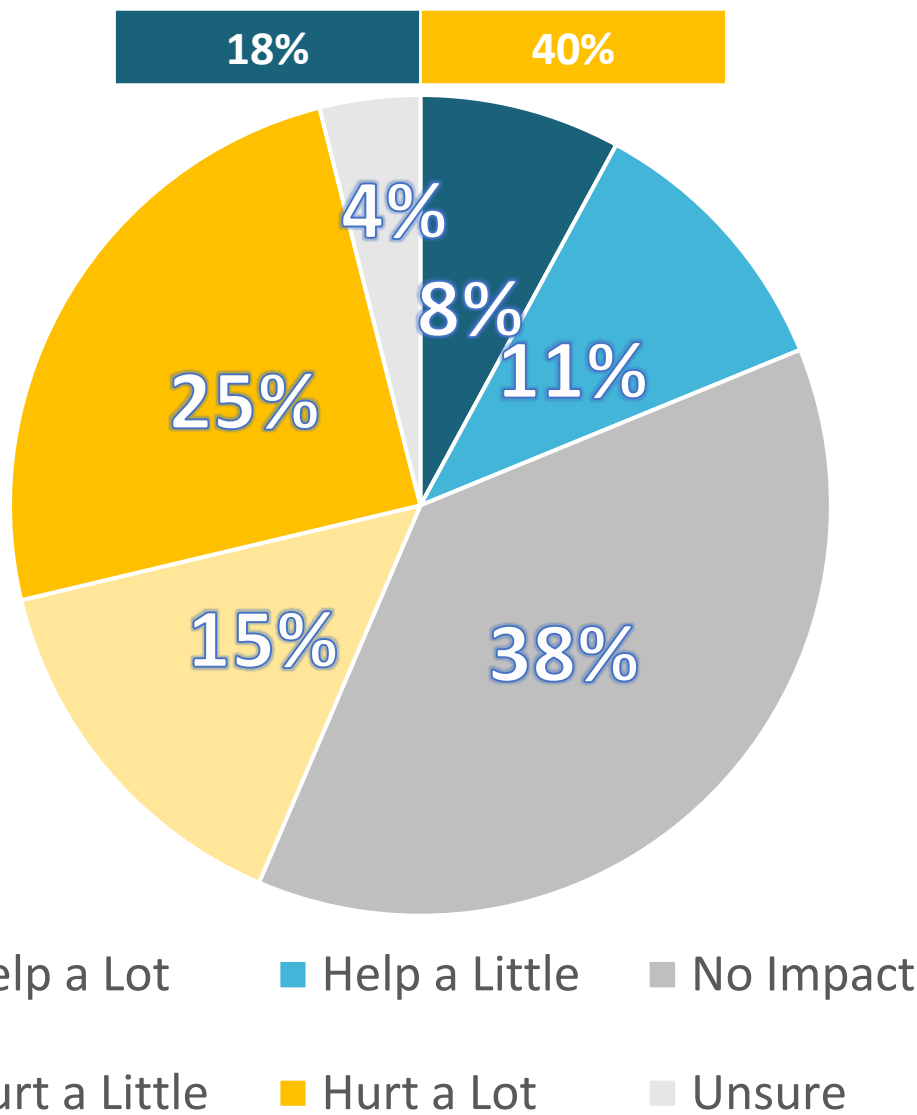
# Future Lockdowns w/Business Restrictions Help/Hurt Small Business:

	Aug	Sep	Oct	Net
<b>Help</b>	19%	14%	11%	-3
No Impact	15%	8%	12%	+4
<b>Hurt</b>	64%	76%	75%	-1
<b>Net</b>	-45	-62	-64	-2



	Help	No Impact	Hurt	Net
Total	11	12	75	-64
East	10	10	79	-69
Midwest	10	10	78	-68
South	12	12	72	-60
West	11	13	75	-64
2-9 Employees	8	11	80	-71
10-19 Employees	22	9	67	-45
20-More Employees	22	22	54	-32
\$100K/Less Revenue	18	17	62	-45
\$100K-\$250K Revenue	6	8	85	-78
\$250K-\$500K Revenue	10	10	78	-68
\$500K-\$1 Million Revenue	8	13	78	-71
\$1 Million/More Revenue	14	11	73	-59
Female-Owned	12	13	71	-59
Minority-Owned	27	12	61	-35

# Government Requires Businesses to Verify Workers' Covid Vaccine Help/Hurt Small Business:



	Help	No Impact	Hurt	Net
Total	18	38	40	-22
East	18	48	29	-11
Midwest	11	37	44	-34
South	28	34	37	-9
West	11	39	49	-38
2-9 Employees	12	40	44	-32
10-19 Employees	38	37	22	17
20-More Employees	44	29	28	16
\$100K/Less Revenue	19	36	41	-22
\$100K-\$250K Revenue	13	31	51	-38
\$250K-\$500K Revenue	22	36	39	-17
\$500K-\$1 Million Revenue	19	48	33	-13
\$1 Million/More Revenue	18	41	35	-17
Female-Owned	26	36	34	-8
Minority-Owned	40	26	33	7

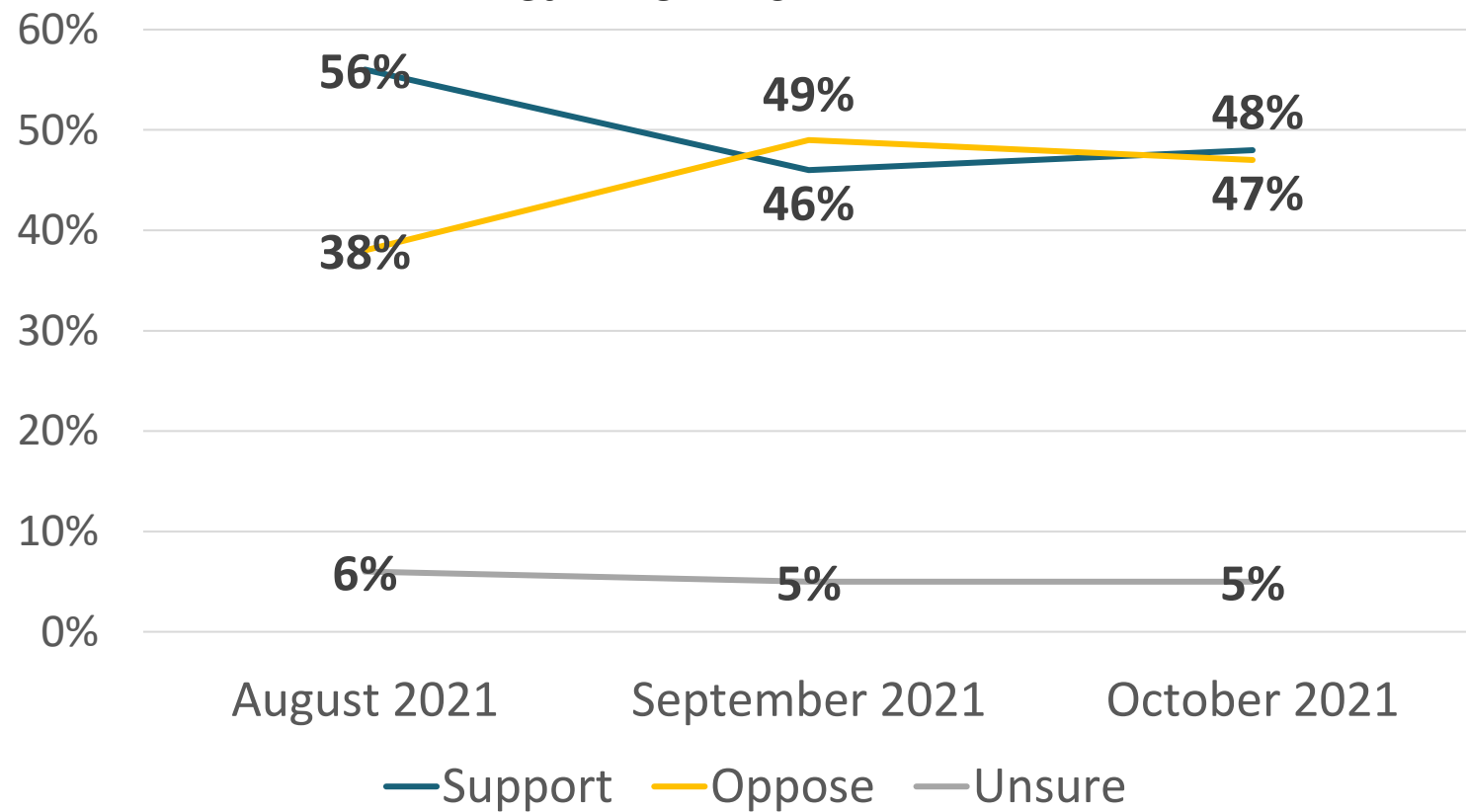


# Requiring Vaccination & Proof for Own Employees

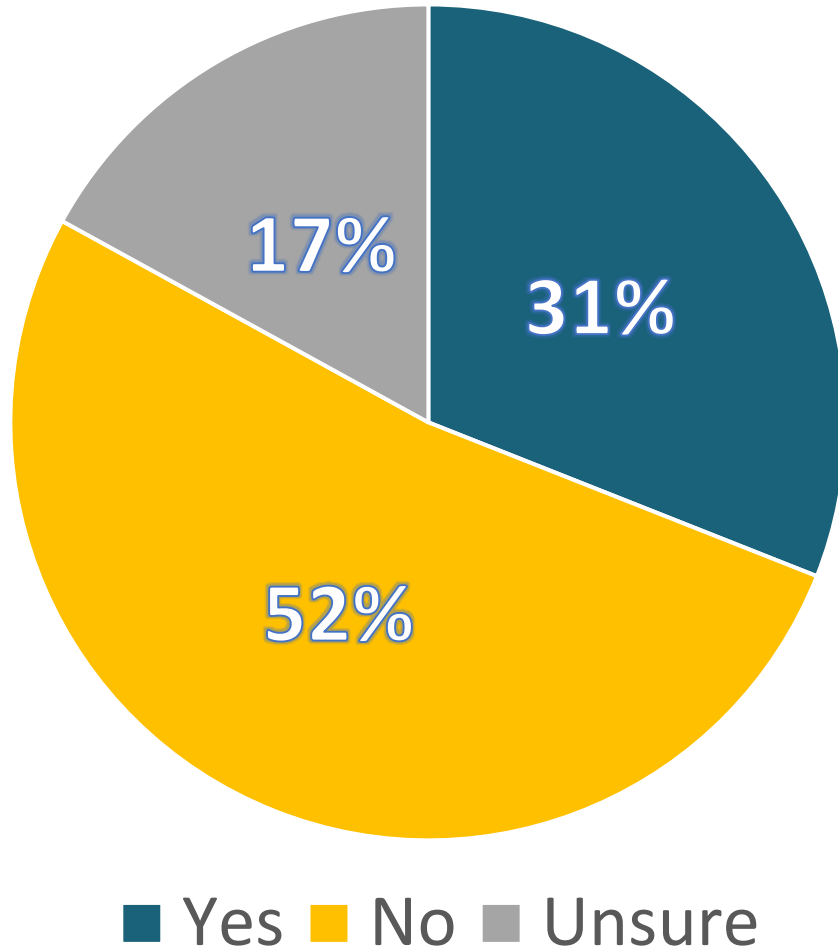
	Aug	Sep	Oct	Net
<b>Support</b>	<b>56%</b>	<b>46%</b>	<b>48%</b>	<b>+2</b>
<b>Oppose</b>	<b>38%</b>	<b>49%</b>	<b>47%</b>	<b>-2</b>
<b>Unsure</b>	<b>6%</b>	<b>5%</b>	<b>5%</b>	<b>0</b>
<b>Net</b>	<b>+18</b>	<b>-3</b>	<b>+1</b>	<b>+4</b>

	Support	Oppose	Net
Total	48	47	-1
East	57	38	19
Midwest	35	60	-25
South	44	49	-5
West	56	42	14

2-9 Employees	43	51	-8
10-19 Employees	59	41	18
20-More Employees	69	27	42
\$100K/Less Revenue	44	50	-6
\$100K-\$250K Revenue	36	59	-22
\$250K-\$500K Revenue	52	42	10
\$500K-\$1 Million Revenue	53	39	13
\$1 Million/More Revenue	53	46	7
Female-Owned	52	44	8
Minority-Owned	64	32	32

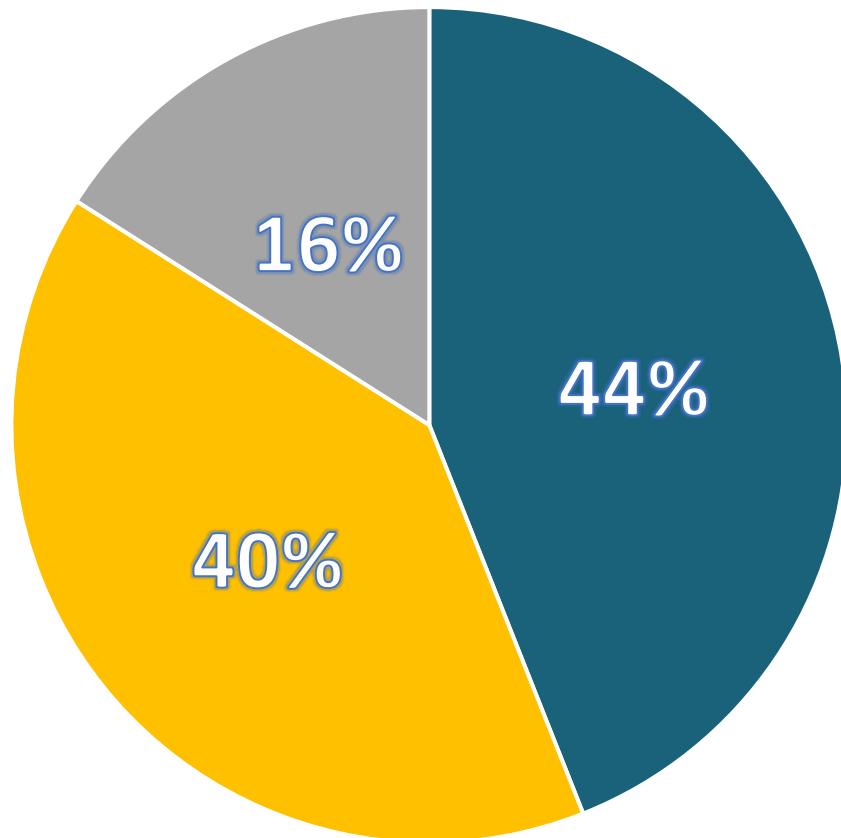


# Should Employers Be The Ones Required to Enforce Worker Vaccines



	Yes	No	Net
Total	31	52	-21
East	37	49	-12
Midwest	23	59	-36
South	34	49	-15
West	27	54	-27
2-9 Employees	26	57	-31
10-19 Employees	49	37	12
20-More Employees	51	37	13
\$100K/Less Revenue	32	51	-20
\$100K-\$250K Revenue	24	58	-34
\$250K-\$500K Revenue	33	55	-23
\$500K-\$1 Million Revenue	32	47	-15
\$1 Million/More Revenue	34	51	-17
Female-Owned	34	47	-14
Minority-Owned	46	39	8

# If Your Business Is Required to Enforce Worker Vaccine Mandate, Will Employees Quit



■ Yes ■ No ■ Unsure

	Yes	No	Net
Total	44	40	4
East	36	41	-4
Midwest	45	36	9
South	45	42	3
West	47	40	7
2-9 Employees	43	42	0
10-19 Employees	40	39	1
20-More Employees	58	25	33
\$100K/Less Revenue	46	42	4
\$100K-\$250K Revenue	47	40	7
\$250K-\$500K Revenue	54	30	23
\$500K-\$1 Million Revenue	40	44	-4
\$1 Million/More Revenue	35	44	-10
Female-Owned	51	39	12
Minority-Owned	50	28	21