

MONTHLY POLL

May 2023
Job Creators Network
Small Business Monthly Poll

Conducted By:
John McLaughlin
Scott Rasmussen

Small
Business
IQ
MONTHLY POLL

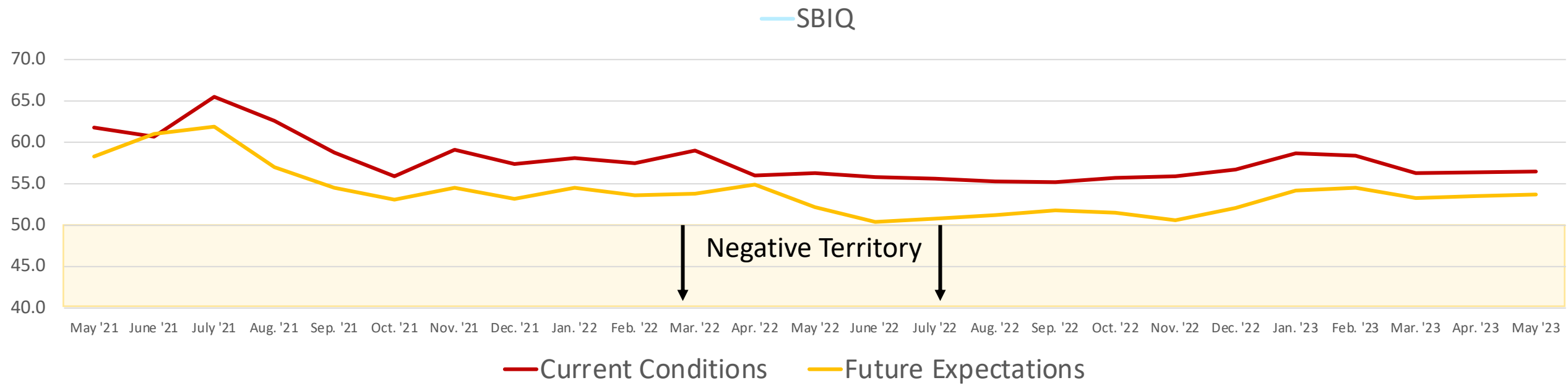
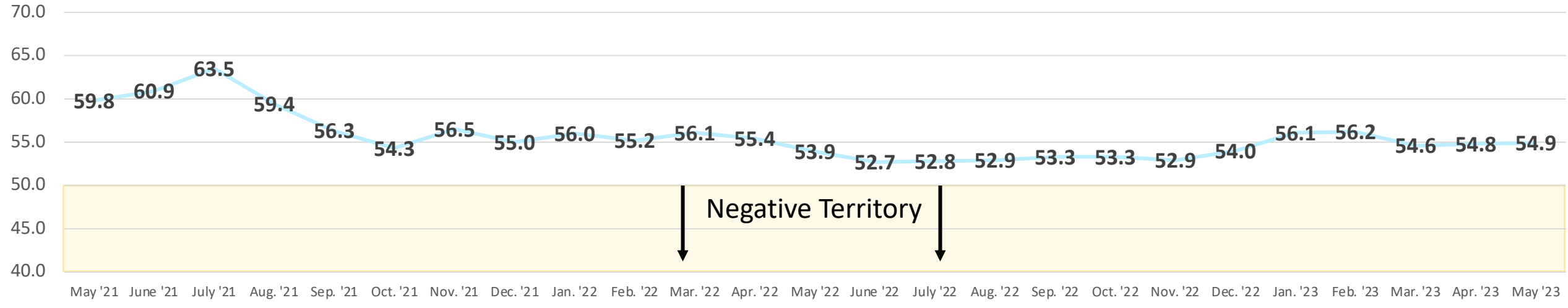


Methodology

This national survey of 400 small business employers was conducted between May 5-30, 2023. This presentation includes JCN's SBIQ (Small Business Intelligence Quotient). The Small Business IQ Monthly Poll tracks its SBIQ, identifies key trends, and offers valuable insights into policies impacting small business employers.

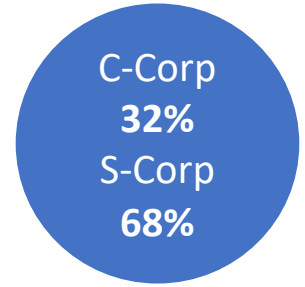
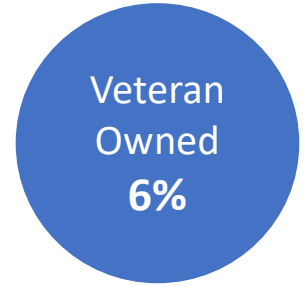
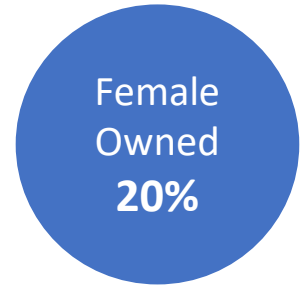
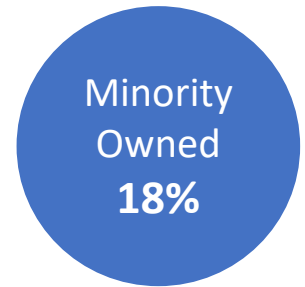
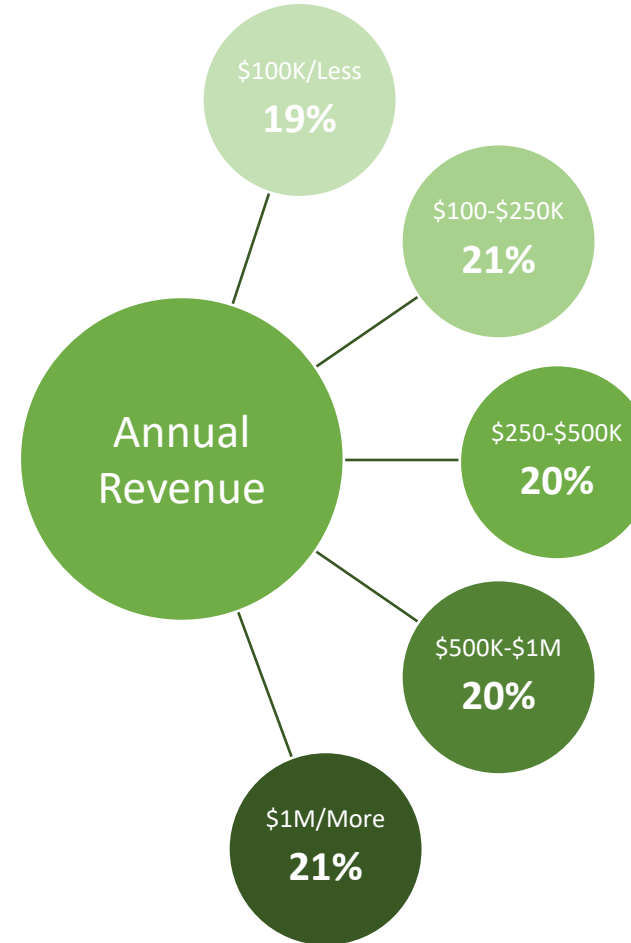
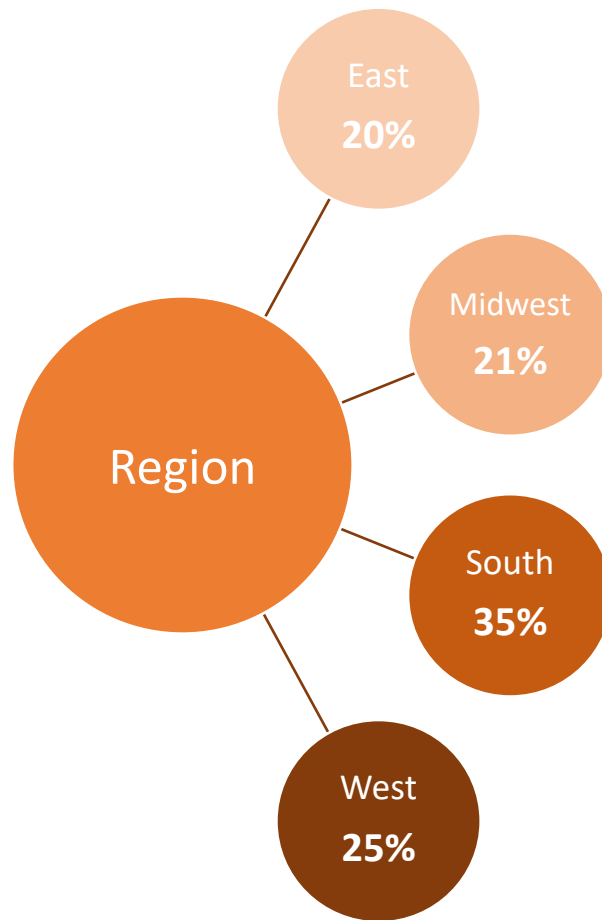
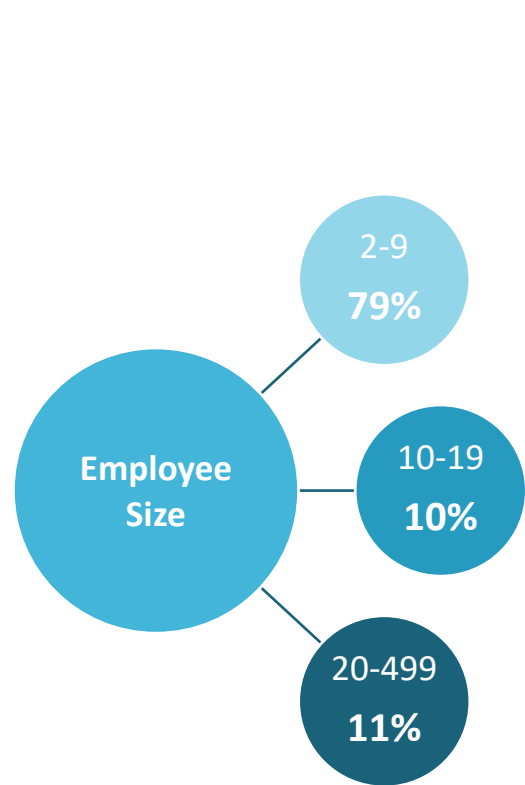
All interviews were conducted online with randomly distributed invitations. The geographic and demographic profiles were structured to represent the population of small business employers in the United States. The sample of 400 small business employers has an accuracy of +/- 4.9% at a 95% confidence interval. The numbers in this presentation have been rounded and may not equal 100%.

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 50 is negative. The JCN SBIQ is based on 7-questions:
Current Conditions: Employer's Business, U.S. Economy, and Climate for Small Businesses
Future Expectations: Employer's Business Next 3-Months, Employer's Hiring Next 3-Months, Direction of U.S. Economy, and Direction of Climate for Small Business



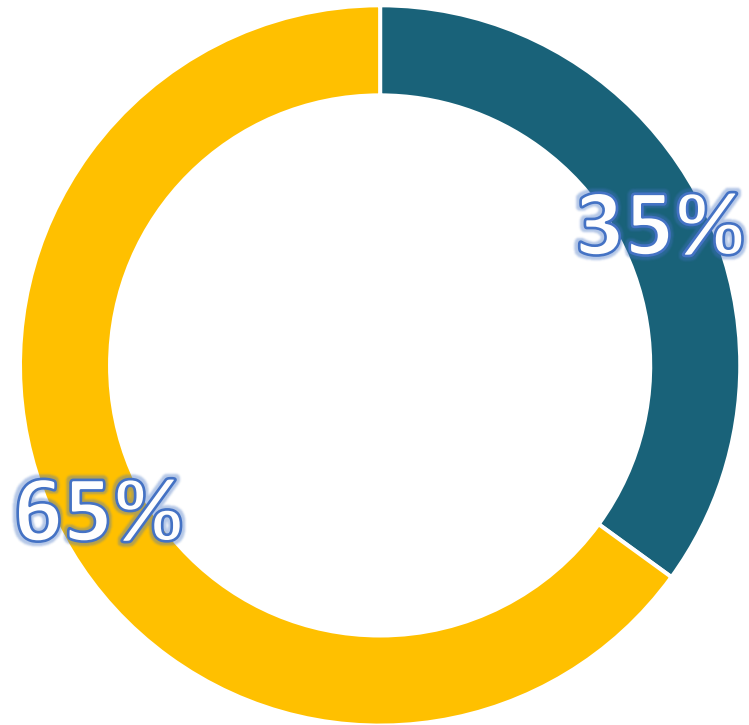
Small Business Employer Profile

Who are the 500 respondents?



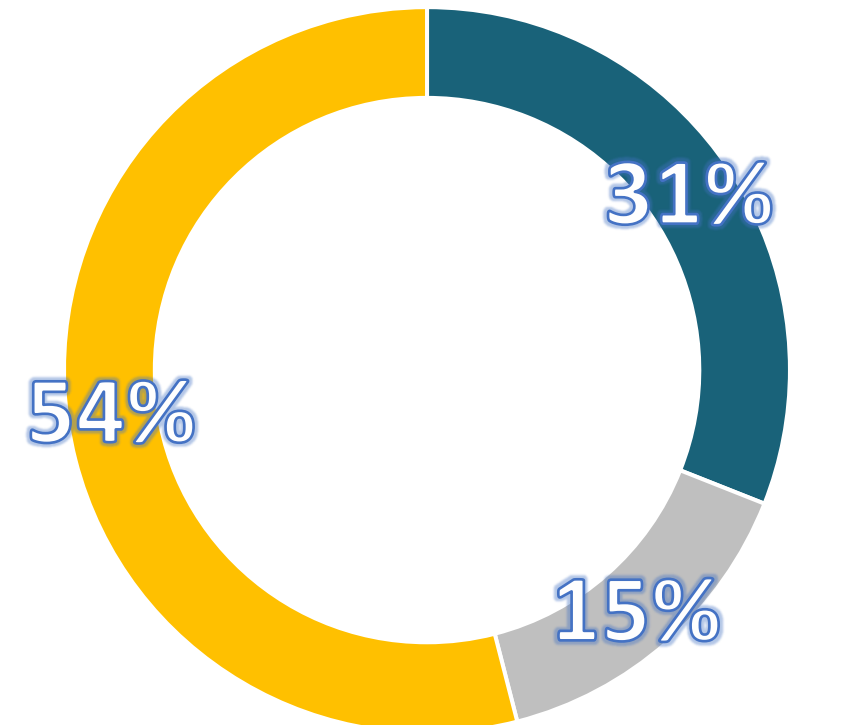
Small Business Employer Profile

Brick & Mortar Store



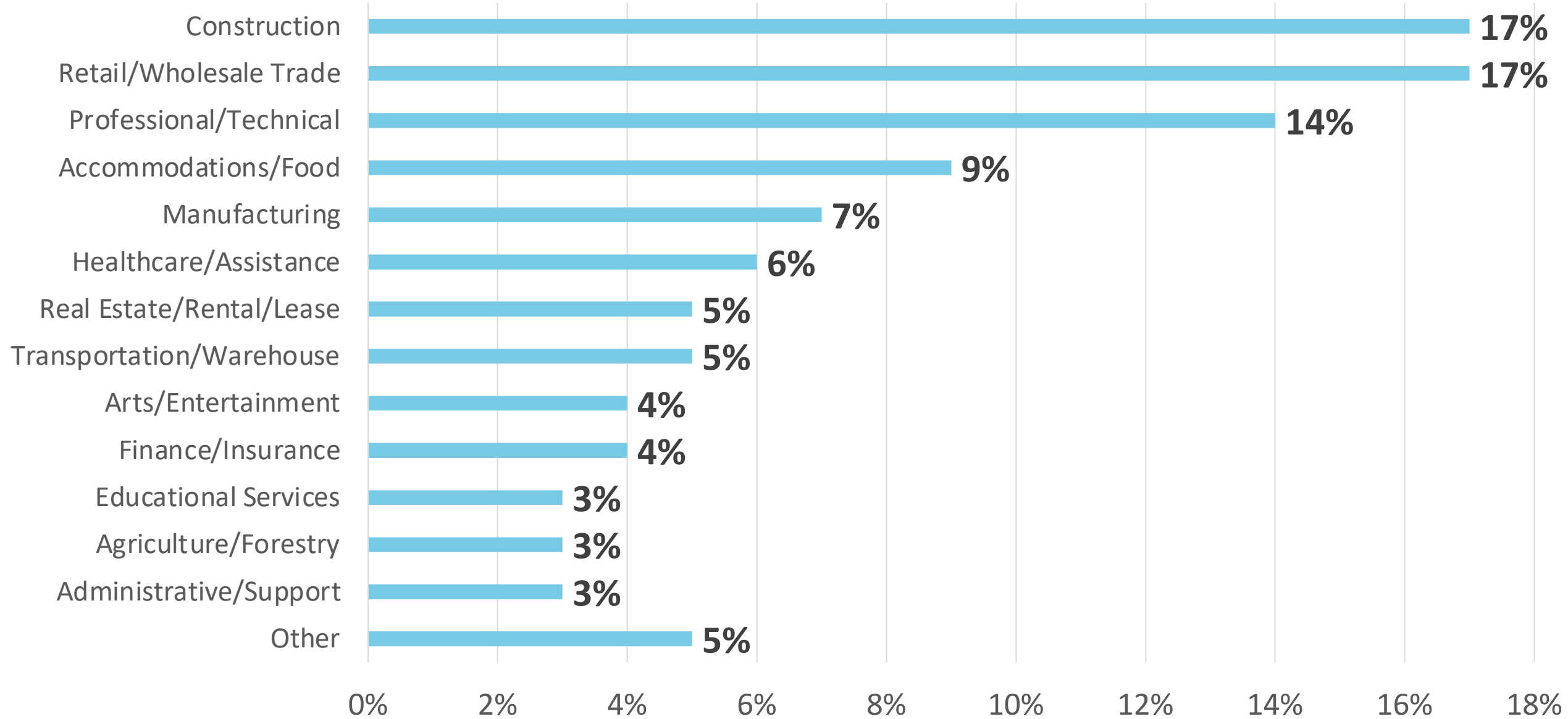
■ Yes ■ No

E-Commerce Business



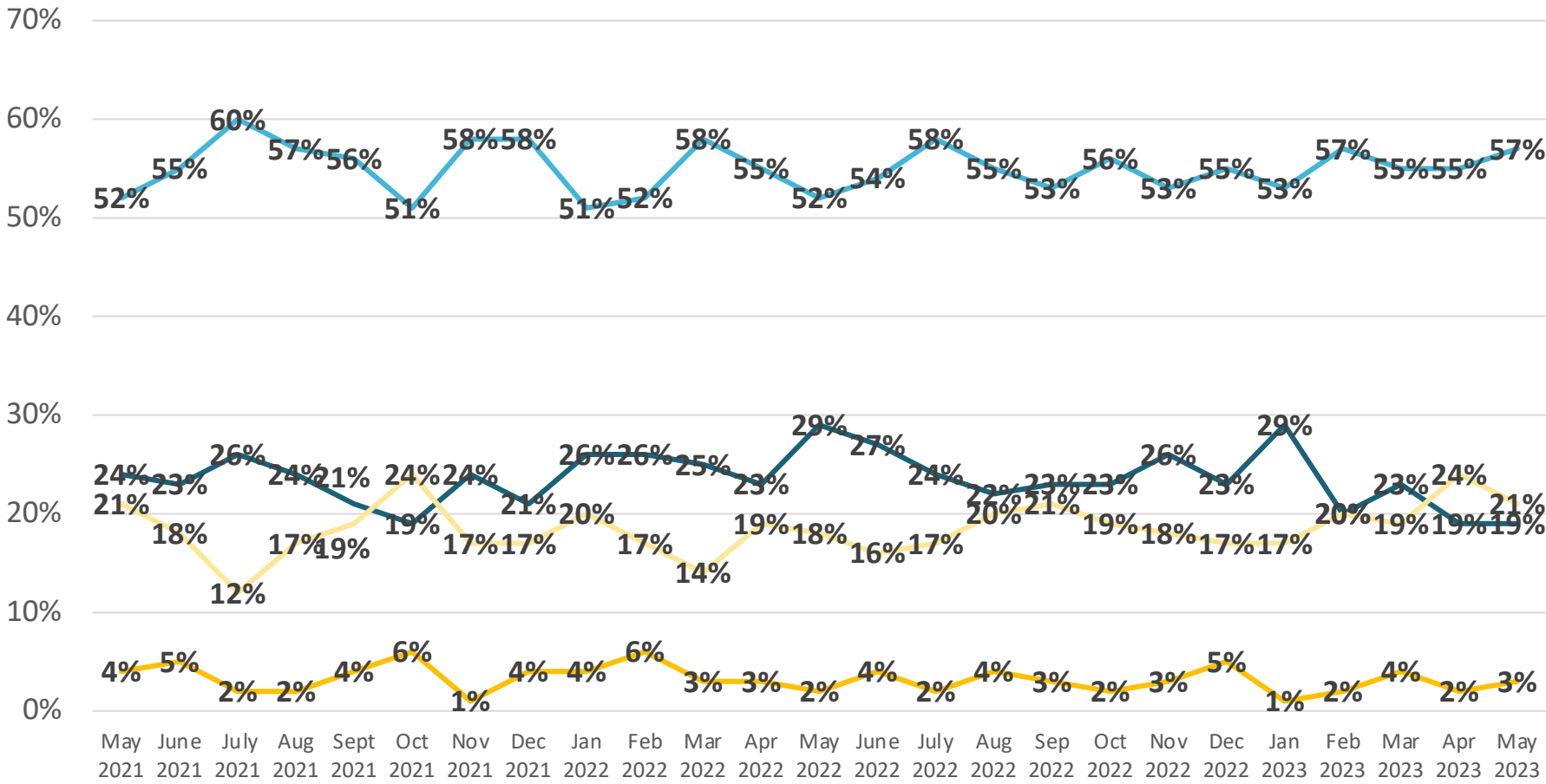
■ More Than Half ■ Half ■ Less Than Half

Small Business Employer Industry



Current Financial Condition

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Excellent/Good	75%	77%	85%	81%	77%	70%	82%	79%	76%	77%	83%	78%	80%	80%	81%	76%	76%	79%	79%	78%	82%	78%	78%	73%	76%	+3
Only Fair/Poor	25%	22%	15%	19%	23%	30%	18%	21%	24%	23%	17%	22%	20%	20%	19%	24%	24%	21%	21%	22%	18%	23%	22%	27%	24%	-3
Net	+50	+55	+70	+62	+54	+40	+64	+58	+52	+54	+66	+56	+60	+60	+62	+52	+52	+58	+58	+56	+64	+55	+56	+46	+52	+6

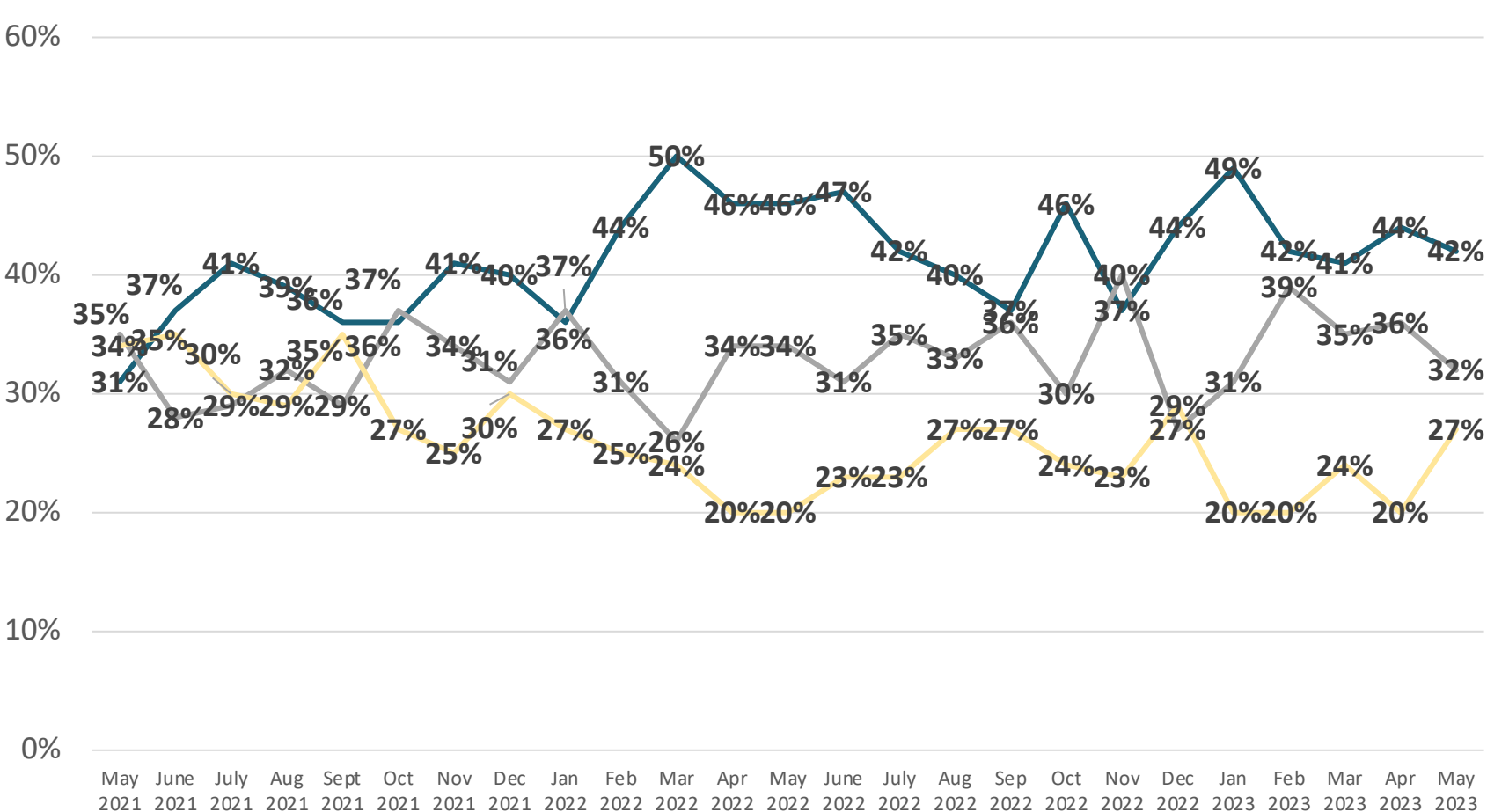


	Excel/Good	Fair/Poor	Net
Total	76	24	52
East	84	16	67
Midwest	66	34	31
South	81	19	63
West	71	29	43
2-9 Employees	73	27	46
10-19 Employees	81	19	62
20-More Employees	94	6	88
\$100K/Less Revenue	69	32	37
\$100K-\$250K Revenue	79	21	58
\$250K-\$500K Revenue	73	27	45
\$500K-\$1 Million Revenue	82	18	64
\$1 Million/More Revenue	78	22	56
Female-Owned	82	18	64
Minority-Owned	81	19	62

—Excellent —Good —Only Fair —Poor

Financial Condition Over Last Year

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Better	31%	37%	41%	39%	36%	36%	41%	40%	36%	44%	50%	46%	46%	47%	42%	40%	35%	46%	37%	44%	49%	42%	41%	44%	42%	-2
Same	35%	28%	29%	32%	29%	37%	34%	31%	37%	31%	26%	34%	34%	31%	35%	33%	36%	30%	40%	27%	31%	39%	35%	36%	32%	-4
Worse	34%	35%	30%	29%	35%	27%	25%	30%	27%	25%	24%	20%	20%	23%	23%	27%	27%	24%	23%	29%	20%	20%	24%	20%	27%	+7
Net	-3	-2	+11	+10	+1	+9	+16	+10	+9	+19	+26	+26	+26	+24	+19	+13	+8	+22	+14	+15	+29	+22	+17	+24	+15	-9

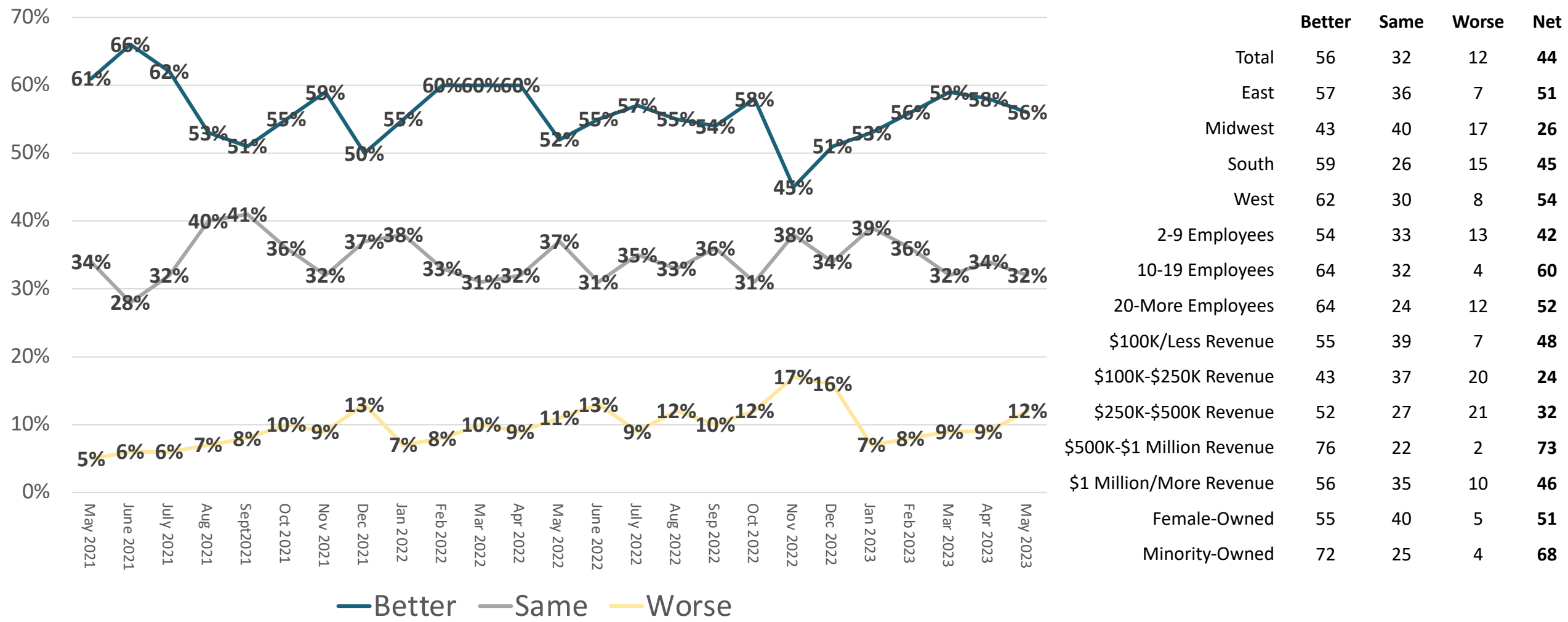


	Better	Same	Worse	Net
Total	42	32	27	15
East	42	31	27	15
Midwest	54	12	34	20
South	41	34	25	16
West	31	46	23	9
2-9 Employees	37	33	30	7
10-19 Employees	50	28	23	27
20-More Employees	68	25	7	62
\$100K/Less Revenue	47	32	21	26
\$100K-\$250K Revenue	27	40	33	-5
\$250K-\$500K Revenue	36	24	40	-4
\$500K-\$1 Million Revenue	52	25	23	30
\$1 Million/More Revenue	45	38	17	29
Female-Owned	46	22	32	14
Minority-Owned	52	21	27	25

— Better — Same — Worse

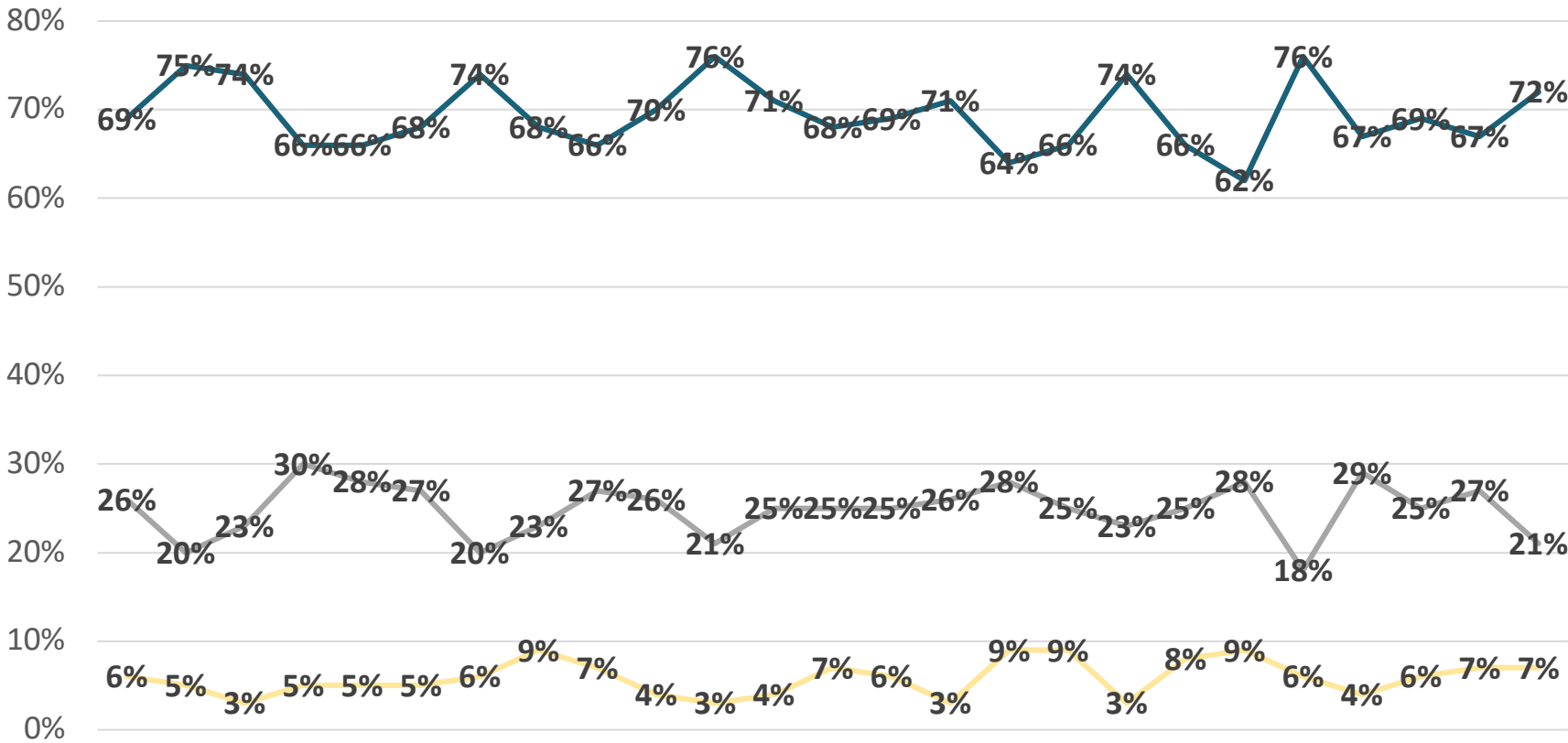
Financial Condition Next 3-Months

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Better	61%	66%	62%	53%	51%	55%	59%	50%	55%	60%	60%	60%	52%	55%	57%	55%	54%	58%	45%	51%	53%	56%	59%	58%	56%	-2
Same	34%	28%	32%	40%	41%	36%	32%	37%	38%	33%	31%	32%	37%	31%	35%	33%	36%	31%	38%	34%	39%	36%	32%	34%	32%	-2
Worse	5%	6%	6%	7%	8%	10%	9%	13%	7%	8%	10%	9%	11%	13%	9%	12%	10%	12%	17%	16%	7%	8%	9%	9%	12%	+3
Net	+56	+60	+56	+46	+43	+45	+50	+37	+48	+52	+50	+51	+41	+42	+48	+43	+44	+46	+28	+35	+46	+48	+50	+49	+44	-5



Profitability Next 12-Months

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Earn Profit	69%	75%	74%	66%	66%	68%	74%	68%	66%	70%	76%	71%	68%	69%	71%	64%	66%	74%	66%	62%	76%	67%	69%	67%	72%	+5
Break Even	26%	20%	23%	30%	28%	27%	20%	23%	27%	26%	21%	25%	35%	25%	26%	28%	25%	23%	25%	28%	18%	29%	25%	27%	21%	-6
Lose Money	6%	5%	3%	5%	5%	5%	6%	9%	7%	4%	3%	4%	7%	6%	3%	9%	9%	3%	8%	9%	6%	4%	6%	7%	7%	0
Net	+63	+70	+71	+61	+61	+63	+68	+59	+59	+66	+73	+67	+61	+63	+69	+55	+57	+71	+58	+53	+70	+63	+63	+60	+65	+5

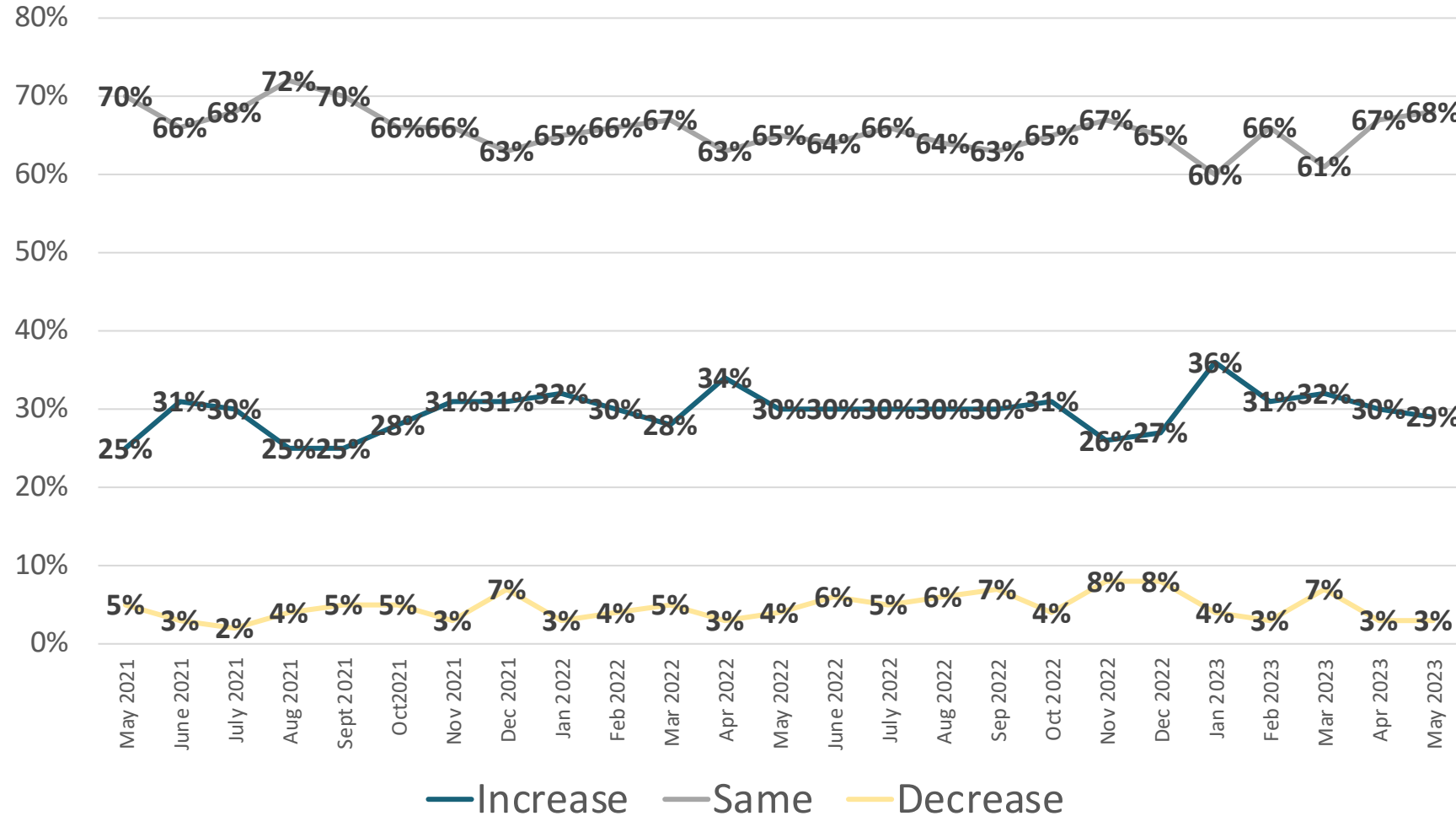


	Profit	Same	Lose	Net
Total	72	21	7	65
East	79	15	6	73
Midwest	63	29	8	55
South	70	25	6	64
West	77	16	7	70
2-9 Employees	69	24	7	61
10-19 Employees	77	16	7	70
20-More Employees	92	8	1	91
\$100K/Less Revenue	62	27	11	52
\$100K-\$250K Revenue	68	23	9	59
\$250K-\$500K Revenue	66	23	11	55
\$500K-\$1 Million Revenue	79	19	3	76
\$1 Million/More Revenue	85	15	1	84
Female-Owned	72	21	7	65
Minority-Owned	73	22	5	68

— Earn Profit — Break Even — Lose Money

Employment Next 3-Months

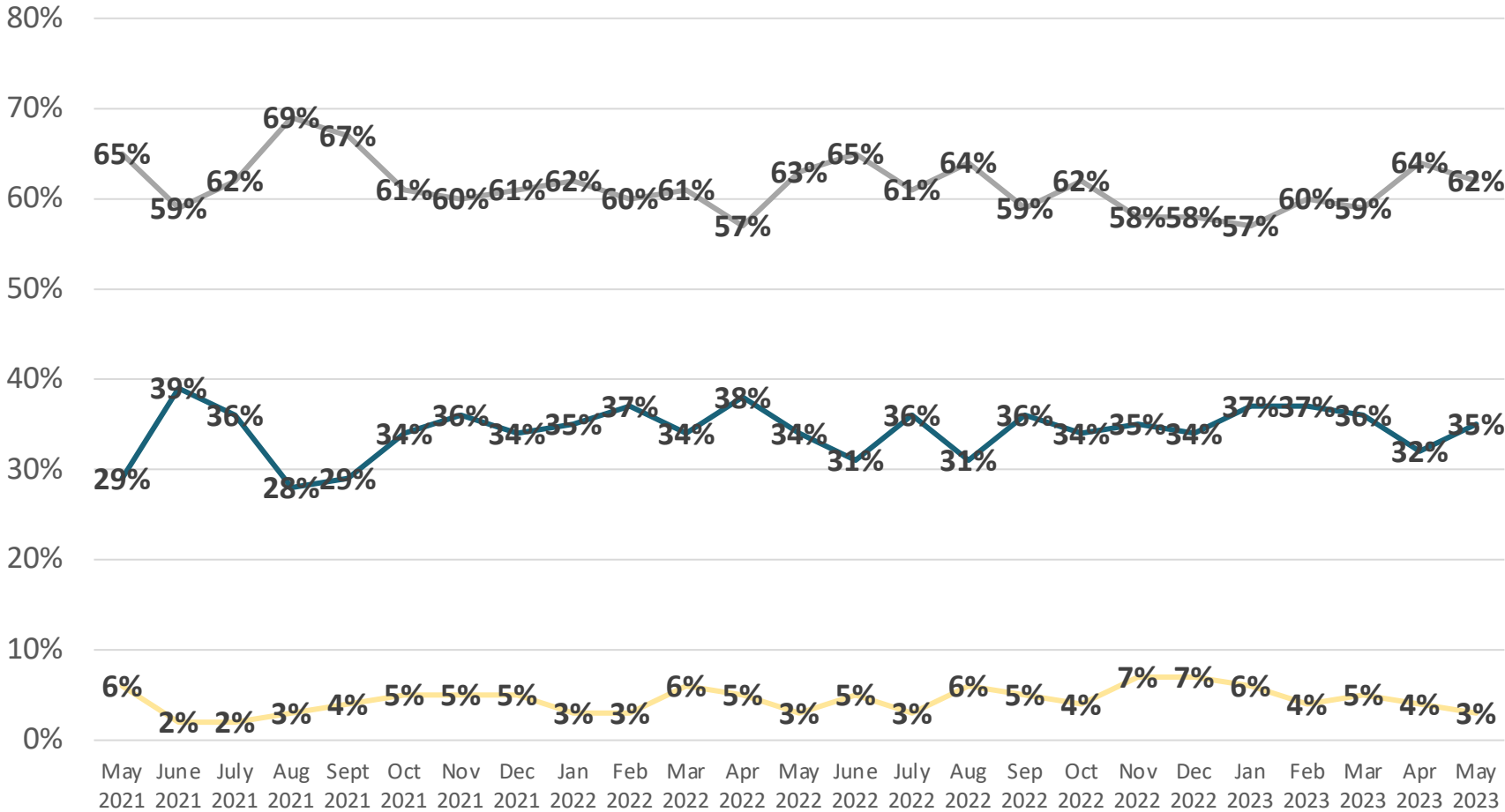
	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Increase	25%	31%	30%	25%	25%	28%	31%	31%	32%	30%	28%	34%	30%	30%	30%	30%	30%	31%	26%	27%	36%	31%	32%	30%	29%	-1
Same	70%	66%	68%	72%	70%	66%	66%	63%	65%	66%	67%	63%	65%	64%	66%	64%	63%	65%	67%	65%	60%	66%	61%	67%	68%	+1
Decrease	5%	3%	2%	4%	5%	5%	3%	7%	3%	4%	5%	3%	4%	6%	5%	6%	7%	4%	8%	8%	4%	3%	7%	3%	3%	0
Net	+20	+28	+28	+21	+20	+23	+28	+24	+29	+26	+23	+21	+26	+24	+25	+24	+23	+27	+18	+19	+32	+28	+25	+27	+27	0



	Incr.	Same	Decr.	Net
Total	29	68	3	27
East	26	72	2	25
Midwest	32	65	4	28
South	39	57	4	35
West	16	84	1	15
2-9 Employees	23	75	2	21
10-19 Employees	46	52	2	44
20-More Employees	57	36	7	50
\$100K/Less Revenue	21	74	5	17
\$100K-\$250K Revenue	17	83	0	17
\$250K-\$500K Revenue	39	59	2	37
\$500K-\$1 Million Revenue	31	69	0	31
\$1 Million/More Revenue	37	57	6	31
Female-Owned	28	72	0	28
Minority-Owned	28	68	4	24

Employee Wages/Hours Next 3-Months

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Increase	29%	39%	36%	28%	29%	34%	36%	34%	35%	37%	34%	38%	34%	31%	36%	31%	36%	34%	35%	34%	37%	37%	36%	32%	35%	+3
Same	65%	59%	62%	69%	67%	61%	60%	61%	62%	60%	61%	57%	63%	65%	61%	64%	59%	62%	58%	58%	57%	60%	59%	64%	62%	-2
Decrease	6%	2%	2%	3%	4%	5%	5%	5%	3%	3%	6%	5%	3%	5%	3%	6%	5%	4%	7%	7%	6%	4%	5%	4%	3%	-1
Net	+23	+37	+34	+25	+25	+29	+31	+29	+32	+34	+28	+33	+31	+26	+33	+25	+31	+30	+28	+27	+31	+33	+31	+28	+32	+4

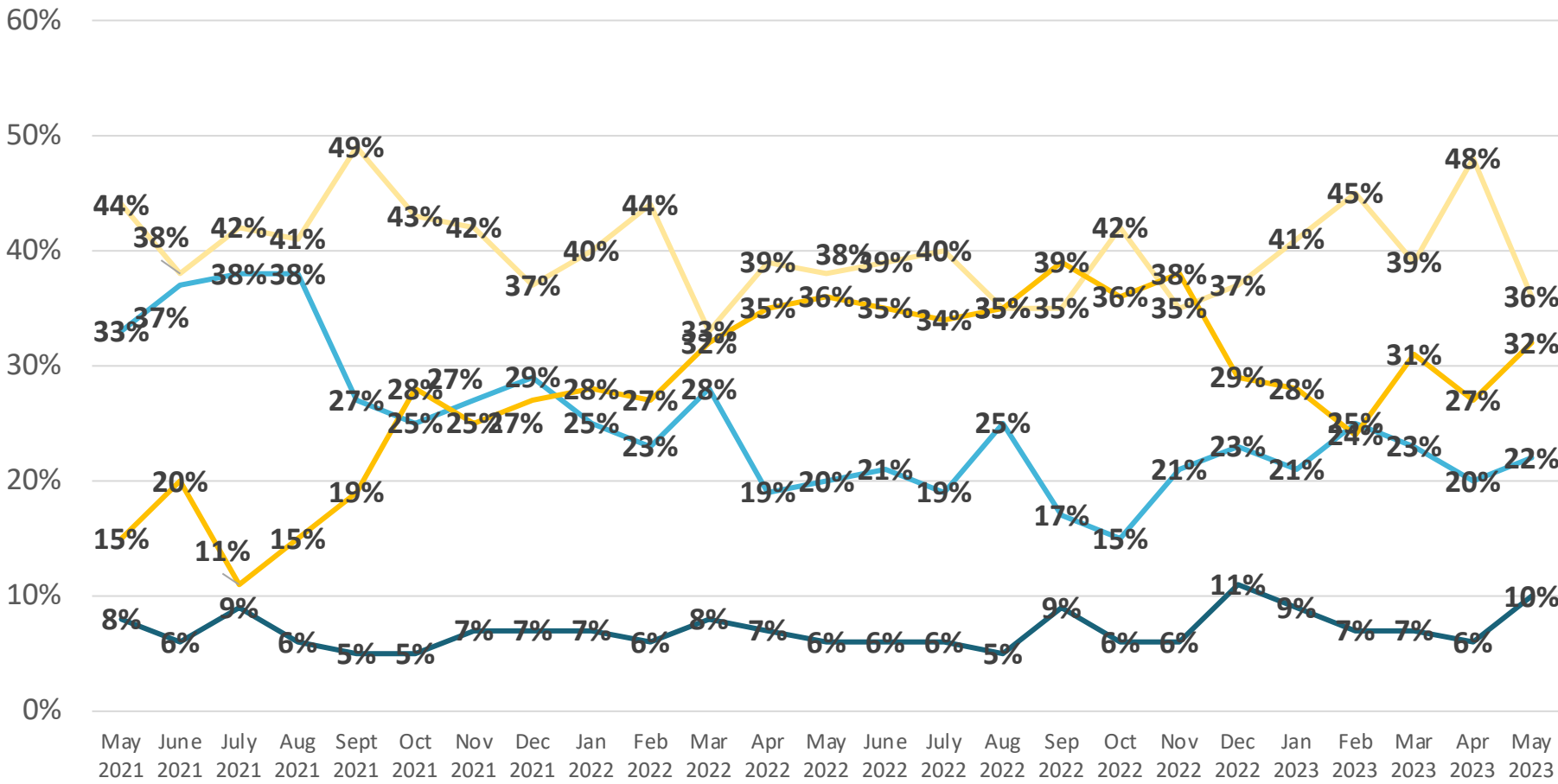


	Incr.	Same	Decr.	Net
Total	35	62	3	32
East	41	56	4	37
Midwest	36	62	2	33
South	35	63	2	33
West	31	65	4	27
2-9 Employees	32	65	4	28
10-19 Employees	45	54	1	45
20-More Employees	53	46	1	52
\$100K/Less Revenue	25	71	4	21
\$100K-\$250K Revenue	31	67	2	30
\$250K-\$500K Revenue	31	64	5	26
\$500K-\$1 Million Revenue	55	46	0	55
\$1 Million/More Revenue	34	62	4	30
Female-Owned	42	58	0	42
Minority-Owned	49	51	0	48

— Increase — Same — Decrease

Condition of U.S. Economy

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Excellent/Good	41%	43%	48%	44%	32%	30%	33%	35%	31%	29%	36%	27%	26%	27%	26%	30%	26%	22%	28%	33%	30%	32%	30%	26%	32%	+6
Only Fair/Poor	59%	57%	53%	56%	68%	70%	67%	65%	69%	71%	65%	73%	74%	73%	74%	71%	74%	79%	72%	67%	70%	68%	70%	75%	68%	-7
Net	-18	-14	-5	-12	-36	-40	-34	-30	-38	-42	-29	-47	-48	-46	-48	-41	-48	-57	-44	-34	-40	-36	-40	-49	-36	+13

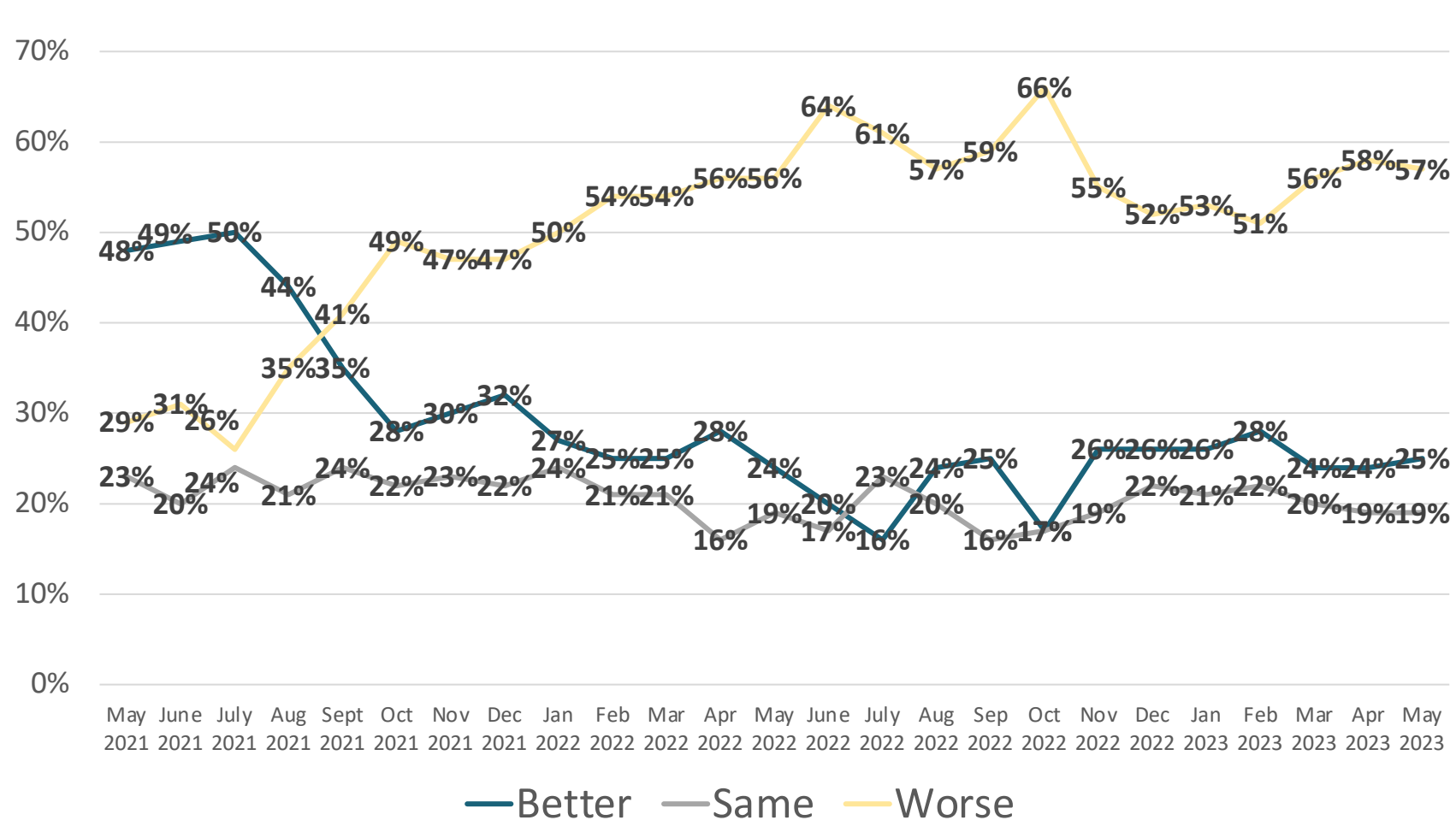


	Excel/ Good	Fair/ Poor	Net
Total	32	68	-36
East	32	68	-37
Midwest	34	66	-33
South	32	68	-36
West	31	69	-38
2-9 Employees	29	71	-42
10-19 Employees	37	63	-26
20-More Employees	50	50	-1
\$100K/Less Revenue	38	62	-24
\$100K-\$250K Revenue	25	75	-49
\$250K-\$500K Revenue	32	68	-37
\$500K-\$1 Million Revenue	37	63	-27
\$1 Million/More Revenue	30	70	-40
Female-Owned	37	63	-26
Minority-Owned	36	64	-28

—Excellent —Good —Only Fair —Poor

Direction of U.S. Economy

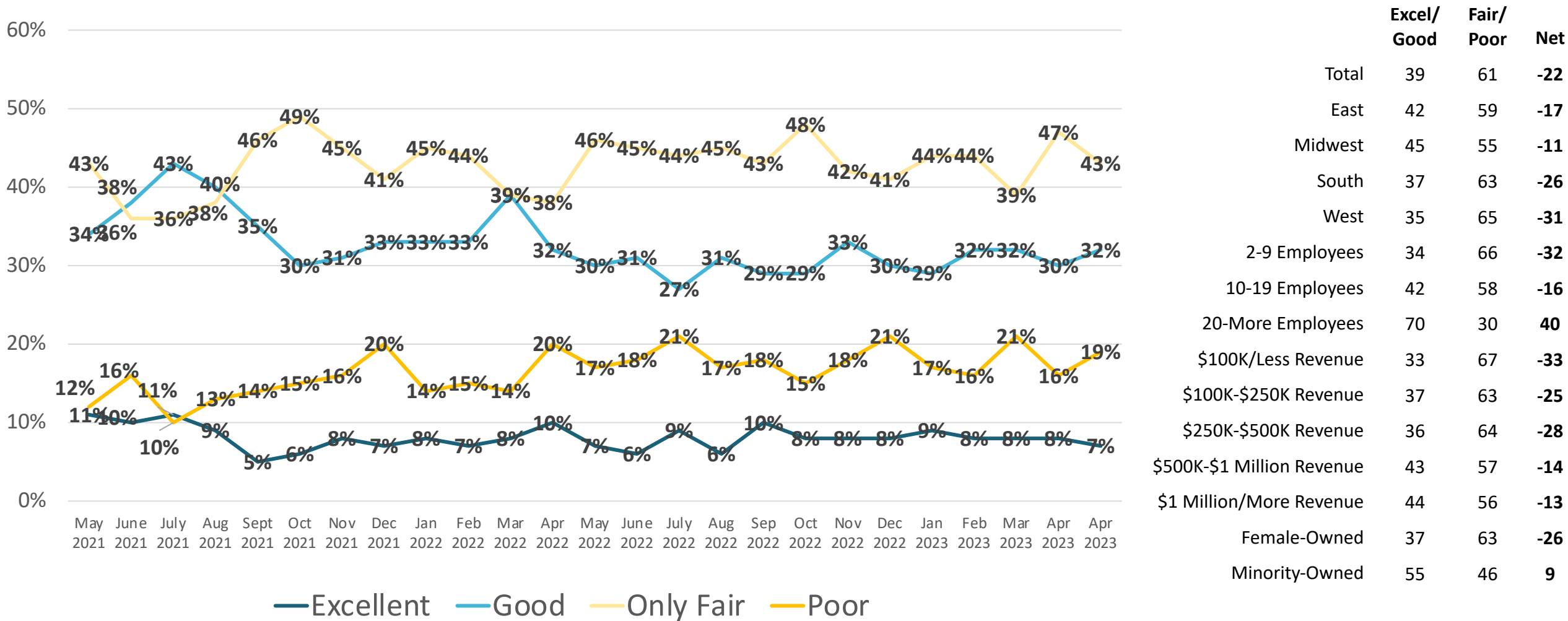
	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Better	48%	49%	50%	44%	35%	28%	30%	32%	27%	25%	25%	28%	24%	20%	16%	24%	25%	17%	26%	26%	26%	28%	24%	24%	25%	+1
Same	23%	20%	24%	21%	24%	22%	23%	22%	24%	21%	21%	16%	19%	17%	21%	20%	16%	17%	19%	22%	21%	22%	20%	19%	19%	0
Worse	29%	31%	26%	35%	41%	49%	47%	47%	50%	54%	54%	56%	56%	64%	61%	57%	59%	66%	55%	52%	53%	51%	56%	58%	57%	-1
Net	+19	+18	+24	+9	-6	-21	-17	-15	-23	-29	-29	-28	-32	-44	-45	-33	-34	-49	-29	-26	-27	-23	-32	-34	-32	+2



	Better	Same	Worse	Net
Total	25	19	57	-32
East	27	16	57	-30
Midwest	21	28	51	-30
South	24	15	61	-37
West	26	18	56	-30
2-9 Employees	21	19	61	-40
10-19 Employees	30	19	51	-21
20-More Employees	49	16	35	13
\$100K/Less Revenue	30	19	50	-20
\$100K-\$250K Revenue	26	14	60	-34
\$250K-\$500K Revenue	26	19	55	-30
\$500K-\$1 Million Revenue	20	12	68	-48
\$1 Million/More Revenue	21	28	51	-30
Female-Owned	30	7	63	-33
Minority-Owned	35	18	47	-13

Climate for Small Businesses

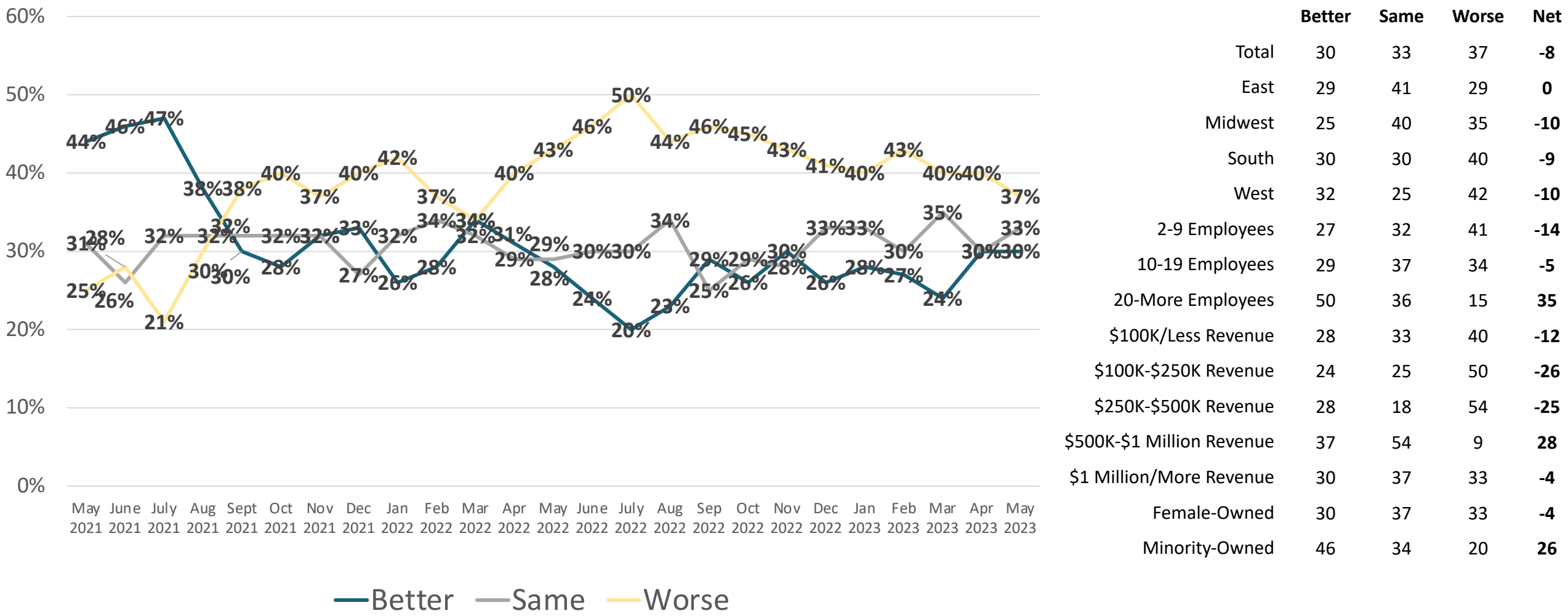
	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Excellent/Good	45%	49%	54%	49%	40%	36%	39%	40%	41%	41%	47%	42%	37%	37%	35%	37%	39%	37%	41%	38%	39%	40%	40%	37%	39%	+2
Only Fair/Poor	55%	51%	46%	51%	60%	64%	61%	60%	59%	59%	53%	58%	63%	63%	65%	63%	61%	63%	59%	62%	62%	60%	60%	63%	61%	-2
Net	-10	-2	+8	-2	-20	-28	-22	-20	-18	-18	-6	-16	-26	-26	-30	-26	-22	-26	-18	-24	-23	-20	-20	-26	-22	+4



— Excellent — Good — Only Fair — Poor

Direction of Climate for Small Businesses

	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Better	44%	46%	47%	38%	30%	28%	32%	33%	26%	28%	34%	31%	28%	24%	20%	23%	29%	26%	30%	26%	28%	27%	24%	30%	30%	0
Same	31%	26%	32%	32%	32%	32%	32%	27%	32%	34%	32%	29%	29%	30%	30%	34%	25%	29%	28%	33%	33%	30%	35%	30%	33%	+3
Worse	25%	28%	21%	30%	38%	40%	37%	40%	42%	37%	34%	40%	43%	46%	50%	44%	46%	45%	43%	41%	40%	43%	40%	40%	37%	-3
Net	+19	+18	+26	+8	-8	-12	-5	-7	-16	-9	0	-9	-15	-22	-30	-21	-17	-19	-13	-15	-12	-16	-16	-10	-7	+3



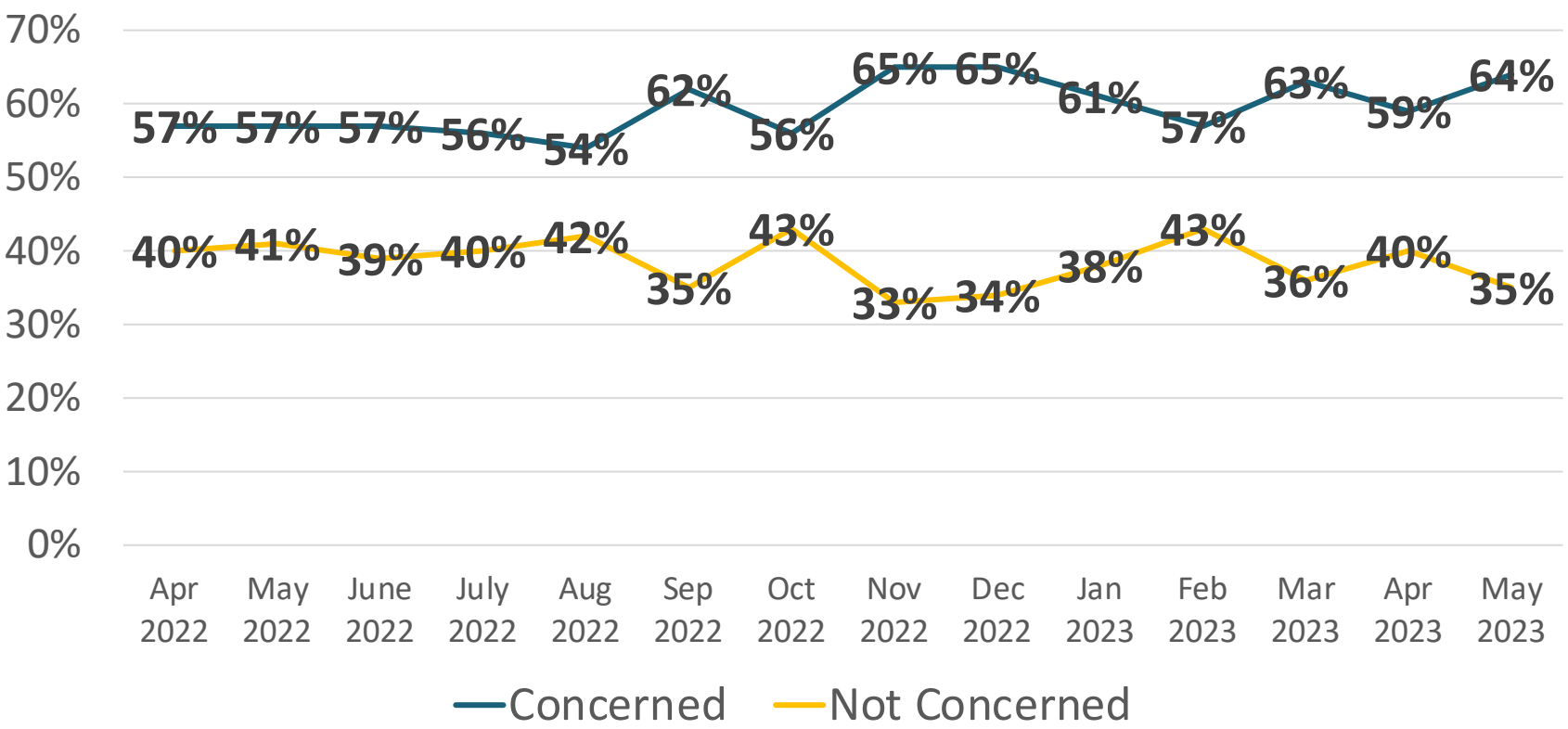
Biggest Business Concerns (1st & 2nd Choice Combo)

	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22	May '22	June '22	July '22	Aug '22	Sep '22	Oct '22	Nov '22	Dec '22	Jan '23	Feb '23	Mar '23	Apr '23	May '23
Higher Prices/Inflation	**	32%	36%	35%	33%	40%	40%	37%	40%	40%	43%	42%	41%	46%	48%	43%	48%	40%	49%	49%	41%	47%	45%	49%	53%
Economy/Client Spending	36%	25%	23%	24%	25%	24%	26%	26%	21%	19%	20%	23%	26%	22%	28%	27%	26%	29%	31%	31%	27%	27%	29%	31%	31%
General Operating Costs	28%	24%	25%	20%	23%	21%	20%	19%	21%	24%	21%	28%	14%	18%	23%	26%	20%	23%	26%	26%	19%	23%	30%	20%	25%
Taxes	26%	21%	16%	17%	18%	18%	15%	13%	14%	15%	13%	15%	11%	12%	16%	12%	12%	12%	15%	14%	21%	13%	17%	15%	15%
Supply-Chain Disruptions	14%	15%	16%	14%	13%	17%	19%	17%	20%	20%	14%	16%	15%	16%	12%	18%	21%	14%	14%	11%	13%	14%	9%	12%	14%
Available Workers	12%	12%	11%	15%	14%	13%	15%	18%	11%	14%	12%	15%	14%	13%	8%	12%	12%	13%	12%	13%	10%	15%	16%	14%	12%
Political Climate	13%	15%	14%	14%	16%	12%	12%	8%	10%	9%	12%	8%	9%	9%	11%	8%	7%	12%	4%	8%	11%	6%	8%	10%	10%
Gas Prices	**	**	**	**	6%	11%	9%	9%	9%	10%	25%	19%	23%	27%	26%	19%	19%	13%	15%	13%	11%	9%	11%	11%	10%
Interest Rates	6%	6%	6%	3%	2%	5%	4%	6%	6%	2%	4%	5%	6%	6%	6%	6%	6%	10%	8%	10%	10%	10%	13%	9%	8%
Government Regulations	17%	12%	11%	13%	13%	11%	10%	10%	14%	10%	10%	8%	10%	4%	8%	5%	7%	9%	4%	7%	11%	8%	6%	6%	7%
Healthcare Costs	12%	11%	12%	10%	4%	5%	6%	5%	5%	7%	7%	4%	8%	7%	3%	5%	7%	6%	6%	6%	7%	7%	6%	4%	7%
Compensation/Insurance	**	3%	7%	7%	4%	3%	4%	2%	2%	6%	3%	4%	6%	4%	3%	2%	2%	4%	4%	5%	3%	4%	3%	3%	4%
Expansion Costs	7%	7%	5%	5%	7%	5%	5%	6%	4%	4%	4%	4%	6%	6%	3%	6%	6%	5%	7%	2%	7%	8%	4%	8%	2%
Covid Restrictions/Sales	25%	15%	16%	21%	20%	14%	13%	20%	21%	16%	9%	7%	5%	6%	4%	10%	5%	5%	3%	5%	5%	6%	2%	3%	2%
Loan Accessibility	6%	3%	2%	3%	2%	2%	2%	3%	3%	4%	4%	4%	6%	4%	4%	3%	3%	3%	4%	2%	3%	3%	3%	4%	1%

How Concerned That Economic Conditions Could Force You to Close Your Business

	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Net
Concerned	57%	57%	57%	56%	54%	62%	56%	65%	65%	61%	57%	63%	59%	64%	+5
Not Concerned	40%	41%	39%	40%	42%	35%	43%	33%	34%	38%	43%	36%	40%	35%	-5
Net	+17	+16	+18	+16	+12	+27	+13	+32	+31	+23	+14	+27	+19	+29	+10

	Concern	Not Concern	Net
Total	64	35	29
East	68	31	37
Midwest	54	45	9
South	63	37	26
West	71	28	43
2-9 Employees	65	34	31
10-19 Employees	62	37	25
20-More Employees	58	41	17
\$100K/Less Revenue	70	29	41
\$100K-\$250K Revenue	53	44	9
\$250K-\$500K Revenue	79	21	59
\$500K-\$1 Million Revenue	60	39	21
\$1 Million/More Revenue	58	42	17
Female-Owned	60	39	21
Minority-Owned	60	39	21



Concerned Bank Failures & Instability Will Impact Their Small Business

	April Total	May Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Concerned	59%	57%	59%	52%	57%	60%	56%	52%	69%
Very	16%	20%	18%	18%	23%	21%	21%	18%	19%
Somewhat	43%	37%	41%	35%	35%	38%	36%	34%	50%
Not Concerned	40%	42%	41%	47%	41%	40%	43%	46%	29%
Unsure	2%	1%	0%	1%	1%	1%	1%	2%	2%

	\$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
Concerned	65%	55%	57%	47%	63%	54%	52%	63%	54%
Very	21%	17%	21%	17%	25%	15%	21%	21%	20%
Somewhat	44%	38%	35%	29%	38%	39%	31%	42%	35%
Not Concerned	34%	42%	44%	53%	37%	44%	45%	35%	45%
Unsure	1%	3%	0%	0%	0%	2%	3%	2%	0%

Biden Administration Forgiven \$400 Billion In Student Loan Debt. Should Taxpayers Be Responsible For Paying Off Loan Debt?

	Oct Total	Nov Total	Dec Total	Jan Total	Feb Total	Mar Total	Apr Total	May Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Yes	19%	14%	18%	20%	19%	19%	20%	18%	11%	19%	21%	17%	14%	25%	34%
No	72%	74%	67%	70%	65%	64%	62%	70%	78%	73%	66%	66%	74%	59%	50%
Unsure	9%	12%	15%	10%	16%	17%	18%	13%	11%	8%	14%	18%	12%	16%	16%

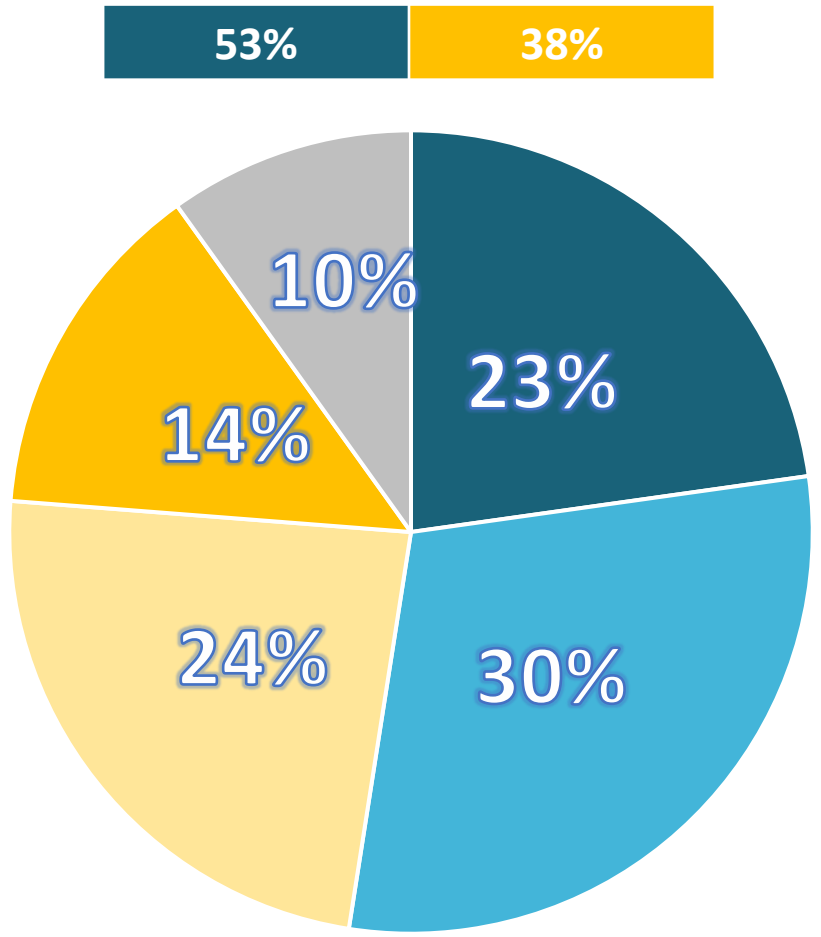
	\$100K-Less Rev.	\$100K-\$250K Rev.	\$250K-\$500K Rev.	\$500K-\$1 Mill Rev.	\$1 Mill-More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
Yes	22%	17%	20%	12%	16%	28%	26%	26%	14%
No	67%	61%	69%	74%	77%	63%	63%	67%	71%
Unsure	11%	22%	11%	14%	7%	9%	12%	7%	16%

Amount of Time Your Business Deals with Local, State & Federal Regulations

	March Total	April Total	May Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Time Consuming	61%	56%	62%	51%	60%	63%	70%	57%	74%	83%
Not Consuming	36%	43%	36%	46%	38%	35%	26%	40%	24%	17%
Unsure	3%	2%	3%	3%	2%	2%	4%	3%	1%	-

	\$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
Time Consuming	55%	59%	64%	55%	74%	48%	57%	65%	60%
Not Consuming	42%	38%	33%	40%	26%	49%	37%	34%	37%
Unsure	2%	3%	3%	5%	0%	3%	5%	2%	3%

Raise Federal Debt Ceiling & Return Spending to 2022 Levels to Slow Increases



■ Strongly Support
 ■ Somewhat Support
 ■ Somewhat Oppose
■ Strongly Oppose
 ■ Unsure

	Support	Oppose	Net
Total	53	38	15
East	53	40	12
Midwest	52	40	13
South	51	40	11
West	55	31	24
2-9 Employees	50	39	10
10-19 Employees	58	39	19
20-More Employees	70	26	44
\$100K/Less Revenue	43	39	4
\$100K-\$250K Revenue	57	38	19
\$250K-\$500K Revenue	60	35	25
\$500K-\$1 Million Revenue	54	27	27
\$1 Million/More Revenue	49	49	1
Female-Owned	48	39	10
Minority-Owned	59	35	23

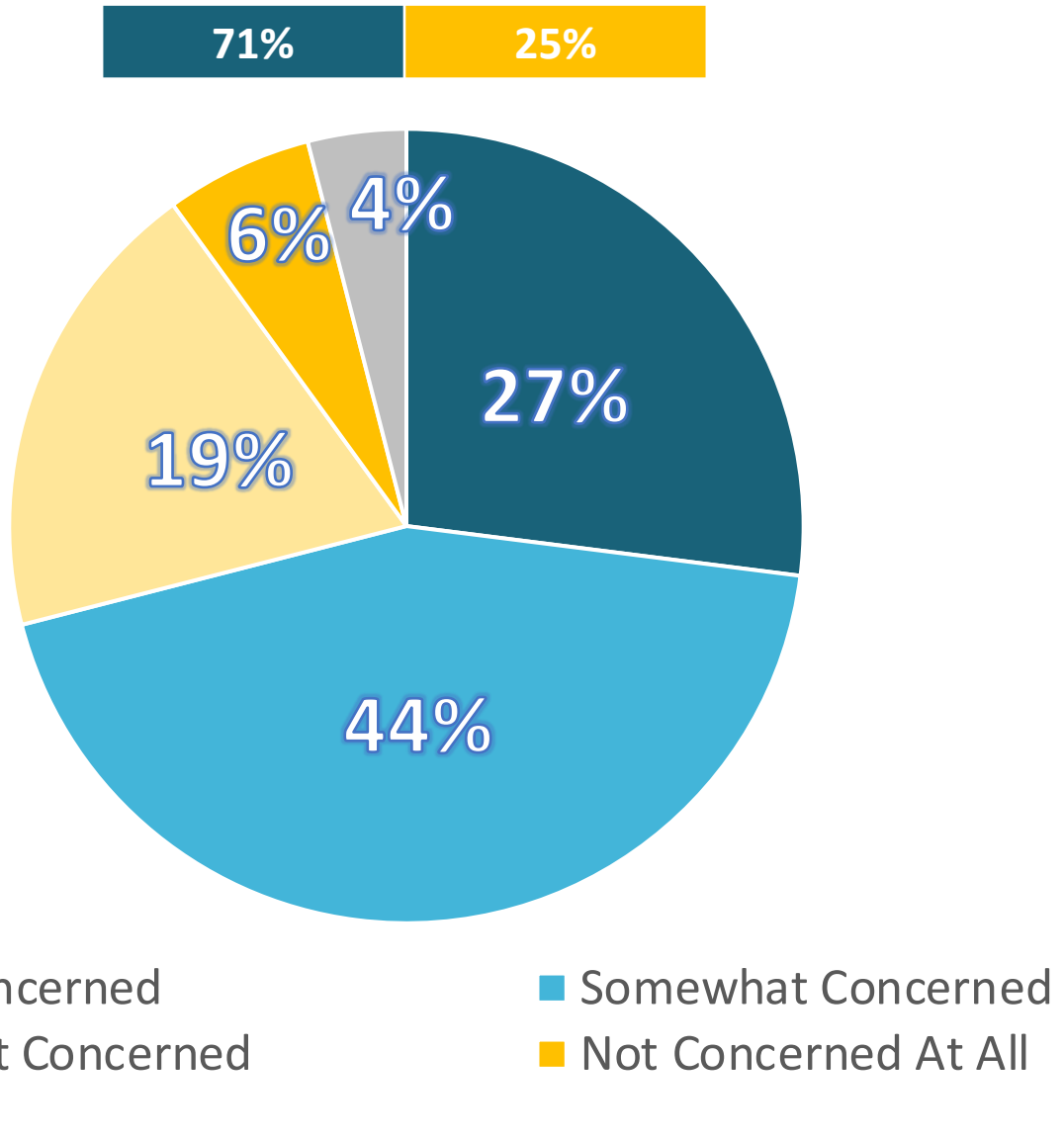
When it comes to increasing the production and sales of electric vehicles, which comes closer to your own opinion?

- 1. The federal government needs to set more aggressive regulations and mandates, requiring automakers to rapidly increase electric vehicles and decrease gas-powered vehicles.
- 2. Automakers are already increasing electric vehicles to provide greater choices and meet consumer demand. We should allow consumer demand and competition to take its course without government overreach and interference.

	May Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Aggressive Regulations	21%	29%	17%	15%	27%	20%	28%	25%
Consumer Demand	68%	58%	67%	71%	71%	70%	62%	60%
Unsure	11%	13%	16%	14%	2%	11%	10%	15%

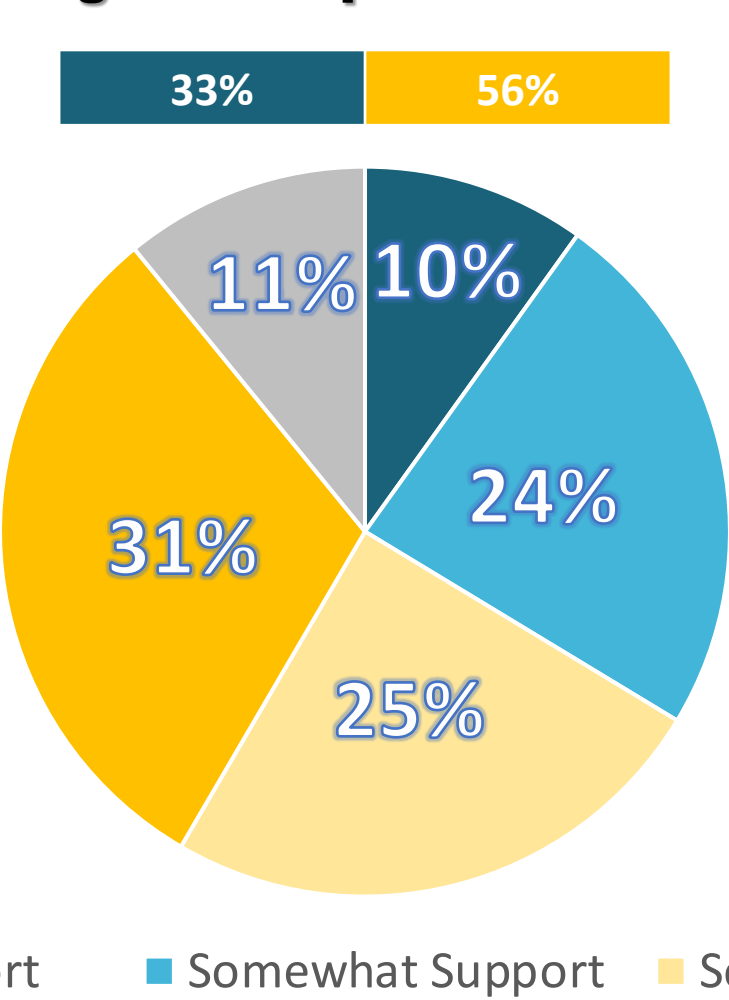
	\$100K- Less Rev.	\$100K- \$250K Rev.	\$250K- \$500K Rev.	\$500K- \$1 Mill Rev.	\$1 Mill- More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
Aggressive Regulations	20%	21%	27%	17%	21%	17%	17%	25%	19%
Consumer Demand	71%	58%	66%	72%	73%	68%	66%	65%	69%
Unsure	10%	22%	7%	11%	7%	15%	18%	11%	12%

Concerned About New Banking Regulations Will Make It More Expensive to Give Loans



	Concerned	Not Concerned	Net
Total	71	25	46
East	69	27	42
Midwest	71	23	48
South	71	23	47
West	72	28	44
2-9 Employees	70	25	45
10-19 Employees	67	29	37
20-More Employees	77	20	57
\$100K/Less Revenue	60	31	28
\$100K-\$250K Revenue	85	11	74
\$250K-\$500K Revenue	67	30	37
\$500K-\$1 Million Revenue	69	26	43
\$1 Million/More Revenue	73	27	45
Female-Owned	67	25	42
Minority-Owned	70	27	43

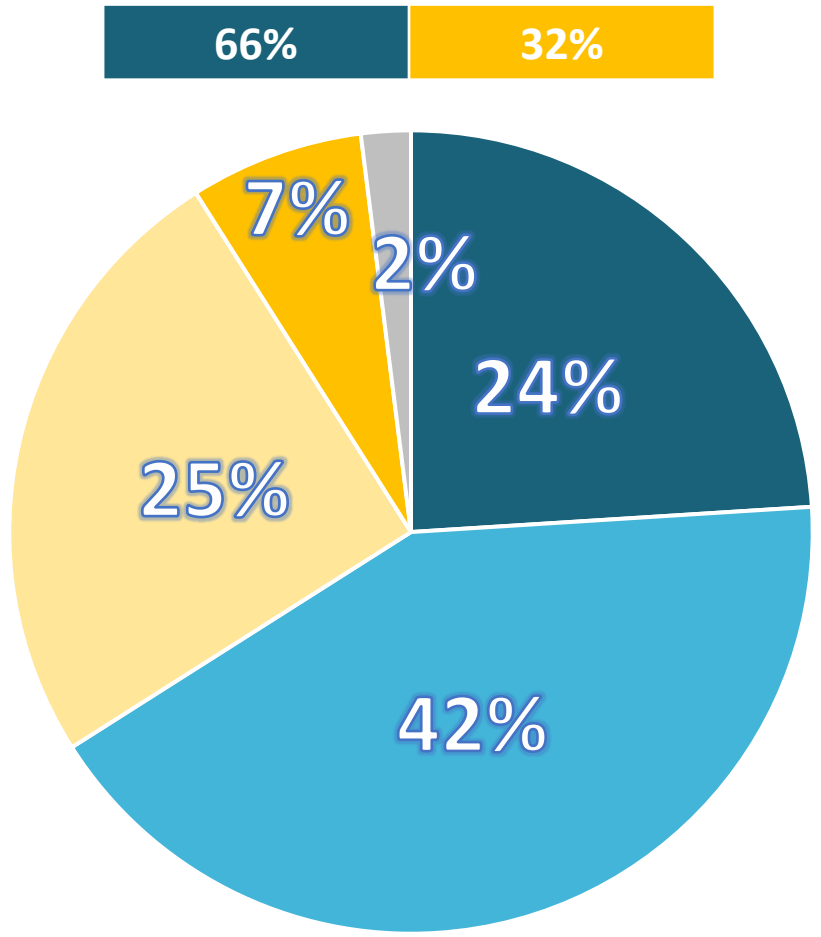
Consumer Financial Protection Bureau Adding Data Collection Rule on Financial Institutions When Given Small Business Loans. Support/Oppose If It Leads to Higher Compliance Costs?



	Support	Oppose	Net
Total	33	56	-23
East	31	61	-30
Midwest	33	56	-23
South	34	55	-22
West	35	53	-18
2-9 Employees	30	61	-32
10-19 Employees	46	42	4
20-More Employees	50	33	16
\$100K/Less Revenue	42	50	-9
\$100K-\$250K Revenue	23	60	-37
\$250K-\$500K Revenue	34	61	-27
\$500K-\$1 Million Revenue	30	59	-28
\$1 Million/More Revenue	38	51	-12
Female-Owned	32	57	-25
Minority-Owned	33	53	-20

■ Strongly Support ■ Somewhat Support ■ Somewhat Oppose
■ Strongly Oppose ■ Unsure

Concerned About Rising Interest Rates Will Affect Business' Ability to Access Credit



- Very Concerned
- Somewhat Concerned
- Not That Concerned
- Not Concerned At All
- Unsure

	Concerned	Not Concerned	Net
Total	66	32	34
East	64	36	28
Midwest	61	36	25
South	67	28	40
West	69	31	37
2-9 Employees	66	31	35
10-19 Employees	62	37	25
20-More Employees	67	31	35
\$100K/Less Revenue	56	42	14
\$100K-\$250K Revenue	62	32	30
\$250K-\$500K Revenue	72	28	44
\$500K-\$1 Million Revenue	76	21	55
\$1 Million/More Revenue	63	37	26
Female-Owned	57	39	18
Minority-Owned	60	35	25

Where are you most likely to go if your business wanted to get a financial loan?

	May Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ			
Big Bank	22%	21%	20%	20%	27%	18%	28%	43%			
Small Bank/Credit Union	60%	60%	61%	59%	59%	62%	59%	43%			
Fintech/Online Bank	6%	8%	7%	5%	6%	7%	2%	8%			
Unsure	12%	11%	13%	15%	8%	13%	11%	6%			
		\$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	
Big Bank	13%	15%	17%	22%	42%	14%	34%	30%	18%		
Small Bank/Credit Union	60%	60%	64%	73%	42%	70%	53%	53%	63%		
Fintech/Online Bank	12%	3%	10%	0%	8%	6%	3%	8%	6%		
Unsure	15%	22%	10%	5%	8%	11%	10%	9%	13%		