

**Small  
Business** **IQ**

**MONTHLY POLL**

**September 2023**  
**Job Creators Network Foundation**  
**Small Business Monthly Poll**

**Conducted By:**  
**John McLaughlin**  
**Scott Rasmussen**

Small  
Business  
**IQ**  
**MONTHLY POLL**

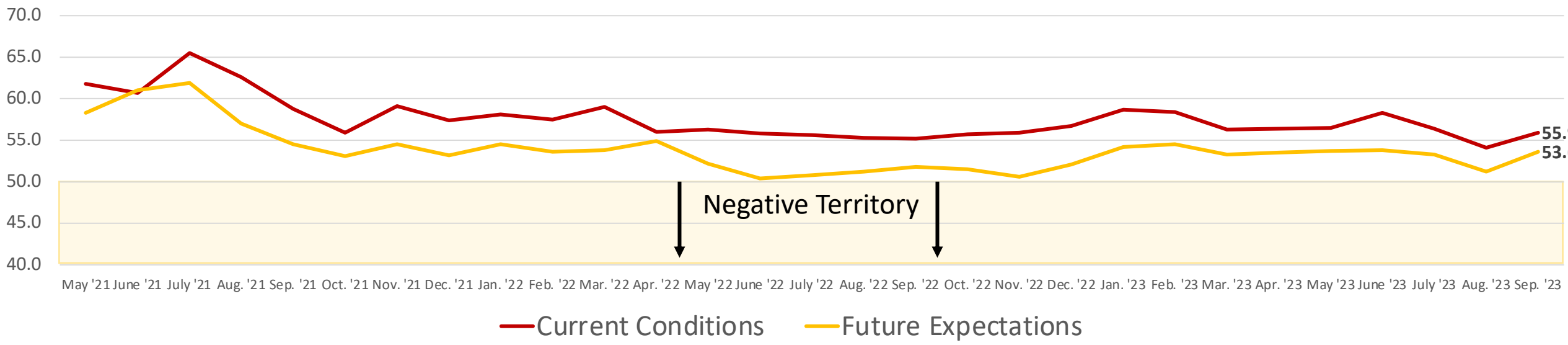
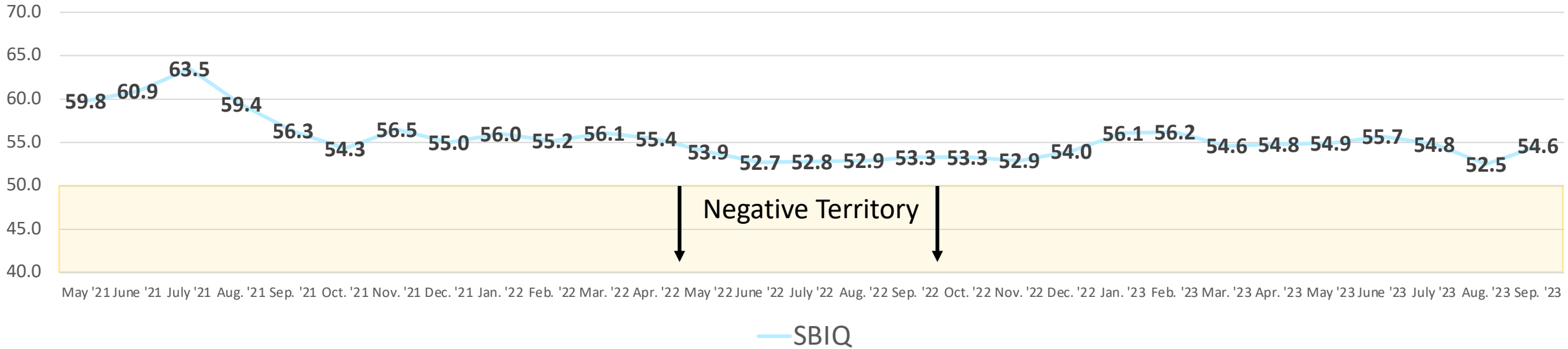


# Methodology

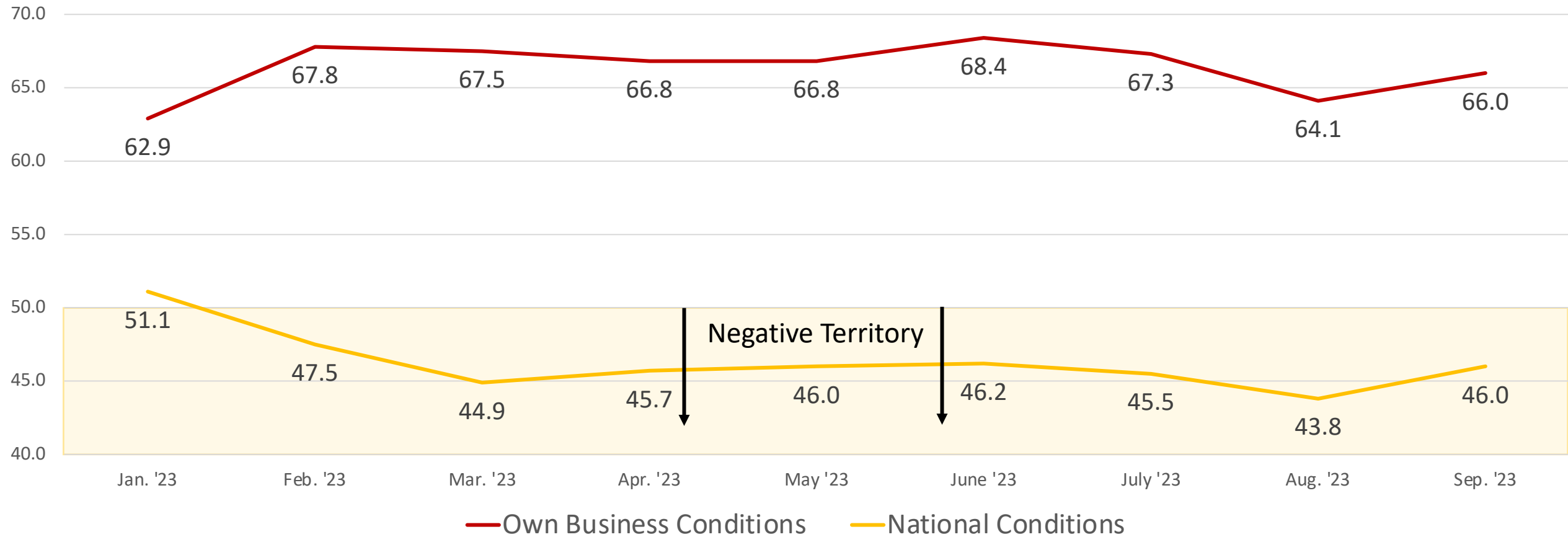
This national survey of 400 small business employers was conducted between September 7-28, 2023. This presentation includes JCNF's SBIQ (Small Business Intelligence Quotient). The Small Business IQ Monthly Poll tracks its SBIQ, identifies key trends, and offers valuable insights into policies impacting 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 JCNF 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 JCNF 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

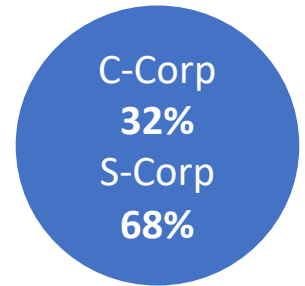
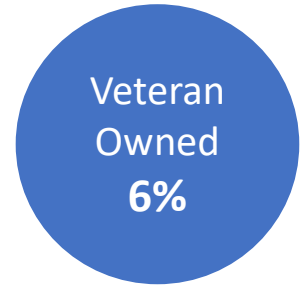
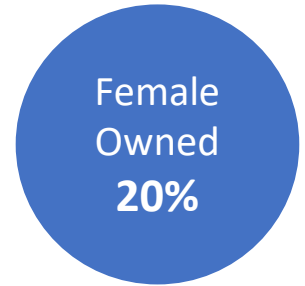
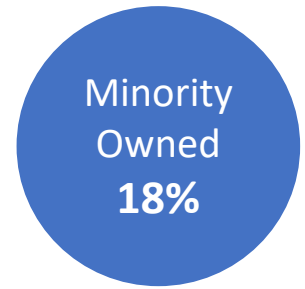
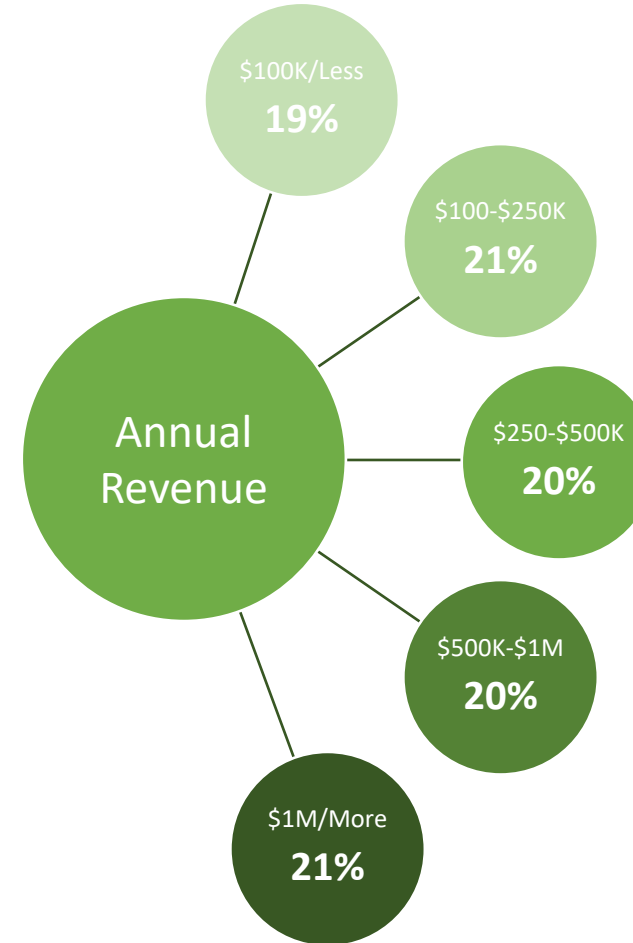
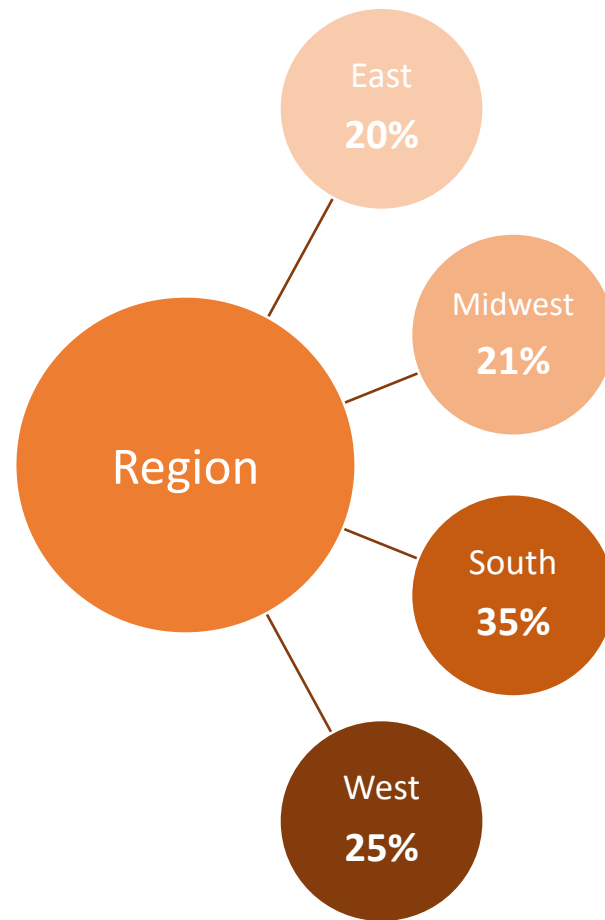
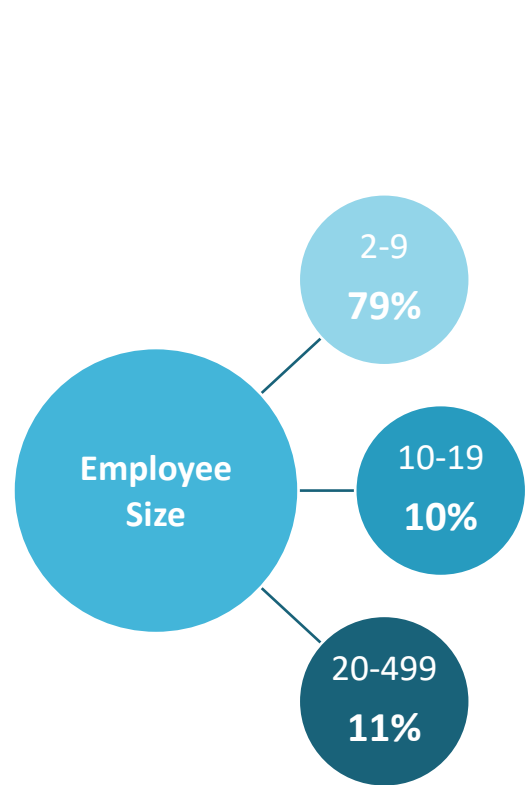


## Divergence Between Perception of Own Business & National Economic Conditions



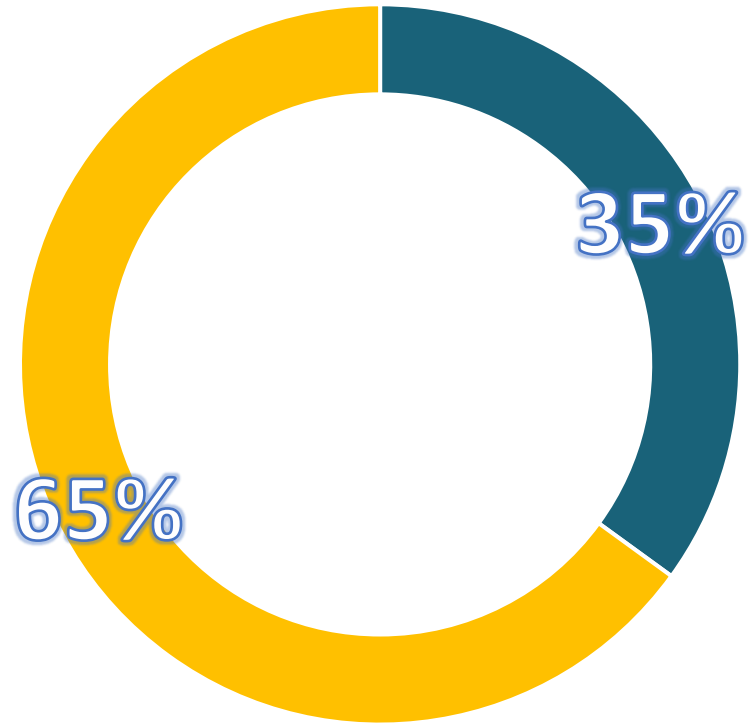
# Small Business Employer Profile

## Who are the 400 respondents?



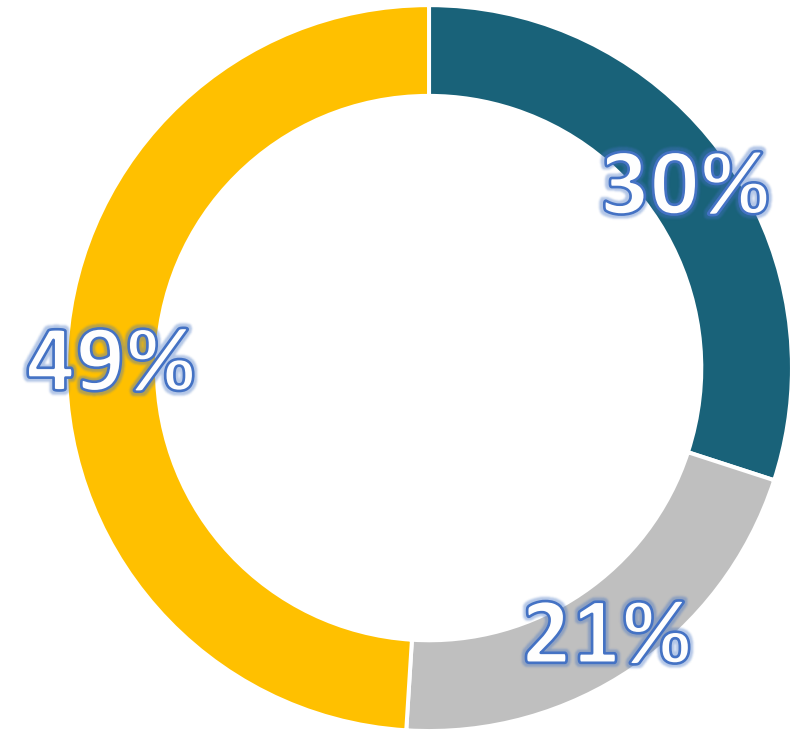
# Small Business Employer Profile

## Brick & Mortar Store



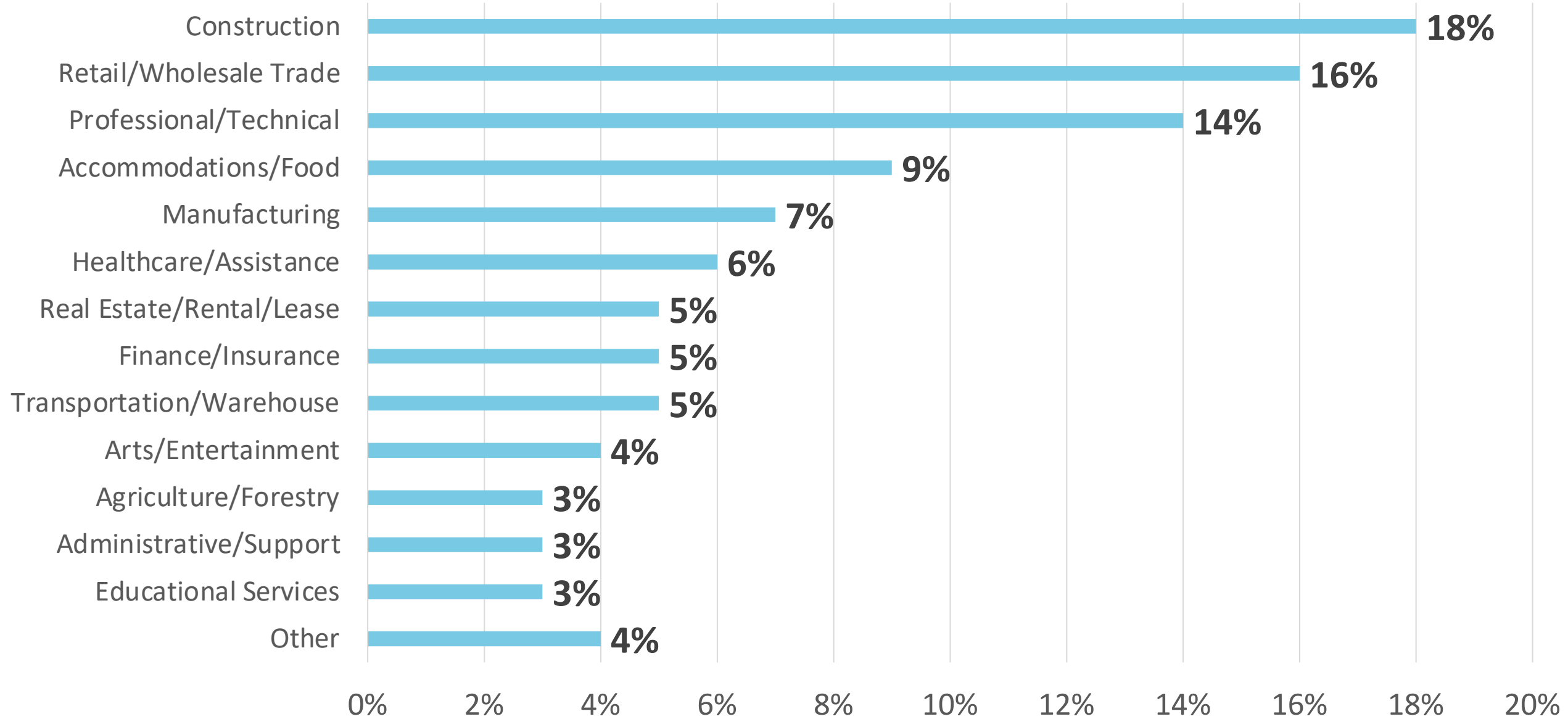
■ Yes ■ No

## E-Commerce Business



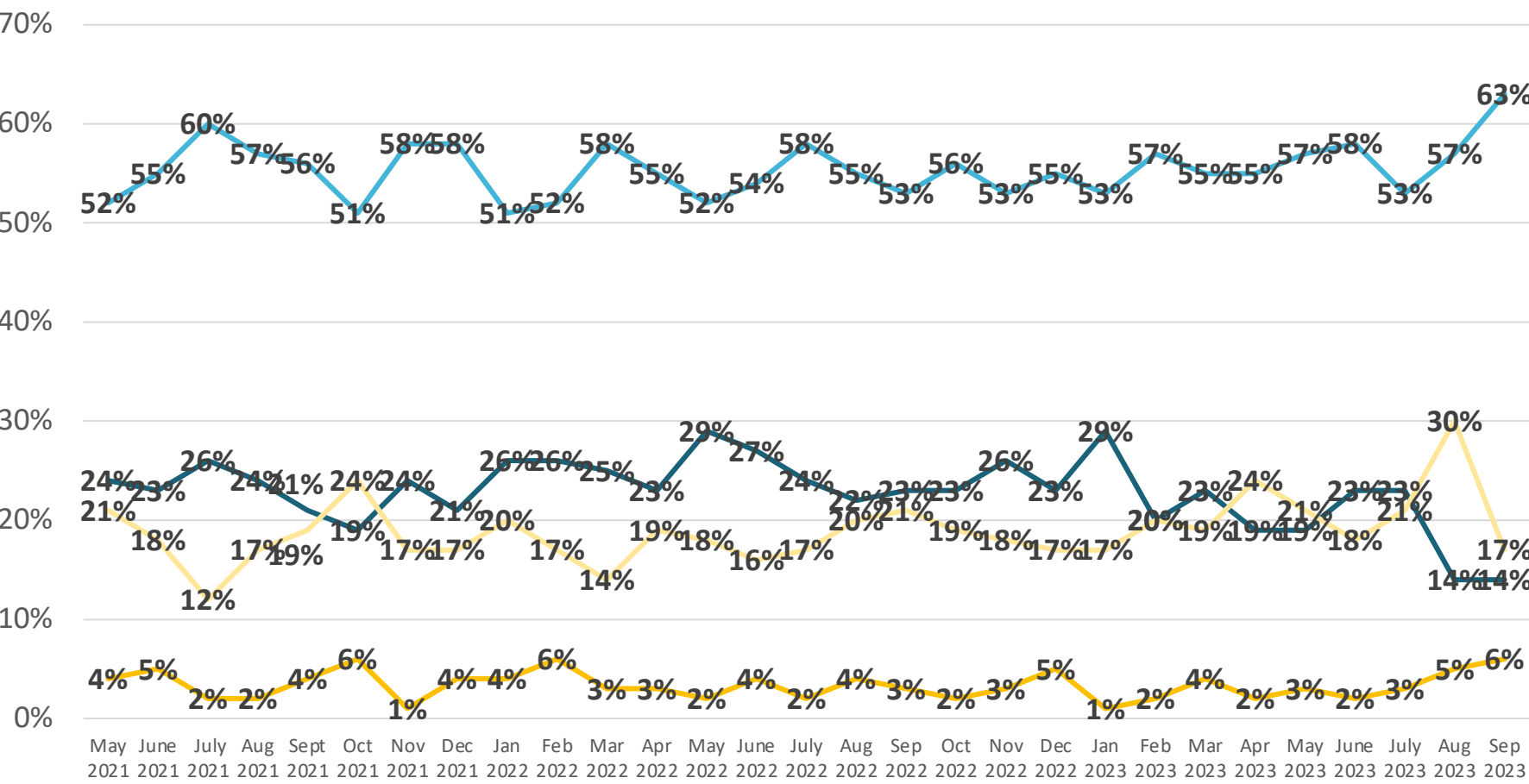
■ More Than Half ■ Half ■ Less Than Half

# Small Business Employer Industry



# Current Financial Condition

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
Excellent/Good	77%	70%	82%	79%	76%	77%	83%	78%	80%	80%	81%	76%	76%	79%	79%	78%	82%	78%	78%	73%	76%	80%	76%	70%	77%	+7
Only Fair/Poor	23%	30%	18%	21%	24%	23%	17%	22%	20%	20%	19%	24%	24%	21%	21%	22%	18%	23%	22%	27%	24%	20%	24%	30%	23%	-7
Net	+54	+40	+64	+58	+52	+54	+66	+56	+60	+60	+62	+52	+52	+58	+58	+56	+64	+55	+56	+46	+52	+60	+52	+40	+54	+14



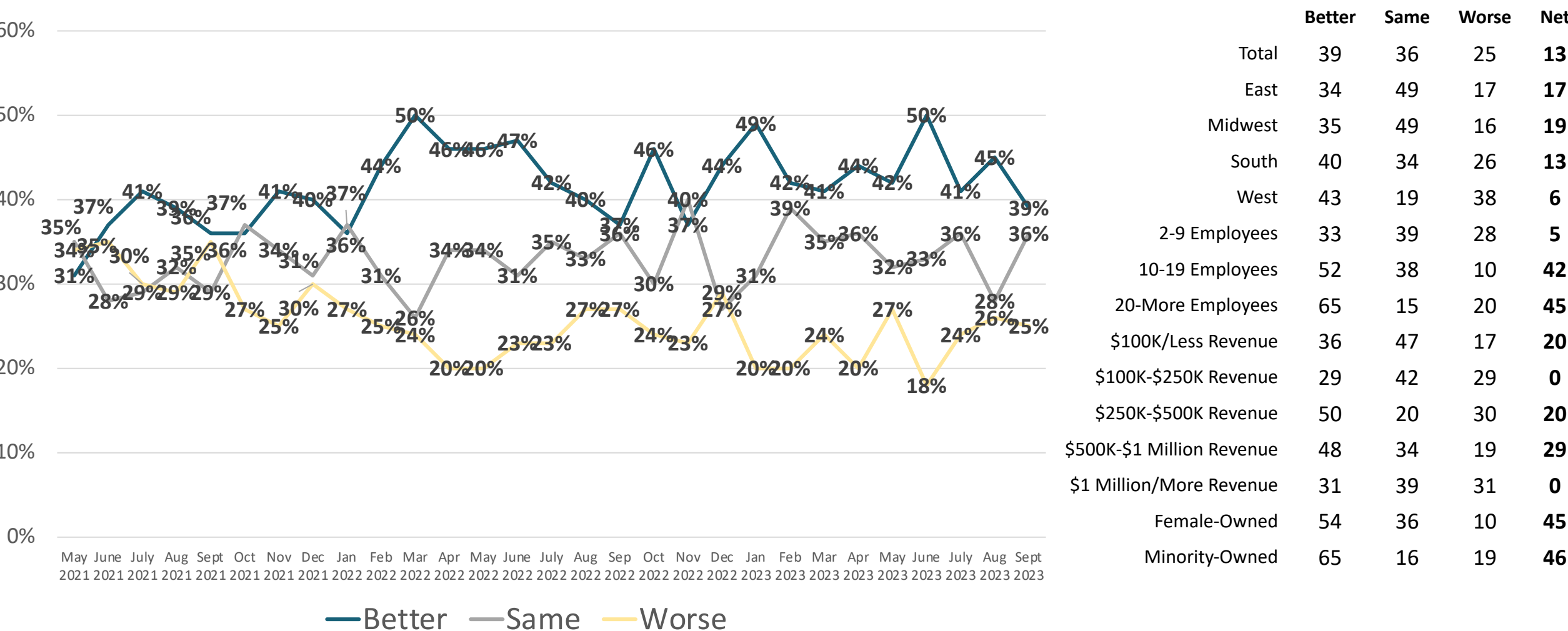
	Excel/ Good	Fair/ Poor	Net
Total	77	23	54
East	77	23	54
Midwest	88	12	76
South	75	25	51
West	71	29	42
2-9 Employees	73	27	46
10-19 Employees	92	8	85
20-More Employees	94	7	87
\$100K/Less Revenue	64	36	29
\$100K-\$250K Revenue	82	18	65
\$250K-\$500K Revenue	77	23	54
\$500K-\$1 Million Revenue	83	17	65
\$1 Million/More Revenue	79	21	58
Female-Owned	83	17	65
Minority-Owned	87	13	74

—Excellent —Good —Only Fair —Poor



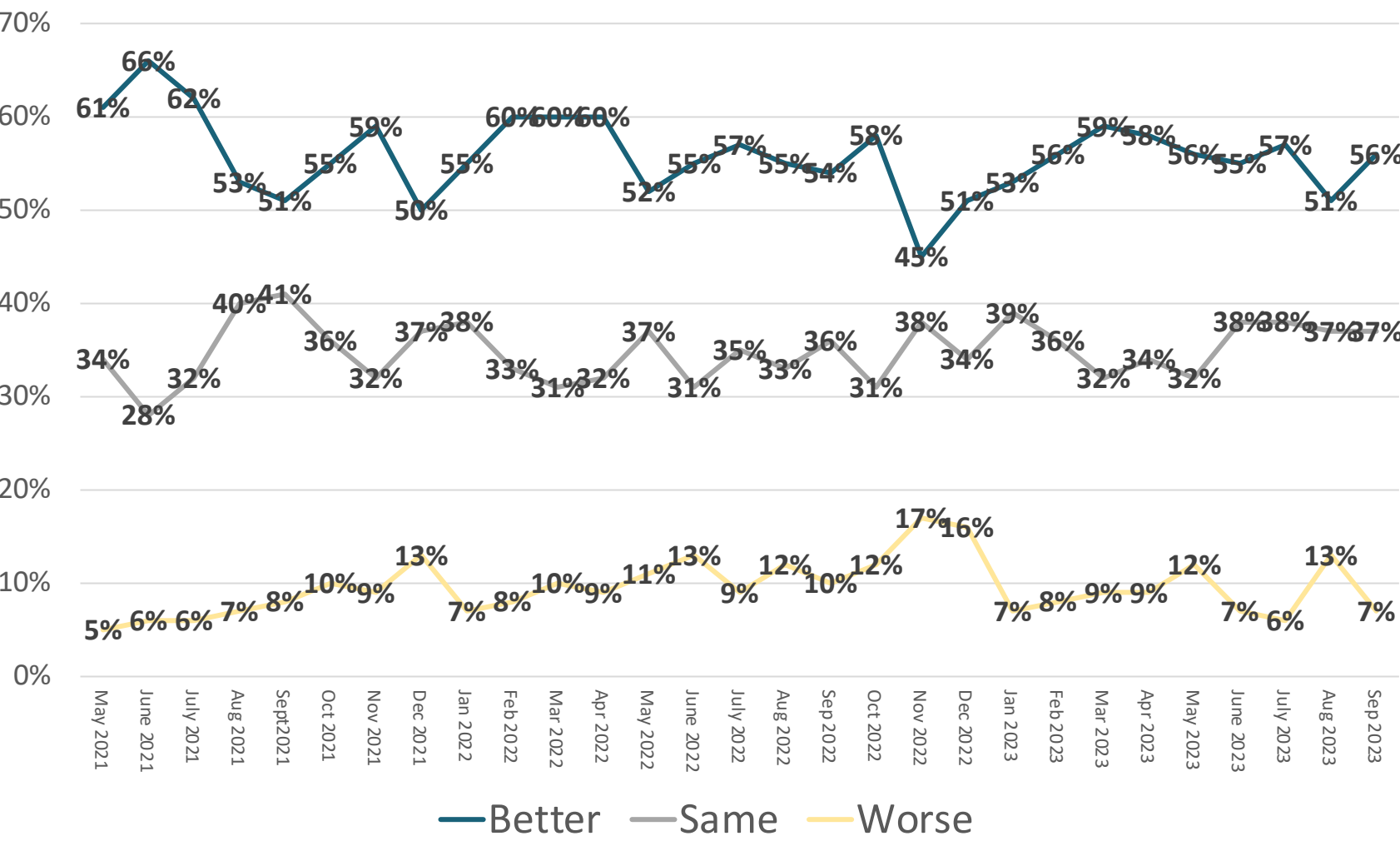
# Financial Condition Over Last Year

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
<b>Better</b>	36%	36%	41%	40%	36%	44%	50%	46%	46%	47%	42%	40%	35%	46%	37%	44%	49%	42%	41%	44%	42%	50%	41%	45%	39%	-6
Same	29%	37%	34%	31%	37%	31%	26%	34%	34%	31%	35%	33%	36%	30%	40%	27%	31%	39%	35%	36%	32%	33%	36%	28%	36%	+8
<b>Worse</b>	35%	27%	25%	30%	27%	25%	24%	20%	20%	23%	23%	27%	27%	24%	23%	29%	20%	20%	24%	20%	27%	18%	24%	26%	25%	-1
<b>Net</b>	+1	+9	+16	+10	+9	+19	+26	+26	+26	+24	+19	+13	+8	+22	+14	+15	+29	+22	+17	+24	+15	+32	+17	+19	+13	-6



# Financial Condition Next 3-Months

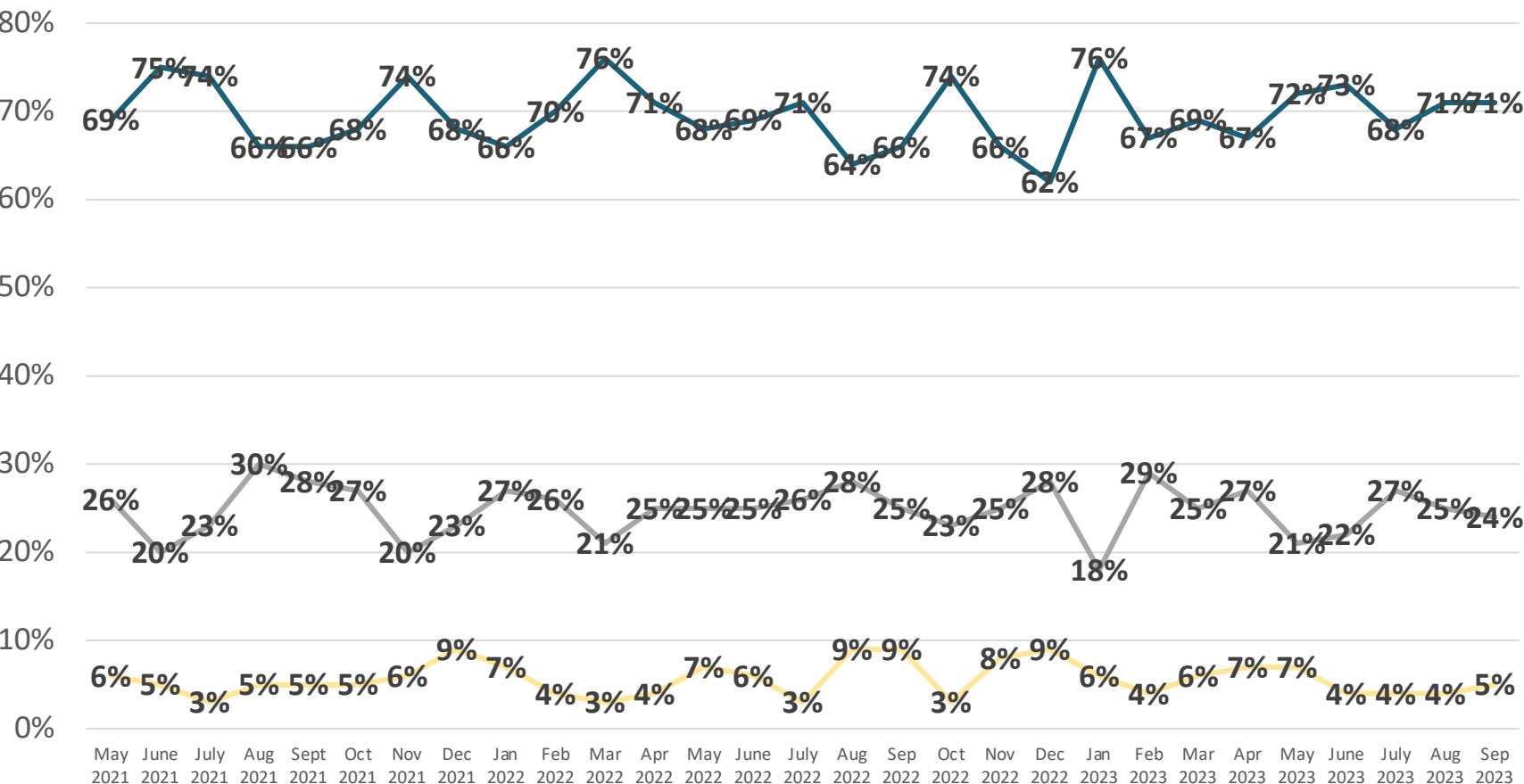
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
<b>Better</b>	51%	55%	59%	50%	55%	60%	60%	60%	52%	55%	57%	55%	54%	58%	45%	51%	53%	56%	59%	58%	56%	55%	57%	51%	56%	+5
Same	41%	36%	32%	37%	38%	33%	31%	32%	37%	31%	35%	33%	36%	31%	38%	34%	39%	36%	32%	34%	32%	38%	38%	37%	37%	0
<b>Worse</b>	8%	10%	9%	13%	7%	8%	10%	9%	11%	13%	9%	12%	10%	12%	17%	16%	7%	8%	9%	9%	12%	7%	6%	13%	7%	-6
<b>Net</b>	<b>+43</b>	<b>+45</b>	<b>+50</b>	<b>+37</b>	<b>+48</b>	<b>+52</b>	<b>+50</b>	<b>+51</b>	<b>+41</b>	<b>+42</b>	<b>+48</b>	<b>+43</b>	<b>+44</b>	<b>+46</b>	<b>+28</b>	<b>+35</b>	<b>+46</b>	<b>+48</b>	<b>+50</b>	<b>+49</b>	<b>+44</b>	<b>+48</b>	<b>+51</b>	<b>+38</b>	<b>+49</b>	<b>+11</b>



	Better	Same	Worse	Net
<b>Total</b>	56	37	7	<b>49</b>
East	45	47	8	<b>37</b>
Midwest	60	35	5	<b>55</b>
South	56	41	3	<b>53</b>
West	62	26	13	<b>49</b>
2-9 Employees	54	39	7	<b>47</b>
10-19 Employees	60	28	12	<b>49</b>
20-More Employees	66	30	5	<b>61</b>
\$100K/Less Revenue	58	37	5	<b>53</b>
\$100K-\$250K Revenue	55	36	9	<b>46</b>
\$250K-\$500K Revenue	50	49	1	<b>50</b>
\$500K-\$1 Million Revenue	72	25	4	<b>68</b>
\$1 Million/More Revenue	46	38	16	<b>31</b>
Female-Owned	65	29	6	<b>59</b>
Minority-Owned	78	19	4	<b>74</b>

# Profitability Next 12-Months

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
<b>Earn Profit</b>	66%	68%	74%	68%	66%	70%	76%	71%	68%	69%	71%	64%	66%	74%	66%	62%	76%	67%	69%	67%	72%	73%	68%	71%	71%	0
Break Even	28%	27%	20%	23%	27%	26%	21%	25%	35%	25%	26%	28%	25%	23%	25%	28%	18%	29%	25%	27%	21%	22%	27%	25%	24%	-1
<b>Lose Money</b>	5%	5%	6%	9%	7%	4%	3%	4%	7%	6%	3%	9%	9%	3%	8%	9%	6%	4%	6%	7%	7%	4%	4%	4%	5%	+1
<b>Net</b>	<b>+61</b>	<b>+63</b>	<b>+68</b>	<b>+59</b>	<b>+59</b>	<b>+66</b>	<b>+73</b>	<b>+67</b>	<b>+61</b>	<b>+63</b>	<b>+69</b>	<b>+55</b>	<b>+57</b>	<b>+71</b>	<b>+58</b>	<b>+53</b>	<b>+70</b>	<b>+63</b>	<b>+63</b>	<b>+60</b>	<b>+65</b>	<b>+69</b>	<b>+64</b>	<b>+67</b>	<b>+66</b>	<b>-1</b>

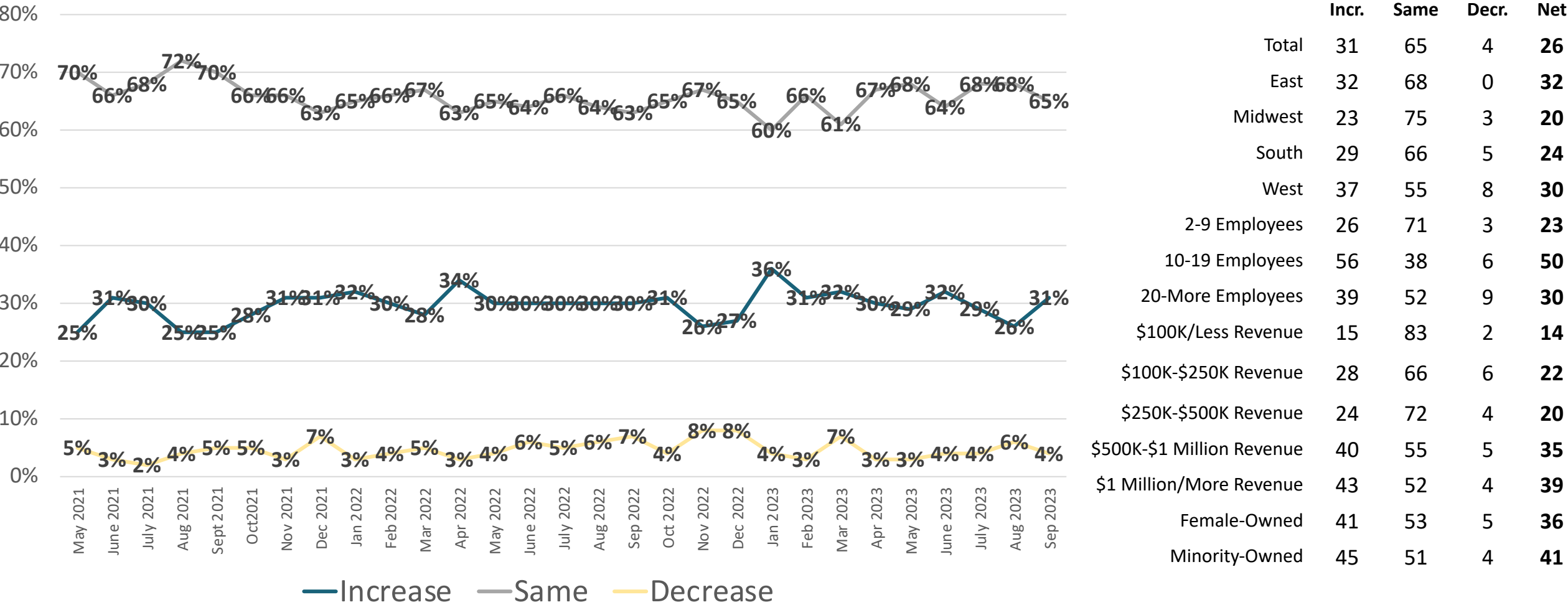


	Profit	Same	Lose	Net
Total	71	24	5	66
East	70	29	2	69
Midwest	80	15	6	74
South	68	26	6	63
West	68	24	8	61
2-9 Employees	72	22	6	66
10-19 Employees	76	21	3	73
20-More Employees	58	39	3	55
\$100K/Less Revenue	67	24	9	58
\$100K-\$250K Revenue	77	19	4	74
\$250K-\$500K Revenue	84	13	4	80
\$500K-\$1 Million Revenue	69	26	6	63
\$1 Million/More Revenue	59	37	4	54
Female-Owned	79	19	2	77
Minority-Owned	69	28	3	66

— Earn Profit — Break Even — Lose Money

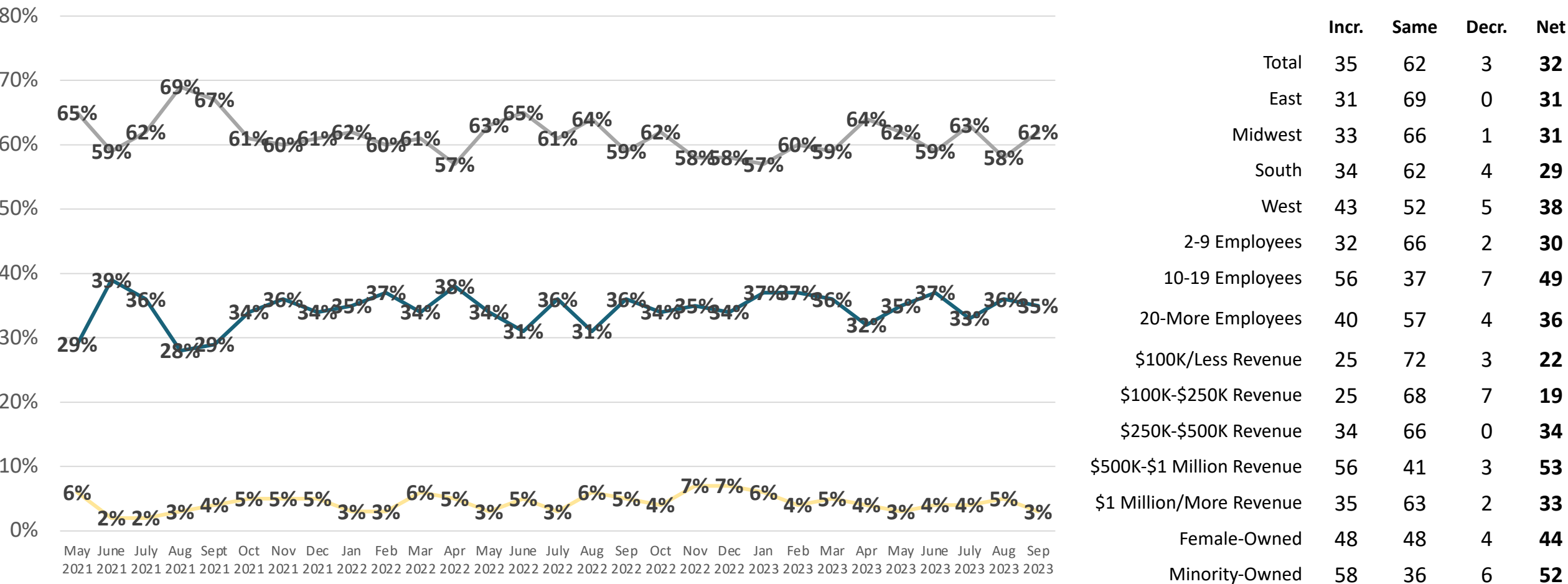
# Employment Next 3-Months

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



# Employee Wages/Hours Next 3-Months

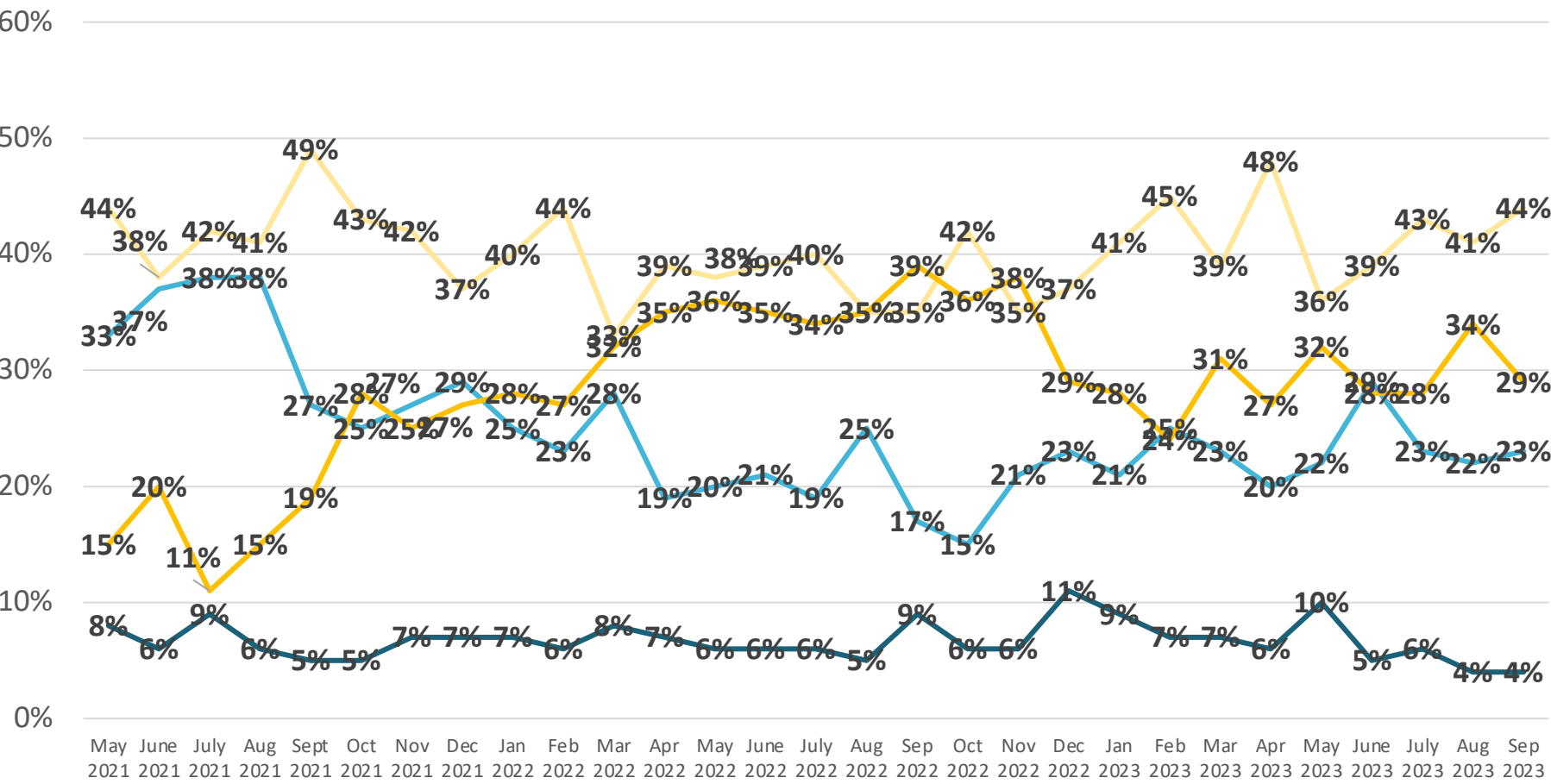
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
Increase	29%	34%	36%	34%	35%	37%	34%	38%	34%	31%	36%	31%	36%	34%	35%	34%	37%	37%	36%	32%	35%	37%	33%	36%	35%	-1
Same	67%	61%	60%	61%	62%	60%	61%	57%	63%	65%	61%	64%	59%	62%	58%	58%	57%	60%	59%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



— Increase — Same — Decrease

# Condition of U.S. Economy

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
Excellent/Good	32%	30%	33%	35%	31%	29%	36%	27%	26%	27%	26%	30%	26%	22%	28%	33%	30%	32%	30%	26%	32%	33%	29%	25%	27%	+2
Only Fair/Poor	68%	70%	67%	65%	69%	71%	65%	73%	74%	73%	74%	71%	74%	79%	72%	67%	70%	68%	70%	75%	68%	67%	72%	75%	73%	-2
Net	-36	-40	-34	-30	-38	-42	-29	-47	-48	-46	-48	-41	-48	-57	-44	-34	-40	-36	-40	-49	-36	-34	-43	-50	-45	-5

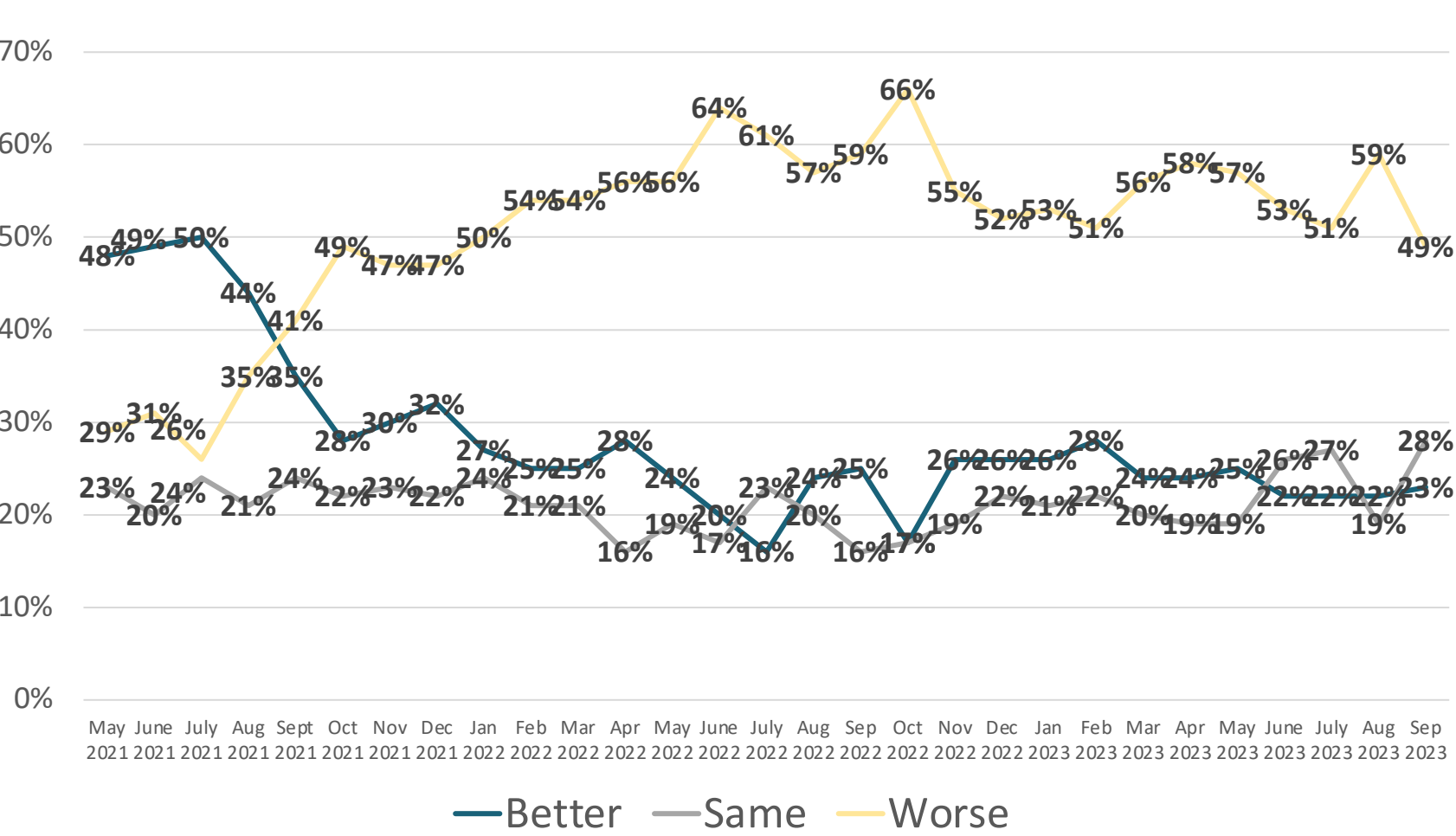


	Excel/ Good	Fair/ Poor	Net
Total	27	73	-45
East	41	59	-18
Midwest	18	82	-64
South	28	72	-45
West	24	76	-51
2-9 Employees	25	75	-50
10-19 Employees	34	66	-32
20-More Employees	39	61	-22
\$100K/Less Revenue	35	65	-30
\$100K-\$250K Revenue	14	86	-72
\$250K-\$500K Revenue	23	77	-53
\$500K-\$1 Million Revenue	23	77	-55
\$1 Million/More Revenue	42	58	-17
Female-Owned	23	77	-54
Minority-Owned	40	60	-20

— Excellent — Good — Only Fair — Poor

# Direction of U.S. Economy

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
<b>Better</b>	35%	28%	30%	32%	27%	25%	25%	28%	24%	20%	16%	24%	25%	17%	26%	26%	26%	28%	24%	24%	25%	22%	22%	22%	23%	+1
Same	24%	22%	23%	22%	24%	21%	21%	16%	19%	17%	21%	20%	16%	17%	19%	22%	21%	22%	20%	19%	19%	26%	27%	19%	28%	+9
<b>Worse</b>	41%	49%	47%	47%	50%	54%	54%	56%	56%	64%	61%	57%	59%	66%	55%	52%	53%	51%	56%	58%	57%	53%	51%	59%	49%	-10
<b>Net</b>	-6	-21	-17	-15	-23	-29	-29	-28	-32	-44	-45	-33	-34	-49	-29	-26	-27	-23	-32	-34	-32	-31	-29	-37	-25	+12



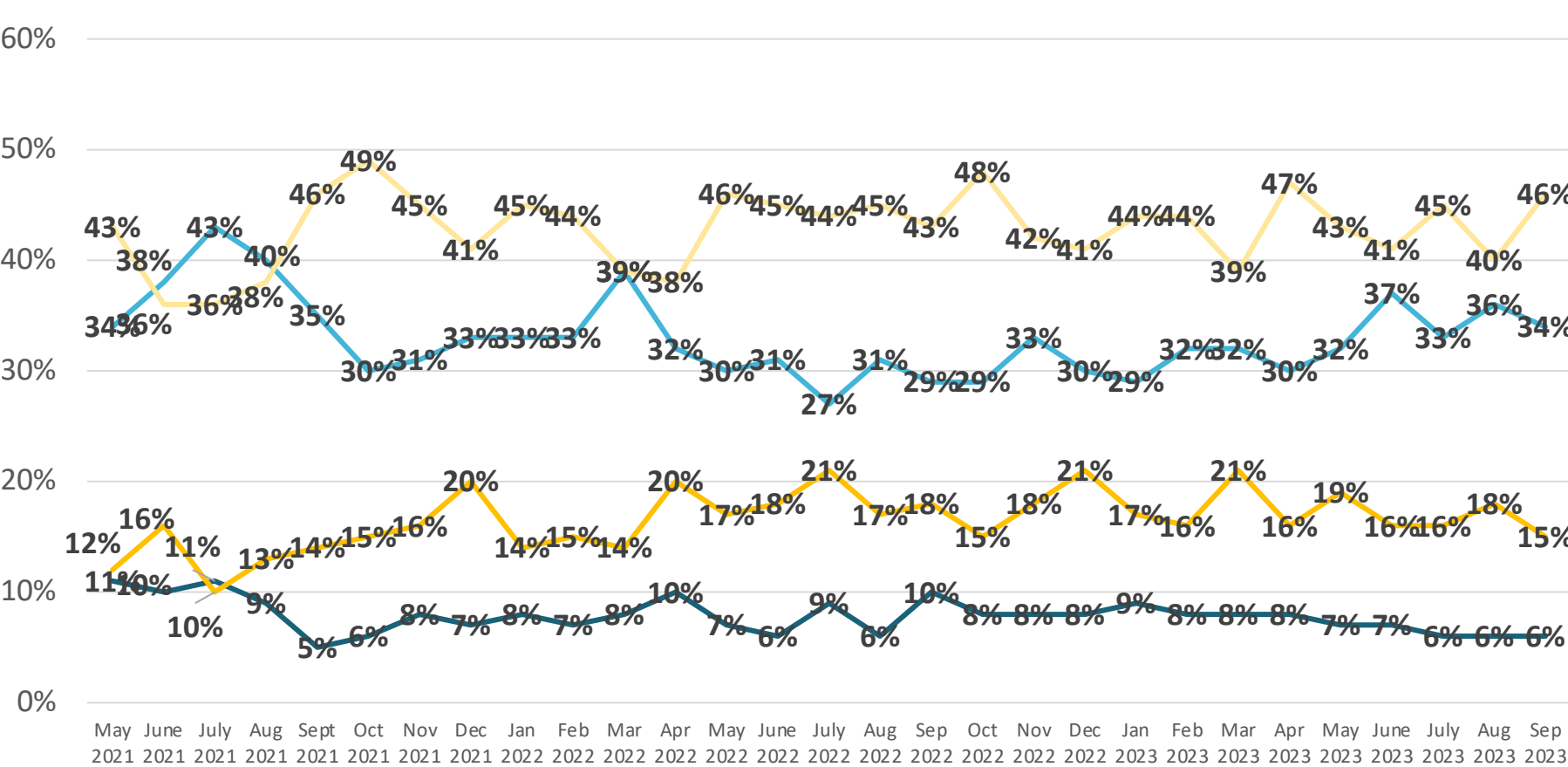
	Better	Same	Worse	Net
Total	23	28	49	-25
East	29	26	46	-18
Midwest	14	39	47	-33
South	25	25	50	-25
West	24	25	50	-26
2-9 Employees	20	28	53	-33
10-19 Employees	35	25	40	-5
20-More Employees	36	36	28	9
\$100K/Less Revenue	22	19	59	-37
\$100K-\$250K Revenue	12	40	48	-35
\$250K-\$500K Revenue	15	36	48	-33
\$500K-\$1 Million Revenue	36	22	42	-7
\$1 Million/More Revenue	31	22	47	-16
Female-Owned	34	18	48	-14
Minority-Owned	49	24	27	22

— Better — Same — Worse



# Climate for Small Businesses

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
Excellent/Good	40%	36%	39%	40%	41%	41%	47%	42%	37%	37%	35%	37%	39%	37%	41%	38%	39%	40%	40%	37%	39%	44%	39%	42%	40%	-2
Only Fair/Poor	60%	64%	61%	60%	59%	59%	53%	58%	63%	63%	65%	63%	61%	63%	59%	62%	62%	60%	60%	63%	61%	56%	61%	58%	60%	+2
Net	-20	-28	-22	-20	-18	-18	-6	-16	-26	-26	-30	-26	-22	-26	-18	-24	-23	-20	-20	-26	-22	-12	-22	-16	-20	-4



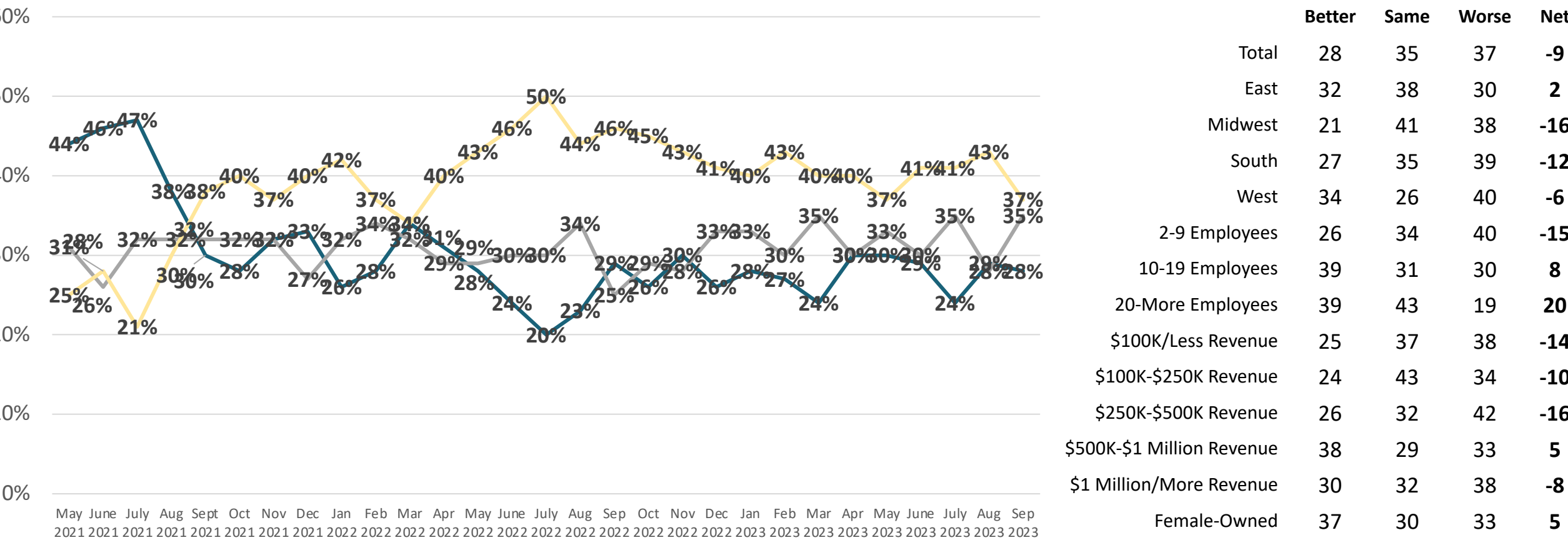
	Excel/ Good	Fair/ Poor	Net
Total	40	60	-20
East	50	50	0
Midwest	32	68	-36
South	41	60	-19
West	37	63	-26
2-9 Employees	37	63	-26
10-19 Employees	44	56	-12
20-More Employees	54	46	9
\$100K/Less Revenue	35	65	-29
\$100K-\$250K Revenue	29	72	-43
\$250K-\$500K Revenue	43	57	-15
\$500K-\$1 Million Revenue	53	47	6
\$1 Million/More Revenue	40	60	-20
Female-Owned	43	57	-15
Minority-Owned	56	44	11

—Excellent —Good —Only Fair —Poor



# Direction of Climate for Small Businesses

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Net
<b>Better</b>	30%	28%	32%	33%	26%	28%	34%	31%	28%	24%	20%	23%	29%	26%	30%	26%	28%	27%	24%	30%	30%	29%	24%	29%	29%	0
Same	32%	32%	32%	27%	32%	34%	32%	29%	29%	30%	30%	34%	25%	29%	28%	33%	33%	30%	35%	30%	33%	30%	35%	28%	35%	+7
<b>Worse</b>	38%	40%	37%	40%	42%	37%	34%	40%	43%	46%	50%	44%	46%	45%	43%	41%	40%	43%	40%	40%	37%	41%	41%	43%	37%	-6
<b>Net</b>	-8	-12	-5	-7	-16	-9	0	-9	-15	-22	-30	-21	-17	-19	-13	-15	-12	-16	-16	-10	-7	-13	-17	-14	-9	+5



— Better — Same — Worse

# How would you grade Joe Biden's Job Performance helping small businesses

	Nov. 2022	Dec. 2022	Aug 2023	Sep 2023	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Positive</b>	<b>24%</b>	<b>23%</b>	<b>20%</b>	<b>24%</b>	<b>33%</b>	<b>17%</b>	<b>18%</b>	<b>32%</b>	<b>23%</b>	<b>26%</b>	<b>31%</b>
A-Grade	7%	9%	5%	4%	5%	3%	5%	4%	5%	3%	3%
B-Grade	18%	13%	15%	20%	28%	14%	13%	27%	18%	23%	28%
<b>Negative</b>	<b>71%</b>	<b>75%</b>	<b>78%</b>	<b>73%</b>	<b>67%</b>	<b>81%</b>	<b>79%</b>	<b>63%</b>	<b>74%</b>	<b>72%</b>	<b>65%</b>
C-Grade	18%	22%	18%	16%	29%	18%	11%	11%	16%	18%	18%
D-Grade	11%	16%	16%	18%	19%	22%	16%	17%	17%	20%	23%
F-Grade	43%	37%	43%	39%	18%	40%	53%	35%	42%	34%	24%
<b>GPA</b>	<b>1.3</b>	<b>1.4</b>	<b>1.2</b>	<b>1.3</b>	<b>1.8</b>	<b>1.2</b>	<b>1.0</b>	<b>1.5</b>	<b>1.3</b>	<b>1.4</b>	<b>1.6</b>

	\$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>Positive</b>	<b>22%</b>	<b>16%</b>	<b>11%</b>	<b>38%</b>	<b>34%</b>	<b>29%</b>	<b>42%</b>	<b>27%</b>	<b>23%</b>
A-Grade	8%	6%	1%	3%	4%	7%	9%	7%	3%
B-Grade	14%	9%	9%	35%	30%	23%	33%	20%	20%
<b>Negative</b>	<b>75%</b>	<b>82%</b>	<b>84%</b>	<b>59%</b>	<b>65%</b>	<b>65%</b>	<b>52%</b>	<b>69%</b>	<b>75%</b>
C-Grade	16%	20%	18%	15%	11%	13%	11%	14%	18%
D-Grade	12%	30%	15%	16%	16%	14%	19%	19%	17%
F-Grade	46%	32%	51%	28%	38%	37%	22%	36%	40%
<b>GPA</b>	<b>1.2</b>	<b>1.3</b>	<b>0.9</b>	<b>1.7</b>	<b>1.5</b>	<b>1.4</b>	<b>1.9</b>	<b>1.4</b>	<b>1.3</b>

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

	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	Jun '23	July '23	Aug '23	Sep '23	
Higher Prices/Inflation	40%	40%	43%	42%	41%	46%	48%	43%	48%	40%	49%	49%	41%	47%	45%	49%	53%	53%	48%	52%	48%	
Economy/Client Spending	21%	19%	20%	23%	26%	22%	28%	27%	26%	29%	31%	31%	27%	27%	29%	31%	31%	28%	32%	27%	31%	
General Operating Costs	21%	24%	21%	28%	14%	18%	23%	26%	20%	23%	26%	26%	19%	23%	30%	20%	25%	31%	24%	26%	25%	
Gas Prices	9%	10%	25%	19%	23%	27%	26%	19%	19%	13%	15%	13%	11%	9%	11%	11%	10%	9%	5%	10%	14%	
Taxes	14%	15%	13%	15%	11%	12%	16%	12%	12%	12%	15%	14%	21%	13%	17%	15%	15%	12%	17%	17%	13%	
Available Workers	11%	14%	12%	15%	14%	13%	8%	12%	12%	13%	12%	13%	10%	15%	16%	14%	12%	8%	13%	17%	10%	
Interest Rates	6%	2%	4%	5%	6%	6%	6%	6%	6%	6%	10%	8%	10%	10%	10%	13%	9%	8%	6%	9%	11%	10%
Supply-Chain Disruptions	20%	20%	14%	16%	15%	16%	12%	18%	21%	14%	14%	11%	13%	14%	9%	12%	14%	11%	14%	8%	10%	
Political Climate	10%	9%	12%	8%	9%	9%	11%	8%	7%	12%	4%	8%	11%	6%	8%	10%	10%	13%	11%	4%	9%	
Loan Accessibility	3%	4%	4%	4%	6%	4%	4%	3%	3%	3%	4%	2%	3%	3%	3%	4%	1%	3%	4%	5%	7%	
Government Regulations	14%	10%	10%	8%	10%	4%	8%	5%	7%	9%	4%	7%	11%	8%	6%	6%	7%	9%	9%	6%	6%	
Healthcare Costs	5%	7%	7%	4%	8%	7%	3%	5%	7%	6%	6%	6%	7%	7%	6%	4%	7%	3%	5%	8%	5%	
Compensation/Insurance	2%	6%	3%	4%	6%	4%	3%	2%	2%	4%	4%	5%	3%	4%	3%	3%	4%	5%	2%	3%	4%	
Covid Restrictions/Sales	21%	16%	9%	7%	5%	6%	4%	10%	5%	5%	3%	5%	5%	6%	2%	3%	2%	1%	4%	2%	4%	
Expansion Costs	4%	4%	4%	4%	6%	6%	3%	6%	6%	5%	7%	2%	7%	8%	4%	8%	2%	6%	4%	4%	3%	

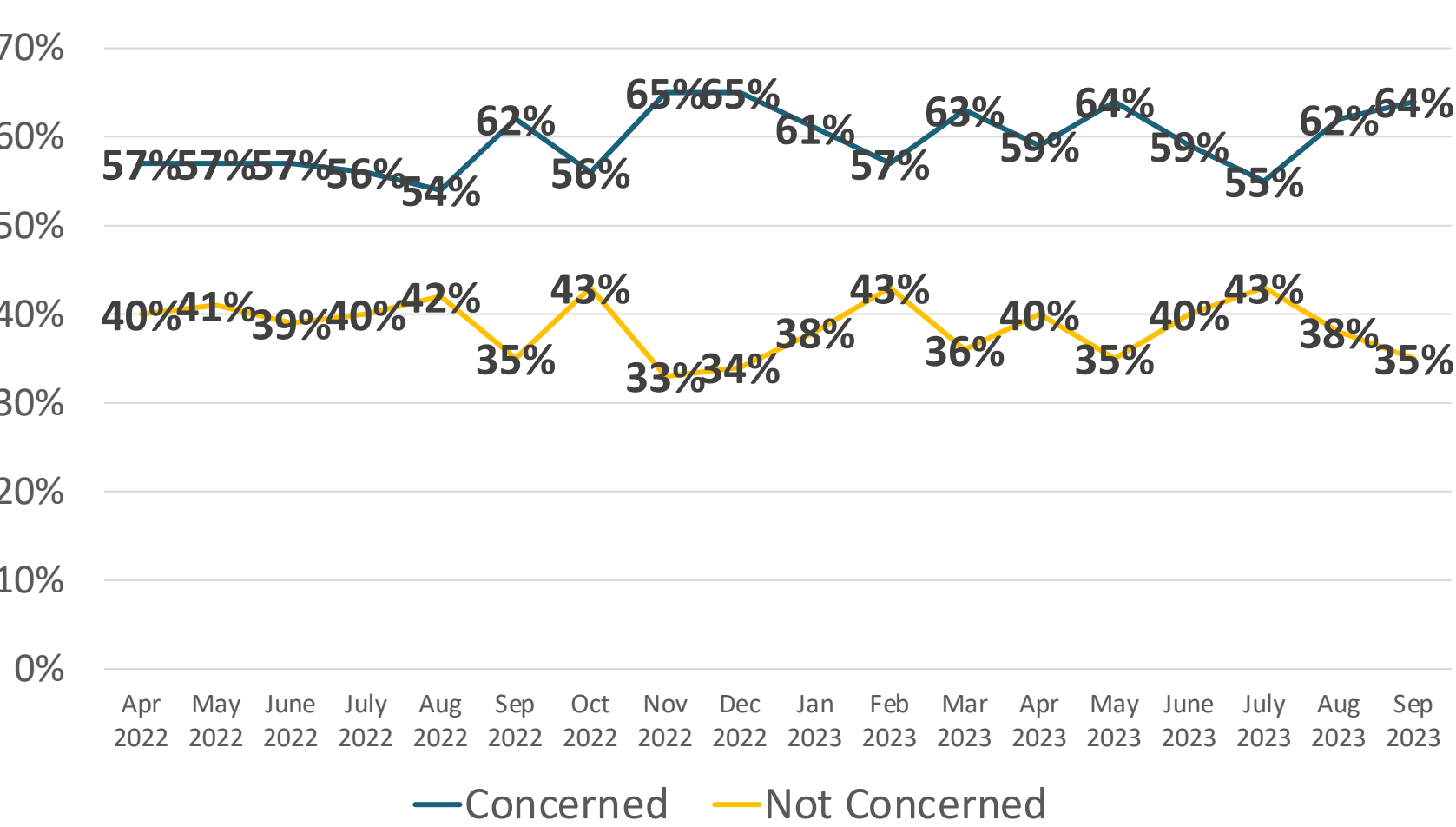
# Biden Administration Highlights Inflation Reduction: Have Costs of Doing Business Gone Down?

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Yes	14%	19%	6%	12%	21%	14%	15%	19%
No	78%	72%	85%	79%	75%	78%	81%	72%
Unsure	8%	9%	9%	10%	4%	8%	4%	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
Yes	13%	15%	11%	14%	18%	18%	32%	16%	14%
No	79%	77%	88%	68%	78%	68%	54%	74%	80%
Unsure	8%	8%	2%	18%	4%	15%	14%	10%	7%

# 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	June	July	Aug	Sep	Net
<b>Concerned</b>	57%	57%	57%	56%	54%	62%	56%	65%	65%	61%	57%	63%	59%	64%	59%	55%	62%	64%	+2
<b>Not Concerned</b>	40%	41%	39%	40%	42%	35%	43%	33%	34%	38%	43%	36%	40%	35%	40%	43%	38%	35%	-3
<b>Net</b>	+17	+16	+18	+16	+12	+27	+13	+32	+31	+23	+14	+27	+19	+29	+19	+12	+24	+29	+5



	Concern	Not Concern	Net
Total	64	35	29
East	51	47	4
Midwest	57	41	16
South	74	26	48
West	65	35	30
2-9 Employees	64	35	29
10-19 Employees	68	32	36
20-More Employees	57	42	15
\$100K/Less Revenue	69	31	38
\$100K-\$250K Revenue	70	30	40
\$250K-\$500K Revenue	55	45	11
\$500K-\$1 Million Revenue	70	29	41
\$1 Million/More Revenue	55	43	12
Female-Owned	71	29	42
Minority-Owned	74	26	48

# Concerned Bank Failures & Instability Will Impact Their Small Business

	April Total	May Total	June Total	July Total	Aug Total	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Concerned</b>	59%	57%	57%	55%	59%	61%	62%	57%	65%	56%	58%	71%	72%
Very	16%	20%	19%	12%	20%	19%	10%	9%	28%	24%	19%	23%	19%
Somewhat	43%	37%	38%	43%	39%	41%	52%	48%	38%	33%	39%	47%	54%
<b>Not Concerned</b>	40%	42%	42%	44%	40%	37%	37%	41%	30%	43%	40%	26%	28%
<b>Unsure</b>	2%	1%	1%	1%	1%	2%	0%	2%	5%	1%	3%	3%	0%

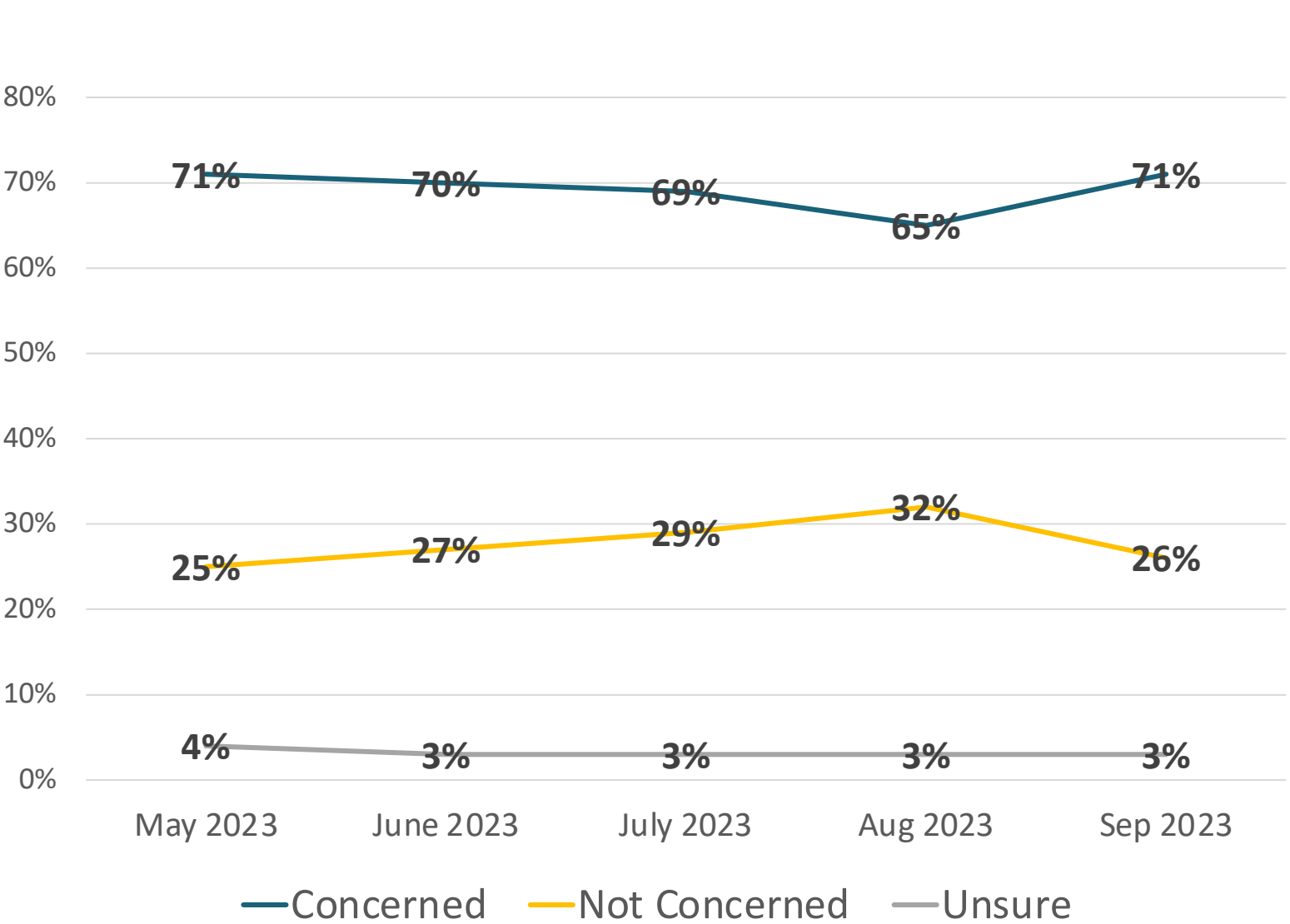
	\$100K- Less Rev.	\$100K- \$250K Rev.	\$250K- \$500K Rev.	\$500K- \$1 Mill Rev.	\$1 Mill- More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
<b>Concerned</b>	61%	68%	57%	48%	69%	58%	61%	63%	60%
Very	13%	14%	22%	21%	26%	21%	24%	22%	18%
Somewhat	47%	54%	35%	27%	43%	37%	38%	40%	42%
<b>Not Concerned</b>	38%	30%	39%	48%	31%	38%	39%	36%	37%
<b>Unsure</b>	2%	2%	4%	4%	0%	4%	0%	2%	3%

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

	March Total	April Total	May Total	June Total	July Total	Aug Total	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Time Consuming</b>	61%	56%	62%	60%	49%	56%	57%	58%	47%	60%	61%	56%	56%	70%
<b>Not Consuming</b>	36%	43%	36%	39%	50%	42%	42%	42%	52%	38%	39%	44%	44%	27%
<b>Unsure</b>	3%	2%	3%	2%	1%	1%	1%	0%	1%	1%	0%	1%	0%	3%

	\$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>Time Consuming</b>	45%	49%	59%	70%	63%	68%	56%	57%	58%
<b>Not Consuming</b>	54%	50%	41%	27%	38%	32%	42%	42%	42%
<b>Unsure</b>	1%	1%	0%	3%	0%	0%	2%	2%	0%

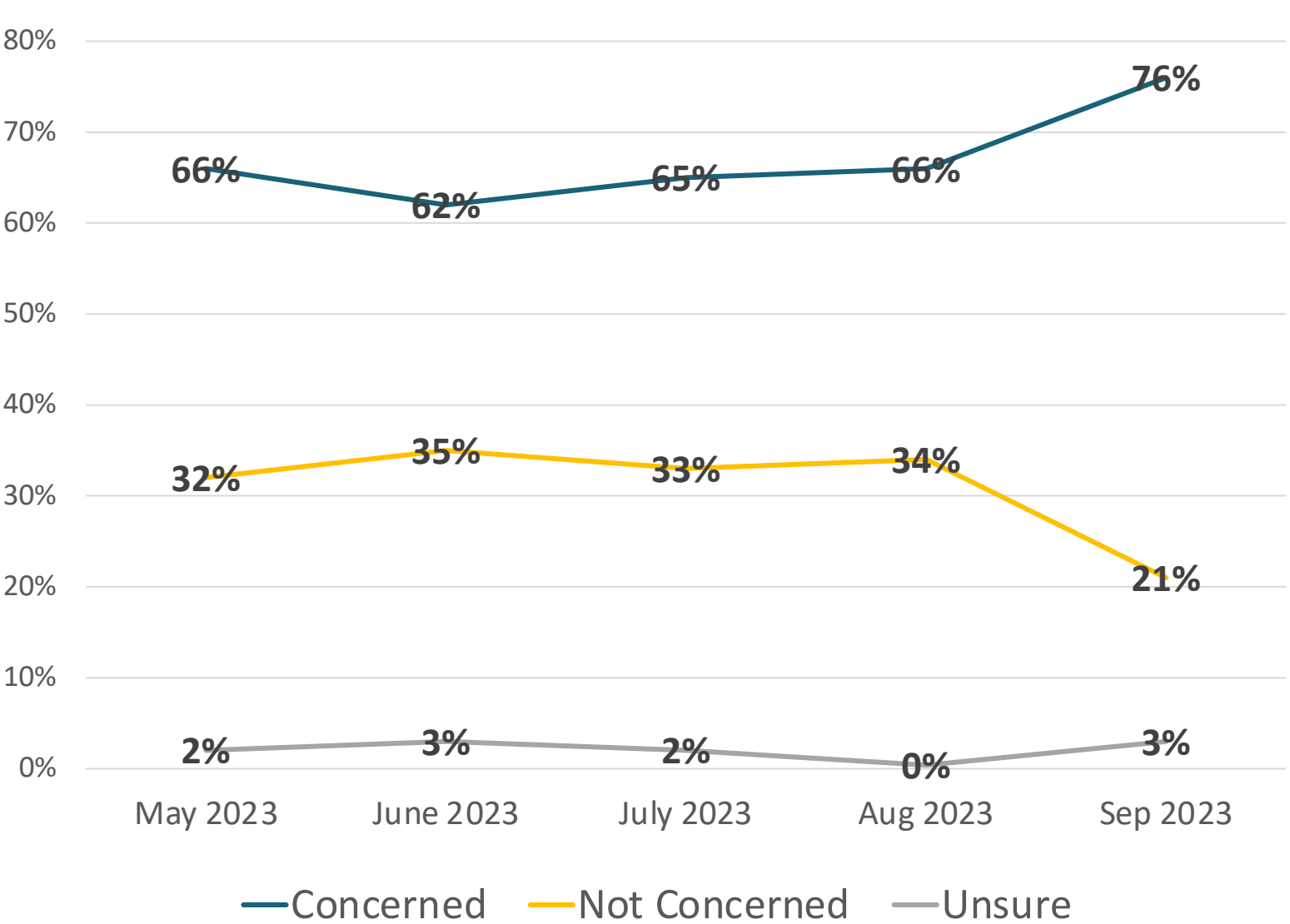
# Concerned About New Banking Regulations Will Make It More Expensive to Give Loans



	Concerned	Not Concerned	Net
Total	71	26	45
East	76	23	53
Midwest	65	32	33
South	71	24	47
West	72	26	46
2-9 Employees	72	25	48
10-19 Employees	73	25	49
20-More Employees	62	37	25
\$100K/Less Revenue	69	30	40
\$100K-\$250K Revenue	78	20	59
\$250K-\$500K Revenue	69	28	41
\$500K-\$1 Million Revenue	76	20	56
\$1 Million/More Revenue	63	33	30
Female-Owned	82	12	71
Minority-Owned	80	19	60



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



	Concerned	Not Concerned	Net
Total	76	21	55
East	82	14	67
Midwest	71	26	45
South	76	22	54
West	75	20	55
2-9 Employees	78	18	60
10-19 Employees	73	26	48
20-More Employees	63	37	27
\$100K/Less Revenue	71	28	43
\$100K-\$250K Revenue	84	16	68
\$250K-\$500K Revenue	73	21	52
\$500K-\$1 Million Revenue	84	12	73
\$1 Million/More Revenue	67	28	39
Female-Owned	84	11	72
Minority-Owned	82	17	65

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

	May Total	June Total	July Total	Aug Total	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Big Bank</b>	22%	26%	29%	26%	29%	38%	28%	30%	23%	26%	44%	36%
<b>Small Bank/Credit Union</b>	60%	57%	51%	51%	52%	52%	54%	49%	56%	54%	40%	52%
<b>Fintech/Online Bank</b>	6%	7%	9%	9%	8%	1%	7%	9%	14%	9%	2%	6%
<b>Unsure</b>	12%	10%	10%	14%	11%	10%	12%	13%	8%	11%	15%	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
<b>Big Bank</b>	21%	27%	23%	34%	39%	21%	30%	36%	26%
<b>Small Bank/Credit Union</b>	52%	52%	61%	53%	45%	63%	50%	48%	55%
<b>Fintech/Online Bank</b>	13%	7%	12%	5%	4%	12%	7%	7%	9%
<b>Unsure</b>	14%	14%	5%	8%	11%	5%	13%	10%	11%

# Do you accept credit cards for customer payments?

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Yes</b>	78%	65%	83%	82%	80%	77%	84%	81%
<b>No</b>	21%	34%	17%	18%	18%	23%	15%	11%
<b>Unsure</b>	1%	2%	0%	0%	3%	0%	1%	8%

	\$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>Yes</b>	77%	72%	83%	89%	72%	89%	94%	85%	75%
<b>No</b>	23%	28%	17%	10%	25%	10%	6%	14%	24%
<b>Unsure</b>	0%	0%	0%	1%	4%	1%	0%	1%	1%

# IF ACCEPT CREDIT CARDS: Are increasing credit card swipe fees a cost that you are concerned about?

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Yes</b>	56%	62%	51%	62%	49%	54%	56%	69%
<b>No</b>	34%	37%	41%	26%	39%	35%	36%	30%
<b>Unsure</b>	10%	1%	8%	13%	13%	11%	8%	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
<b>Yes</b>	56%	47%	57%	54%	66%	61%	60%	67%	50%
<b>No</b>	39%	35%	34%	38%	23%	26%	29%	25%	39%
<b>Unsure</b>	5%	17%	9%	7%	11%	13%	12%	8%	11%

# There is a bill in Congress right now that would lower credit card swipe fees by increasing competition. Do you support or oppose this legislation?

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Support</b>	<b>78%</b>	<b>79%</b>	<b>80%</b>	<b>75%</b>	<b>80%</b>	<b>76%</b>	<b>85%</b>	<b>87%</b>
<b>Oppose</b>	<b>11%</b>	<b>8%</b>	<b>11%</b>	<b>12%</b>	<b>11%</b>	<b>12%</b>	<b>12%</b>	<b>3%</b>
<b>Unsure</b>	<b>12%</b>	<b>13%</b>	<b>9%</b>	<b>14%</b>	<b>10%</b>	<b>13%</b>	<b>3%</b>	<b>10%</b>

	\$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>Support</b>	<b>70%</b>	<b>77%</b>	<b>85%</b>	<b>79%</b>	<b>78%</b>	<b>73%</b>	<b>76%</b>	<b>72%</b>	<b>80%</b>
<b>Oppose</b>	<b>17%</b>	<b>15%</b>	<b>3%</b>	<b>10%</b>	<b>8%</b>	<b>7%</b>	<b>17%</b>	<b>13%</b>	<b>9%</b>
<b>Unsure</b>	<b>13%</b>	<b>8%</b>	<b>12%</b>	<b>11%</b>	<b>14%</b>	<b>20%</b>	<b>8%</b>	<b>14%</b>	<b>10%</b>

# Do you support or oppose Education Savings Accounts?

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ			
<b>Support</b>	81%	89%	80%	79%	77%	80%	81%	85%			
<b>Oppose</b>	9%	4%	5%	9%	15%	9%	8%	7%			
<b>Unsure</b>	11%	7%	16%	12%	9%	11%	11%	9%			
	\$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>Support</b>	72%	79%	86%	88%	78%	81%	89%	87%	77%		
<b>Oppose</b>	17%	4%	5%	9%	10%	3%	3%	7%	10%		
<b>Unsure</b>	12%	18%	9%	3%	12%	16%	8%	7%	13%		

**The contributions allowed into a child's Education Savings Account is limited to \$2,000 each year. Do you support or oppose increasing the yearly amount that can be contributed into a child's Education Savings Account?**

	Sep Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
<b>Support</b>	<b>77%</b>	<b>82%</b>	<b>79%</b>	<b>77%</b>	<b>71%</b>	<b>77%</b>	<b>75%</b>	<b>78%</b>
<b>Oppose</b>	<b>13%</b>	<b>9%</b>	<b>11%</b>	<b>13%</b>	<b>18%</b>	<b>13%</b>	<b>12%</b>	<b>18%</b>
<b>Unsure</b>	<b>10%</b>	<b>9%</b>	<b>10%</b>	<b>10%</b>	<b>11%</b>	<b>10%</b>	<b>14%</b>	<b>4%</b>

	\$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>Support</b>	<b>65%</b>	<b>83%</b>	<b>79%</b>	<b>81%</b>	<b>76%</b>	<b>73%</b>	<b>84%</b>	<b>80%</b>	<b>75%</b>
<b>Oppose</b>	<b>19%</b>	<b>10%</b>	<b>13%</b>	<b>12%</b>	<b>12%</b>	<b>10%</b>	<b>11%</b>	<b>14%</b>	<b>13%</b>
<b>Unsure</b>	<b>16%</b>	<b>7%</b>	<b>8%</b>	<b>7%</b>	<b>12%</b>	<b>16%</b>	<b>5%</b>	<b>6%</b>	<b>12%</b>