

MONTHLY POLL

November 2023

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

**Conducted By:
John McLaughlin
Scott Rasmussen**

Small
Business
IQ
MONTHLY POLL

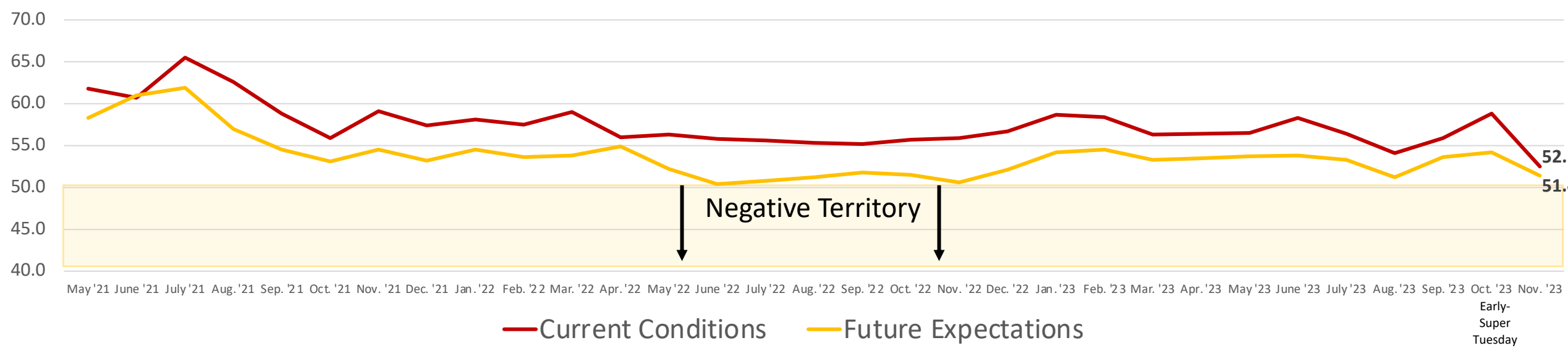
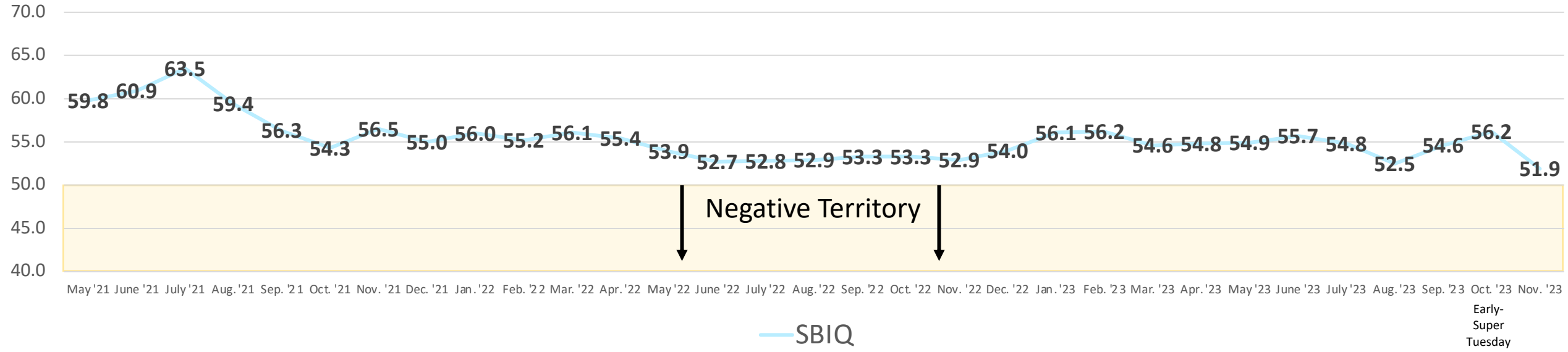


Methodology

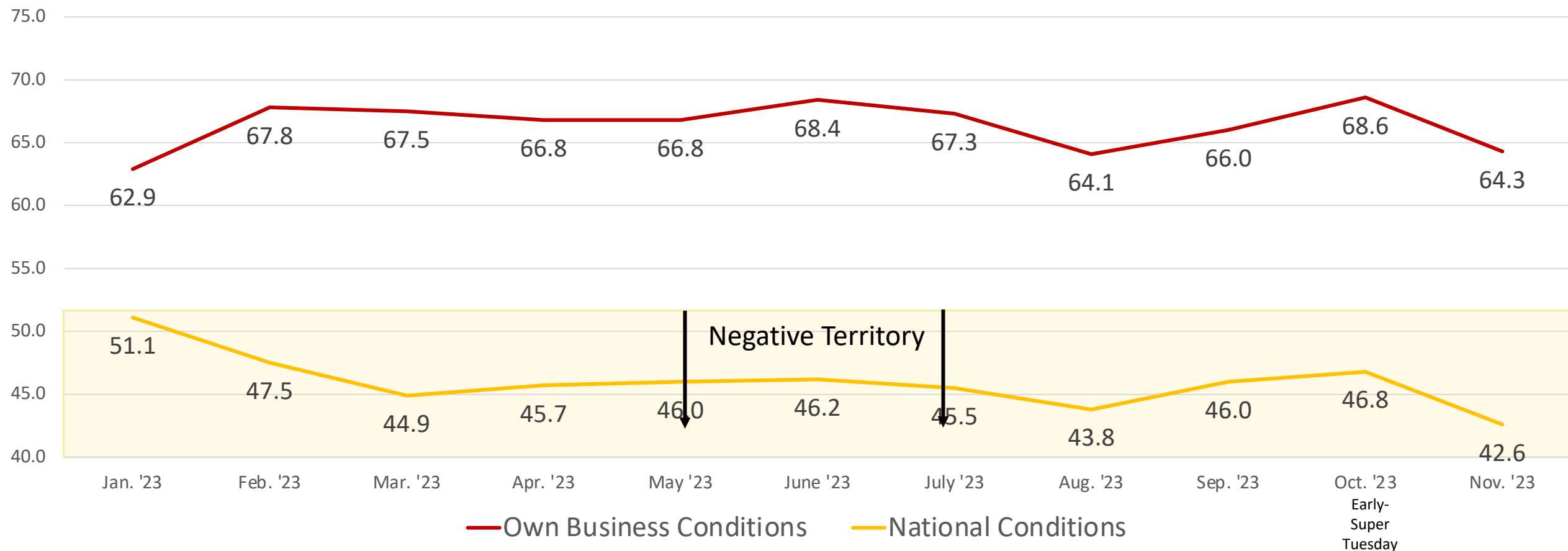
This national survey of 400 small business employers was conducted between November 4-30, 2023. This presentation includes JCNF's SBIQ (Small Business Intelligence Quotient). The Small Business IQ Monthly Poll tracks its SBIQ, identifies key trends, and offers valuable insights into policies impacting 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

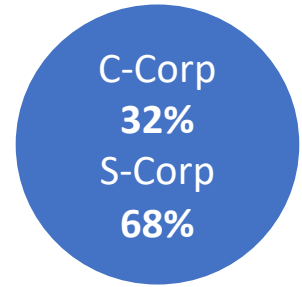
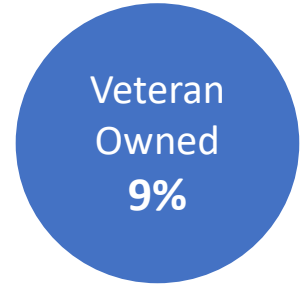
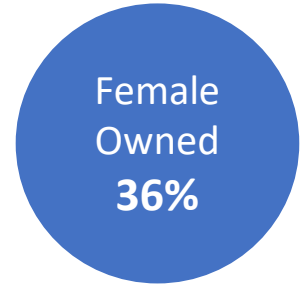
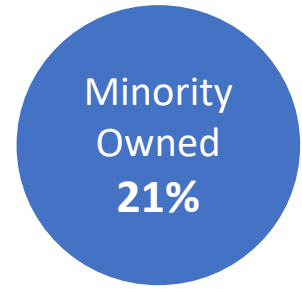
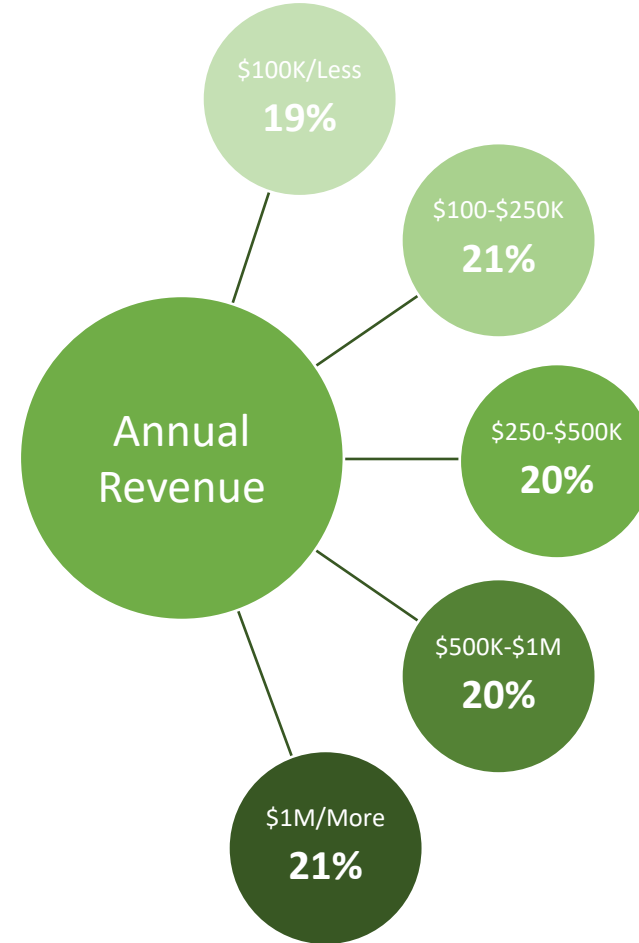
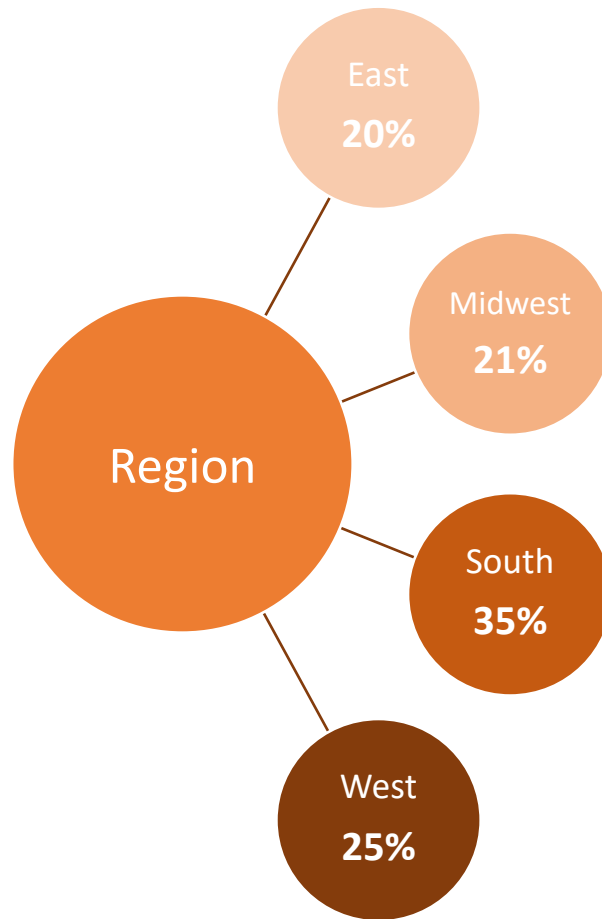
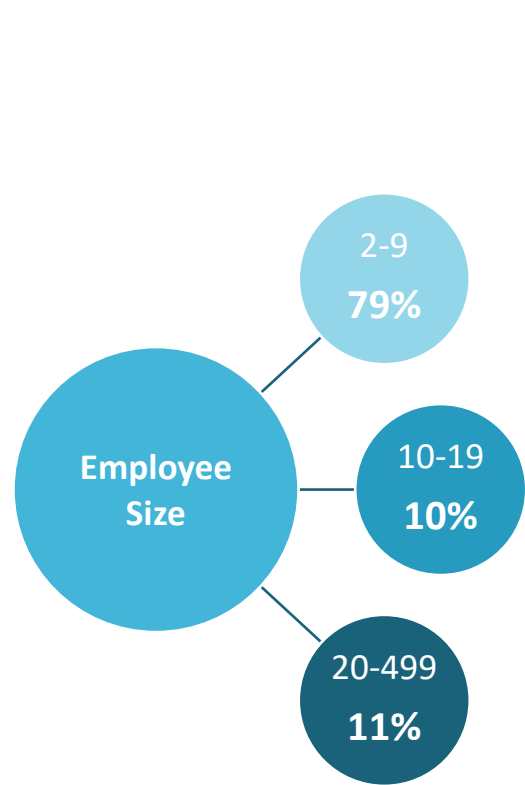


Divergence Between Perception of Own Business & National Economic Conditions



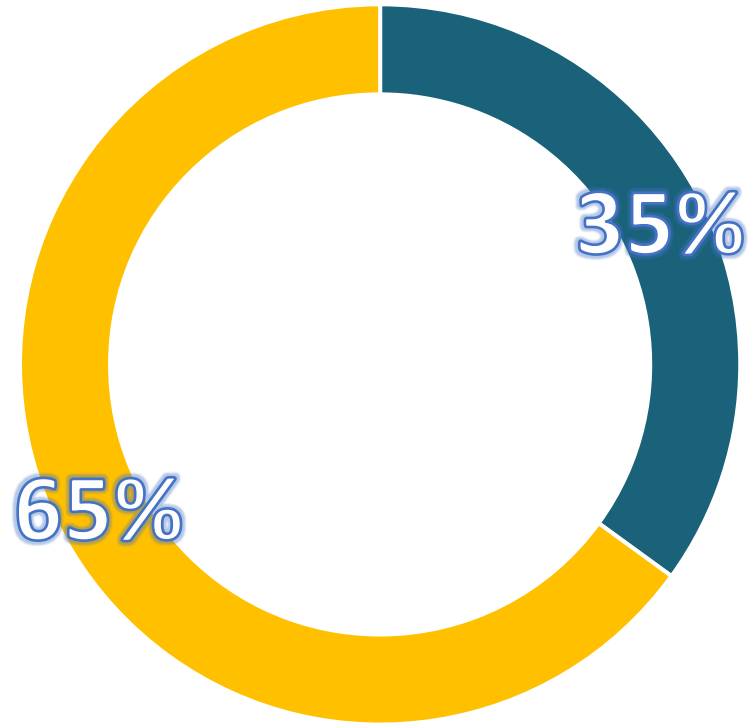
Small Business Employer Profile

Who are the 400 respondents?



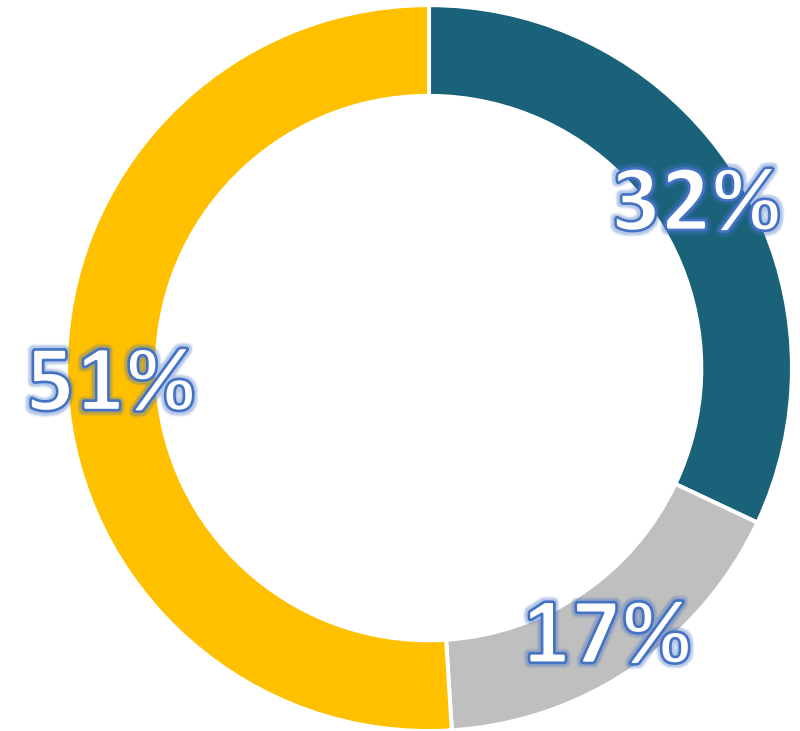
Small Business Employer Profile

Brick & Mortar Store



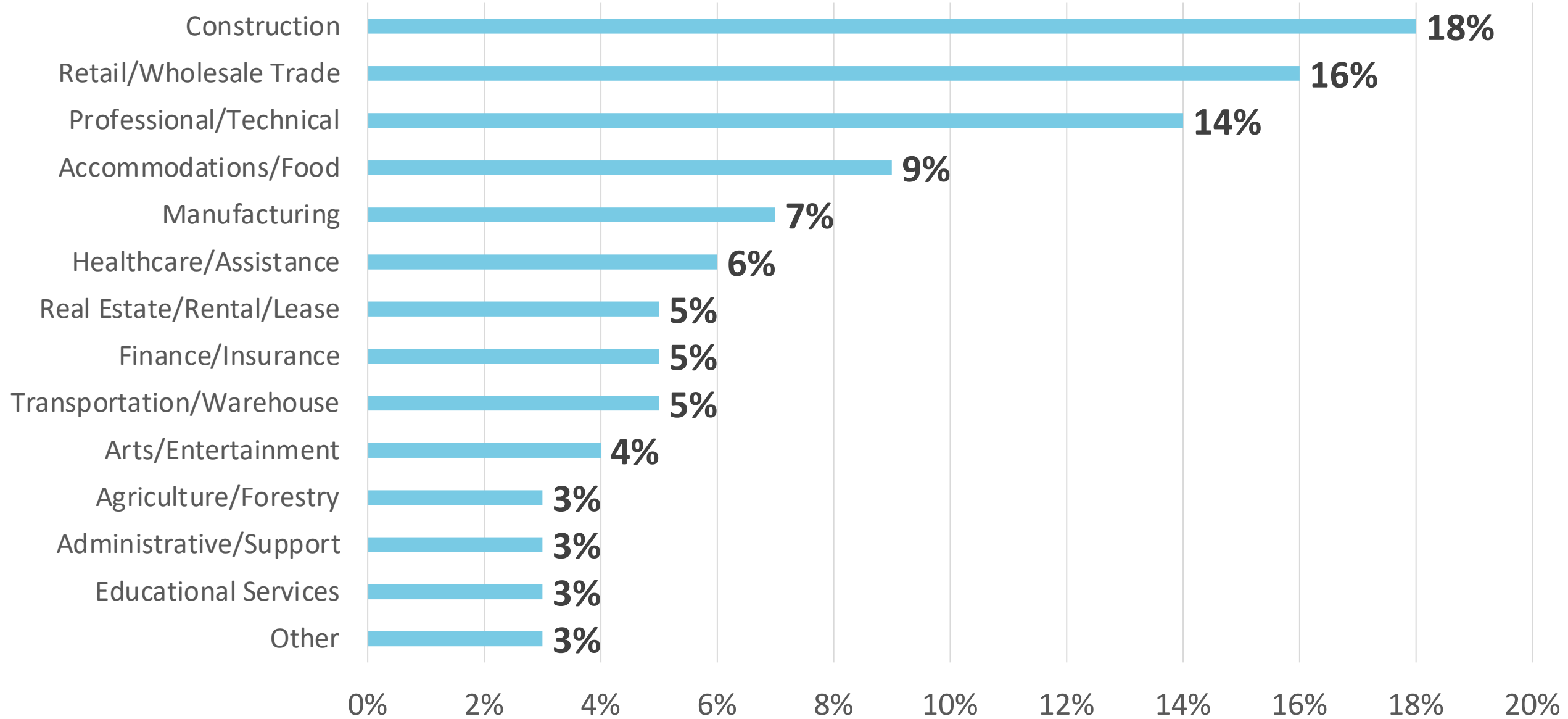
■ Yes ■ No

E-Commerce Business



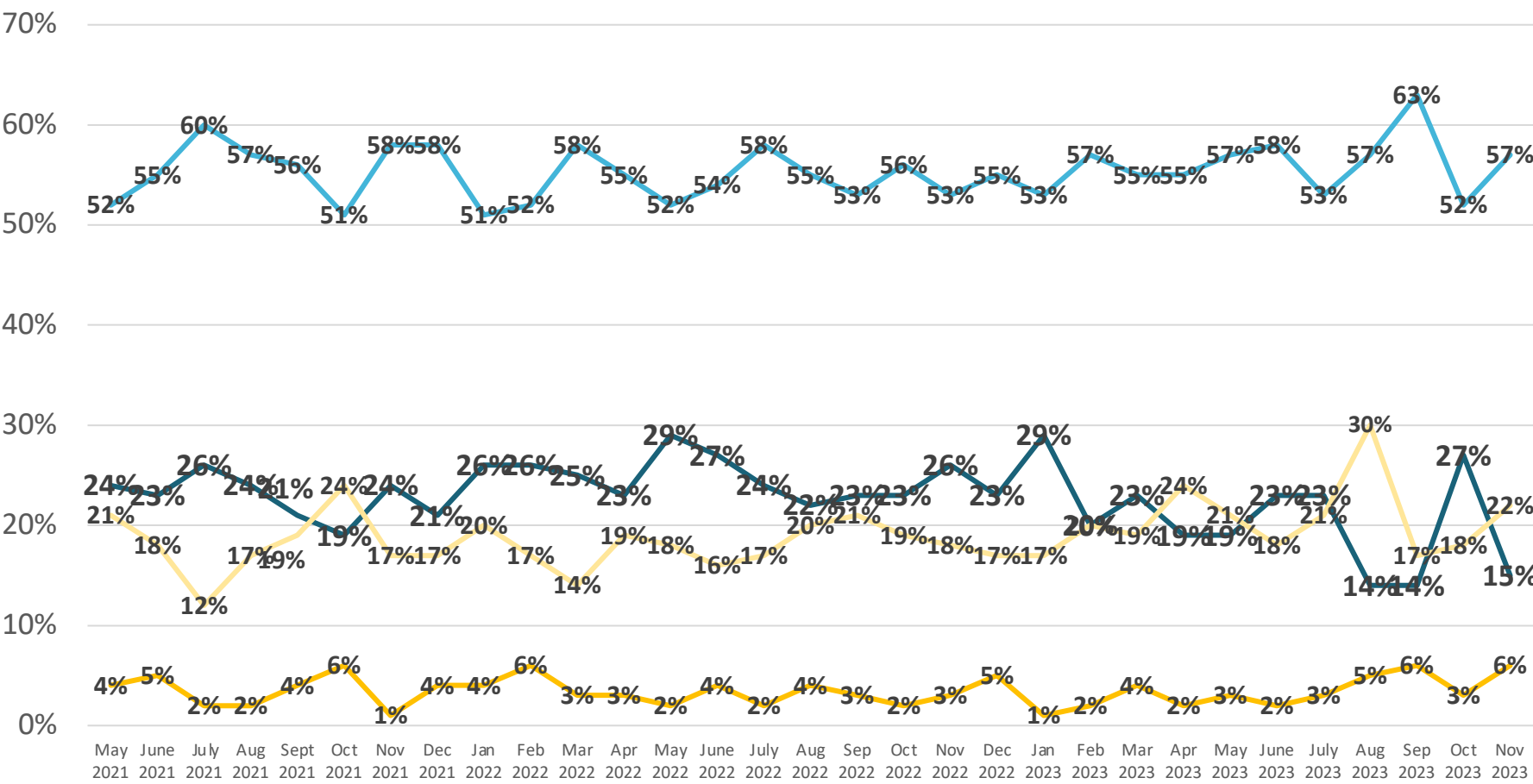
■ More Than Half ■ Half ■ Less Than Half

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	Oct	Nov	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%	79%	72%	-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%	21%	28%	+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	+58	+45	-13



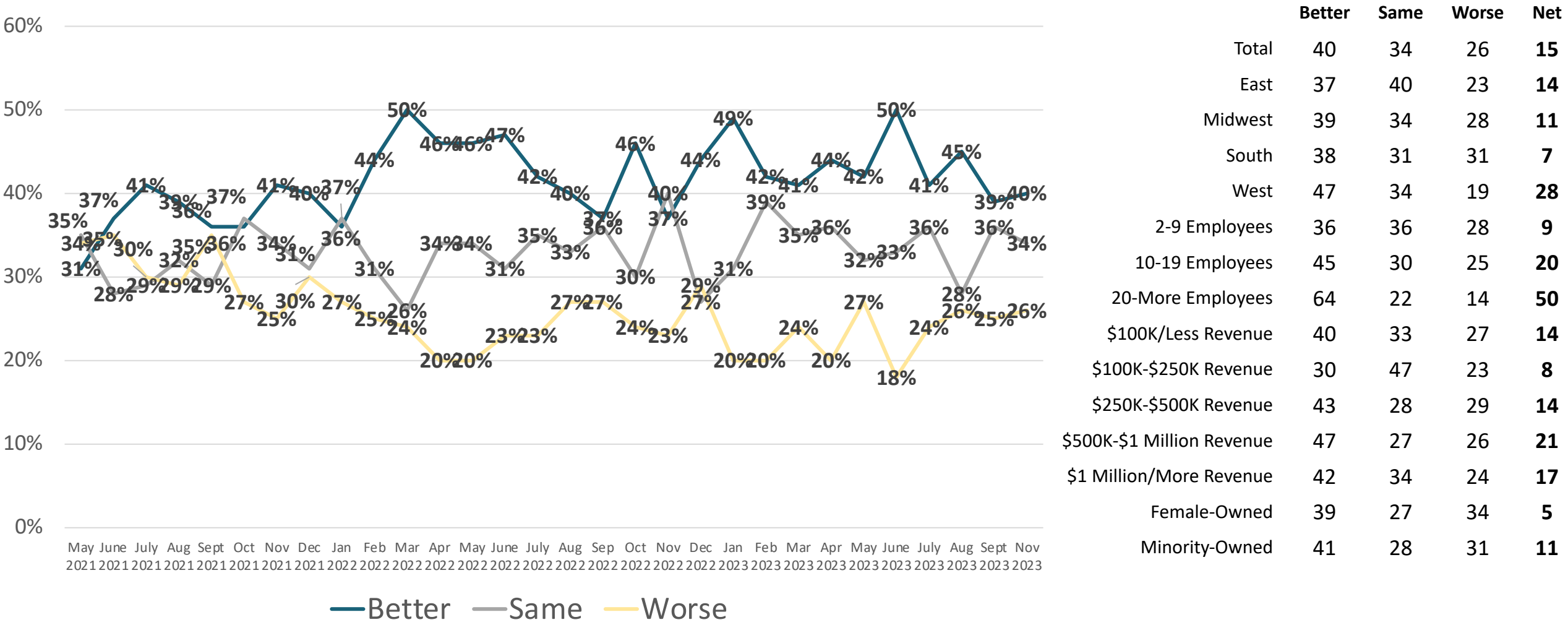
	Excel/Good	Fair/Poor	Net
Total	72	28	45
East	67	33	35
Midwest	63	37	25
South	72	28	43
West	85	15	70
2-9 Employees	69	31	38
10-19 Employees	85	15	69
20-More Employees	86	14	72
\$100K/Less Revenue	68	32	37
\$100K-\$250K Revenue	68	32	36
\$250K-\$500K Revenue	70	30	40
\$500K-\$1 Million Revenue	74	27	47
\$1 Million/More Revenue	81	19	62
Female-Owned	66	34	32
Minority-Owned	69	31	38

—Excellent —Good —Only Fair —Poor

Early-Super Tuesday

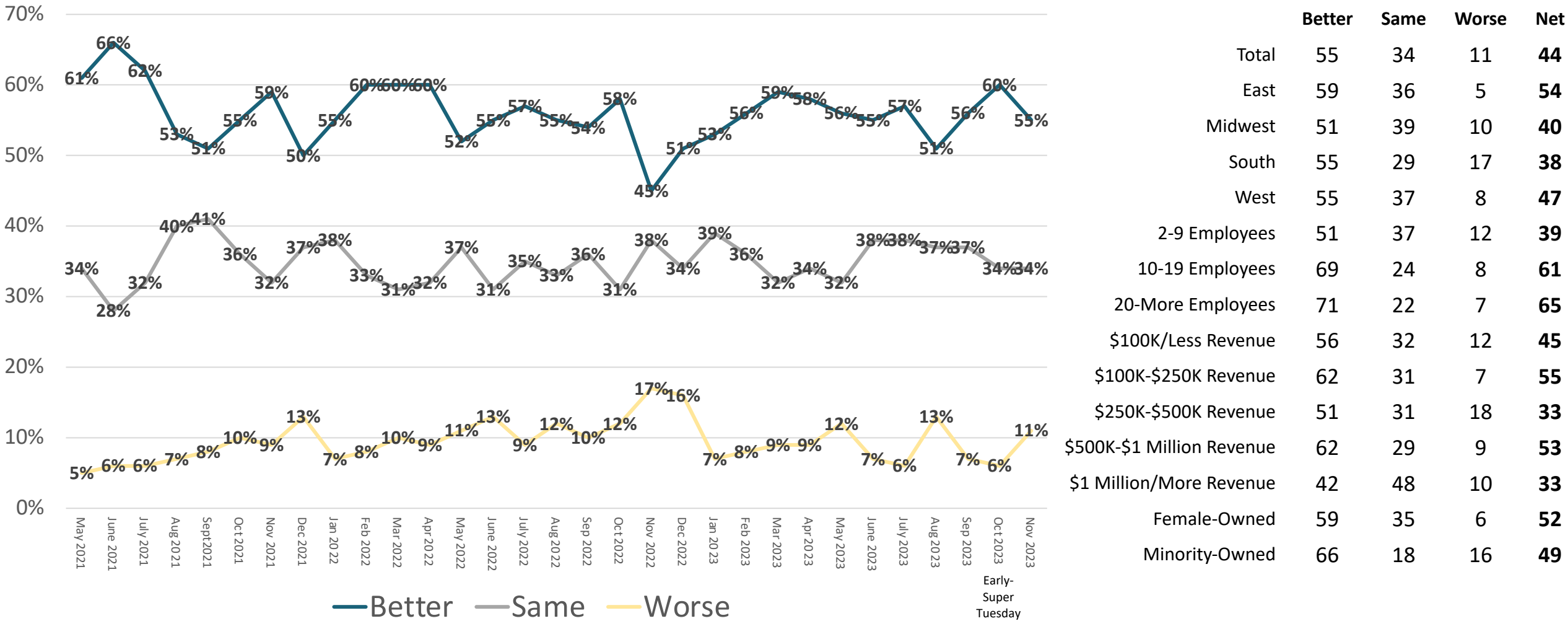
Financial Condition Over Last Year

	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	Nov	Net
Better	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%	40%	+1
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%	34%	-2
Worse	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%	26%	+1
Net	+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	+15	+2



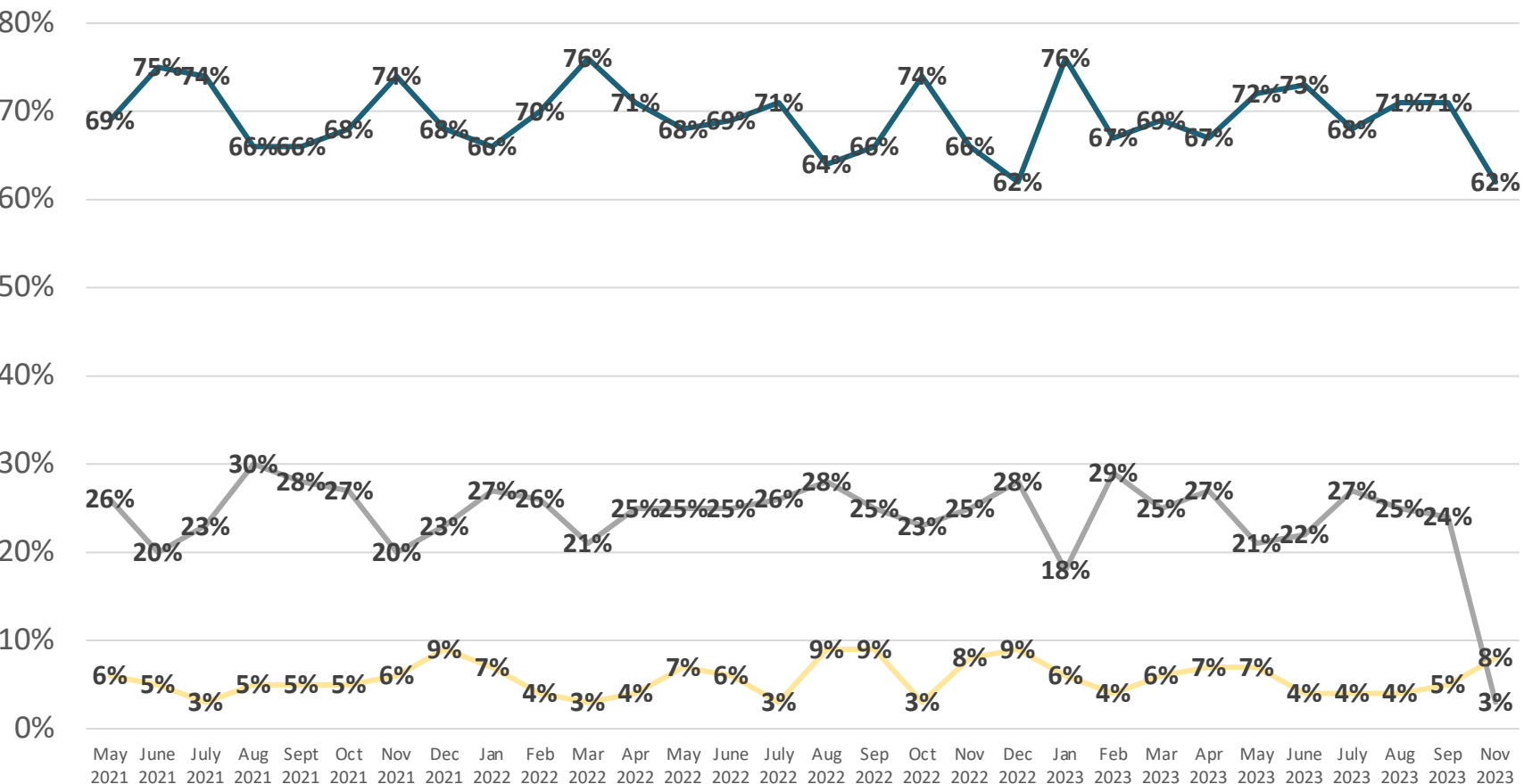
Financial Condition Next 3-Months

	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	Oct	Nov	Net
Better	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%	60%	55%	-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%	34%	34%	0
Worse	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%	11%	+5
Net	+43	+45	+50	+37	+48	+52	+50	+51	+41	+42	+48	+43	+44	+46	+28	+35	+46	+48	+50	+49	+44	+48	+51	+38	+49	+54	+44	-10



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	Nov	Net
Earn Profit	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%	62%	-9
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%	30%	+6
Lose Money	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%	8%	+3
Net	+61	+63	+68	+59	+59	+66	+73	+67	+61	+63	+69	+55	+57	+71	+58	+53	+70	+63	+63	+60	+65	+69	+64	+67	+66	+54	-12

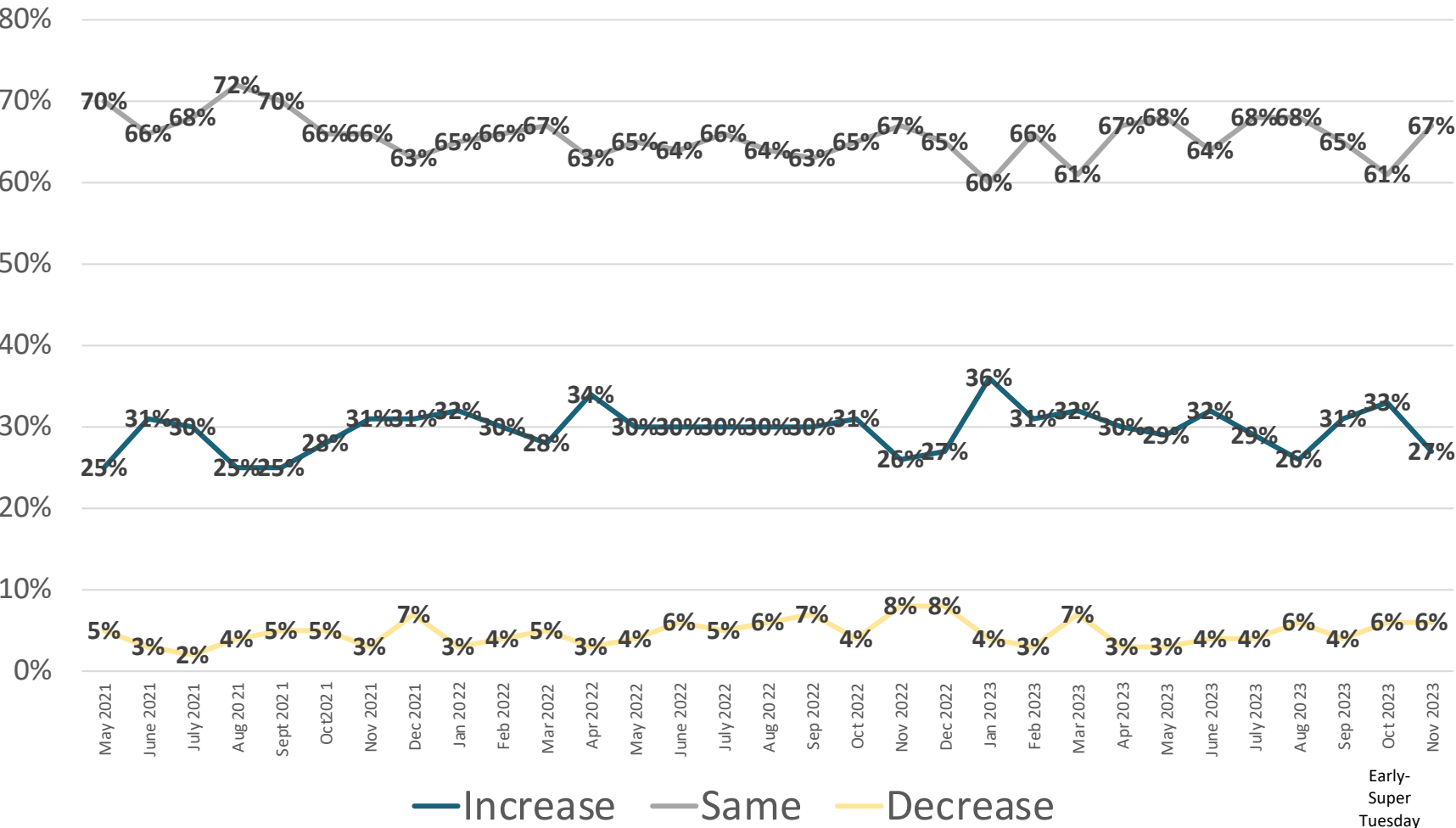


	Profit	Same	Lose	Net
Total	62	30	8	54
East	71	25	4	67
Midwest	55	37	8	47
South	67	25	8	59
West	54	34	12	42
2-9 Employees	60	30	10	50
10-19 Employees	69	27	4	66
20-More Employees	69	30	1	68
\$100K/Less Revenue	65	27	8	57
\$100K-\$250K Revenue	57	35	9	48
\$250K-\$500K Revenue	60	31	9	51
\$500K-\$1 Million Revenue	57	30	13	44
\$1 Million/More Revenue	71	26	3	68
Female-Owned	50	40	10	40
Minority-Owned	52	33	15	38

— Earn Profit — Break Even — Lose Money

Employment Next 3-Months

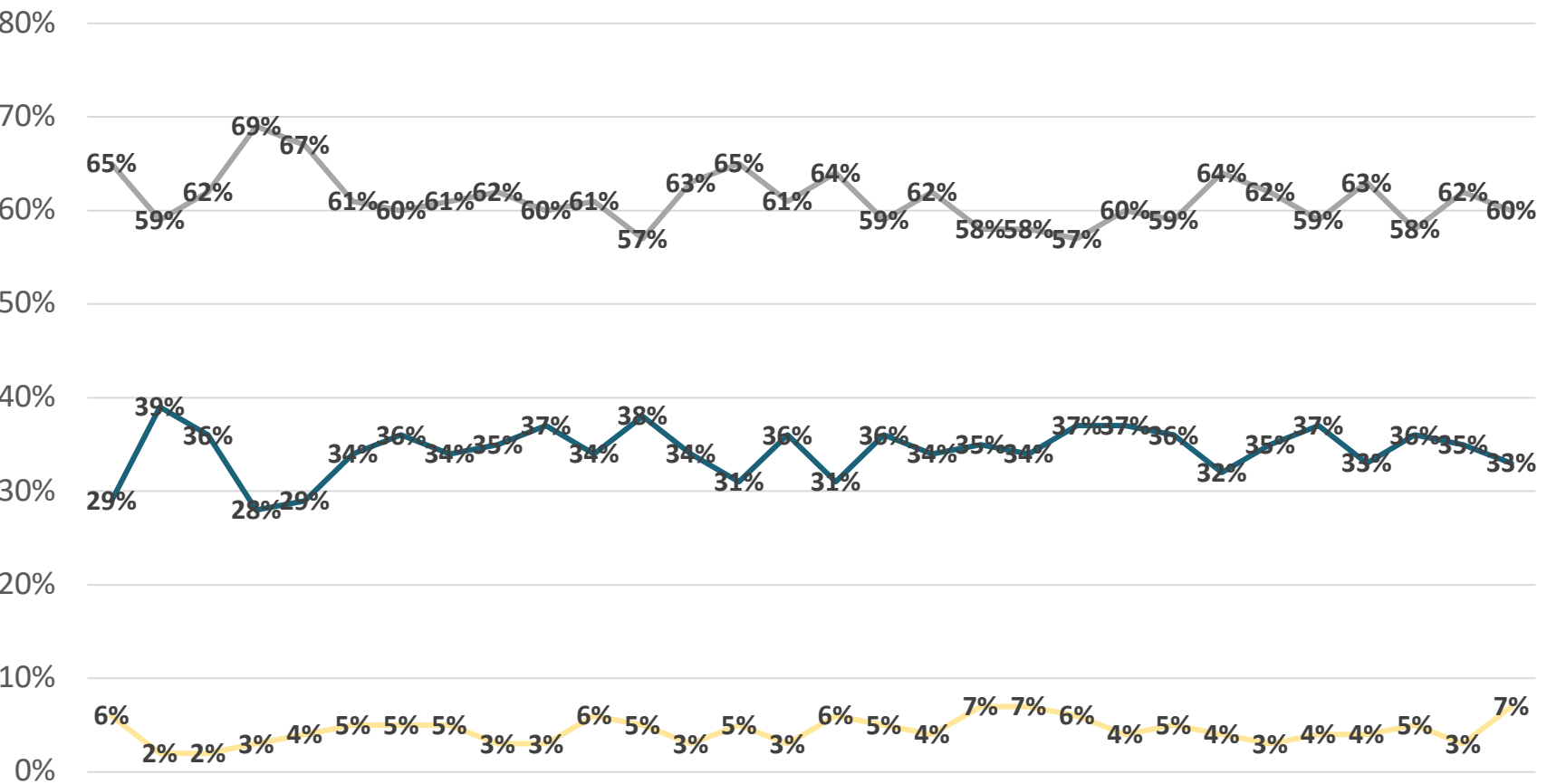
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Net
Increase	25%	28%	31%	31%	32%	30%	28%	34%	30%	30%	30%	30%	30%	31%	26%	27%	36%	31%	32%	30%	29%	32%	29%	26%	31%	33%	27%	-6
Same	70%	66%	66%	63%	65%	66%	67%	63%	65%	64%	66%	64%	63%	65%	67%	65%	60%	66%	61%	67%	68%	64%	68%	68%	65%	61%	67%	+6
Decrease	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%	6%	6%	0
Net	+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	+27	+21	-6



	Incr.	Same	Decr.	Net
Total	27	67	6	21
East	26	72	2	24
Midwest	38	52	11	27
South	22	72	7	15
West	27	67	6	21
2-9 Employees	23	70	7	16
10-19 Employees	34	64	2	32
20-More Employees	49	46	5	44
\$100K/Less Revenue	23	73	4	19
\$100K-\$250K Revenue	25	69	7	18
\$250K-\$500K Revenue	34	56	11	23
\$500K-\$1 Million Revenue	30	64	6	24
\$1 Million/More Revenue	24	72	4	20
Female-Owned	33	63	5	28
Minority-Owned	35	54	11	23

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	Nov	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%	33%	-2
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%	60%	-2
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%	7%	+4
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	+26	-6

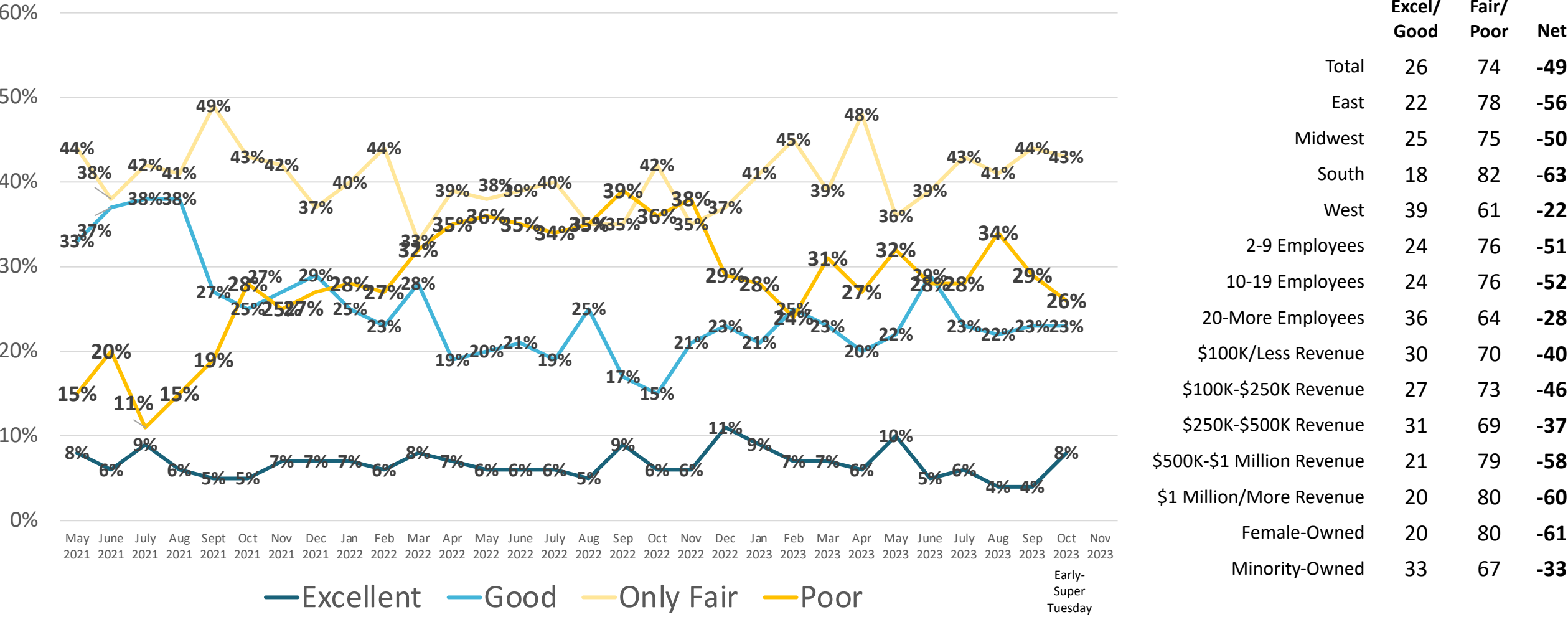


	Incr.	Same	Decr.	Net
Total	33	60	7	26
East	41	52	7	34
Midwest	38	54	8	30
South	27	65	8	18
West	31	64	6	25
2-9 Employees	29	62	9	20
10-19 Employees	37	61	1	36
20-More Employees	57	41	3	54
\$100K/Less Revenue	36	61	3	32
\$100K-\$250K Revenue	37	56	8	29
\$250K-\$500K Revenue	29	53	18	11
\$500K-\$1 Million Revenue	37	58	5	32
\$1 Million/More Revenue	27	70	3	24
Female-Owned	32	63	6	26
Minority-Owned	34	61	6	28

— Increase — Same — Decrease

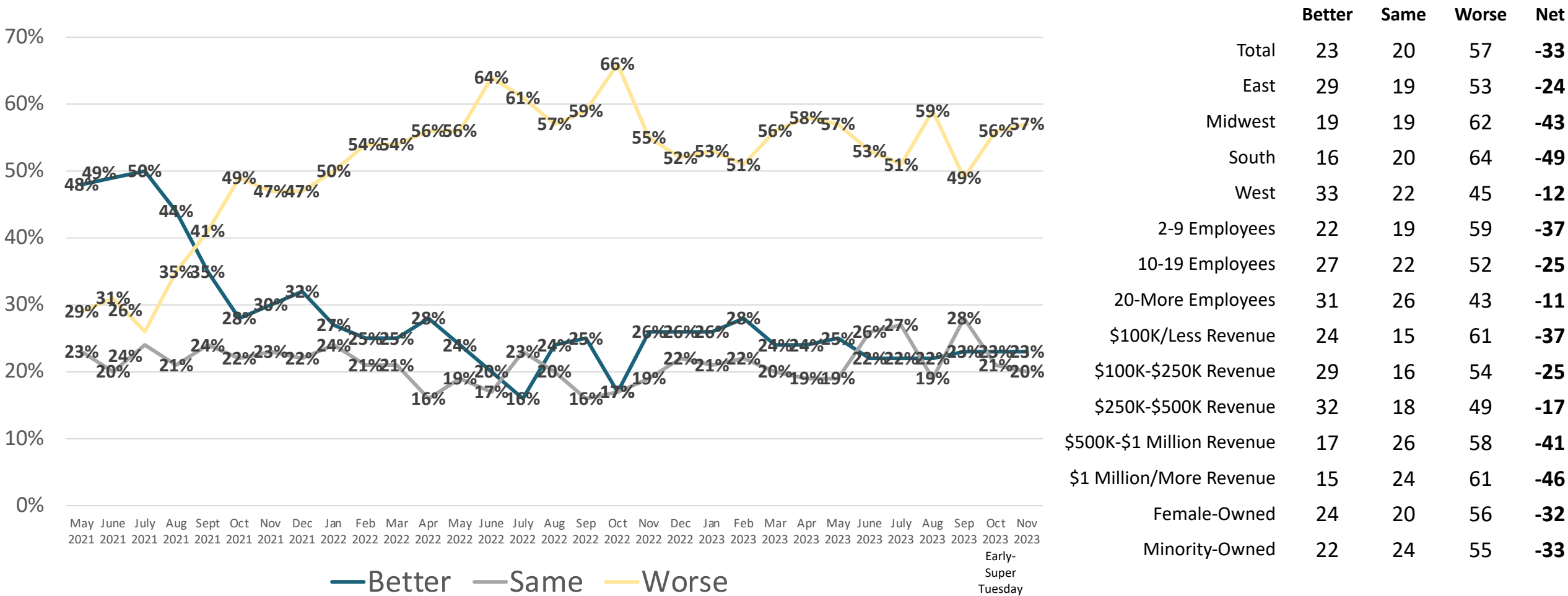
Condition of U.S. Economy

	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	Oct	Nov	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%	31%	26%	-5
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%	70%	74%	+4
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	-39	-49	-10



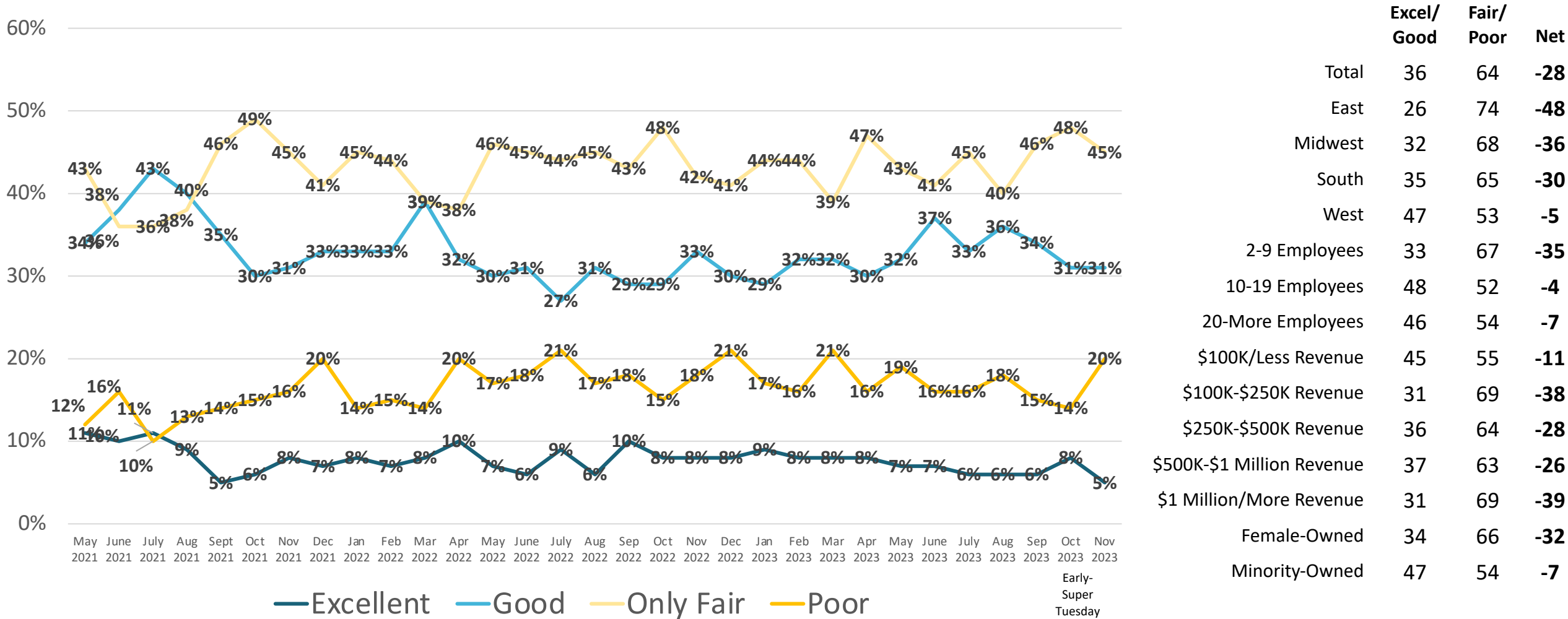
Direction of U.S. Economy

	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	Oct	Nov	Net
Better	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%	23%	23%	0
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%	21%	20%	-1
Worse	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%	56%	57%	+1
Net	-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	-33	-33	0



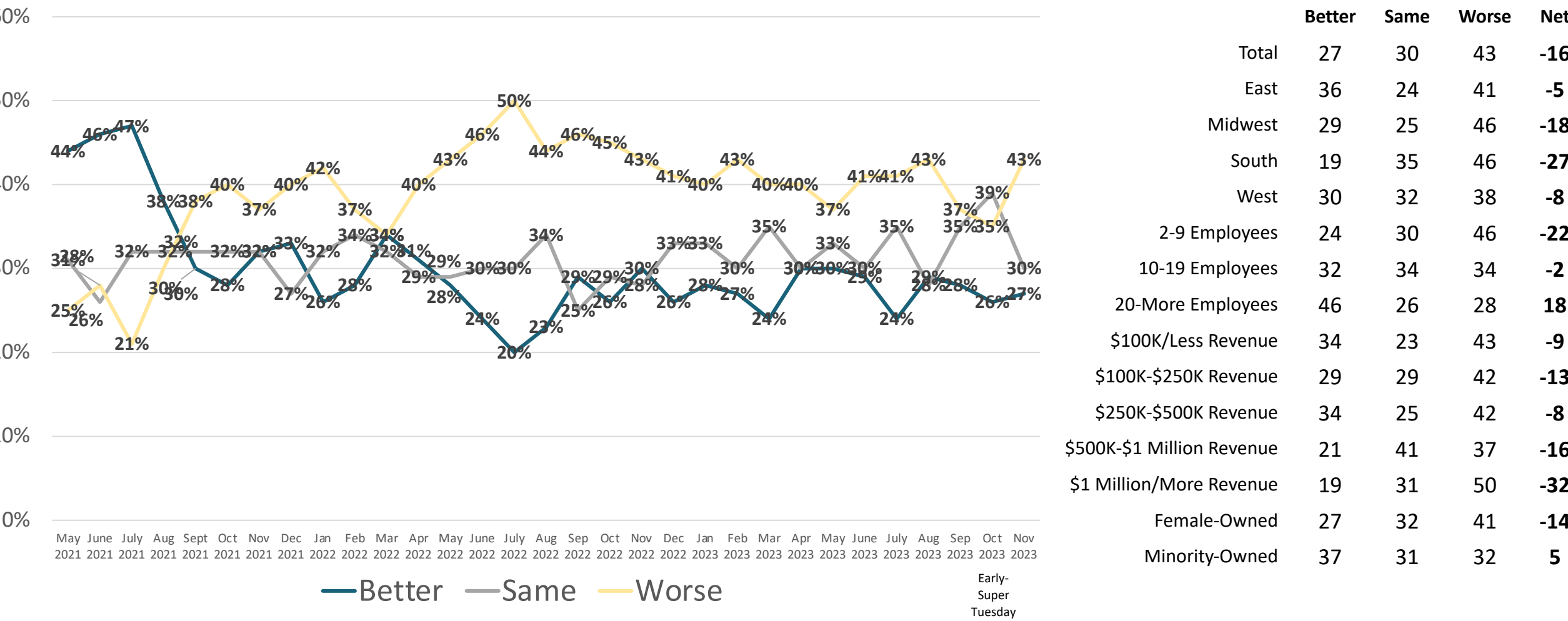
Climate for Small Businesses

	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	Oct	Nov	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%	39%	36%	-3
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%	61%	64%	+3
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	-22	-28	-6



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	Oct	Nov	Net
Better	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%	26%	27%	+1
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%	39%	30%	-9
Worse	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%	35%	43%	+8
Net	-8	-12	-5	-7	-16	-9	0	-9	-15	-22	-30	-21	-17	-19	-13	-15	-12	-16	-16	-10	-7	-13	-17	-14	-8	-9	-16	-7



How would you grade Joe Biden's Job Performance helping small businesses													
	Nov. 2022	Dec. 2022	Aug 2023	Sep 2023	Early-Super Tue. Oct 2023	Nov 2023	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Positive	24%	23%	20%	24%	24%	19%	18%	15%	13%	32%	18%	23%	25%
A-Grade	7%	9%	5%	4%	9%	6%	4%	8%	5%	9%	6%	7%	6%
B-Grade	18%	13%	15%	20%	15%	13%	14%	7%	8%	23%	11%	15%	19%
Negative	71%	75%	78%	73%	72%	80%	82%	83%	85%	68%	81%	77%	72%
C-Grade	18%	22%	18%	16%	21%	23%	19%	27%	17%	29%	23%	21%	23%
D-Grade	11%	16%	16%	18%	16%	16%	24%	12%	17%	11%	15%	21%	19%
F-Grade	43%	37%	43%	39%	35%	41%	38%	44%	51%	28%	44%	35%	30%
GPA	1.3	1.4	1.2	1.3	1.4	1.3	1.2	1.2	1.0	1.7	1.2	1.4	1.5
	\$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			
Positive	24%		16%	26%	16%	13%	19%	24%	22%	18%			
A-Grade	8%		5%	15%	1%	3%	5%	6%	7%	6%			
B-Grade	16%		11%	11%	15%	10%	14%	17%	15%	11%			
Negative	73%		82%	74%	84%	85%	79%	76%	78%	81%			
C-Grade	19%		25%	15%	33%	20%	31%	25%	28%	20%			
D-Grade	13%		21%	16%	11%	17%	11%	17%	15%	16%			
F-Grade	41%		35%	42%	39%	49%	37%	34%	35%	44%			
GPA	1.4		1.3	1.4	1.3	1.0	1.4	1.4	1.4	1.2			
November 2023 JCNF SBIQ Monthly Poll										John McLaughlin Scott Rasmussen			

Biggest Business Concerns (1st & 2nd Choice Combo)																					Early-Super Tuesday		
	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	Oct '23	Nov '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%	48%	44%
Economy/Client Spending	21%	19%	20%	23%	26%	22%	28%	27%	26%	29%	31%	31%	27%	27%	29%	31%	31%	28%	32%	27%	31%	16%	36%
General Operating Costs	21%	24%	21%	28%	14%	18%	23%	26%	20%	23%	26%	26%	19%	23%	30%	20%	25%	31%	24%	26%	25%	19%	33%
Taxes	14%	15%	13%	15%	11%	12%	16%	12%	12%	12%	15%	14%	21%	13%	17%	15%	15%	12%	17%	17%	13%	19%	12%
Interest Rates	6%	2%	4%	5%	6%	6%	6%	6%	6%	10%	8%	10%	10%	10%	13%	9%	8%	6%	9%	11%	10%	15%	12%
Supply-Chain Disruptions	20%	20%	14%	16%	15%	16%	12%	18%	21%	14%	14%	11%	13%	14%	9%	12%	14%	11%	14%	8%	10%	11%	10%
Available Workers	11%	14%	12%	15%	14%	13%	8%	12%	12%	13%	12%	13%	10%	15%	16%	14%	12%	8%	13%	17%	10%	7%	10%
Political Climate	10%	9%	12%	8%	9%	9%	11%	8%	7%	12%	4%	8%	11%	6%	8%	10%	10%	13%	11%	4%	9%	6%	10%
Gas Prices	9%	10%	25%	19%	23%	27%	26%	19%	19%	13%	15%	13%	11%	9%	11%	11%	10%	9%	5%	10%	14%	19%	9%
Healthcare Costs	5%	7%	7%	4%	8%	7%	3%	5%	7%	6%	6%	6%	7%	7%	6%	4%	7%	3%	5%	8%	5%	10%	8%
Government Regulations	14%	10%	10%	8%	10%	4%	8%	5%	7%	9%	4%	7%	11%	8%	6%	6%	7%	9%	9%	6%	6%	11%	6%
Expansion Costs	4%	4%	4%	4%	6%	6%	3%	6%	6%	5%	7%	2%	7%	8%	4%	8%	2%	6%	4%	4%	3%	4%	4%
Loan Accessibility	3%	4%	4%	4%	6%	4%	4%	3%	3%	3%	4%	2%	3%	3%	3%	4%	1%	3%	4%	5%	7%	7%	3%
Covid Restrictions/Sales	21%	16%	9%	7%	5%	6%	4%	10%	5%	5%	3%	5%	5%	6%	2%	3%	2%	1%	4%	2%	4%	4%	3%
Compensation/Insurance	2%	6%	3%	4%	6%	4%	3%	2%	2%	4%	4%	5%	3%	4%	3%	3%	4%	5%	2%	3%	4%	5%	2%
November 2023 JCNF SBIQ Monthly Poll														John McLaughlin Scott Rasmussen									

Bidenomics Good or Bad for the Economy & Your Business

	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Good	26%	24%	20%	19%	41%	23%	31%	41%
Bad	66%	65%	74%	72%	53%	68%	65%	53%
Unsure	8%	12%	6%	9%	7%	9%	4%	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
Good	31%	25%	26%	25%	21%	28%	35%	34%	22%
Bad	62%	67%	71%	62%	68%	62%	61%	57%	70%
Unsure	6%	8%	3%	13%	11%	11%	4%	9%	8%

Price Increases Your Business Faced Are More, Same, or Less Than Inflation

	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
More	65%	64%	77%	63%	61%	69%	57%	45%
Same	26%	25%	17%	27%	31%	24%	31%	33%
Less	7%	5%	5%	8%	9%	4%	12%	21%
Unsure	2%	6%	1%	3%	0%	3%	0%	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
More	60%	65%	70%	68%	63%	61%	62%	62%	67%
Same	35%	20%	19%	29%	26%	29%	28%	27%	25%
Less	5%	9%	11%	4%	7%	6%	10%	9%	6%
Unsure	0%	6%	1%	0%	4%	3%	0%	2%	2%

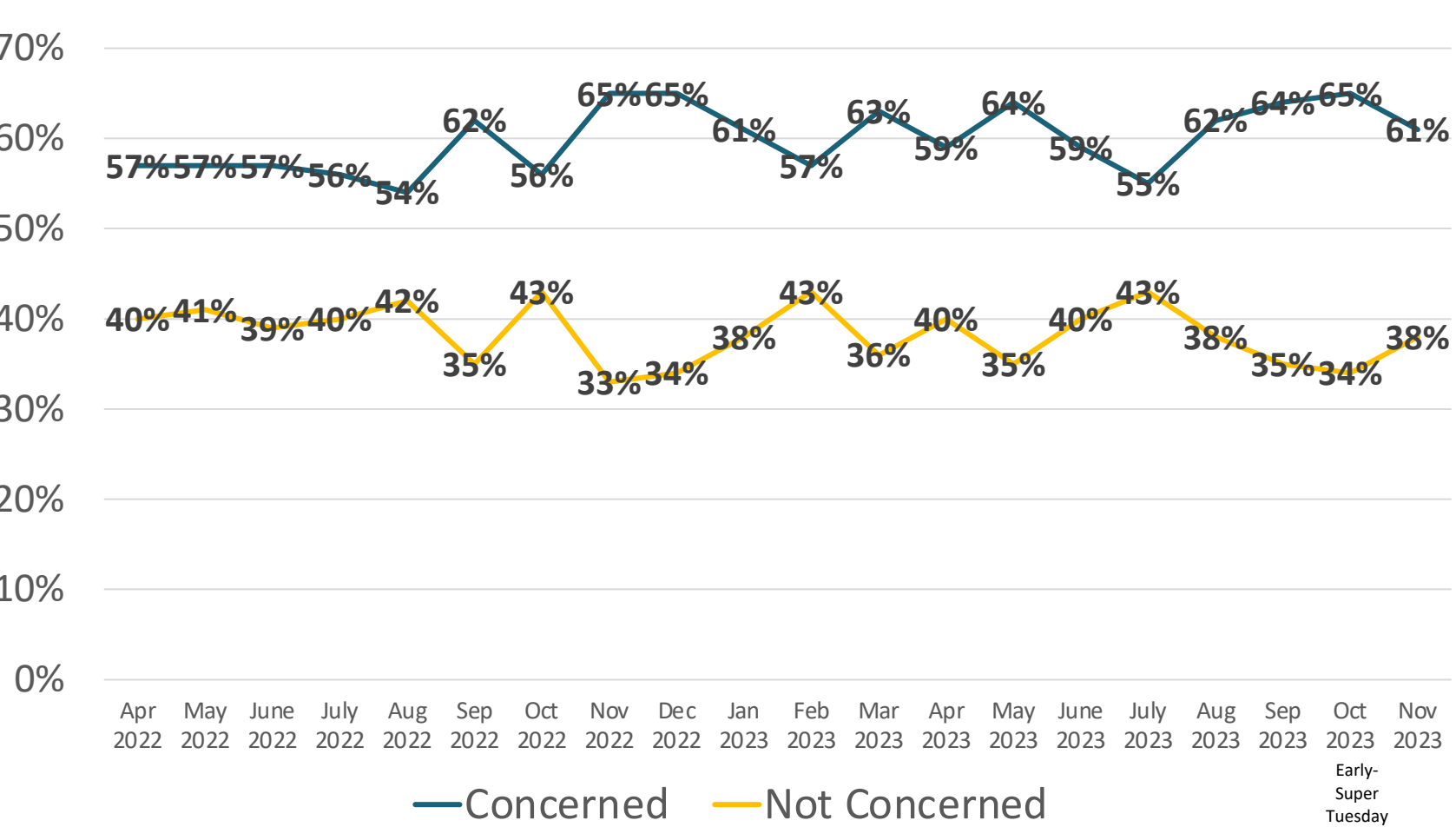
Biden Administration Highlights Inflation Reduction: Have Costs of Doing Business Gone Down?

	Sep Total	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Yes	14%	12%	10%	8%	13%	14%	10%	4%	34%
No	78%	83%	86%	90%	83%	77%	86%	86%	59%
Unsure	8%	5%	4%	2%	4%	9%	4%	9%	7%

	\$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	19%	16%	7%	2%	14%	18%	23%	23%	6%
No	75%	82%	86%	92%	81%	78%	74%	74%	88%
Unsure	6%	2%	7%	5%	4%	4%	3%	3%	6%

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	Oct	Nov	Net
Concerned	57%	57%	57%	56%	54%	62%	56%	65%	65%	61%	57%	63%	59%	64%	59%	55%	62%	64%	65%	61%	-4
Not Concerned	40%	41%	39%	40%	42%	35%	43%	33%	34%	38%	43%	36%	40%	35%	40%	43%	38%	35%	34%	38%	+4
Net	+17	+16	+18	+16	+12	+27	+13	+32	+31	+23	+14	+27	+19	+29	+19	+12	+24	+29	+31	+23	-8



	Concern	Not Concern	Net
Total	61	38	23
East	47	53	-6
Midwest	73	26	47
South	68	31	37
West	53	47	6
2-9 Employees	60	40	21
10-19 Employees	69	29	39
20-More Employees	61	38	23
\$100K/Less Revenue	61	39	22
\$100K-\$250K Revenue	66	35	31
\$250K-\$500K Revenue	73	27	46
\$500K-\$1 Million Revenue	52	47	6
\$1 Million/More Revenue	55	45	10
Female-Owned	68	31	37
Minority-Owned	63	37	27

Concerned Bank Failures & Instability Will Impact Their Small Business

	April Total	May Total	June Total	July Total	Aug Total	Sep Total	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Concerned	59%	57%	57%	55%	59%	61%	60%	46%	69%	67%	54%	61%	58%	57%
Very	16%	20%	19%	12%	20%	19%	20%	18%	29%	19%	17%	20%	23%	24%
Somewhat	43%	37%	38%	43%	39%	41%	40%	28%	40%	48%	37%	41%	35%	33%
Not Concerned	40%	42%	42%	44%	40%	37%	39%	52%	30%	33%	46%	39%	41%	42%
Unsure	2%	1%	1%	1%	1%	2%	1%	2%	1%	1%	0%	1%	1%	2%

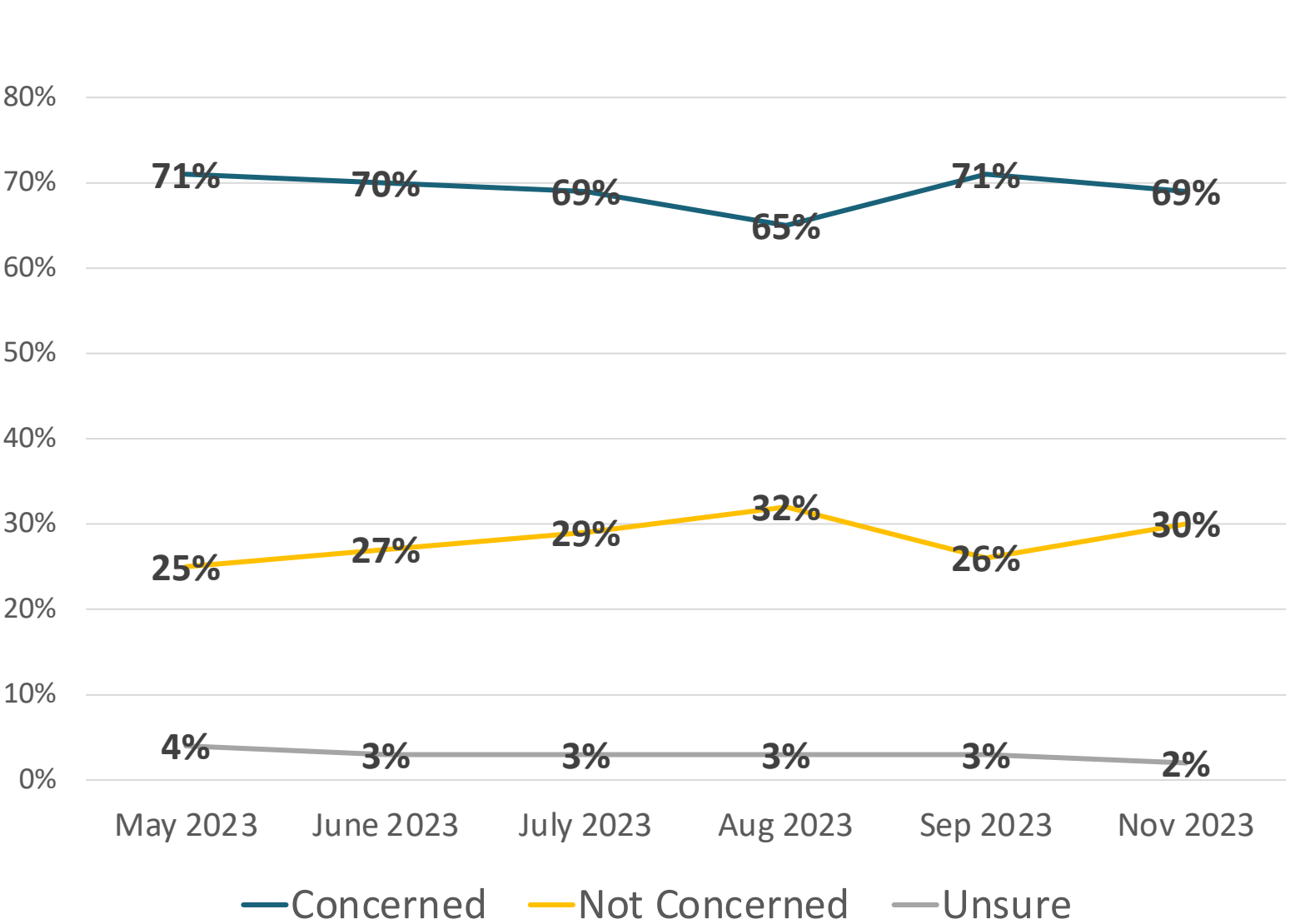
	\$100K- Less Rev.	\$100K- \$250K Rev.	\$250K- \$500K Rev.	\$500K- \$1 Mill Rev.	\$1 Mill- More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
Concerned	62%	62%	69%	64%	44%	65%	67%	57%	61%
Very	25%	19%	29%	16%	14%	21%	26%	24%	19%
Somewhat	37%	43%	40%	48%	30%	43%	40%	33%	43%
Not Concerned	36%	38%	30%	36%	55%	35%	33%	42%	38%
Unsure	1%	0%	2%	0%	1%	0%	1%	1%	1%

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	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Time Consuming	61%	56%	62%	60%	49%	56%	57%	50%	56%	49%	54%	39%	47%	67%	56%
Not Consuming	36%	43%	36%	39%	50%	42%	42%	50%	43%	50%	45%	61%	53%	32%	44%
Unsure	3%	2%	3%	2%	1%	1%	1%	1%	1%	1%	1%	0%	1%	1%	1%

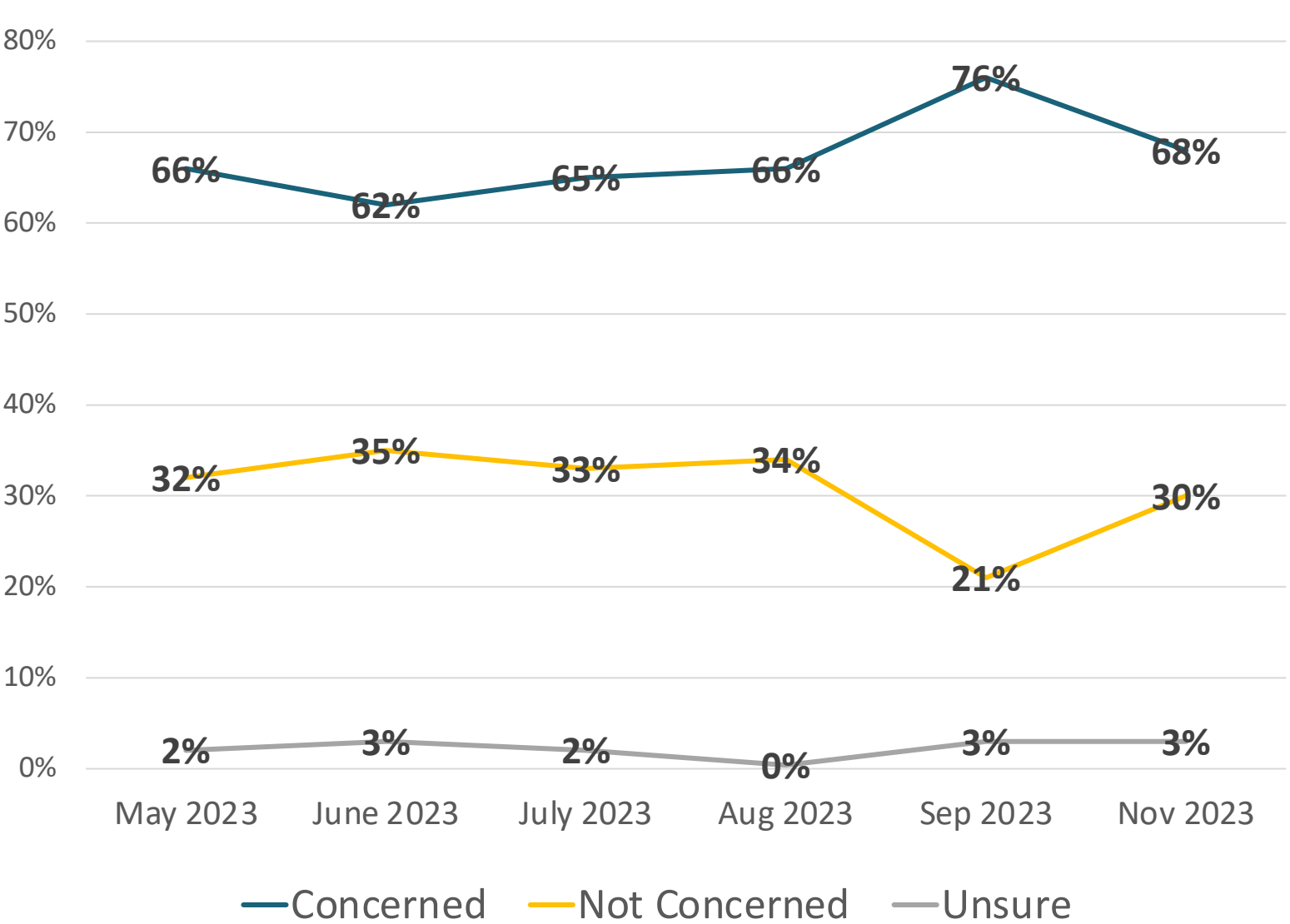
	\$100K-Less Rev.	\$100K-\$250K Rev.	\$250K-\$500K Rev.	\$500K-\$1 Mill Rev.	\$1 Mill-More Rev.	Female Owned	Minority Owned	C-Corp	S-Corp
Time Consuming	50%	38%	61%	54%	47%	51%	65%	59%	45%
Not Consuming	49%	62%	39%	44%	53%	49%	35%	40%	54%
Unsure	1%	0%	0%	2%	0%	0%	0%	1%	1%

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



	Concerned	Not Concerned	Net
Total	69	30	39
East	75	24	51
Midwest	68	28	39
South	75	24	51
West	57	43	13
2-9 Employees	70	29	40
10-19 Employees	62	34	28
20-More Employees	69	30	40
\$100K/Less Revenue	77	22	56
\$100K-\$250K Revenue	70	30	40
\$250K-\$500K Revenue	62	37	25
\$500K-\$1 Million Revenue	68	31	37
\$1 Million/More Revenue	68	29	38
Female-Owned	67	32	35
Minority-Owned	76	25	51

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



	Concerned	Not Concerned	Net
Total	68	30	38
East	74	24	50
Midwest	57	40	17
South	70	28	43
West	68	29	40
2-9 Employees	67	30	37
10-19 Employees	64	33	31
20-More Employees	74	24	50
\$100K/Less Revenue	64	36	28
\$100K-\$250K Revenue	73	24	49
\$250K-\$500K Revenue	64	30	34
\$500K-\$1 Million Revenue	74	24	50
\$1 Million/More Revenue	63	35	28
Female-Owned	75	24	50
Minority-Owned	72	26	46

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	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Big Bank	22%	26%	29%	26%	29%	25%	25%	22%	25%	27%	24%	27%	33%
Small Bank/Credit Union	60%	57%	51%	51%	52%	57%	64%	60%	57%	47%	57%	58%	54%
Fintech/Online Bank	6%	7%	9%	9%	8%	6%	8%	7%	3%	9%	5%	9%	11%
Unsure	12%	10%	10%	14%	11%	12%	3%	11%	16%	17%	15%	7%	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
Big Bank	17%	14%	33%	21%	37%	23%	31%	40%	18%
Small Bank/Credit Union	57%	64%	49%	61%	51%	59%	49%	48%	61%
Fintech/Online Bank	7%	12%	5%	5%	3%	8%	7%	6%	6%
Unsure	19%	9%	13%	13%	9%	10%	13%	7%	15%

Do you accept credit cards for customer payments?

	Sep Total	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Yes	78%	70%	58%	70%	77%	70%	65%	86%	92%
No	21%	29%	41%	29%	22%	26%	34%	14%	5%
Unsure	1%	1%	1%	1%	1%	3%	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
Yes	68%	55%	74%	72%	82%	72%	80%	85%	63%
No	32%	41%	26%	28%	17%	25%	20%	15%	35%
Unsure	1%	4%	0%	1%	1%	3%	0%	0%	2%

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

	Sep Total	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Yes	56%	56%	57%	50%	55%	61%	55%	55%	64%
No	34%	41%	38%	48%	43%	34%	42%	43%	33%
Unsure	10%	3%	4%	3%	2%	5%	3%	2%	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
Yes	56%	45%	70%	53%	53%	61%	55%	61%	53%
No	42%	52%	22%	46%	45%	36%	40%	37%	44%
Unsure	2%	3%	8%	1%	2%	2%	5%	2%	4%

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	Nov Total	East	Mid-West	South	West	2-9 Employ	10-19 Employ	20/More Employ
Support	78%	79%	91%	79%	80%	69%	80%	81%	74%
Oppose	11%	8%	3%	8%	10%	11%	6%	17%	17%
Unsure	12%	12%	6%	14%	10%	20%	14%	2%	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
Support	79%	85%	72%	77%	82%	81%	79%	80%	79%
Oppose	10%	6%	10%	7%	9%	10%	14%	12%	7%
Unsure	11%	9%	17%	16%	9%	8%	7%	9%	14%

General Election for President:

Who Would Do Most to Help Small Businesses

	Early-Super Tue. Oct 2023	Nov Total	East	Mid- West	South	West	2-9 Employ	10-19 Employ	20/More Employ		
Trump	61%	57%	58%	55%	71%	40%	57%	57%	64%		
Biden	28%	28%	30%	24%	18%	45%	29%	29%	23%		
Unsure	11%	14%	13%	21%	11%	15%	14%	15%	14%		
	\$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		
Trump	54%	54%	60%	57%	61%	51%	51%	53%	60%		
Biden	25%	27%	38%	29%	23%	38%	35%	32%	27%		
Unsure	21%	19%	2%	14%	16%	11%	15%	15%	14%		