

**SQUARE-GALLUP SMALL BUSINESS OWNERS' SURVEY**

January 15-24, 2020

National Topline

	Table N %	Unweighted Count
<b>Q1: Do you currently own a business?</b>		
Yes	100%	1234
No	0%	0
<b>Q2: Which of the following best describe your company's total annual revenue?</b>		
Less than \$50,000	0%	0
\$50,000 to \$499,999	14%	329
\$500,000 to \$999,999	14%	204
\$1,000,000-\$4,999,999	34%	400
\$5,000,000-\$9,999,999	19%	186
\$10,000,000-\$24,999,999	19%	115
\$25,000,000 or more	0%	0
Don't Know	0%	0
<b>Q3: What type of business do you own?</b>		
Sole proprietorship	50%	641
Partnership	15%	166
Limited liability company (LLC)	20%	246
Corporation	15%	181
<b>Q4: How many total employees do you have?</b>		
None	6%	116
1 to 5	18%	307
6 to 10	13%	165
11 to 20	15%	179
21 to 49	17%	175
50 to 99	13%	132
100 or more	18%	160
<b>Q5: Which of the following best describes your business industry?</b>		
Construction	14%	161
Professional, Scientific & Technical Services	13%	163
Other Services (please specify):	12%	160
Retail Trade	10%	128
Finance & Insurance	7%	90
Manufacturing	6%	62
Health Care & Social Assistance	6%	79
Information	5%	56
Real Estate & Rental & Leasing	5%	64
Wholesale Trade	4%	46
Restaurants, Food Service & Hospitality	4%	42
Transportation & Warehousing	3%	29
Arts, Entertainment & Recreation	3%	39
Agriculture, Forestry, Fishing & Hunting	2%	28
Utilities	2%	17
Management of Companies & Enterprises	2%	25
Mining	1%	6
Administrative, Support, Waste Mgt & Remediation Services	1%	13
Educational Services	1%	20
Public administration	0%	6
<b>Q6: How would you rate the financial situation of your business today?</b>		
Excellent	56%	633
Good	38%	505
Only fair	5%	83
Poor	1%	13
<b>Q7: Which of the following issues presents the greatest challenge to your business operations?</b>		
Taxes	32%	430
Government regulations	21%	254
Healthcare	20%	243
U.S. trade tariffs	15%	160
Climate change	7%	86
Immigration	5%	61
<b>Q8: Which of the following issues presents the second greatest challenge to your business operations?</b>		
Taxes	27%	347
Government regulations	25%	316
Healthcare	20%	245
U.S. trade tariffs	12%	139
Climate change	10%	120
Immigration	6%	67

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Q9: Which of the following issues presents the third greatest challenge to your business operations?		
Healthcare	24%	310
Government regulations	21%	277
Taxes	17%	203
U.S. trade tariffs	15%	187
Immigration	11%	128
Climate change	11%	129
Q10r1: U.S. trade tariffs in the last three years - How have each of the following impacted your business?		
Mostly helped my business	27%	279
Mostly hurt my business	33%	387
Has not made much difference either way	40%	568
Q10r2: The effects of climate change - How have each of the following impacted your business?		
Mostly helped my business	22%	229
Mostly hurt my business	22%	257
Has not made much difference either way	56%	748
Q10r3: The 2017 tax reform law - How have each of the following impacted your business?		
Mostly helped my business	43%	493
Mostly hurt my business	28%	341
Has not made much difference either way	29%	400
Q11: Has your business benefited from the increased small business deduction that resulted from the 2017 tax reform law, or not?		
Yes, business benefitted as a result of tax reform law	69%	796
No, business did not benefit as a result of tax reform law	31%	438
Q12: Roughly what percentage of the savings that resulted from the 2017 tax reform law did you reinvest in your business?		
1%-25%	29%	258
26%-50%	29%	227
51%-75%	29%	213
76%-100%	13%	98
Q13: How easy or difficult is it for you to find and hire workers who possess the necessary skills to succeed in your business?		
Very easy	30%	340
Somewhat easy	35%	432
Somewhat difficult	28%	354
Very difficult	8%	108
Q14: How much has the cost of healthcare impacted your ability to hire or retain employees?		
A lot	33%	373
Some	37%	433
Not much	16%	206
Not at all	13%	222
Q15: Since the start of 2017, how much have changes to U.S. immigration policies and enforcement practices impacted your ability to hire and retain employees?		
A lot	24%	254
Some	26%	293
Not much	15%	183
Not at all	35%	504
Q16: Do you approve or disapprove of the way Donald Trump is handling his job as president?		
Approve	60%	722
Disapprove	40%	512
Q17: How would you rate economic conditions in this country today?		
Excellent	38%	443
Good	39%	488
Only fair	19%	244
Poor	5%	59
Q18: In your opinion, how likely is it that the nation will face an economic recession sometime in the next 18 months?		
Very likely	34%	383
Somewhat likely	35%	453
Not very likely	22%	288
Not likely at all	9%	110
Q19: How much attention have you been paying to the 2020 election campaign for president?		
A lot	60%	737
Some	30%	368
Only a little	8%	109
None at all	1%	20

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Q20: Do you, yourself, plan to vote in the Democratic primary election or the Democratic caucus in your state this year?		
Yes	65%	781
No	35%	453
Q21: Which of these candidates are you most likely to support for the Democratic nomination for president in 2020? <i>Among those who said they plan to vote in a Democratic primary or caucus</i>		
Joe Biden	22%	165
Michael Bloomberg	17%	131
Bernie Sanders	14%	108
Elizabeth Warren	13%	101
Andrew Yang	8%	59
Pete Buttigieg	7%	61
Amy Klobuchar	6%	44
Undecided	13%	112
Q22: If the November 2020 general election for president was held today, how likely is it that you would vote?		
Very likely	83%	1033
Somewhat likely	14%	155
Not very likely	3%	35
Not at all likely	1%	11
If the November 2020 general election for president was held today, please tell me which candidate you would vote for in each of the following potential match-ups.		
Q23A_Combined		
Donald Trump	50%	610
Joe Biden	50%	624
Q23B_Combined		
Donald Trump	52%	640
Bernie Sanders	48%	594
Q23C_Combined		
Donald Trump	52%	646
Elizabeth Warren	48%	588
Q23D_Combined		
Donald Trump	51%	628
Pete Buttigieg	49%	606
Q23E_Combined		
Donald Trump	48%	593
Michael Bloomberg	52%	641
Q23F_Combined		
Donald Trump	51%	628
Andrew Yang	49%	606
Q23G_Combined		
Donald Trump	51%	638
Amy Klobuchar	49%	596
Q24: If Donald Trump wins the general election in November, how do you think your business will be impacted?		
My business will be better off	52%	616
My business will be worse off	24%	299
It will not impact my business either way	24%	319
Q25: If the Democratic presidential nominee wins the general election in November, how do you think your business will be impacted?		
My business will be better off	41%	471
My business will be worse off	35%	440
It will not impact my business either way	24%	323
Q26r1: Immigration - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	55%	694
Democratic Party	45%	540
Q26r2: U.S. trade tariffs - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	52%	650
Democratic Party	48%	584
Q26r3: Taxes - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	60%	741
Democratic Party	40%	493
Q26r4: Healthcare - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	48%	592
Democratic Party	52%	642

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Q26r5: Climate change - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	44%	528
Democratic Party	56%	706
Q26r6: Government regulations - Regardless of how you usually vote... would do a better job of dealing with each of the following issues as they pertain to your business? How about...		
Republican Party	51%	635
Democratic Party	49%	599
Q27: Are you male or female?		
Male	54%	685
Female	46%	549
dQ28: Age		
18-24	11%	118
25-34	20%	226
35-44	22%	247
45-54	15%	196
55-64	20%	275
65+	12%	172
Q29: What is the highest level of school you have completed or the highest degree you have received?		
Less than a high school diploma (Grades 1 through 11 or no schooling)	0%	5
High school graduate (Grade 12 with diploma or GED certificate)	7%	100
Technical, trade, vocational or business school or program after high school	2%	33
Some college -- college, university or community college -- but no degree	11%	160
Two year associate degree from a college, university, or community college	8%	96
Four year bachelor's degree from a college or university (e.g., BS, BA, AB)	33%	401
Some postgraduate or professional schooling after graduating college, but no postgraduate	8%	91
Postgraduate or professional degree, including master's, doctorate, medical or law degree	31%	348
Q30: Are you of Hispanic, Latino, or Spanish origin -- such as Mexican, Puerto Rican, Cuban, or other Spanish origin?		
Yes	15%	163
No	85%	1071
Q31. Which of the following describes your race.		
Q31r1: White - Which of the following describes your race.	81%	1015
Q31r2: Black or African-American - Which of the following describes your race.	14%	155
Q31r3: Asian - Which of the following describes your race.	5%	57
Q31r4: American Indian or Alaska Native - Which of the following describes your race.	2%	28
Q31r5: Native Hawaiian or Pacific Islander - Which of the following describes your race.	1%	15
Q33: In politics, as of today, do you consider yourself, a Republican, a Democrat, or an Independent?		
A Republican	40%	479
A Democrat	33%	411
Independent	26%	331
Other (please specify):	1%	13
Q35: How would you describe your political views?		
Very conservative	16%	177
Conservative	20%	252
Moderate	37%	478
Liberal	14%	178
Very liberal	13%	149
Q36: Are you now registered to vote in your precinct or election district, or not?		
Yes	96%	1182
No	4%	52
Q37: What is your total annual household income before taxes?		
Less than \$10,000	0%	0
\$10,000 - \$19,999	0%	8
\$20,000 - \$29,999	1%	22
\$30,000 - \$39,999	2%	40
\$40,000 - \$49,999	4%	55
\$50,000 - \$74,999	13%	193
\$75,000 - \$99,999	19%	243
\$100,000 - \$149,999	28%	315
\$150,000 - \$249,999	17%	200
\$250,000-\$499,999	10%	112
\$500,000 and over	5%	46
Q38: Which of the following best describes your marital status?		
Currently married	63%	772
Living together with a partner	13%	149
Widowed	2%	30
Divorced	6%	74
Separated	1%	10
Never married	16%	199

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