



Scientific Opinion Poll

Small businesses struggling to access capital, harming their financial recovery

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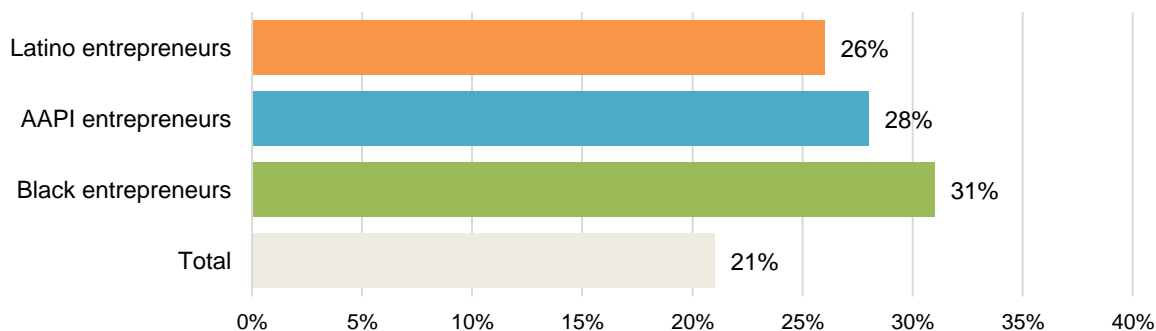
Executive Summary

Nearly a year into the COVID-19 pandemic that has devastated our country and economy, small businesses continue to experience significant financial setbacks that are being exacerbated by challenges accessing the capital they need to sustain their businesses. A new national survey of small business owners sheds light on their struggles to secure financing and their views on policy solutions that could help small businesses survive and grow post-pandemic.

The poll was conducted by **Lake Research Partners for Small Business Majority** and surveyed **500 small business owners nationwide, with oversamples of Black, Latino and Asian American/Pacific Islander (AAPI) entrepreneurs**. The survey reveals the extent to which the economic crisis caused by the COVID-19 pandemic has pushed small businesses to the brink, and many do not have the access to capital they need to survive the pandemic. Six in 10 have been negatively affected by the pandemic, and 52% report their revenues are still down compared to last year.

The survey also explores how small business owners accessed capital before the COVID-19 crisis, underscoring why many may have struggled with federal relief programs. Before the pandemic hit, **more than 1 in 5 (21%) small businesses did not have a business banking relationship with a bank or credit union**. For those who were self-employed that number doubles to 40%, compared to just 13% of larger small businesses (10-100 employees) who did not have a business banking relationship. Small business owners of color were also much less likely to have a business banking relationship pre-pandemic.

Figure 1: Small business owners without a business banking relationship pre-pandemic



Overall, roughly 4 in 10 small business owners have not obtained any capital like loans or lines of credit from any lending institution, or even from friends or family. Thirty-one percent of Black and 38% of Latino small business owners had not sought out capital before the pandemic.

When seeking out capital, small business owners of color have encountered more setbacks than their white counterparts. While 1 in 5 (19%) small business owners overall have obtained less financing than they sought, this number is higher among AAPI (36%), Black (31%), and Latino (26%) small business owners. Similarly, while 18% overall have been denied a loan, 32% of Black, 23% of Latino, and 22% of AAPI business owners have been denied.

Looking at the economic downturn caused by the pandemic, relatively few small business owners have secured funding through federal small business relief programs. Thirty percent have applied for the Paycheck Protection Program (PPP). A mere 7% of self-employed individuals have applied for PPP, and 1 in 3 Black and Latino small business owners have applied. Of those who received a PPP loan, **only one-third received the full amount requested, and the number was even lower for entrepreneurs of color**—23% Black, 23% AAPI and 27% Latino small business owners received the full amount.

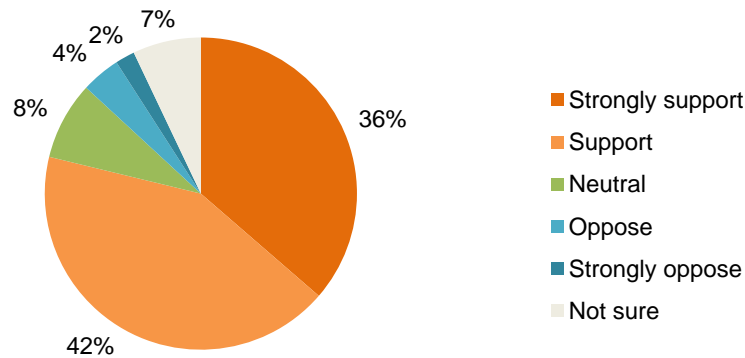
Even fewer small business owners have applied for the Economic Injury Disaster Loan (EIDL) program, but more small business owners of color and larger small business owners have applied.

- Overall, 21% have applied for EIDL, including 39% of larger small business owners, 37% of Black, 35% of AAPI, and 27% of Latino small business owners.

- Of those who applied, 70% have received the loan, but this number drops to 49% for Black and Latino small business owners, along with 54% of very small businesses.
- Seventy percent have also received the advance, while only 57% of Black, 53% of Latino, and 32% of very small businesses have.

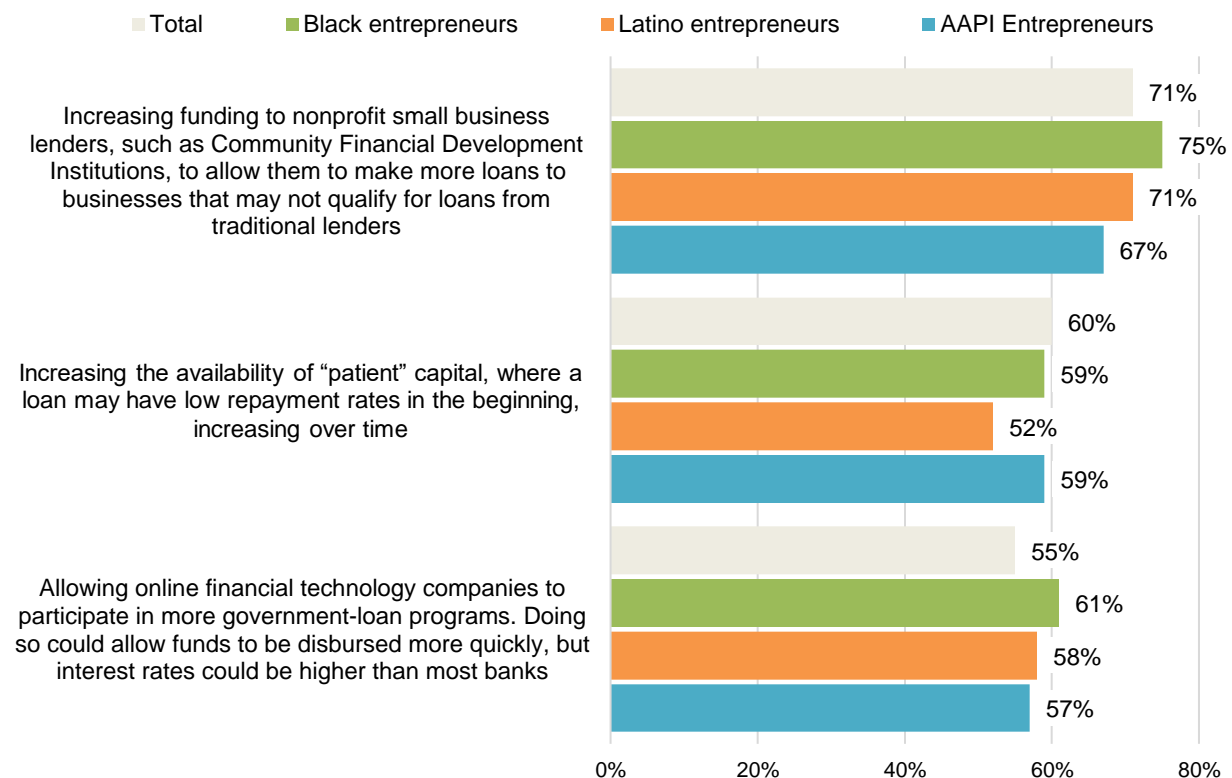
Four in 10 small business owners report they will need no-cost grants or zero interest loans this year to keep their business open, with 58% of Black, 53% of Latino and 51% of AAPI, and 50% of larger small businesses reporting this. It should come as no surprise then that nearly 8 in 10 small businesses support providing direct grant assistance, with 36% strongly supporting this proposal.

Figure 2: Small business support policies to provide direct grant assistance



The poll gauged small businesses’ views on additional policy proposals to increase the availability of capital, and **the most popular idea is to increase funding to nonprofit small business lenders.**

Figure 3: Small business owners support increased funding to nonprofit lenders



As this survey reveals, small business owners, especially entrepreneurs of color, faced significant barriers to accessing capital before the pandemic, and these struggles likely set many up for failure when trying to access federal relief programs last year. Direct grant assistance, a policy supported by most small businesses, can help address this issue and sustain small businesses through the ongoing crisis. As Congress considers a new economic stimulus package, it's vital that they take these issues into account when structuring any additional small business relief.

Additional key poll findings

- **Many small businesses are behind on loan or other debt payments**, with nearly 1 in 5 (19%) saying they have missed a loan or other debt payment during the pandemic, and 18% are currently behind on business loans or other debt payments. Entrepreneurs of color are more likely to be struggling with their loan or other debt payments.
- **Small business owners struggled with federal loan programs intended to help them weather the crisis.** Nearly 6 in 10 (57%) who applied for PPP last year found it challenging to apply. Those who didn't apply largely attributed their reasons to fear over taking on debt (31%), thinking they were ineligible (25%), concern that the loan wouldn't be forgiven (21%) and inability to find a bank to accept their application (5% all, 9% Black and 12% AAPI).
- **The smallest businesses were much less likely to have sought out capital before the pandemic.** Two-thirds (66%) of self-employed small business owners had not applied for financing before the pandemic, compared to 42% of business owners with 2-9 employees and 17% of business owners with 10 or more employees.
- **Small business owners of color are more likely to have sought out capital**, and they have a much higher rate of seeking out capital from sources outside of traditional banks, like friends or family or nonprofit small business lenders. Among Black small business owners, 20% have obtained a loan or line of credit from a bank or credit union, 36% from friends or family and 14% from a nonprofit small business lender.
- **Black small business owners (12%) were three times as likely as small business owners overall (4%) to have obtained a high interest loan that they could not pay back.** Latino, AAPI, and larger small businesses (7% each) were twice as likely.
- **The most common sources for small business capital include a loan or line of credit from a bank or credit union (26%), family or friends (20%), and the U.S. Small Business Administration (19%).** Other sources include private equity investment (11%), an online small business lender (10%), and a loan from a nonprofit small business lender (7%).
- **Seventeen percent of small businesses have obtained financing other than from PPP or EIDL**, with a plurality (44%) receiving financing from a bank or credit union, 30% from friends or family, 29% from a Small Business Administration loan, 28% from their retirement savings, 21% from grant programs, 20% from equity investment, 18% from an online lender, 13% from crowdfunding, and 13% from a nonprofit lender. Entrepreneurs of color were more likely to have obtained financing from family and friends (43% Latino, 40% Black, and 38% AAPI).
- **Forty-three percent say they will seek out additional capital sources for their business**, with entrepreneurs of color once again being more likely, with 56% of Black, 54% of AAPI, 52% of Latino and 58% of larger small businesses saying this.
- **65% of small businesses support extending Truth in Lending Act disclosure requirements to small business credit products.**
- **Of the 73% of small business owners who received the stimulus payment from the federal government, a majority (56%) used at least part of it to support their business.** This number is higher for entrepreneurs of color: 73% Black, 69% AAPI and 67% Latino small business owners.

Methodology

This poll reflects a national survey of 500 small business owners with up to 100 employees with oversamples of 300 Black, 300 Latino and 150 AAPI small business owners. The poll was an online survey conducted by Lake Research Partners for Small Business Majority between Nov. 10-23, 2020. The margin of error is +/-4.4%.

Survey topline

Unless otherwise noted, the topline below show the % of responses.

	Weighted N=	TOTAL 500	BLACK 30	LATINO 52	AAPI 45
1.Approximately how many people were on your company’s payroll a year ago, including yourself?					
1	26	27	25	26	
2 - 4	28	23	23	22	
5 - 9	16	9	16	14	
10 - 19	13	17	14	13	
20 - 49	9	14	15	17	
50 - 100	8	9	6	9	
2.What is your gender?					
Male	63	55	34	48	
Female	36	42	65	50	
Prefer to self-identify	1	3	1	2	
3.To make sure we have a representative sample, please choose one or more of these racial or ethnic groups that you identify with.					
White or Caucasian	73	0	0	0	
Black or African American	6	100	16	7	
Latino/Latina or Hispanic	10	27	100	9	
Asian American or Pacific Islander	9	10	8	100	
Native American	4	11	10	7	
Middle Eastern	1	5	4	4	
None of these/Other	2	1	0	1	
4.Now thinking about the COVID-19 pandemic, how has your business been affected overall by the pandemic?					
Negative effect – strong	28	27	29	28	
Negative effect – not so strong	32	25	28	36	
Not affected negatively or positively	25	19	22	21	
Positive effect – not so strong	6	16	8	12	
Positive effect – strong	8	13	11	4	
Not sure	1	1	1	0	

5. Thinking about the height of the pandemic and economic shutdown this year, would you say that your revenue during that period declined, stayed the same, or increased compared to the same time last year?

Declined	59	53	58	66
Stayed the same	29	24	26	25
Increased	11	22	14	9
Not sure	1	1	2	0

6. Now thinking about today, would you say that your revenue at this point in the year has declined, stayed the same, or increased compared to the same time last year?

Declined	52	46	51	52
Stayed the same	33	31	29	30
Increased	14	20	19	15
Not sure	1	3	1	3

7. Thinking about today, how much would you say that your revenue at this point in the year has declined compared to the same time last year? (Asked if revenue declined)

	Weighted N=	259	14	26	23
Declined by 10% or less	18	14	15	30	
Declined by 11-25%	30	33	22	25	
Declined by 26-50%	22	19	25	19	
Declined by 51-75%	16	12	15	10	
Declined by 76-90%	6	11	9	8	
Declined by more than 90%.....	7	9	10	3	
Not sure	1	1	3	4	

8. Thinking about today, at what capacity do you think your business is operating compared to the same time last year? (Operating capacity is the amount of business you can conduct under reasonable operating conditions.)

Increased by 50% or more	7	14	11	6
Increased by less than 50%	11	22	15	16
No change	38	18	26	23
Decreased by less than 50%	28	28	27	35
Decreased by 50% or more	14	16	17	15
Not sure	2	2	5	5

9. Before the pandemic, did you have a business banking relationship with a bank or credit union?

Yes	77	67	71	69
No	21	31	26	28
Not sure	2	2	2	2

10. Before the pandemic, had you ever obtained capital for your business from any of the below sources? Select all that apply

Loan or line of credit from a bank or credit union.....	26	20	22	34
Family and friends	20	36	26	29
Small Business Administration loan	19	22	23	29
Private equity investment	11	18	14	15
Online small business lender	10	15	11	16
Loan from a nonprofit small business lender, such as Community Development Financial Institution	7	14	9	19
Other	5	6	3	3
None	41	31	38	26

11. At any point since owning your business, have you ever experienced any of the following while trying to obtain capital for your business? Select all that apply.

Obtained less financing than I sought	19	31	26	36
Had a loan application denied	18	32	23	22
Obtained a high-interest loan I couldn't afford to pay back	4	12	7	7
None	68	45	56	54

12. Since the pandemic, has your business missed any loan or other debt payments?

Yes	19	28	24	30
No	79	71	73	68
Not sure	2	1	3	2

13. Are you currently behind on loans or other debt payments for your business?

Yes	18	29	26	28
No	80	69	71	71
Not sure	2	2	2	2

14. How much cash do you have on hand to cover business operating expenses, including the availability of loans or lines of credit?

Enough to cover for less than two weeks	15	22	17	15
Enough to cover two weeks to a month	16	23	18	20
Enough to cover up to two months	16	17	19	18
Enough to cover up to three months	16	9	13	14
Enough to cover more than three months	31	23	23	26
Not sure	6	6	11	6

15. As you may know, the Paycheck Protection Program is a new type of Small Business Administration loan created in 2020 to help businesses keep their workforce employed during the coronavirus crisis. Have you applied for a Paycheck Protection Program (PPP) loan this year?

Yes	30	34	33	50
No	67	64	63	47
Not sure	2	3	4	3

16. How difficult was the application process for the Paycheck Protection Program (PPP) loan? (Asked of those who applied for PPP loan)

	Weighted N=	152	10	17	22
Very difficult	22	18	19	15	
Somewhat difficult	35	33	43	36	
Not too difficult	29	35	21	39	
Not difficult at all	14	14	15	10	
Not sure	0	1	2	0	
Difficult	57	51	62	51	
Not difficult.....	43	49	36	49	

17. Have you received a Paycheck Protection Program (PPP) loan? (Asked of those who applied for PPP loan)

Yes	76	65	58	80
No	22	34	41	20
Not sure	2	1	1	0

18. Of the amount you requested for your Paycheck Protection Program (PPP) loan, what percentage did you receive? (Asked of those who received PPP loan)

	Weighted N=	116	7	10	18
100%	33	23	27	23	
75-99%	26	26	24	34	
50-74%	28	42	41	31	
25-49%.....	7	6	7	6	
1-24%	2	0	1	2	
Not sure	3	3	1	3	

19. As you may know, Paycheck Protection Program (PPP) loans can be forgiven for certain businesses. Have you applied for this loan to be forgiven? (Asked of those who received PPP loan)

	Weighted N=	116	7	10	18
Yes	68	75	60	75	
No	32	25	40	25	
Not sure	1	0	0	0	

20. Have you received approval for your Paycheck Protection Program (PPP) loan to be forgiven? (Asked of those who applied for PPP loan forgiveness)

	Weighted N=	78	5	6	13
Yes	74	88	84	64	
No	21	7	9	24	
Not sure	5	4	7	12	

21. Which of the following reasons best describes why you have not applied for your Paycheck Protection Program (PPP) loan to be forgiven? Select all that apply. (Asked of those who did not apply for PPP loan forgiveness)

	Weighted N=	37	2	4	4
I am still using the PPP funds	45	21	43	37	
I expect Congress to pass automatic forgiveness for my loan	27	25	13	17	
My bank is not accepting forgiveness applications.....	27	18	33	5	
I am confused about the process.....	23	41	38	62	
Other	4	9	0	0	
Not sure	3	5	8	0	

22. Which of the following are reasons you did not apply for the loan? Select all that apply. (Asked of those who did not apply for PPP loan)

	Weighted N=	336	19	33	21
I didn't need the funds	44	37	34	46	
I was concerned about taking on debt	31	30	30	25	
I thought or was told my business was ineligible	25	25	22	21	
I was concerned the loan wouldn't be forgiven	21	14	12	19	
I could not find a bank to accept my application.....	5	9	6	12	
Other	5	5	7	6	
Not sure	4	7	11	5	

23. As you may know, the Economic Injury Disaster Loan (EIDL) provides relief to small businesses and non-profit organizations that are currently experiencing a temporary loss of revenue.

Have you applied for the Economic Injury Disaster Loan (EIDL) this year?

Yes	21	37	27	35
No	75	58	67	61
Not sure	4	4	6	3

24. Did you receive an Economic Injury Disaster Loan (EIDL)? (Asked of those who applied for EIDL)

	Weighted N=	105	11	14	16
Yes	70	49	49	73	
No	26	50	48	27	
Not sure	4	0	3	0	

25. Did you receive the Economic Injury Disaster Loan (EIDL) advance (up to \$10,000)? (Asked of those who applied for EIDL)

Yes	70	57	53	82
No	28	41	44	18
Not sure	2	2	3	1

26. Have you obtained financing other than from the Paycheck Protection Program (PPP) or the Economic Injury Disaster Loan (EIDL) during the pandemic and economic downturn?

Yes	17	25	19	33
No	81	72	77	64
Not sure	3	2	5	3

27. From which sources did you obtain financing? Check all that apply. (Asked of those who obtained other financing)

	Weighted N=	83	8	10	15
Bank or credit union	44	37	47	49	
Family and friends	30	40	43	38	
Small Business Administration loan (not PPP or EIDL)	29	26	26	52	
My own retirement savings	28	36	27	29	
Grant programs	21	30	25	6	
Equity investment	20	25	26	21	
Online lender	18	24	25	23	
Crowdfunding	13	20	18	10	
Non-profit lender	13	24	21	19	
Other	6	3	2	4	
None	1	0	1	2	

28. Did you receive an economic stimulus payment from the federal government that was sent to every U.S. household near the beginning of the pandemic?

Yes	73	71	68	71
No	25	26	29	29
Not sure	2	3	3	0

29. Did you use any part of the stimulus payment to support your business? (Asked of those who received stimulus)

	Weighted N=	367	22	35	32
Yes	56	73	67	69	
No	42	26	32	30	
Not sure	1	0	2	1	

30. Thinking about the coming year and funding needs for your business, indicate whether you strongly agree, somewhat agree, somewhat disagree, or strongly disagree with the following statements.

a. I will need no-cost grants or zero or low-interest loans to keep my business open					
Strongly agree	19	27	24	25	
Somewhat agree	22	30	28	27	
Somewhat disagree	17	19	17	18	
Strongly disagree	30	16	18	24	
Not sure	12	7	12	7	
Agree	40	58	53	51	
Disagree	47	35	35	41	

b. I will be seeking additional capital sources for my business

Strongly agree	16	28	25	23
Somewhat agree	27	28	27	31
Somewhat disagree	18	19	16	19
Strongly disagree	26	14	16	18
Not sure	13	11	16	9
Agree	43	56	52	54
Disagree	44	33	32	37

c. I don't anticipate seeking additional outside capital sources for my business next year

Strongly agree	31	26	26	28
Somewhat agree	27	31	25	30
Somewhat disagree	18	19	20	18
Strongly disagree	12	14	13	11
Not sure	12	10	15	12
Agree	58	57	52	58
Disagree	30	33	33	29

31. Thinking about where you might turn for additional outside capital for your business next year, please indicate what source(s) you are likely to turn to. Select all that apply.
(Asked of those who might seek additional capital assistance)

	Weighted N=	343	22	38	32
Loan or line of credit from a bank or credit union.....	36	33	26	46	
Family and friends	30	42	34	31	
Small Business Administration loan	25	36	32	40	
Online small business lender	19	28	18	19	
Loan from a nonprofit small business lender, such as a Community Development Financial Institution	17	19	20	25	
Private equity investment	13	20	18	15	
Other	8	6	10	3	
Not sure	22	14	21	17	

32. Now you will see some ideas that could increase the availability of capital for businesses like yours. For each, indicate whether you strongly support, somewhat support, somewhat oppose, or strongly oppose the idea.

a. Increasing the availability of “patient” capital, where a loan may have low repayment rates in the beginning, increasing over time

Strongly support	22	25	25	24
Somewhat support	37	34	27	35
Somewhat oppose	15	17	17	17
Strongly oppose	9	13	12	11
Not sure	17	11	19	12
Support	60	59	52	59
Oppose	24	29	29	28

b. Allowing online financial technology companies to participate in more government-loan programs, such as the Small Business Administration loan guarantee program. Doing so could allow funds to be disbursed more quickly, but interest rates could be higher than most banks.

Strongly support	22	28	26	21
Somewhat support	33	33	32	36
Somewhat oppose	19	19	18	22
Strongly oppose	9	10	10	8
Not sure	17	10	14	13
Support	55	61	58	57
Oppose	28	29	28	30

c. Increasing funding to nonprofit small business lenders, such as Community Financial Development Institutions, to allow them to make more loans to businesses that may not qualify for loans from traditional lenders

Strongly support	35	40	40	29
Somewhat support	37	35	31	38
Somewhat oppose	8	10	7	12
Strongly oppose	4	5	6	5
Not sure	16	10	16	16
Support	71	75	71	67
Oppose	12	15	13	17

33. You are going to see some ideas about what Congress and state lawmakers can do to help small businesses like yours survive and grow. For each of the following indicate if you support or oppose that idea on a scale of 0 to 10 where 0 means you strongly oppose and 10 means you strongly support.

Sorted by 10, Strongly Support

Providing direct grant assistance to small businesses	36	47	47	26
Automatically forgiving Paycheck Protection Program (PPP) loans under \$150,000	32	45	41	29
Providing another round of Paycheck Protection Program loans.....	32	38	35	29
Provide partial wage replacement for small business employees and the self-employed.....	30	44	42	22
Converting Economic Injury Disaster Loan (EIDL) loans under \$150,000 to grants	27	40	37	20
Freeze or cap unemployment insurance taxes.....	24	30	28	24
Reimburse businesses immediately for providing sick leave and family leave, instead of offering a tax break	23	34	37	22
Enact a rent and/or mortgage moratorium for small businesses	23	34	31	26
Significantly expand small business technical assistance programs	22	36	34	17
Extend Truth in Lending Act disclosure requirements to small business credit products	22	31	32	19

a. Providing direct grant assistance to small businesses

Mean	8.0	8.1	8.3	7.8
10 – Strongly support	36	47	47	26
8 - 9	25	20	20	36
6 - 7	17	15	15	24
5 - Neutral.....	8	4	5	4
1 - 4	4	7	4	6
0 – Strongly oppose	2	2	2	1
Not sure	7	3	7	2
6 – 10 - Support	78	83	82	86
5, NS - Neutral	16	7	13	7
0 – 4 – Oppose	6	10	6	7

b. Automatically forgiving Paycheck Protection Program (PPP) loans under \$150,000

Mean	7.4	8.1	8.1	7.6
10 – Strongly support	32	45	41	29
8 - 9	22	21	20	28
6 - 7	15	15	16	18
5 - Neutral.....	7	6	6	12
1 - 4	8	7	3	7
0 – Strongly oppose	5	2	4	2
Not sure	11	3	10	4
6 – 10 - Support	69	81	78	75
5, NS - Neutral	18	9	15	15
0 – 4 – Oppose	13	9	7	10

c. Converting Economic Injury Disaster Loan (EIDL) loans under \$150,000 to grants

Mean	7.4	7.7	7.9	7.6
10 – Strongly support	27	40	37	20
8 - 9	25	20	23	40
6 - 7	15	15	14	18
5 - Neutral.....	7	6	6	5
1 - 4	8	12	6	9
0 – Strongly oppose	4	2	3	1
Not sure	15	5	11	7
6 – 10 - Support	66	75	74	78
5, NS - Neutral	22	11	17	12
0 – 4 – Oppose	12	14	9	10

d. Providing another round of Paycheck Protection Program (PPP) loans

Mean	7.6	7.7	8.0	7.7
10 – Strongly support	32	38	35	29
8 - 9	23	22	28	27
6 - 7	16	15	10	23
5 - Neutral.....	10	8	10	11
1 - 4	6	9	5	5
0 – Strongly oppose	3	3	2	1
Not sure	11	5	9	4
6 – 10 - Support	70	75	73	79
5, NS - Neutral	21	14	19	15
0 – 4 – Oppose	9	12	8	6

e. Extend Truth in Lending Act disclosure requirements to small business credit products

Mean	7.5	7.6	7.8	7.4
10 – Strongly support	22	31	32	19
8 - 9	23	23	24	32
6 - 7	20	17	13	18
5 - Neutral.....	10	6	8	9
1 - 4	5	9	7	8
0 – Strongly oppose	2	2	2	1
Not sure	18	11	14	13
6 – 10 - Support	66	71	69	68
5, NS - Neutral	27	18	22	22
0 – 4 – Oppose	7	11	9	9

f. Significantly expand small business technical assistance programs

Mean	7.4	7.9	8.0	7.4
10 – Strongly support	22	36	34	17
8 - 9	28	27	26	36
6 - 7	19	18	18	28
5 - Neutral.....	11	6	8	6
1 - 4	6	5	3	7
0 – Strongly oppose	2	3	2	2
Not sure	12	5	10	4
6 – 10 - Support	68	82	77	81
5, NS - Neutral	23	10	18	11
0 – 4 – Oppose	9	8	5	8

g. Enact a rent and/or mortgage moratorium for small businesses

Mean	7.0	7.6	7.6	7.6
10 – Strongly support	23	34	31	26
8 - 9	23	24	23	32
6 - 7	17	17	18	20
5 – Neutral.....	9	8	9	9
1 - 4	9	7	7	8
0 – Strongly oppose	6	4	4	1
Not sure	13	6	8	5
6 – 10 - Support	63	75	72	78
5, NS - Neutral	22	14	17	14
0 – 4 – Oppose	15	10	10	9

h. Freeze or cap unemployment insurance taxes

Mean	7.3	7.5	7.4	7.5
10 – Strongly support	24	30	28	24
8 - 9	24	23	22	33
6 - 7	18	16	18	20
5 – Neutral.....	9	11	7	5
1 - 4	8	7	7	9
0 – Strongly oppose	4	3	5	2
Not sure	13	10	15	7
6 – 10 - Support	67	69	67	76
5, NS - Neutral	21	20	22	12
0 – 4 – Oppose	12	10	11	12

i. Reimburse businesses immediately for providing sick leave and family leave, instead of offering a tax break

Mean	7.2	7.7	7.9	7.5
10 – Strongly support	23	34	37	22
8 - 9	24	25	21	31
6 - 7	17	17	18	23
5 – Neutral.....	9	7	6	9
1 - 4	8	9	5	7
0 – Strongly oppose	5	2	3	1
Not sure	13	6	10	7
6 – 10 - Support	65	76	76	76
5, NS - Neutral	23	13	17	15
0 – 4 – Oppose	12	11	8	8

j. Provide partial wage replacement for small business employees and the self-employed

Mean	7.7	8.1	8.2	7.6
10 – Strongly support	30	44	42	22
8 - 9	29	25	24	38
6 - 7	16	13	14	19
5 – Neutral.....	9	5	6	11
1 - 4	6	7	5	6
0 – Strongly oppose	2	2	1	1
Not sure	9	4	8	4
6 – 10 - Support	74	82	80	78
5, NS - Neutral	18	8	14	15
0 – 4 – Oppose	8	9	6	7

The remaining questions are for statistical purposes only.

34. Just to make sure we have a representative sample, could you please identify which of the following descriptions best fit your company? Select all that apply.

Minority-Owned Business	29	74	64	64
Woman-Owned Business	34	40	59	45
Veteran-Owned Business	14	16	9	19
None of the above	35	4	6	5

35. Would you best describe the area in which you do business as urban, suburban, or rural?

Urban	30	47	39	41
Suburban	48	41	46	50
Rural	21	11	12	7
Not sure	1	2	4	2

36. Generally speaking, do you think of yourself as a Republican, a Democrat, an Independent, or something else?

Strong Democrat	21	34	22	32
Not-so-strong Democrat	9	18	16	17
Independent - lean Democrat	7	12	8	10
Democrat	37	64	46	59
Independent	12	10	10	7
Republican	44	17	34	22
Independent - lean Republican	10	4	8	3
Not-so-strong Republican	12	4	9	6
Strong Republican	22	10	17	13
Other.....	2	1	1	2
Not sure	2	4	2	7
Prefer not to answer	3	4	6	3