



## Scientific Opinion Poll

California small businesses struggling to access capital, need more help to ensure financial recovery

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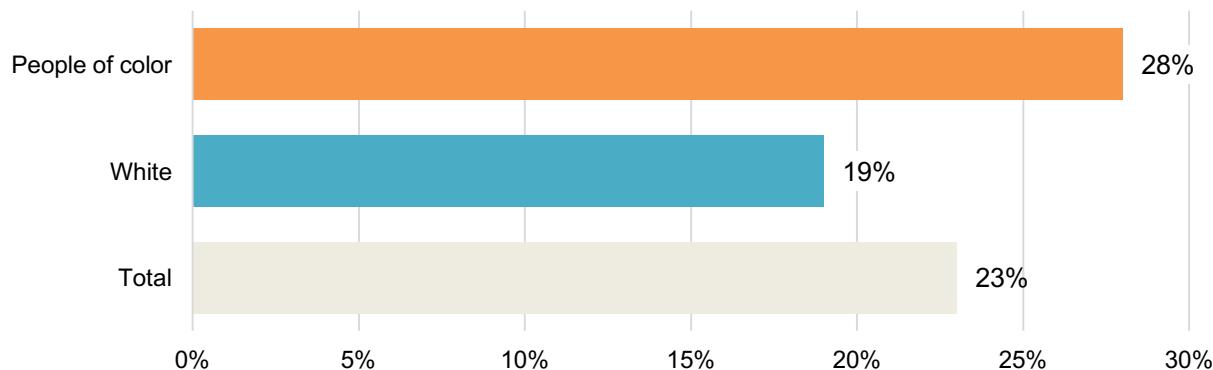
## Executive Summary

Nearly a year into the COVID-19 pandemic that has strained California's economy and public health system, small businesses across the state continue to experience significant financial setbacks. A new survey of California small business owners reveals that their struggles are being exacerbated by challenges accessing capital, and they strongly support policy solutions that would deliver the financial relief they need to survive this year-long crisis.

The poll was conducted by **Lake Research Partners for Small Business Majority and surveyed 418 small business owners in California** (nearly evenly split between white entrepreneurs and business owners of color). The survey highlights the extent to which the COVID-19 crisis has pushed small businesses to the brink, and many do not have the access to capital they need to survive the pandemic. Sixty-four percent have been negatively affected, and 56% 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, **nearly 1 in 4 (23%) small businesses in California did not have a business banking relationship with a bank or credit union.** This number rises to 28% for small business owners of color, compared to 19% of white business owners.

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



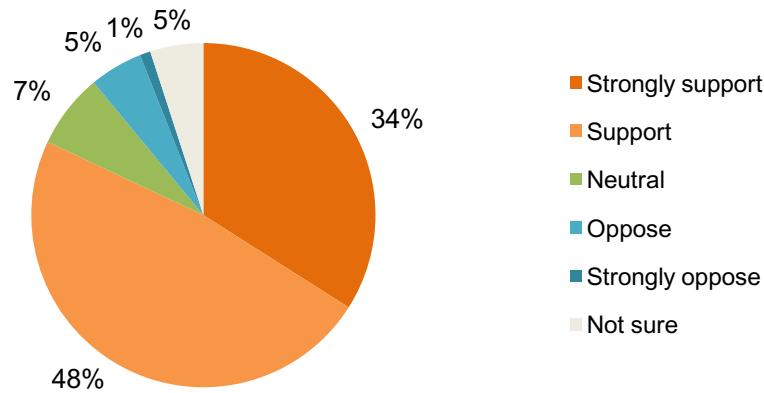
Overall, more than 4 in 10 small business owners had not obtained any capital like loans or lines of credit from any lending institution, or even from friends or family. And when seeking out capital, **small business owners of color have encountered more setbacks than their white counterparts.** While 1 in 4 (25%) small business owners overall have obtained less financing than they sought, this number is much higher among entrepreneurs of color (32%) compared to white business owners (18%). Similarly, while 25% overall have been denied a loan, 32% of business owners of color have been denied (compared to 17% of whites).

Looking at the economic downturn caused by the pandemic, less than half of California small business owners (46%) have applied for the Paycheck Protection Program (PPP). Of those who received a PPP loan, only 17% received the full amount requested, and once again, **the number was lower for entrepreneurs of color—14% versus 25% of white business owners.**

Even fewer small business owners have applied for the Economic Injury Disaster Loan (EIDL) program, but more small business owners of color have applied: 33% overall compared to 45% of business owners of color.

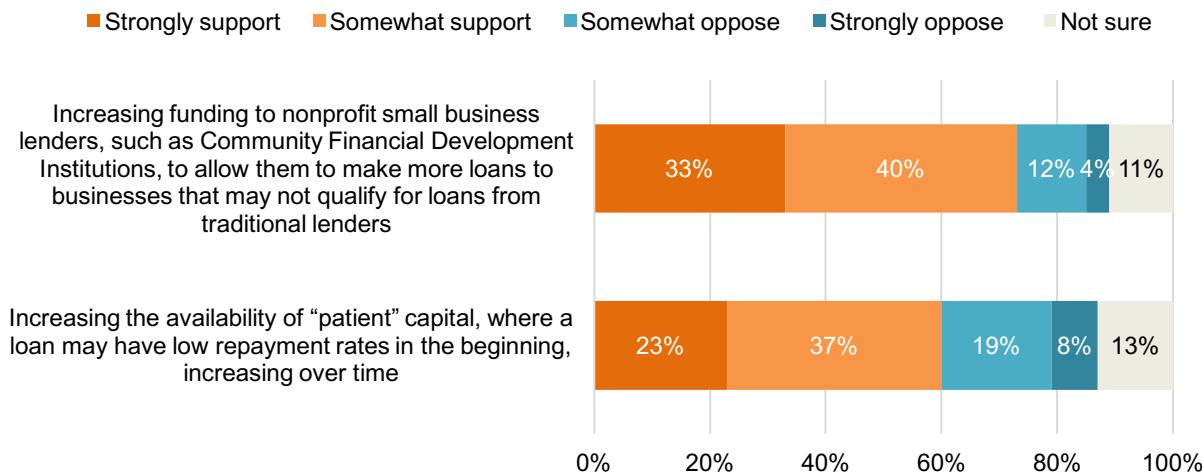
Four in 10 small business owners report they will need no-cost grants or zero interest loans this year to keep their business open, and nearly half of entrepreneurs of color report this (48%). It should come as no surprise then that most small businesses (82%) support providing direct grant assistance.

**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** to allow them to make more loans to businesses that may not qualify for financing from traditional lenders.

**Figure 3: Entrepreneurs identify additional policy solutions to help small business**



As this survey reveals, small business owners in California, 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. Providing additional grant assistance, a policy supported by most small businesses, can help address this issue and sustain small businesses through the ongoing crisis. As the state legislature considers additional relief in the California budget, it's vital that they take these issues into account.

## **Additional key poll findings**

- **Many small businesses are behind on loan or other debt payments**, with 28% saying they have missed a loan or other debt payment during the pandemic, and 25% are currently behind on business loans or other debt payments. Entrepreneurs of color are more likely to be struggling, with 37% having missed their payments and 32% are behind on payments.
- **Small business owners struggled with federal loan programs intended to help them weather the crisis.** Nearly 2 in 3 (64%) who applied for PPP last year found it challenging to apply. Those who didn't apply largely attributed their reasons to thinking or being told they were ineligible (28%), fear over taking on debt (27%), concern that the loan wouldn't be forgiven (11%) and inability to find a bank to accept their application (6%).
- **Small business owners of color are more likely to have sought out capital**, and they have a higher rate of accessing capital from sources outside of traditional banks, like a Small Business Administration loan (29% compared to 8% of whites), nonprofit lenders (26% business owners of color/7% of whites), friends and family (26% business owners of color/20% whites), or an online small business lender (17% business owners of color/9% of whites).
- **Entrepreneurs of color were three times as likely (9%) as white business owners overall (3%) to have obtained a high interest loan that they could not pay back.**
- Twenty-seven percent of small businesses overall and **39% of business owners of color have obtained financing other than from PPP or EIDL**. Entrepreneurs of color were more likely to have obtained financing from their own retirement savings (33%), a grant program (26%), an online lender (21%), or a nonprofit lender (19%).
- **More than 6 in 10 entrepreneurs of color (62%) anticipate seeking additional capital for their business, compared to 37% of white business owners.**
- Of the 71% of small business owners who received a stimulus payment from the federal government last year, **a majority (58%) used at least part of it to support their business**. This number is higher for entrepreneurs of color with 65% investing at least part of their stimulus payment back into their business.

## **Methodology**

This poll reflects a statewide survey of 418 small business owners in California. 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 toplines

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

	Total	White	People of color
Weighted N=	418	208	210
<b>1. In which region is your business located?</b>			
LA County.....	29	29	28
Orange .....	6	7	5
Inland Empire .....	8	11	5
San Diego.....	9	9	9
Central Coast .....	4	4	4
Fresno.....	7	8	7
Sacramento.....	14	10	17
Bay Area .....	20	20	19
North .....	3	1	6
<b>2. Approximately how many people are on your company's payroll, including yourself?</b> Do <u>not</u> include contractors. If you own more than one business, answer for the largest business you own.			
1.....	25	35	15
2 - 4.....	27	25	28
5 - 9 .....	10	12	8
10 - 19 .....	9	10	9
20 - 49 .....	20	10	30
50 - 100.....	9	8	10
<b>3. Approximately how many people were on your company's payroll a year ago, including yourself?</b> Do <u>not</u> include contractors.			
1.....	26	37	16
2 - 4.....	25	24	27
5 - 9 .....	11	9	13
10 - 19 .....	14	11	16
20 - 49 .....	13	9	17
50 - 100.....	10	10	11
<b>4. What is your age?</b>			
18 - 29.....	9	6	12
30 - 39.....	25	18	31
40 - 49 .....	25	18	33
50 - 64.....	30	40	21
65 & older .....	11	18	3
<b>5. What is your gender?</b>			
Male.....	59	55	62
Female .....	41	45	36
Prefer to self-identify .....	1	0	1

**6. Just to make sure we have a representative sample, please choose one or more of these racial or ethnic groups that you identify with. Select all that apply.**

White or Caucasian .....	50	100	0
Black or African American .....	18	0	36
Latino/Latina or Hispanic .....	16	0	32
Asian American or Pacific Islander .....	18	0	37
Native American.....	4	0	9
Middle Eastern .....	2	0	4
None of these/Other .....	1	0	2

**7. Again, thinking about the largest business you own, which of the following categories best describes your industry?**

Financial Services.....	7	5	9
Information Technology .....	5	8	2
Mining and Logging .....	0	0	1
Manufacturing.....	7	4	10
Wholesale Trade, Utilities, Transport and Warehousing.....	5	5	5
Professional, Scientific and Technical Services.....	16	24	8
Health and Educational Services .....	5	5	6
Leisure and Hospitality.....	5	4	6
Construction.....	5	5	5
Retail .....	21	17	24
Agriculture/Farm .....	1	1	2
Food & Beverage .....	9	4	13
Art and Entertainment.....	4	7	0
Real estate and property management.....	3	5	1
Landscaping and groundskeeping .....	2	1	3
Other personal services.....	2	4	0
Other/Not sure.....	2	1	2

**8. How long has your business been in operation?**

0 – 2 years .....	11	9	12
3 – 5 years .....	26	22	31
6 – 10 years .....	30	25	34
– 20 years .....	18	23	13
21 years or more .....	15	21	10

**9. How has your business been affected overall by the COVID-19 pandemic?**

Negative effect – strong .....	30	34	27
Negative effect – not so strong .....	33	36	31
Not affected negatively or positively.....	20	21	20
Positive effect – not so strong.....	10	5	15
Positive effect – strong.....	5	3	6
Not sure .....	1	1	1
 Negative effect.....	 64	 70	 58
Positive effect .....	15	8	21

**10. What was your company's approximate yearly revenue BEFORE the pandemic and economic downturn? Just a rough estimate is ok.**

\$25k or less .....	14	16	12
\$25 – 50k .....	9	14	5
\$50 – 100k .....	10	11	9
\$100k - \$1 million .....	29	33	26
More than \$1 million.....	28	17	39
Prefer not to answer .....	9	9	9

**11. 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.....	60	64	56
Stayed the same.....	27	28	26
Increased .....	12	7	17
Not sure .....	1	1	1

**12. Thinking about the height of the pandemic and economic shutdown this year, how much would you say that your revenue during that period declined compared to the same time last year? (Asked of those who had revenue decline)**

	Weighted N=	251	132	118
Declined by 10% or less.....	15	16	15	
Declined by 11-25% .....	28	25	33	
Declined by 26-50% .....	20	19	20	
Declined by 51-75% .....	20	19	21	
Declined by 76-90% .....	8	10	6	
Declined by more than 90%.....	7	9	4	
Not sure .....	2	2	1	

**13. Thinking about the height of the pandemic and economic shutdown this year, how much would you say that your revenue grew during that period compared to the same time last year? (Asked of those who had revenue increase)**

	Weighted N=	49	14	35
Increased by 10% or less .....	16	13	17	
Increased by 11-25% .....	20	13	22	
Increased by 26-50%.....	41	41	41	
Increased by 51-75%.....	12	13	12	
Increased by 76-90%.....	7	14	4	
Increased by more than 90% .....	2	6	0	
Not sure .....	3	0	4	

**14. 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.....	56	60	52
Stayed the same.....	29	30	29
Increased .....	14	9	19
Not sure .....	1	1	1

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

Yes .....	74	79	70
No .....	23	19	28
Not sure .....	2	2	3

**16. 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 .....	27	18	36
Family and friends .....	23	20	26
Small Business Administration loan .....	19	8	29
Loan from a nonprofit small business lender, such as Community Development Financial Institution .....	17	7	26
Private equity investment .....	17	16	18
Online small business lender .....	13	9	17
Other.....	3	2	4
None .....	41	54	29

**17. 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 .....	25	18	32
Had a loan application denied .....	25	17	32
Obtained a high-interest loan I couldn't afford to pay back .....	6	3	9
None .....	58	68	48

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

Yes .....	28	19	37
No .....	70	79	61
Not sure .....	2	2	2

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

Yes .....	25	17	32
No .....	74	82	67
Not sure .....	1	1	1

**20. 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.....	13	11	14
Enough to cover two weeks to a month .....	21	20	21
Enough to cover up to two months .....	14	8	19
Enough to cover up to three months .....	14	14	15
Enough to cover more than three months.....	34	43	26
Not sure .....	5	5	5

**21. 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 .....	46	33	58
No .....	52	65	40
Not sure .....	2	2	2

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

	Weighted N=	191	69	122
Very difficult .....		19	20	19
Somewhat difficult .....		44	40	47
Not too difficult .....		27	32	25
Not difficult at all .....		9	8	10
Not sure .....		0	0	0
Difficult.....		64	60	66
Not difficult .....		36	40	34

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

	Weighted N=	191	69	122
Yes .....		69	60	73
No .....		31	38	27
Not sure .....		1	2	0

**24. 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=	131	42	89
100% .....		17	25	14
75-99% .....		26	24	28
50-74% .....		34	28	37
25-49%.....		14	13	15
1-24%.....		4	5	3
Not sure .....		4	5	4

**25. 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)

Yes .....	70	49	79
No .....	29	49	20
Not sure .....	1	2	1

**26. 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=	91	21	71
Yes .....		66	83	61
No .....		30	14	34
Not sure .....		5	3	5

- 27. 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=	38	21	18
I am still using the PPP funds .....	39	51	26	
My bank is not accepting forgiveness applications .....	34	36	31	
I am confused about the process .....	30	19	43	
I expect Congress to pass automatic forgiveness for my loan.....	27	33	20	
Other.....	5	0	10	
Not sure .....	0	0	0	

- 28. 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=	219	135	84
I didn't need the funds .....	50	51	49	
I thought or was told my business was ineligible .....	28	30	25	
I was concerned about taking on debt .....	27	26	29	
I was concerned the loan wouldn't be forgiven .....	11	12	8	
I could not find a bank to accept my application .....	6	3	10	
Other.....	4	4	5	
Not sure .....	4	3	5	

- 29. 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 .....	33	21	45
No .....	64	77	52
Not sure .....	3	2	3

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

	Weighted N=	138	43	95
Yes .....	66	67	65	
No .....	34	33	35	
Not sure .....	0	0	1	

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

	Weighted N=	138	43	95
Yes .....	73	68	76	
No .....	27	32	24	
Not sure .....	0	0	0	

- 32. 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 .....	27	14	39
No .....	71	84	59
Not sure .....	2	2	2

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

	Weighted N=	111	29	82
Bank or credit union .....	41	43	41	
Small Business Administration loan (not PPP or EIDL) .....	32	30	32	
Family and friends .....	30	31	29	
My own retirement savings.....	29	18	33	
Equity investment .....	29	39	26	
Grant programs.....	24	17	26	
Online lender.....	19	14	21	
Non-profit lender .....	14	0	19	
Crowdfunding.....	12	10	13	
Other.....	4	3	5	
None .....	1	0	1	

- 34. 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 .....	71	67	74
No .....	28	31	24
Not sure .....	2	2	2

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

	Weighted N=	295	140	156
Yes .....	58	51	65	
No .....	41	48	34	
Not sure .....	1	1	1	

- 36. 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.**

**I will need no-cost grants or zero or low-interest loans to keep my business open**

Strongly agree.....	20	17	23
Somewhat agree .....	22	17	26
Somewhat disagree .....	24	22	25
Strongly disagree .....	25	28	22
Not sure .....	10	15	4
Agree.....	41	34	48
Disagree.....	49	51	47

**I will be seeking additional capital sources for my business**

Strongly agree.....	22	16	28
Somewhat agree .....	27	21	34
Somewhat disagree .....	20	21	18
Strongly disagree .....	22	27	17
Not sure .....	9	14	3
Agree.....	49	37	62
Disagree.....	42	48	35

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

Strongly agree.....	27	28	26
Somewhat agree .....	32	31	32
Somewhat disagree .....	18	15	20
Strongly disagree .....	14	13	14
Not sure .....	10	12	7
Agree.....	59	59	58
Disagree.....	32	29	35

- 37. 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 sources)

	Weighted N=	305	149	156
Loan or line of credit from a bank or credit union .....	39	36	42	
Family and friends .....	35	38	32	
Small Business Administration loan .....	34	23	45	
Loan from a nonprofit small business lender, such as a Community Development Financial Institution .....	24	13	34	
Private equity investment .....	23	20	25	
Online small business lender .....	21	17	25	
Other.....	8	10	7	
Not sure .....	12	15	8	

- 38. 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.**

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

Strongly support.....	23	22	24
Somewhat support .....	37	40	33
Somewhat oppose .....	19	16	21
Strongly oppose .....	8	6	10
Not sure .....	13	15	11
Support.....	60	62	57
Oppose.....	27	22	32

**Allowing online financial technology companies to participate in more government-loan programs, such as the SBA 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	23	22
Somewhat support .....	36	35	38
Somewhat oppose .....	20	19	21
Strongly oppose .....	8	7	10
Not sure .....	13	17	10
Support.....	59	58	60
Oppose.....	28	25	31

**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.....	33	33	33
Somewhat support .....	40	43	37
Somewhat oppose .....	12	8	16
Strongly oppose .....	4	4	5
Not sure .....	11	13	9
Support.....	73	75	70
Oppose.....	16	12	21

- 39. Now 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 please 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. If you're not sure how you feel about a particular item please mark that option.**

**Sorted by 10, Strongly Support**

Providing another round of Paycheck Protection Program (PPP) loans.....	35	41	29
Providing direct grant assistance to small businesses .....	34	39	29
Provide partial wage replacement for small business employees and the self-employed.....	33	41	26
Automatically forgiving Paycheck Protection Program (PPP) loans under \$150,000 .....	33	37	28
Converting Economic Injury Disaster Loan (EIDL) loans under \$150,000 to grants.....	30	35	25
Enact a rent and/or mortgage moratorium for small businesses .....	27	31	22
Freeze or cap unemployment insurance taxes .....	25	27	23
Significantly expand small business technical assistance programs .....	25	29	21
Extend Truth in Lending Act disclosure requirements to small business credit products .....	25	30	19
Reimburse businesses immediately for providing sick leave and family leave, instead of offering a tax break .....	23	26	20

**Providing direct grant assistance to small businesses**

Mean.....	8.1	8.2	7.9
10 – Strongly support.....	34	39	29
8 - 9.....	30	28	32
6 - 7 .....	18	15	20
5 - Neutral.....	7	7	8
1 - 4 .....	5	5	5
0 – Strongly oppose .....	1	1	1
Not sure .....	5	5	5
6 – 10 - Support.....	82	82	82
5, NS - Neutral.....	12	12	13
0 – 4 – Oppose .....	6	6	6

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

Mean.....	7.7	7.5	7.8
10 – Strongly support.....	33	37	28
8 - 9.....	24	18	30
6 - 7.....	17	14	20
5 - Neutral.....	10	11	10
1 - 4 .....	7	8	5
0 – Strongly oppose .....	2	3	1
Not sure .....	7	8	7
6 – 10 - Support.....	74	70	78
5, NS - Neutral.....	18	19	16
0 – 4 – Oppose .....	9	12	6

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

Mean.....	7.6	7.7	7.5
10 – Strongly support.....	30	35	25
8 - 9.....	22	15	28
6 - 7.....	19	16	22
5 - Neutral.....	8	8	8
1 - 4 .....	9	8	10
0 – Strongly oppose .....	1	1	1
Not sure .....	11	15	6
6 – 10 - Support.....	71	67	75
5, NS - Neutral.....	19	23	14
0 – 4 – Oppose .....	10	9	10

**Providing another round of Paycheck Protection Program (PPP) loans**

Mean.....	7.9	8.1	7.7
10 – Strongly support.....	35	41	29
8 - 9.....	27	23	31
6 - 7.....	15	14	15
5 - Neutral.....	9	8	11
1 - 4 .....	6	5	8
0 – Strongly oppose .....	1	1	1
Not sure .....	7	8	6
6 – 10 - Support.....	76	78	75
5, NS - Neutral.....	16	15	17
0 – 4 – Oppose .....	8	7	9

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

Mean.....	7.6	7.7	7.6
10 – Strongly support.....	25	30	19
8 - 9.....	27	19	35
6 - 7 .....	18	15	20
5 - Neutral.....	8	9	7
1 - 4 .....	8	9	7
0 – Strongly oppose .....	1	0	1
Not sure .....	14	17	10
6 – 10 - Support.....	70	65	74
5, NS - Neutral.....	22	26	17
0 – 4 – Oppose .....	9	9	8

**Significantly expand small business technical assistance programs**

Mean.....	7.6	7.8	7.4
10 – Strongly support.....	25	29	21
8 - 9.....	28	28	29
6 - 7 .....	21	18	25
5 - Neutral.....	10	11	10
1 - 4 .....	7	5	9
0 – Strongly oppose .....	1	0	1
Not sure .....	7	8	6
6 – 10 - Support.....	75	76	74
5, NS - Neutral.....	18	19	16
0 – 4 – Oppose .....	7	5	10

**Enact a rent and/or mortgage moratorium for small businesses**

Mean.....	7.4	7.4	7.4
10 – Strongly support.....	27	31	22
8 - 9.....	28	23	32
6 - 7 .....	17	14	20
5 - Neutral.....	11	12	9
1 - 4 .....	9	9	9
0 – Strongly oppose .....	2	3	2
Not sure .....	7	8	6
6 – 10 - Support.....	71	68	74
5, NS - Neutral.....	18	21	15
0 – 4 – Oppose .....	11	11	11

**Freeze or cap unemployment insurance taxes**

Mean.....	7.3	7.4	7.2
10 – Strongly support.....	25	27	23
8 - 9.....	24	21	26
6 - 7.....	19	18	20
5 - Neutral.....	10	10	9
1 - 4 .....	9	7	10
0 – Strongly oppose .....	3	3	3
Not sure .....	10	12	9
6 – 10 - Support.....	68	67	69
5, NS - Neutral.....	20	23	17
0 – 4 – Oppose .....	12	10	14

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

Mean.....	7.4	7.3	7.5
10 – Strongly support.....	23	26	20
8 - 9.....	27	21	33
6 - 7.....	20	20	21
5 - Neutral.....	7	8	5
1 - 4 .....	10	9	11
0 – Strongly oppose .....	1	2	1
Not sure .....	12	15	9
6 – 10 - Support.....	70	66	74
5, NS - Neutral.....	18	22	14
0 – 4 – Oppose .....	11	11	11

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

Mean.....	8.0	8.2	7.8
10 – Strongly support.....	33	41	26
8 - 9.....	27	21	32
6 - 7.....	21	18	23
5 - Neutral.....	7	7	7
1 - 4 .....	6	5	7
0 – Strongly oppose .....	0	0	0
Not sure .....	6	8	4
6 – 10 - Support.....	81	80	82
5, NS - Neutral.....	13	15	11
0 – 4 – Oppose .....	6	5	7

**The remaining questions are for statistical purposes only.**

- 40. 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 .....	37	14	61
Woman-Owned Business.....	48	51	45
Veteran-Owned Business.....	11	8	15
None of the above.....	20	32	8

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

Urban.....	39	37	41
Suburban .....	51	52	50
Rural.....	9	11	8
Not sure .....	1	1	2

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

Strong Democrat .....	30	28	32
Not-so-strong Democrat .....	15	16	14
Independent - lean Democrat .....	8	10	6
Democrat .....	52	53	51
Independent .....	6	8	3
Republican.....	33	35	31
Independent - lean Republican .....	6	6	5
Not-so-strong Republican.....	9	12	6
Strong Republican.....	18	16	19
Other.....	2	1	3
Not sure .....	5	2	9
Prefer not to answer.....	2	1	4