## Chicagoland Small Business Outlook Survey 2016

### The Landscape

<table>
<thead>
<tr>
<th>Industry</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agriculture</td>
<td>1%</td>
</tr>
<tr>
<td>Construction</td>
<td>4%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>4%</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>8%</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>2%</td>
</tr>
<tr>
<td>Transportation &amp; Warehousing</td>
<td>2%</td>
</tr>
<tr>
<td>Information, Media &amp; Telecommunications</td>
<td>6%</td>
</tr>
<tr>
<td>Finance, Insurance &amp; Real Estate</td>
<td>6%</td>
</tr>
<tr>
<td>Professional &amp; Business Services</td>
<td>24%</td>
</tr>
<tr>
<td>Personal Services</td>
<td>4%</td>
</tr>
<tr>
<td>Education &amp; Non-Profit</td>
<td>11%</td>
</tr>
<tr>
<td>Healthcare &amp; Social Assistance</td>
<td>7%</td>
</tr>
<tr>
<td>Arts, Entertainment &amp; Recreation</td>
<td>3%</td>
</tr>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>14%</td>
</tr>
</tbody>
</table>

Small businesses represent a diverse set of industries.

### The Majority

- 1% of businesses employ 1-19 employees
- 2% of businesses employ 20-49 employees
- 8% of businesses employ 50-99 employees
- 2% of businesses employ 100-499 employees
- 89% of businesses employ 500 or more employees

Businesses operated fewer than $5 million in annual revenue.

### The Outlook

- 60% expect higher gross sales/revenue in the future
- 37% believe business is better than one year ago
- 36% sought capital in the past year
- 76% plan to grow their business in the next year
- 28% expect to add part-time employees
- 28% expect to add full-time employees

Business owners are optimistic about the future and prospects for growth with nearly 40% planning to hire.

### The Concerns

#### Business Needs

- Access to Capital: 80%
- Taxes: 78%
- Healthcare Costs: 85%
- Economic Conditions: 64%
- Regulatory Requirements: 54%
- Limited Skilled Labor: 90%
- Revenue Growth: 78%
- Managing Cash Flow: 48%
- Business Planning: 34%
- Access to Capital: 46%
- Technology: 36%
- Legal Advice: 9%
- Filing a Patent: 26%
- Dealing with Local Government: 26%
- Hiring Skilled Workers: 58%

#### Business Concerns

- Marketing and Revenue Growth: 78%
- Limited Skilled Labor: 90%
- Managing Cash Flow: 50%
- Business Planning: 34%

Small businesses are eager to expand both in and outside of Chicagoland.

### The Landscape

- 52% of small businesses are headquartered in Illinois
- 25% of small businesses are headquartered outside of Illinois
- 22% of small businesses are headquartered in another state
- 25% of small businesses are headquartered internationally

There was a significant drop in confidence in the economy.

### The Concerns

#### Marketing and Revenue Growth

- 28% believe the Chicagoland economy will strengthen in the next year
- 16% believe the U.S. economy will strengthen in the next year
- 47% believe the Illinois economy will strengthen in the next year

Small businesses throughout Chicagoland participated in the survey.

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Source: Online survey of individuals operating in the Chicagoland region; 574 respondents completed the survey. Small businesses are defined as companies with fewer than 500 employees. Survey period: Oct. 15 to Nov. 15 2015.

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