

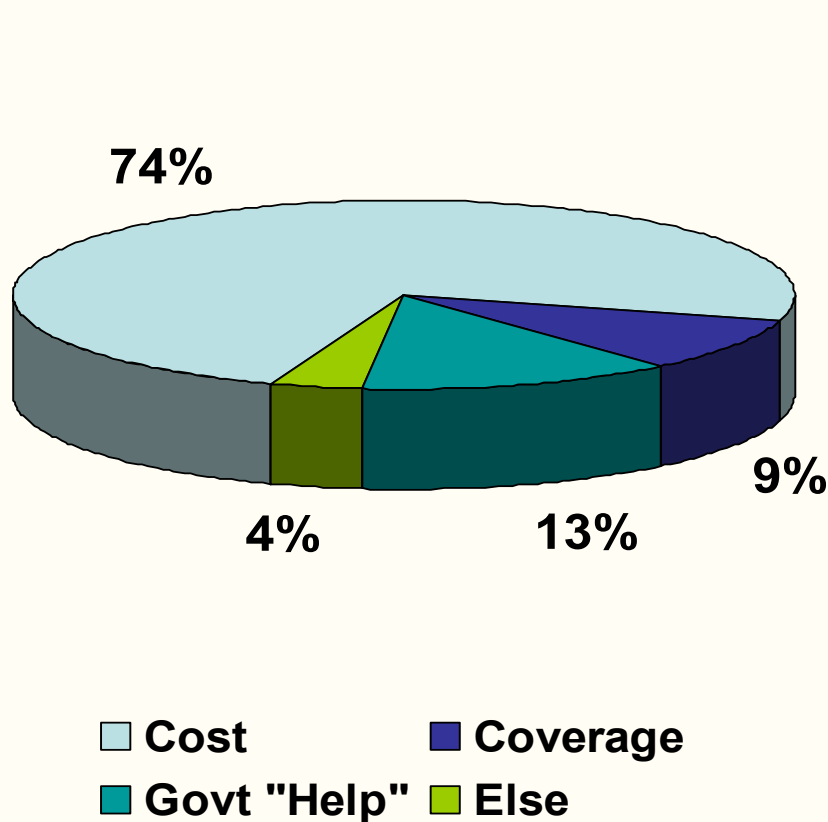
# **SMALL-BUSINESS OWNERS ON HEALTH CARE POLICY: Results of a Survey**

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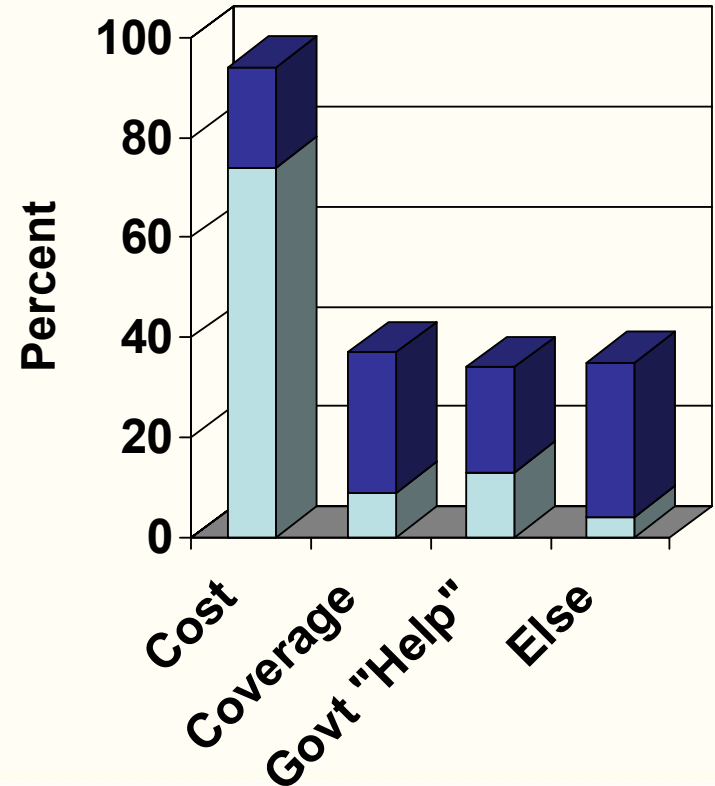
# Survey Conduct

- Time – March/April, 2007
- Sampling Frame – NFIB members
- Sample – 10,000 randomly drawn
- Response – 1,654 for a rate of 17%
- Survey Means – Mail

# Cost is the Problem: first choice (left); first two choices (right)



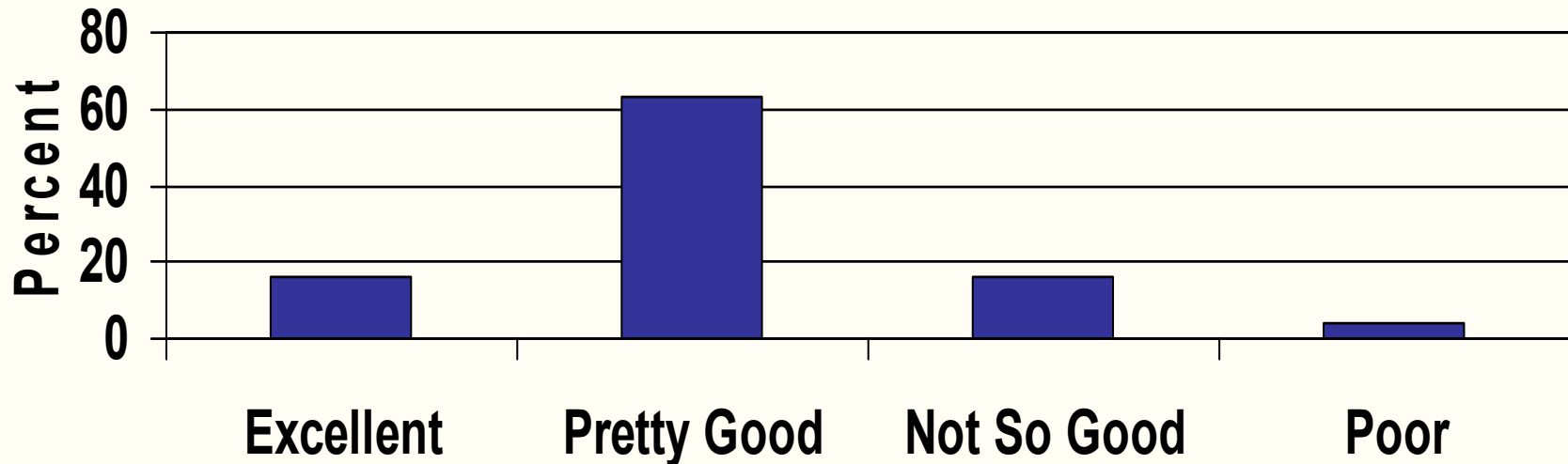
■ First Choice ■ Second Choice



# Implications of Cost as the Problem

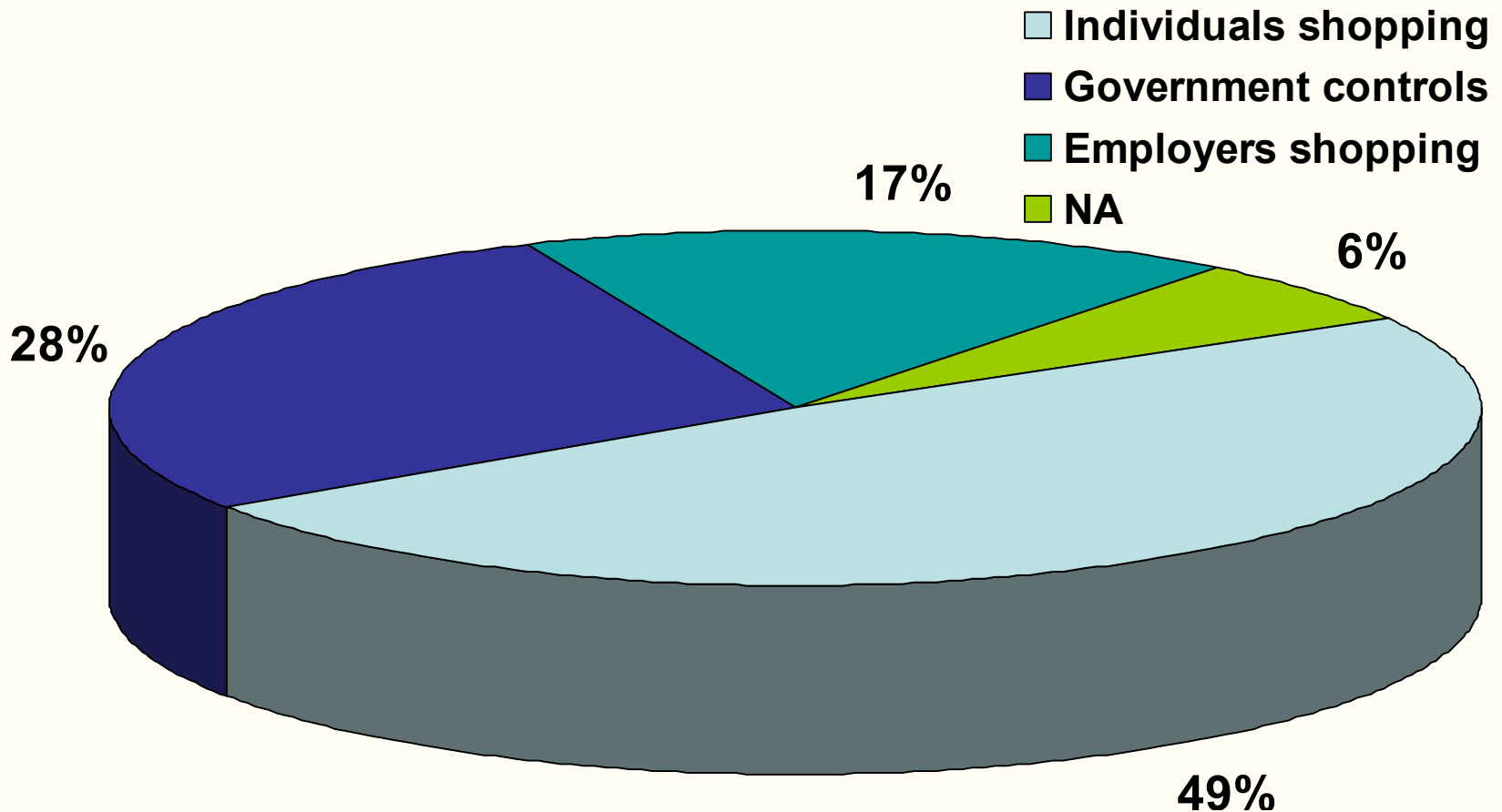
- Small business problem is cost
- Policy maker's problem is coverage
- If policy makers can't help small employers with their problem, small employers can't help policy makers with theirs.

# Quality is NOT an Issue...But?



- 3% cite improving health care quality/reducing errors as single most serious health care issue
- 17% list the issue as their second choice

# Best Approach to Controlling Costs



# Prices Matter

Affects Amount of  
Health Care Used

Do NOT Affect  
Amount of Health  
Care Used

70%

28%

Good Thing

43%

9%

Bad Thing

20

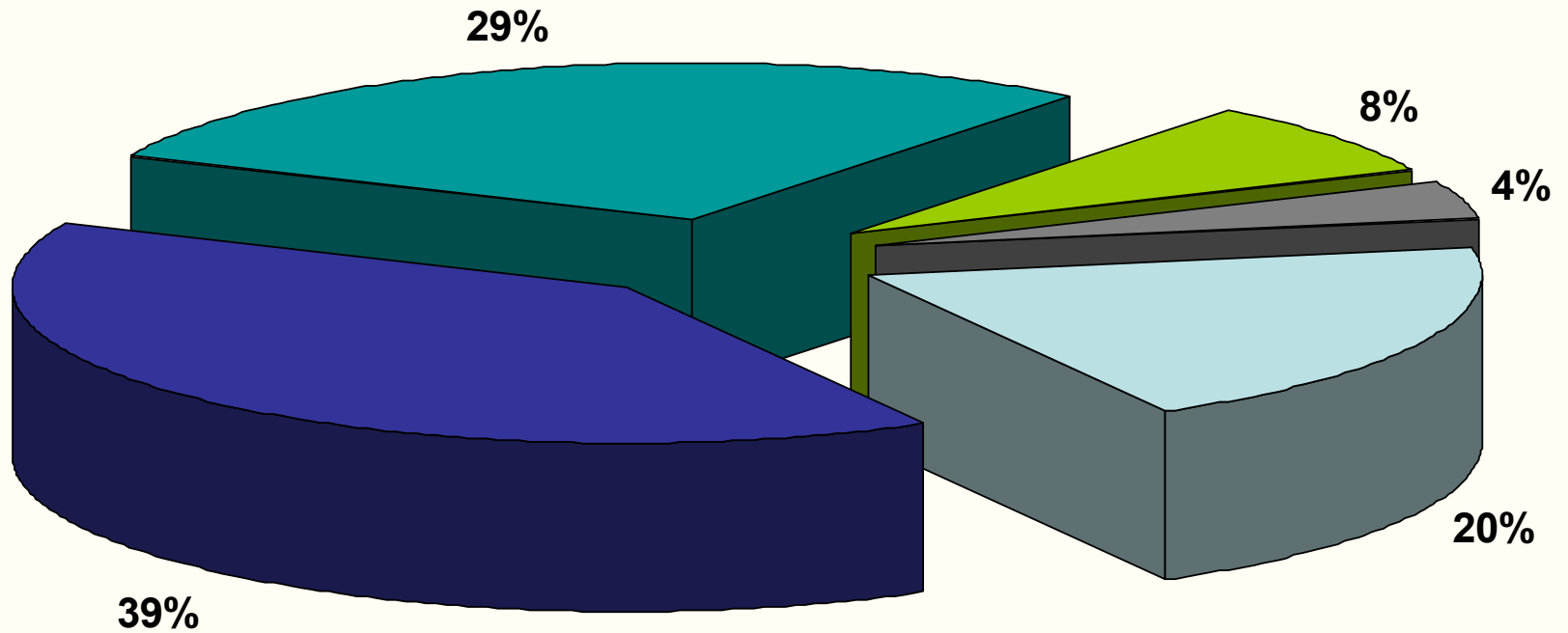
16

Don't Know

8

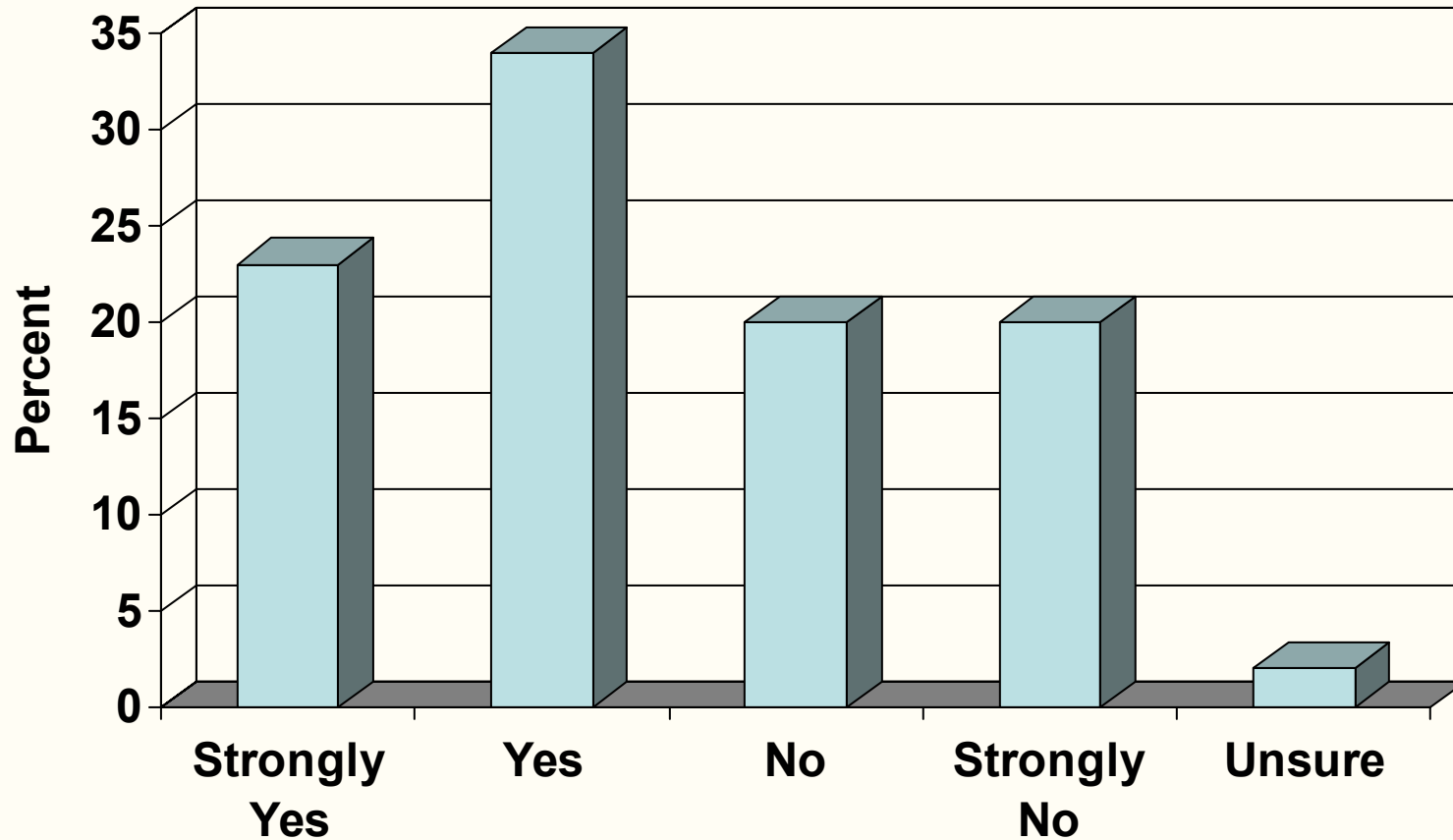
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# Require Computerized Records



■ Yes, Str. 
 ■ Yes 
 ■ No 
 ■ No, Str. 
 ■ NA

# Individual Mandate



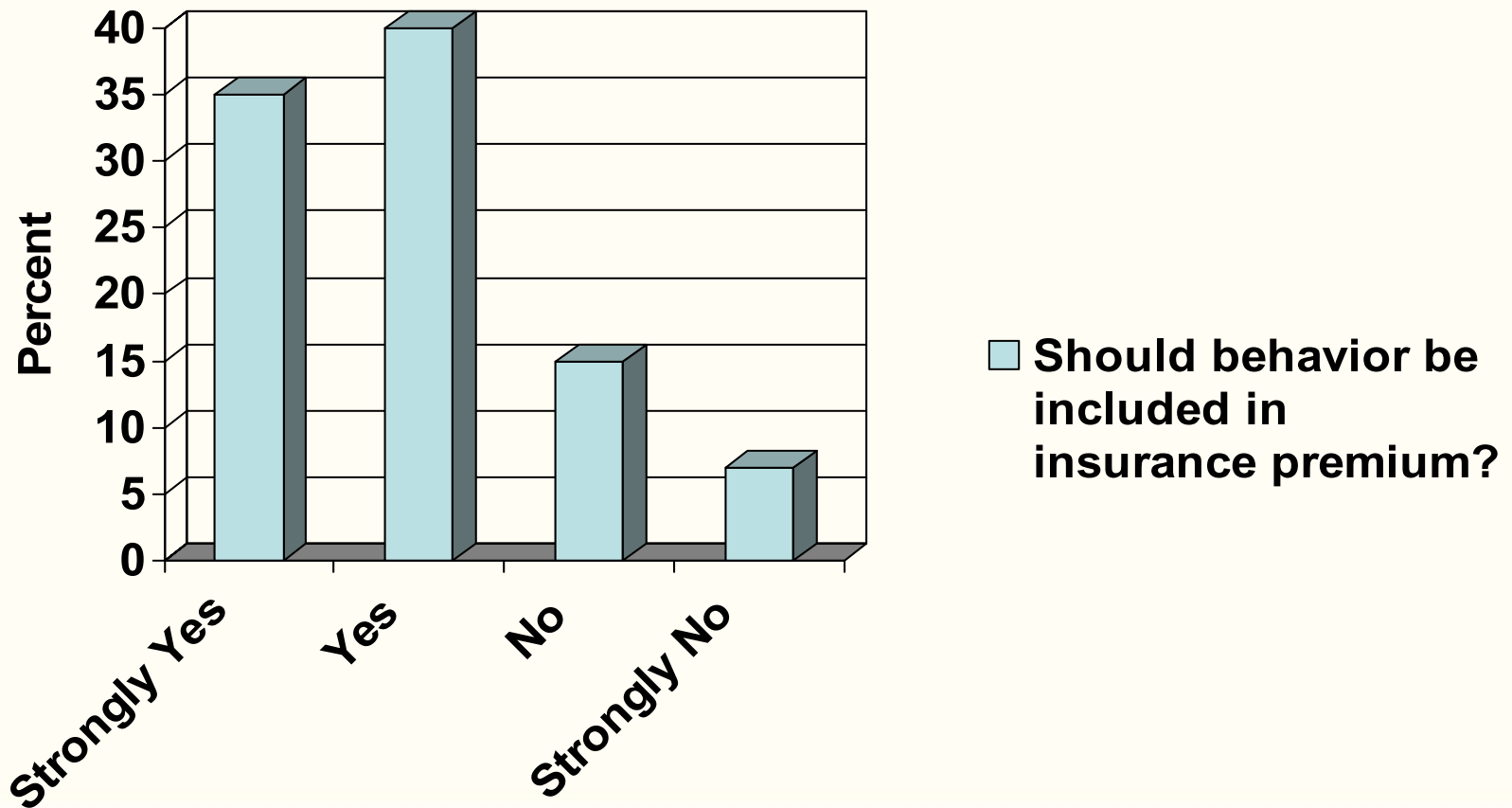
# Favor Individual Mandate – Why?

- 47% - irresponsible to potentially leave large, unpaid bills
- 8% - shouldn't be able to risk everything
- 32% - cause higher premiums for others
- 9% - if society treats you (and it will), it can expect the individual to pay for it
- 3% - else

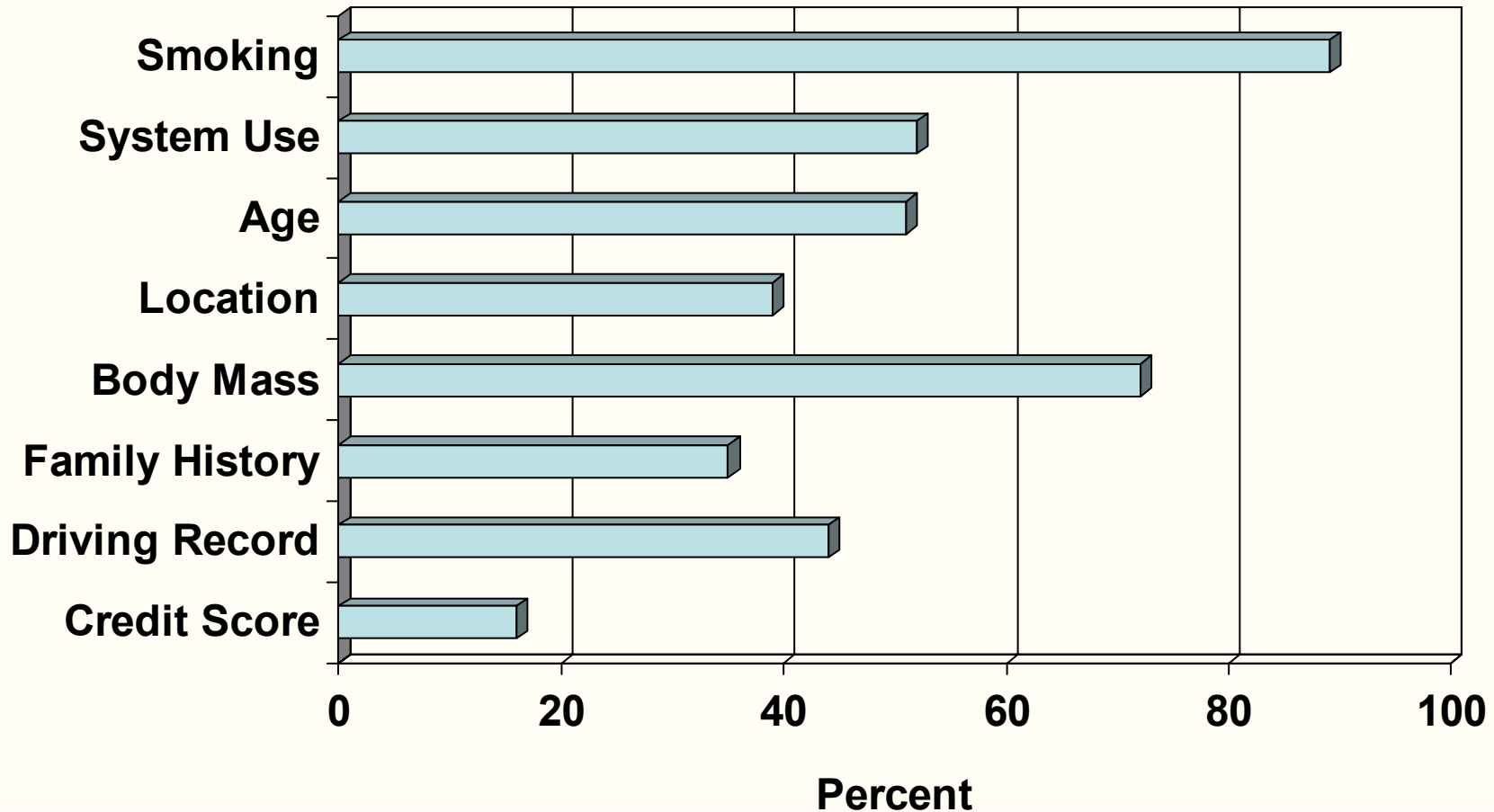
# Oppose Individual Mandate – Why?

- 59% - none of the government's business
- 24% - unenforceable as a practical matter
- 5% - health insurance is actuarially a very bad deal for some
- 13% - else

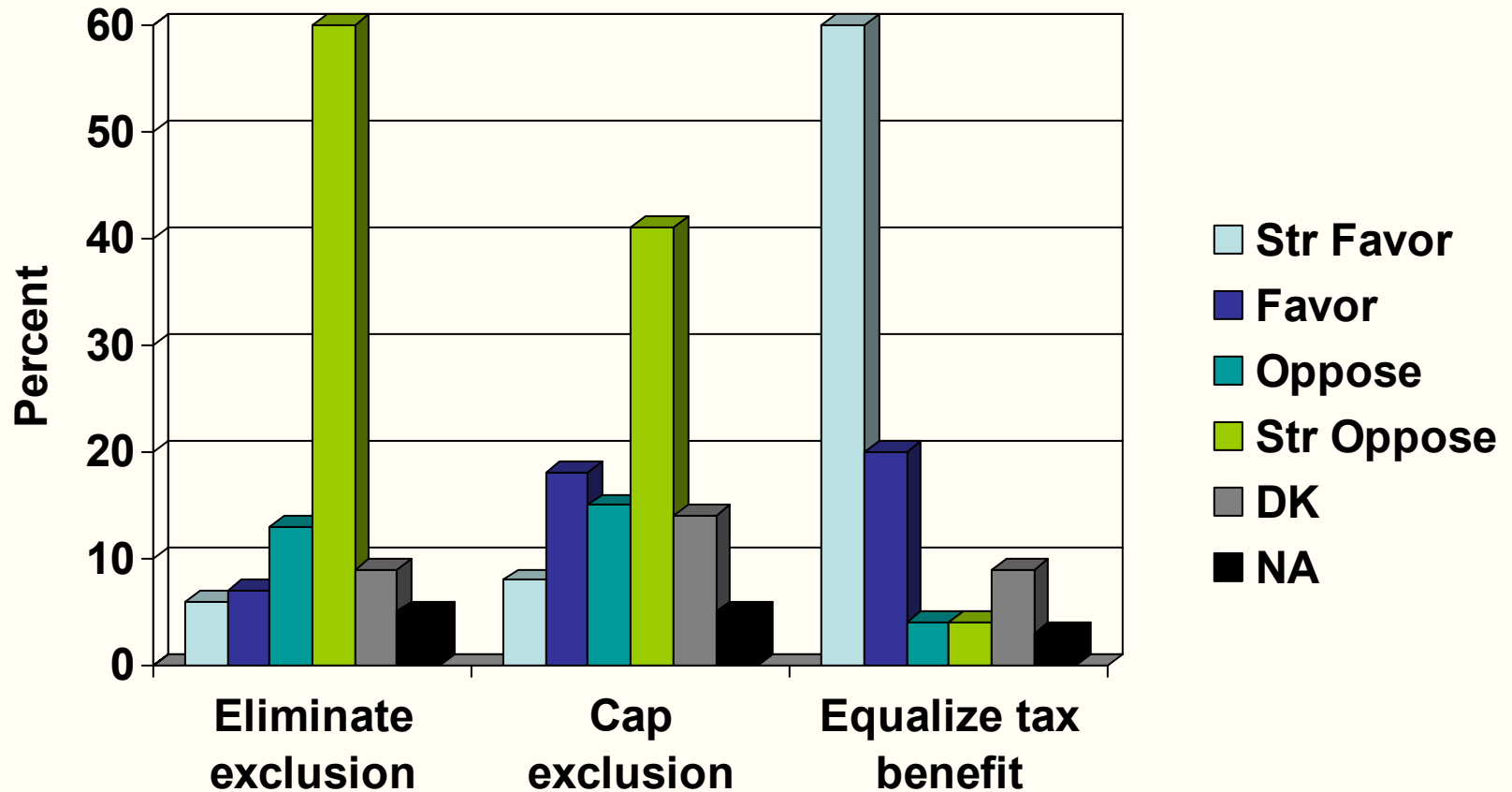
# Underwriting: Behaviors that Influence Health Outcomes



# Underwriting: Behaviors Fair to Include in Insurance Premium

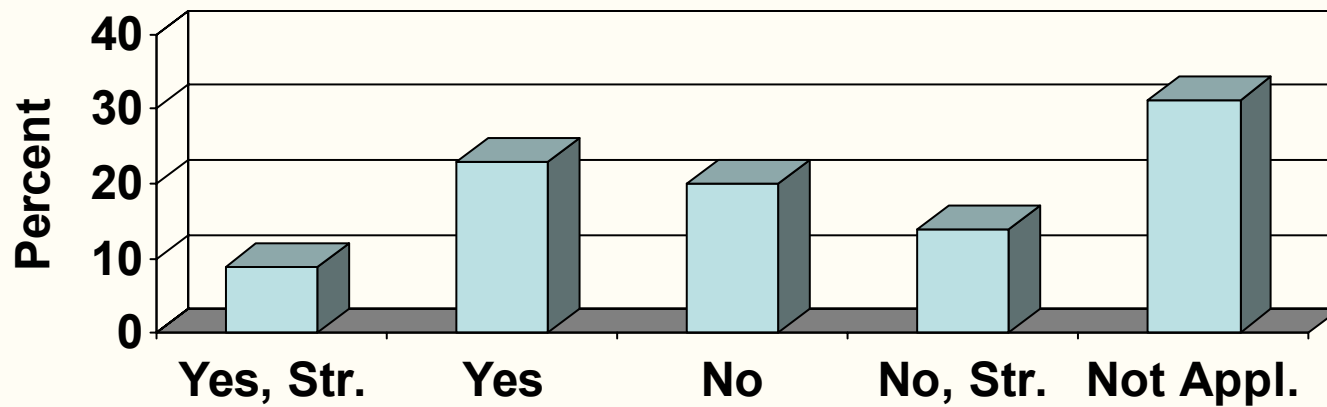


# Taxes and Health Policy



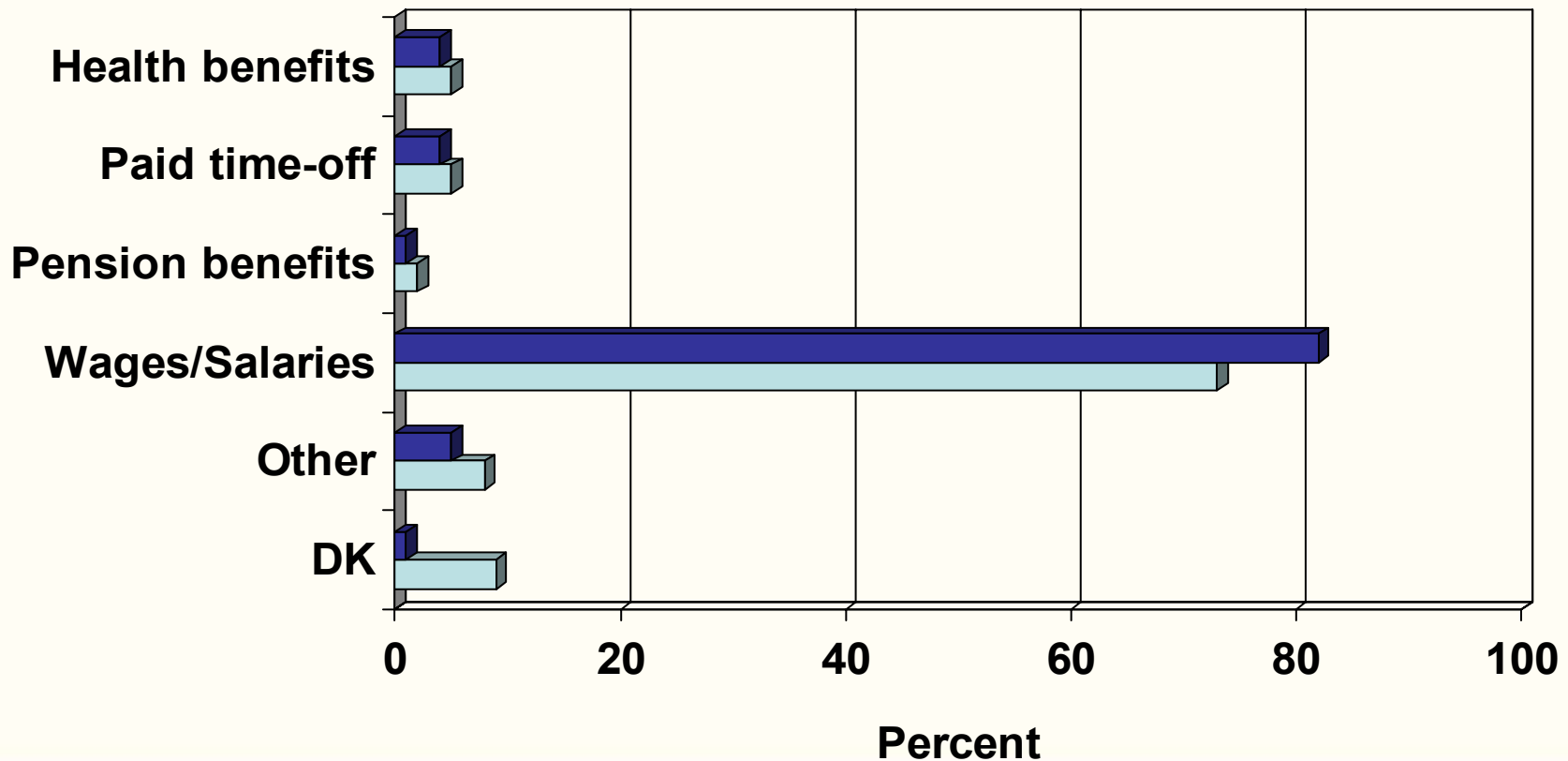
# Tax Credits to Expand Coverage

- Proposal – tax credit on top of deduction to cover any non-covered employee earning \$25,000 or less. Employer must pay at least 60 percent. Does the proposal offer an incentive among those currently offering health insurance to cover more employees?



# If Employer Were to Increase Employee Compensation

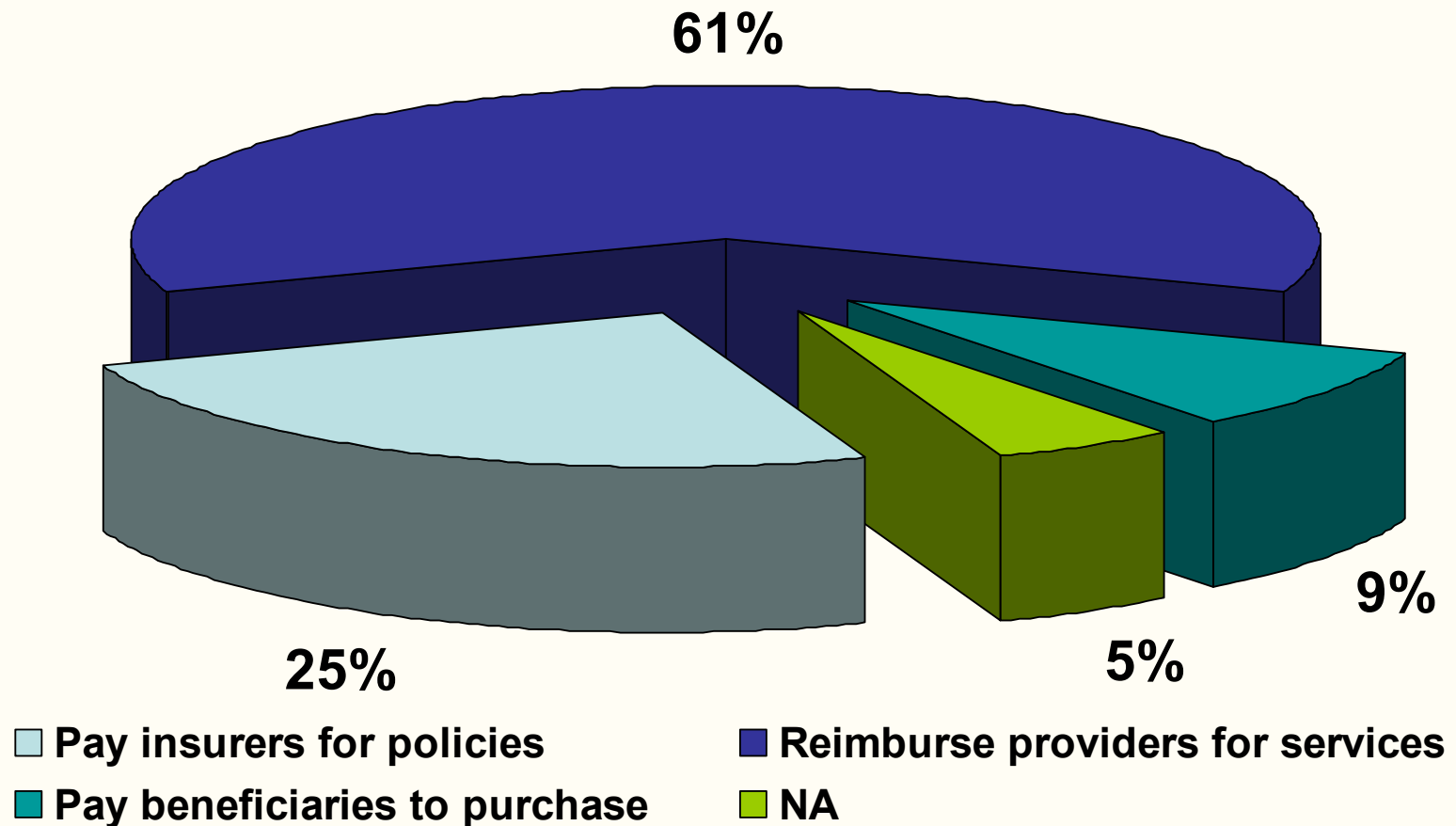
■ Employer would give 
 ■ Employee would want



# Preferred Approach for Working Uninsured

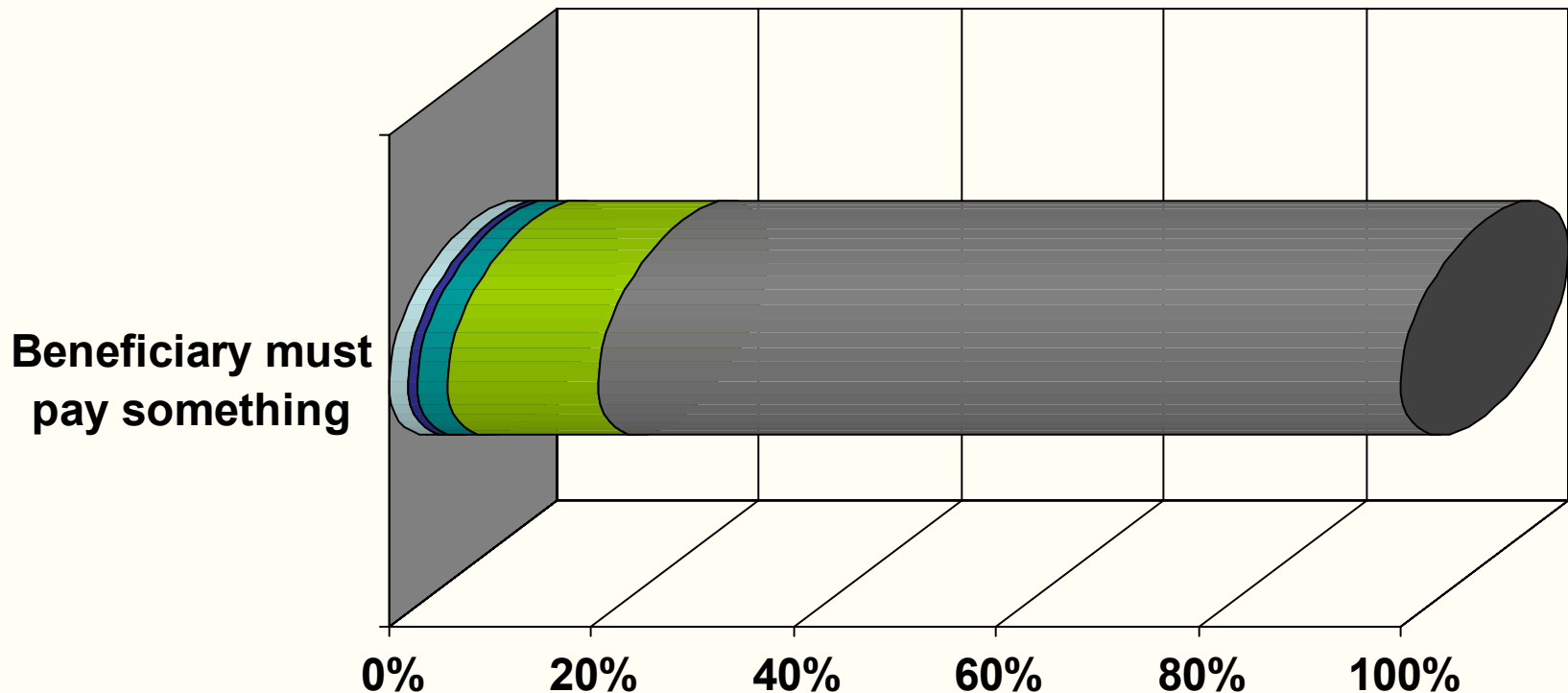
- 9% - expand existing government programs, such as Medicaid
- 5% - employer mandate
- 63% - tax credits to purchase private health insurance
- 9% - individual mandate; subsidize poor
- 11% - hands off; poor typically find care
- 4% - undecided

# If Government Were to Financially Assist Working Poor – How?

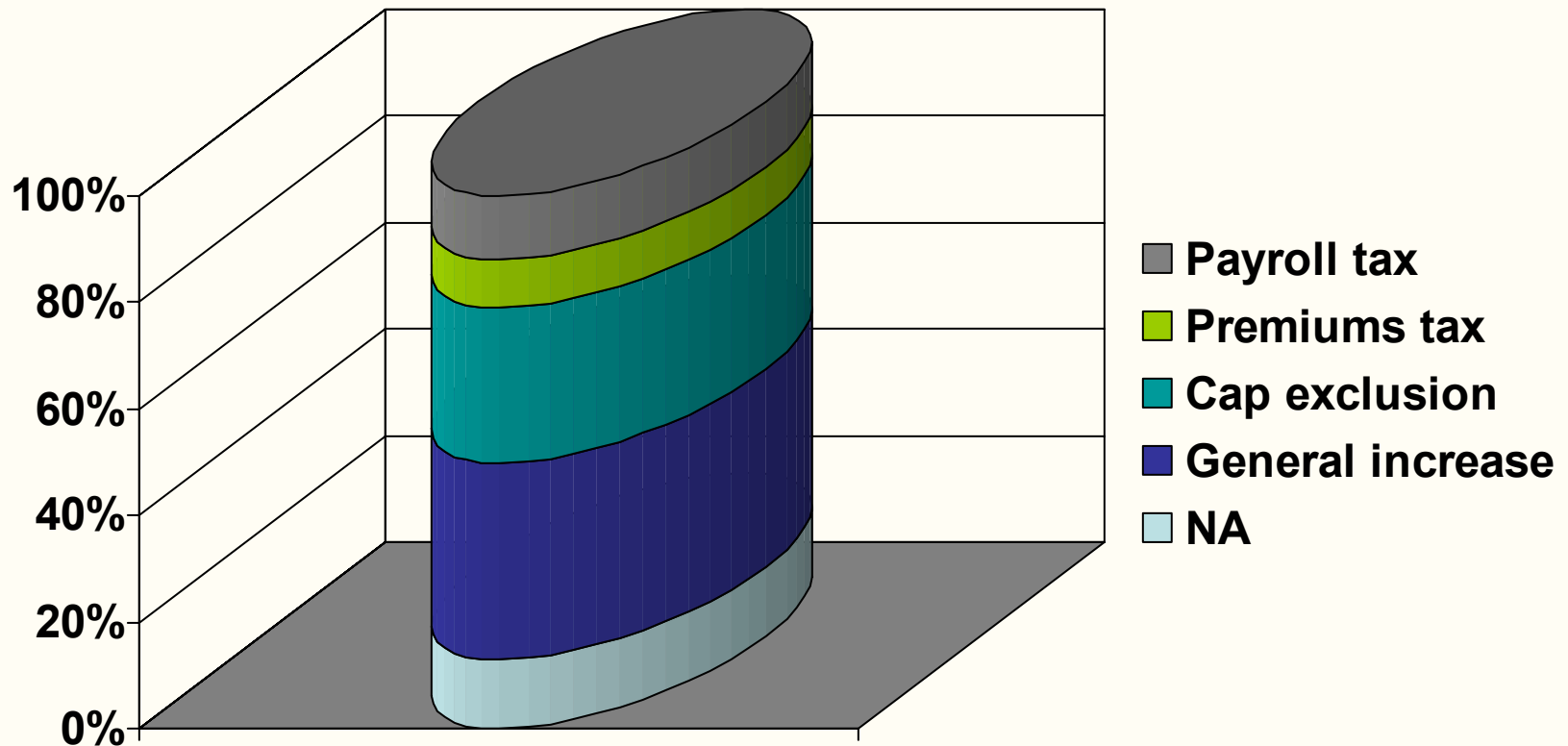


# If Government Were to Financially Assist the Poor – Obligations?

NA
  Str. Disagree
  Disagree
  Agree
  Str. Agree



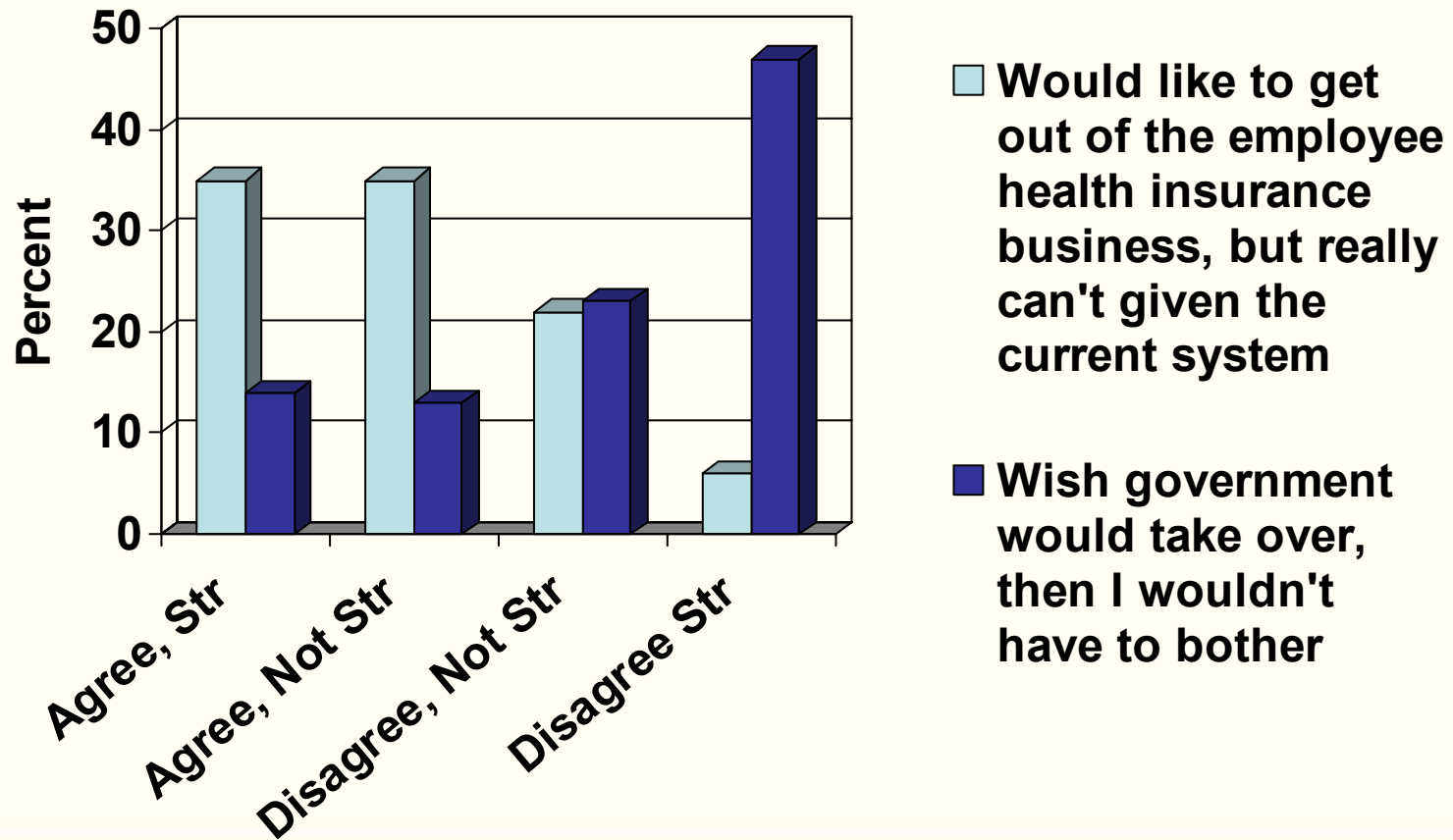
# If Government Were to Financially Assist the Poor – How to Pay?



# Employer's Role Financing Employee Health Care

- 6% - Mandatory provision
- 58% - Voluntary provision
- 3% - Payroll tax on employers
- 23% - No role for employers – individual's responsibility
- 7% - No role for employers – government's responsibility
- 4% - Undecided

# Those Currently Offering Employee Health Insurance



# Preferred Health Care System in 10 Years

